

Market Analysis and Forecasting

Market Analysis and Forecasting

# Janet Rathbun's Market Reports



## Advanced Marketing Tools



# Janet Rathbun's Market Reports

## Detached

- [North Delta](#)
- [Langley North](#)
- [Langley-Cloverdale](#)
- [Surrey East](#)
- [Surrey West](#)
- [White Rock S Surrey](#)

## Attached

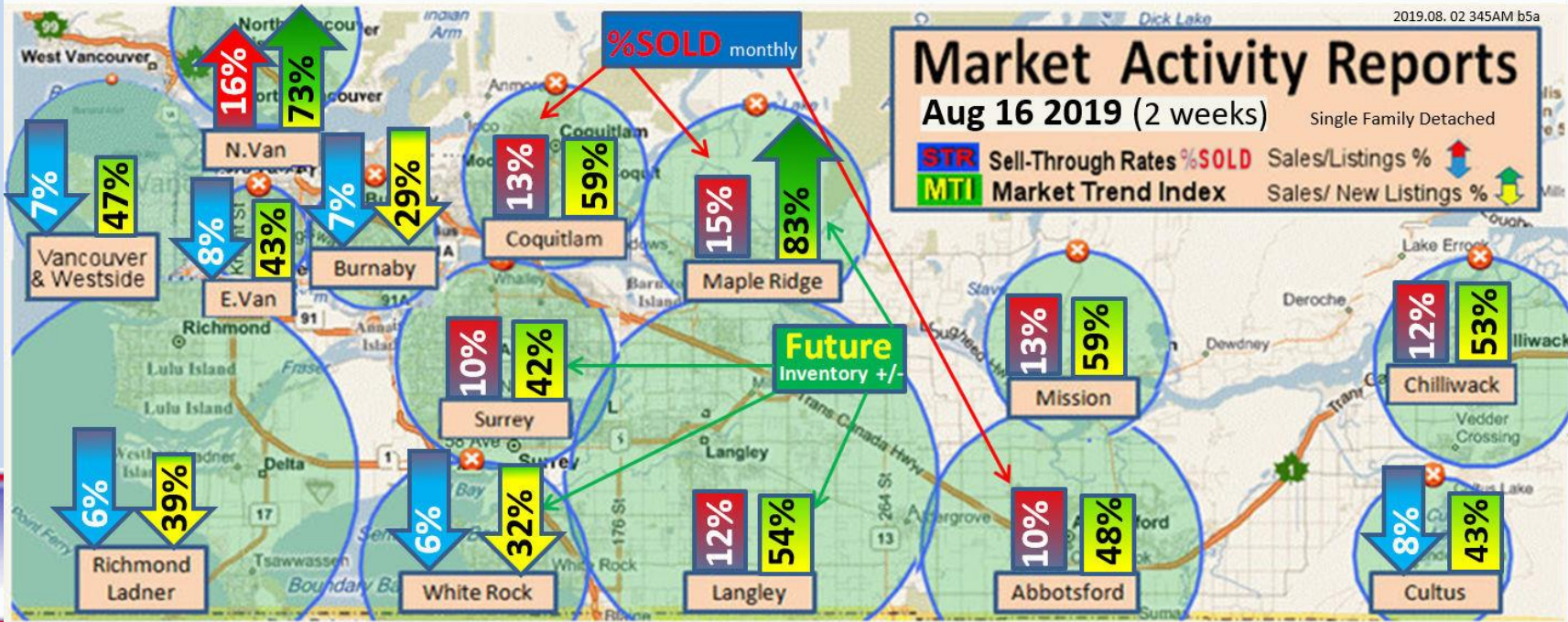
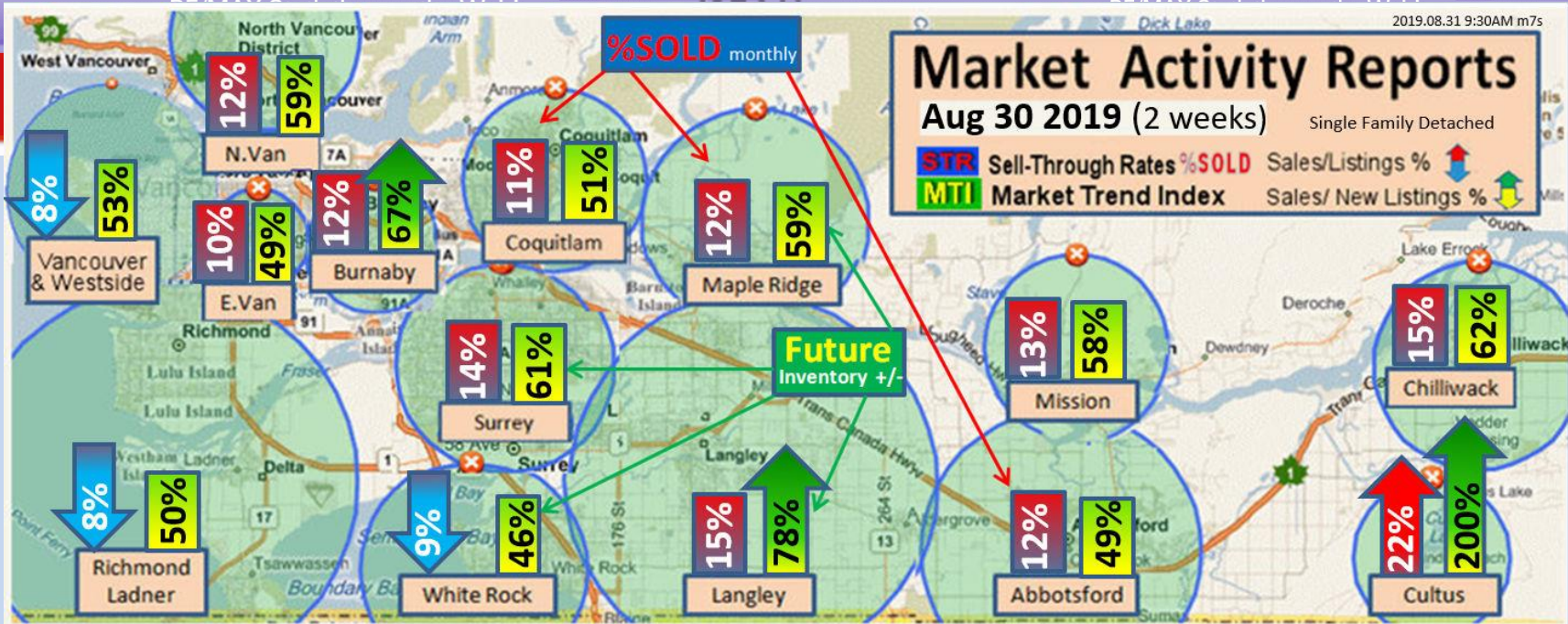
- [Langley-Cloverdale](#)
- [Surrey East](#)
- [Surrey West](#)
- [White Rock S Surrey](#)

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



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Vancouver & Fraser Valley

### Sales (2 wks)/ Listings Graph

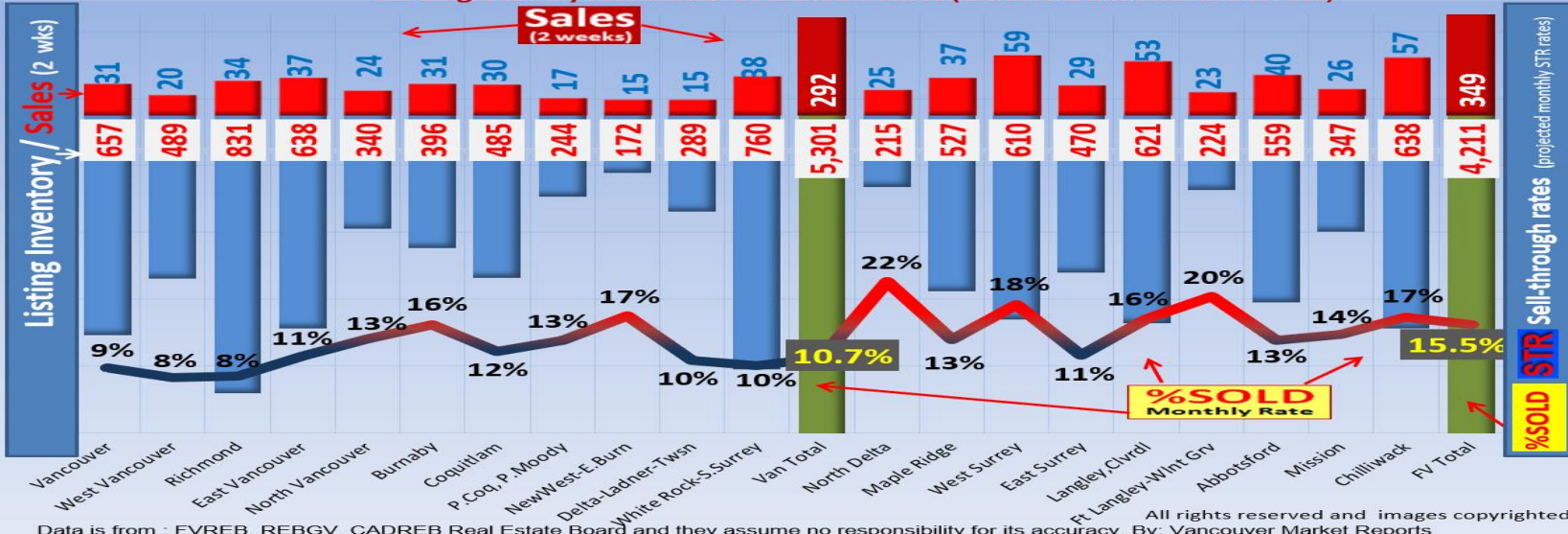
Aug 30 2019 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

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)

2019.08.31.930AM m7s



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports

Vancouver & Fraser Valley

### Sales (2 wks)/ Listings Graph

Aug 16 2019 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

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)

2019.08.3.330AM b5a



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports



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

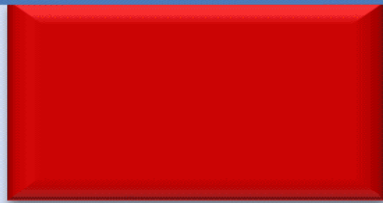
房地产价格变动(\$/%)

Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

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



(\$17,959)

-1.8%



(\$27,576)

-3.4%

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

High End Detached

高档独立屋



\$940,000

Low End Detached

低端独立屋



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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

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\*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. [More Details](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



## Monthly Market Activity - Aug 2019 Single Family



### Sept 1 2019 N. Delta Market Update (Detached)

**Current:** N.Delta has a Seller Market with **17 %SOLD** rate and a 96% Sell/List ratio.

(This means that there is an average of a \$43,278 discount from the original list price)

*Most Active Price Range:* Homes below \$875,000 have a high **33.3 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.2 mill. have **10.1 %SOLD** rate.

**History:** The North Delta Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$38,114.  
The North Delta Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$17,905.

\*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 - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$875,000	39	13	57	95%	-\$42,400	33.3%	↑
\$875,001-\$980,000	54	10	55	96%	-\$32,000	18.5%	↑
\$980,001-\$1,200,000	99	16	35	96%	-\$40,500	16.2%	↑
\$1,200,001 and more	99	10	57	97%	-\$42,750	10.1%	
<b>Total Activity</b>	<b>291</b>	<b>49</b>	<b>58</b>	<b>96%</b>	<b>-\$43,278</b>	<b>17%</b>	↑

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	269	309	291		-18	↓
Active Listings (1st of the month)	210	240	218	211	-7	↓
Solds	30	49	49		0	
Days on Market (DOM)	36	19	58		39	↑
%SOLD (Sales/Listings /monthly rate)	11%	16%	17%		1.0%	↑
(Top 50%) Home Price Index HPIp	\$1,019,073	\$986,101	\$980,959		-\$5,142	↓
(Lower 50%) Home Price Index HPIl	\$811,908	\$793,270	\$794,003		\$734	↑



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

N. Delta Sub areas Statistics - Aug 2019					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	66	10	54	96%	-\$34,950	15.2%
Nordel	65	12	68	93%	-\$65,940	18.5%
Scottsdale	80	13	13	98%	-\$24,000	16.3%
Sunshine Hills Woods	80	14	35	96%	-\$42,000	17.5%
<b>Total Activity</b>	<b>291</b>	<b>49</b>	<b>58</b>	<b>96%</b>	<b>-\$43,278</b>	<b>17%</b>



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## Next Months Market Forecast

**Forecast:** North Delta has average Listing supply; 211 homes are for sale and with the **17 %SOLD** monthly rate gives us about ~6 months of inventory. 14% of the active listings have reduced their price by \$49,023 on average or \$40,000 on median for the last month. We project North Delta to be a continued Seller market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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:

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**RE/MAX Performance Realty** Delta

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#1 **RE/MAX** Market Reports  
RE/MAX Statistics, on the Web!

detached homes



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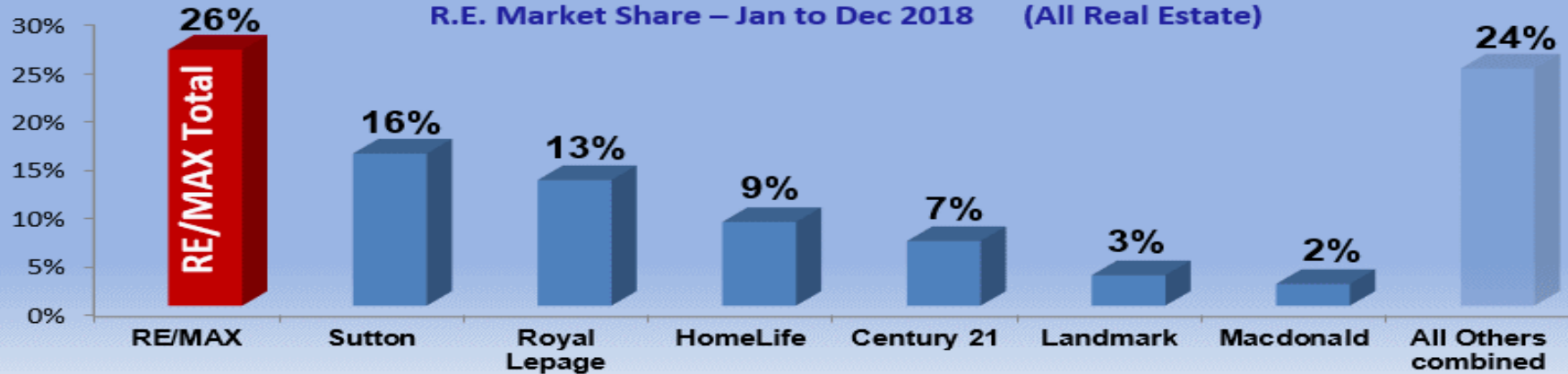
Market Analysis and Forecasting

Sept 1/19

North Delta

## #1 the **RE/MAX** Market Share Reports

Fraser Valley and Chilliwack R.E. Boards  
R.E. Market Share – Jan to Dec 2018 (All Real Estate)



# RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand



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Detached

North Delta

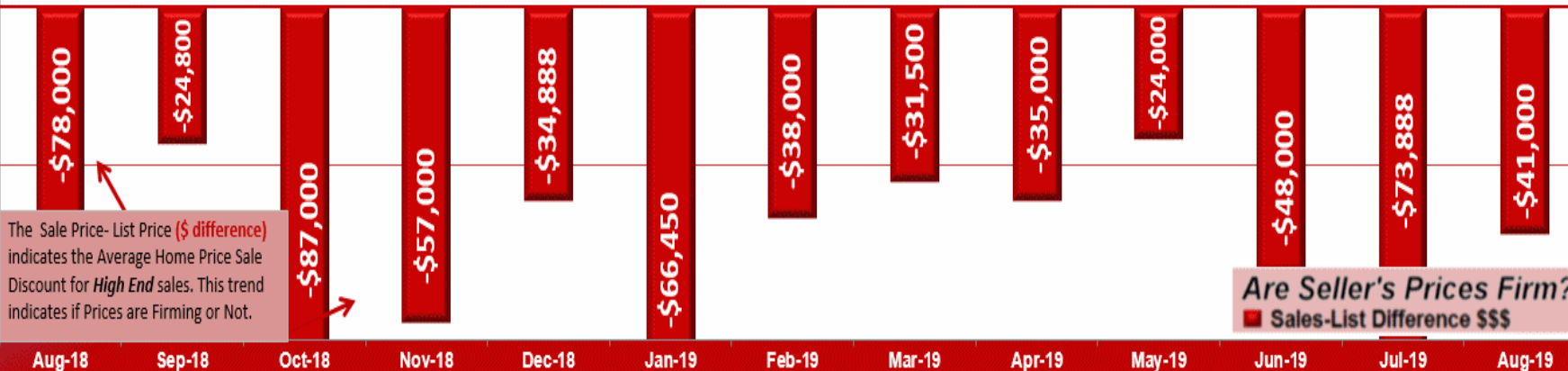
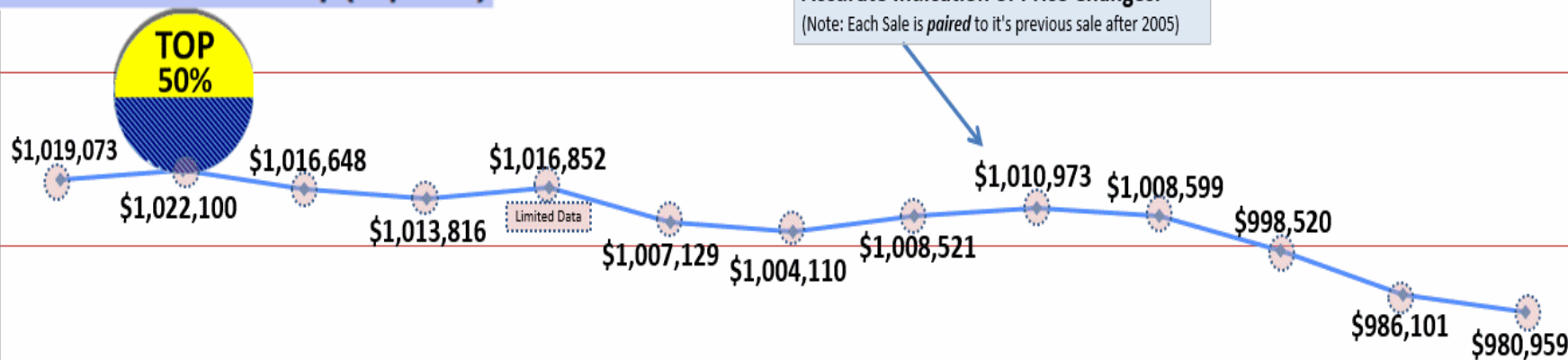
Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Homes Over \$940,000

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

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached



Detached

TOP 50%

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



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



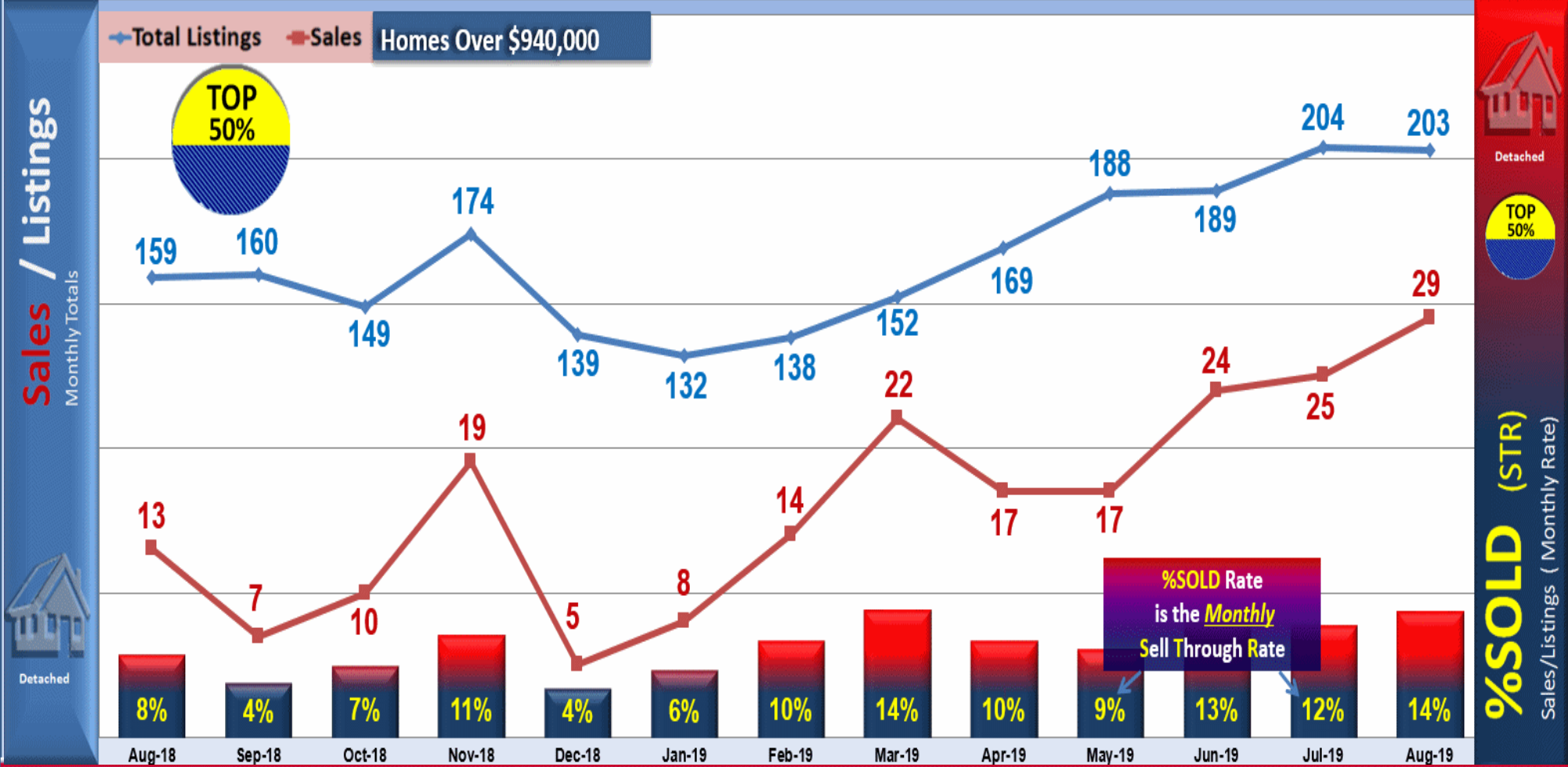
## Janet Rathbun

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Market Analysis and Forecasting Sept 1/19 North Delta

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



Sales / Listings  
Monthly Totals

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

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Detached

North Delta

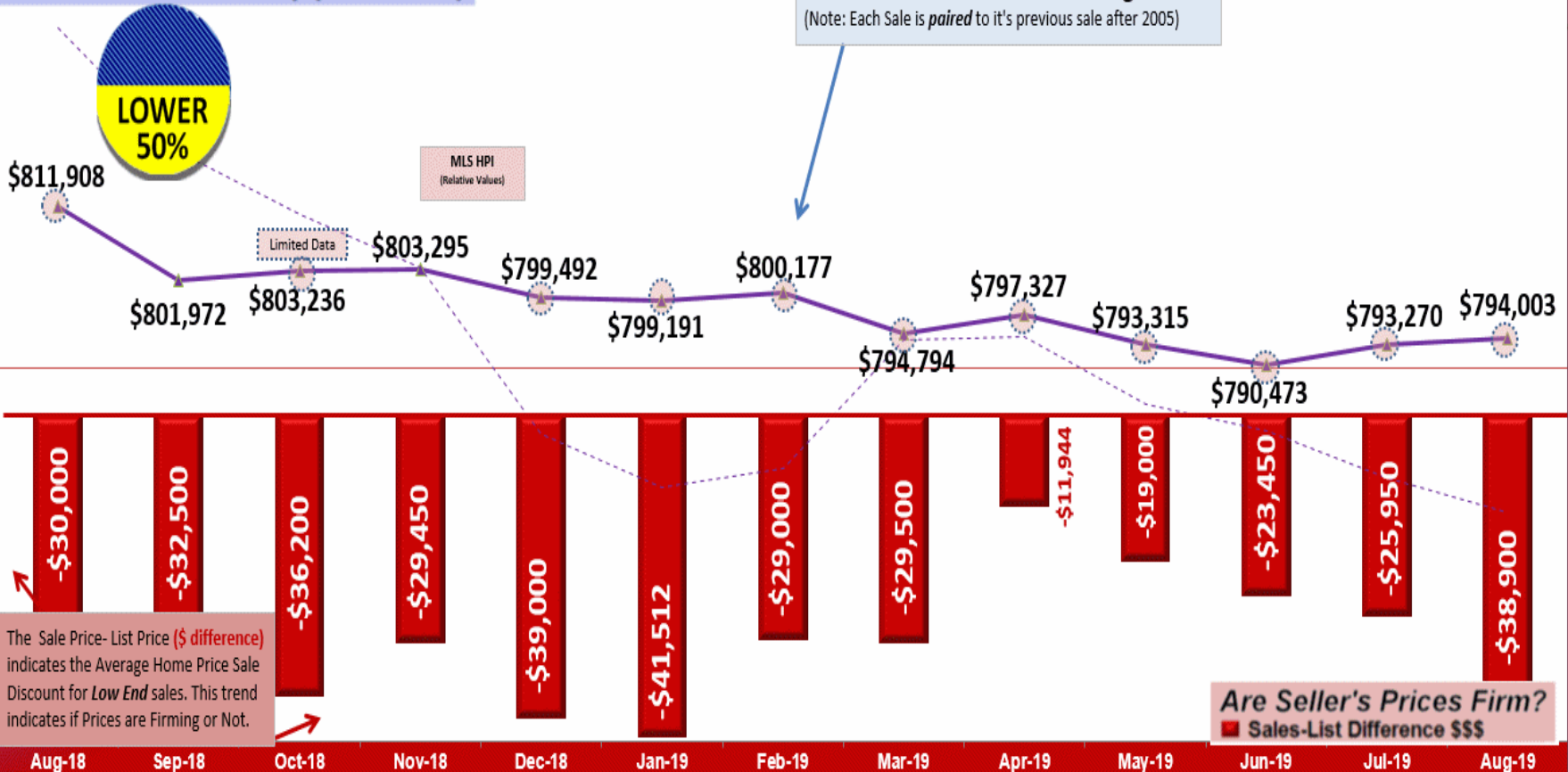
Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

Homes Below \$940,000

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

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



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



Detached



Detached

LOWER 50%

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?

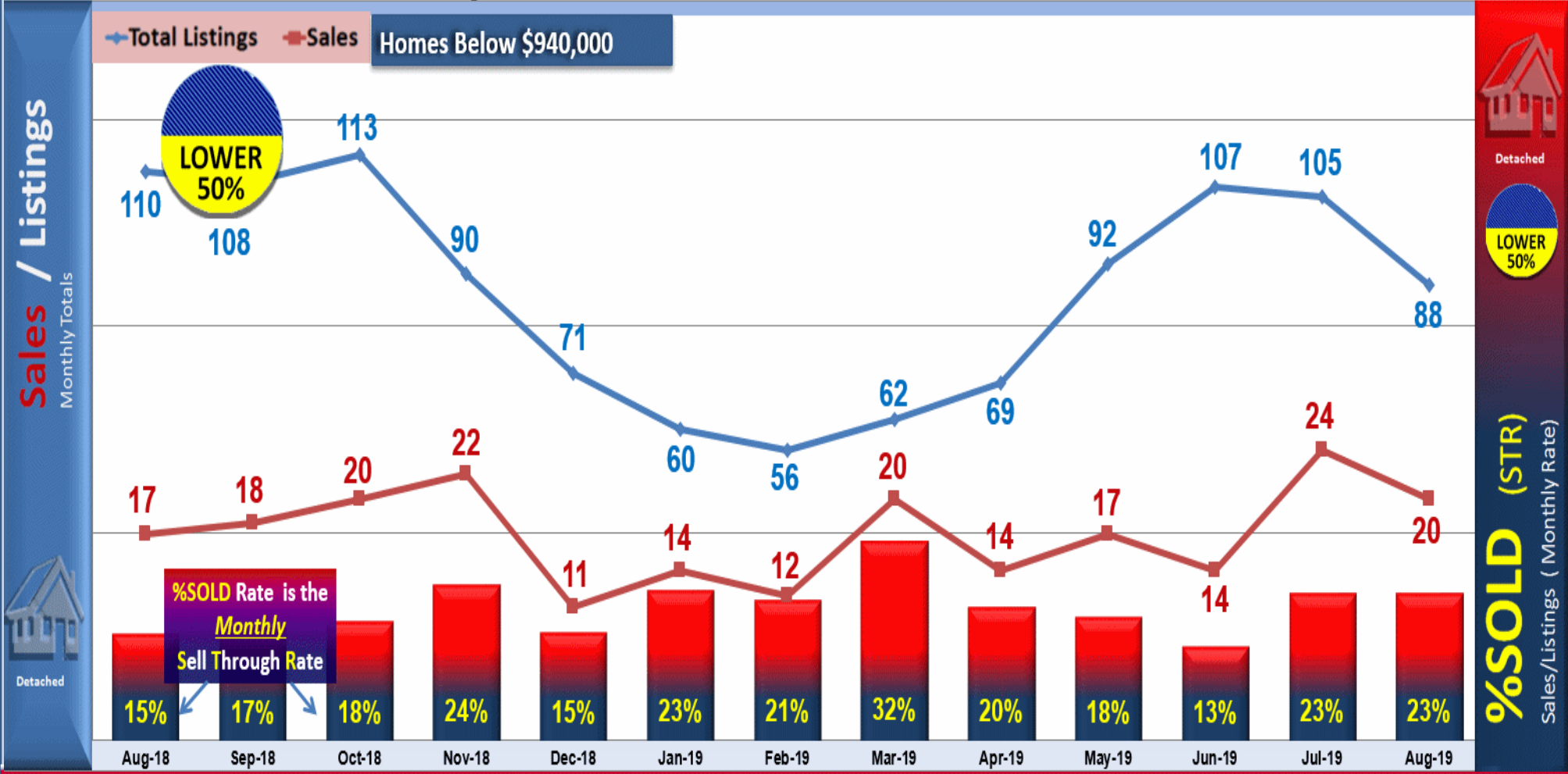
■ Sales-List Difference \$\$\$



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Detached N. Delta Total Listings<sup>\*\*</sup>, Sales, and %SOLD Rates



Sales / Listings  
Monthly Totals



Detached



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



Detached

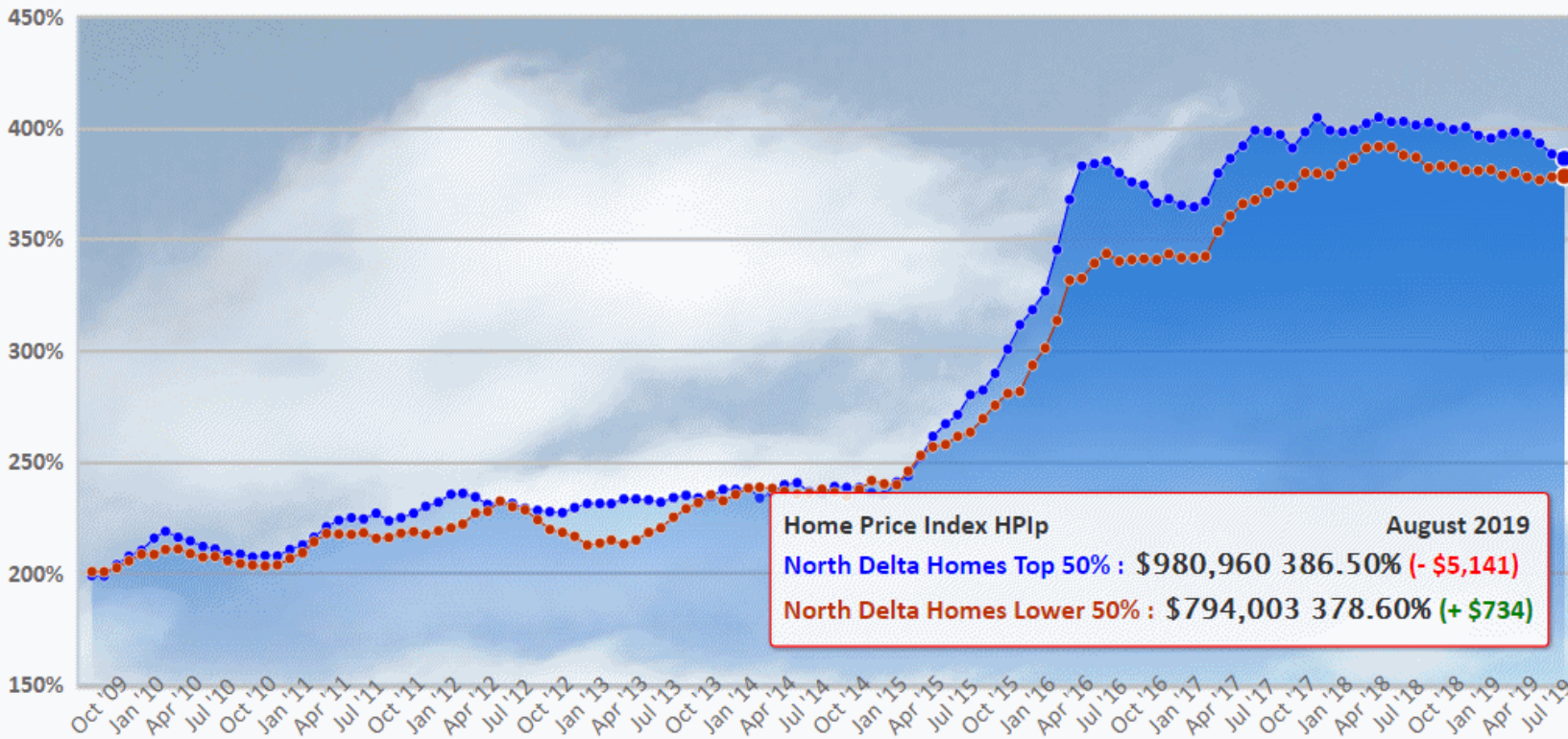


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Powered by the Greater Vancouver Market Reports HPIp

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



Home Price Index HPIp August 2019  
 North Delta Homes Top 50% : \$980,960 386.50% (- \$5,141)  
 North Delta Homes Lower 50% : \$794,003 378.60% (+ \$734)

Monthly Home values	
Date	Value
Aug 2019	% 386.50
Jul 2019	% 388.50
Jun 2019	% 393.40
May 2019	% 397.40
Apr 2019	% 398.30
Mar 2019	% 397.40
Feb 2019	% 395.60
Jan 2019	% 396.80
Dec 2018	% 400.70
Nov 2018	% 399.50
Oct 2018	% 400.60
Sep 2018	% 402.70

Highcharts.com



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South Surrey White Rock Real Estate Price Changes (\$/%)

白石,南素里 房地產價格變動/白石,南素里 房地產價格變動

Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

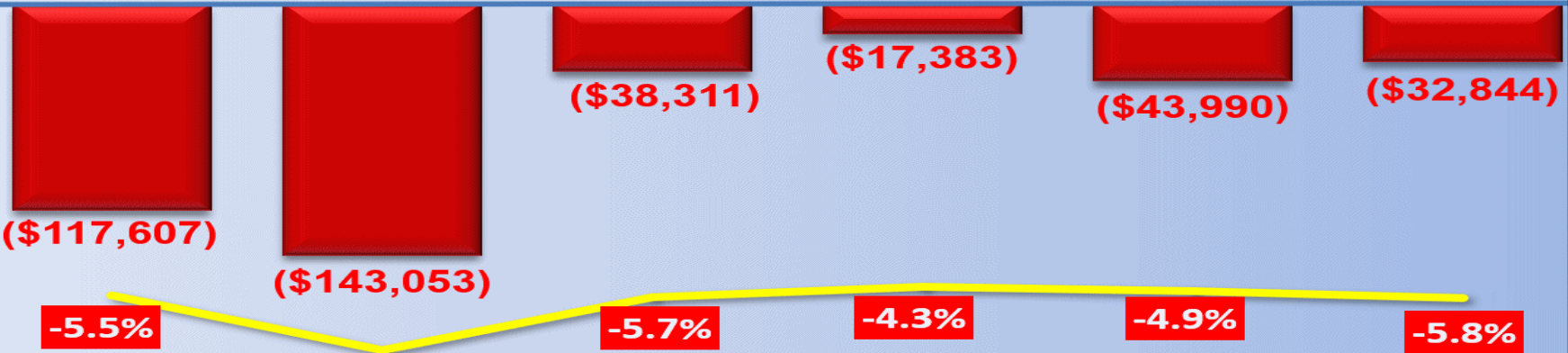
房屋类型: 迄至今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

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

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

年終住房價格變動



% YTD Price Change (1 Year) 迄至今年價格變動 (1年)



YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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

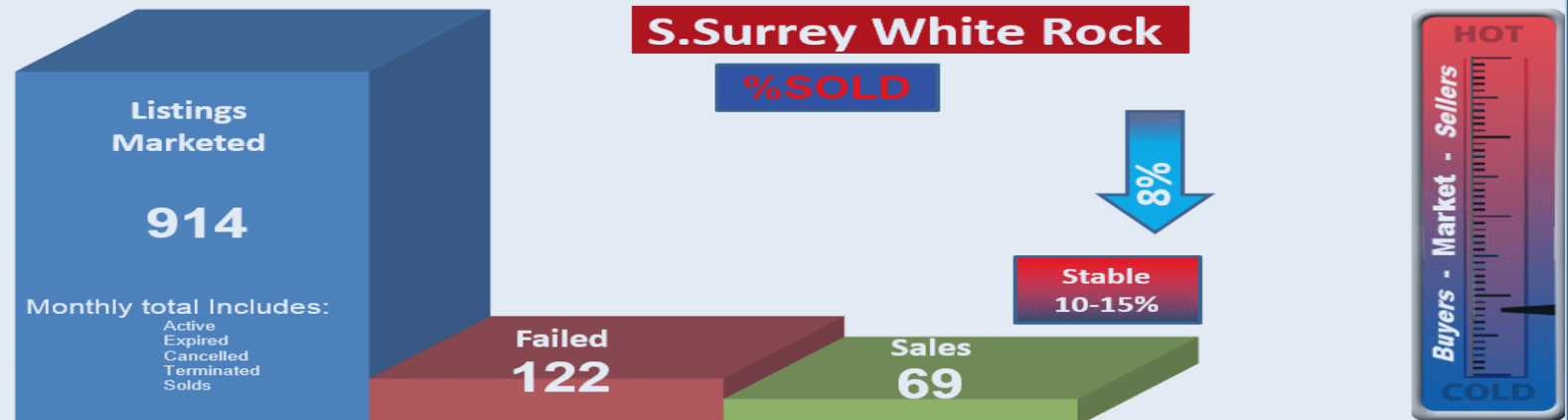


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## Monthly Market Activity - Aug 2019 - Single Family



### Sept 1 2019 White Rock - South Surrey Market Update (Detached)

**Current:** White Rock South Surrey is in a Buyer Market with average listing inventories, **8 %SOLD** rate and a 94% Sell/List Ratio.

(This means that there is an average of a \$76,500 discount on a sale from the original list price)

*Most Active Price Range:* Homes below \$900,000 have **19.6 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.9 mill. have **2.6 %SOLD** rate.

**History:** The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$172,288.  
The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$74,750.



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

White Rock - South Surrey List Price Ranges Statistics - Aug 2019							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$900,000	56	11	38	94%	-\$29,000	19.6%	↑
\$900,001-\$1,100,000	102	13	18	92%	-\$87,858	12.7%	
\$1,100,001-\$1,250,000	70	7	44	94%	-\$81,000	10.0%	
\$1,250,001-\$1,400,000	100	11	45	96%	-\$60,000	11.0%	
\$1,400,001-\$1,600,000	82	3	20	94%	-\$86,000	3.7%	↓
\$1,600,001-\$1,900,000	82	4	60	87%	-\$238,500	4.9%	↓
\$1,900,001-\$2,200,000	94	5	24	95%	-\$100,000	5.3%	↓
\$2,200,001-\$3,000,000	211	12	69	93%	-\$179,000	5.7%	↓
\$3,000,001 and more	117	3	33	80%	-\$738,000	2.6%	↓
<b>Total Activity</b>	<b>914</b>	<b>69</b>	<b>42</b>	<b>94%</b>	<b>-\$76,500</b>	<b>8%</b>	↓

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	929	960	914		-46	↓
Active Listings (1st of the month)	781	808	755	723	-32	↓
Solds	55	86	69		-17	↓
Days on Market (DOM)	32	38	42		4	↑
%SOLD (Sales/Listings /monthly rate)	5.9%	9.0%	7.5%		-1.4%	↓
(Top 50%) Home Price Index HPIp	\$2,084,404	\$1,947,101	\$1,912,116		-\$34,985	↓
(Lower 50%) Home Price Index HPIp	\$1,062,101	\$994,101	\$987,351		-\$6,750	↓



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

White Rock - South Surrey Sub areas Statistics - Aug 2019				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	138	7	70	89%	-\$259,905	5.1%
Sunnyside Pk Surrey	67	7	16	94%	-\$81,000	10.4%
Crescent Bch Ocean Pk.	150	14	34	93%	-\$126,429	9.3%
White Rock	186	9	45	93%	-\$108,000	4.8%
King George Corridor	114	14	38	93%	-\$29,900	12.3%
Hazelmere	25	2	54	73%	-\$625,000	8.0%
Grandview Surrey	97	7	60	96%	-\$120,000	7.2%
Morgan Creek	86	7	24	94%	-\$53,000	8.1%
Pacific Douglas	51	2	27	94%	-\$63,400	3.9%
<b>Total Activity</b>	<b>914</b>	<b>69</b>	<b>42</b>	<b>94%</b>	<b>-\$76,500</b>	<b>8%</b>



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## Next Months Market Forecast

**Forecast:** White Rock South Surrey has average Listing supply; 723 homes are for sale and with the **8 %SOLD** monthly rate gives us a ~13 months of inventory. 25% of the active listings have reduced their price by \$107,434 on average or \$79,000 median for the last month. We project White Rock South Surrey to be a continued Buyer market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter. Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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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RE/MAX Statistics, on the Web!

detached homes



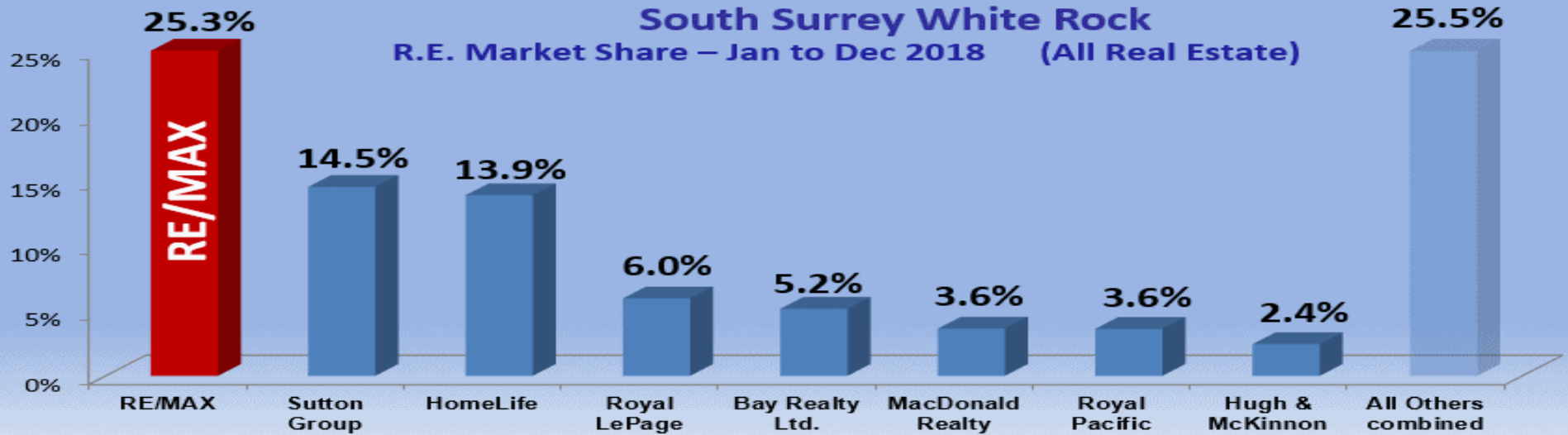
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## #1 the **RE/MAX** Market Share Reports



# RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand



\*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. [More Details](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

RE/MAX Performance Realty Delta

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produced for: **Janet Rathbun**

Ph: 604-590-4888 Cell: 604-825-4152



Detached White Rock - South Surrey 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)

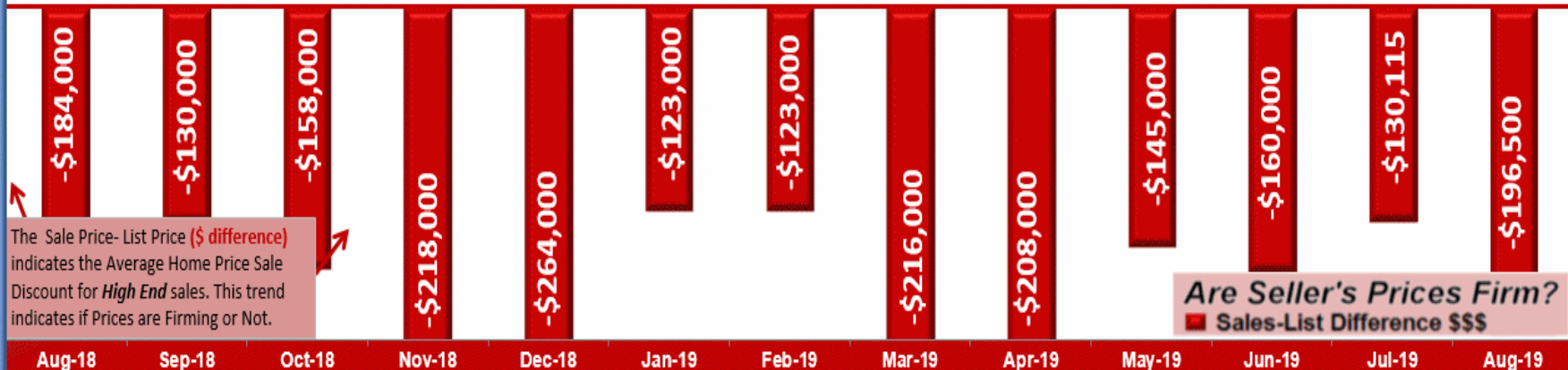
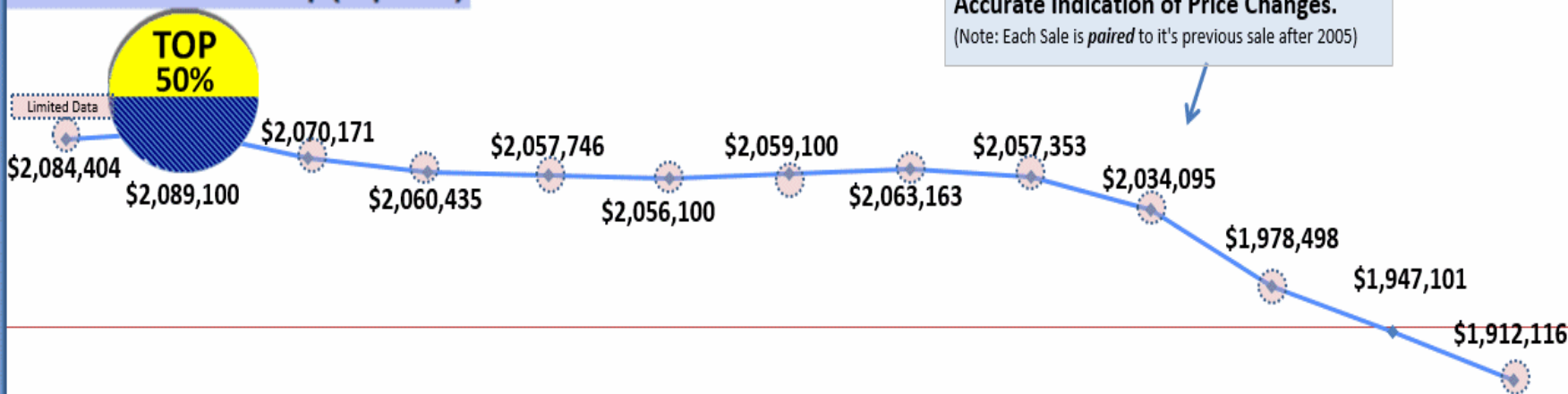
Are Home Prices Up?

Homes Over \$1,350,000

Home Price Index → HPIp (Top 50%)

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

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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached

TOP 50%

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

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Detached White Rock - South Surrey Total Listings\*\*, Sales, and %SOLD rates

← Total Listings → Sales Homes Over \$1,350,000

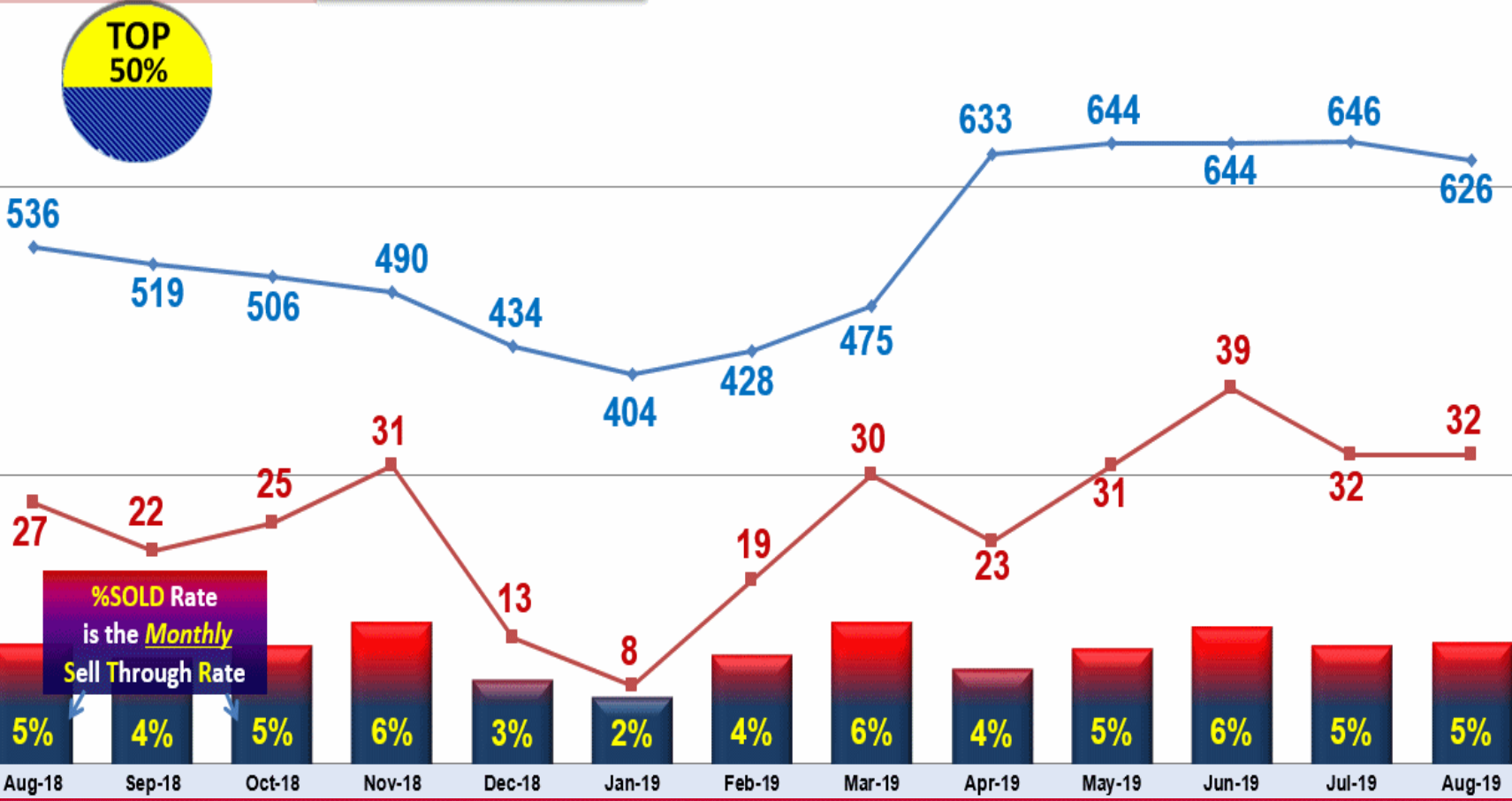


Detached



Sales / Listings  
Monthly Totals

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



%SOLD Rate is the Monthly Sell Through Rate



Detached



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Detached White Rock - South 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)

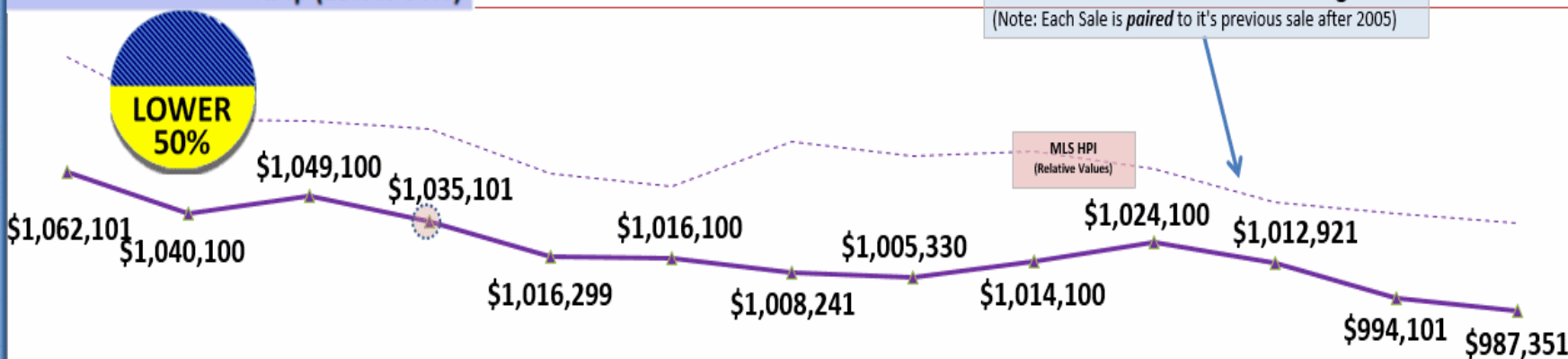
Are Home Prices Up?

Homes Below \$1,350,000

Home Price Index → HPIp (Lower 50%)

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

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



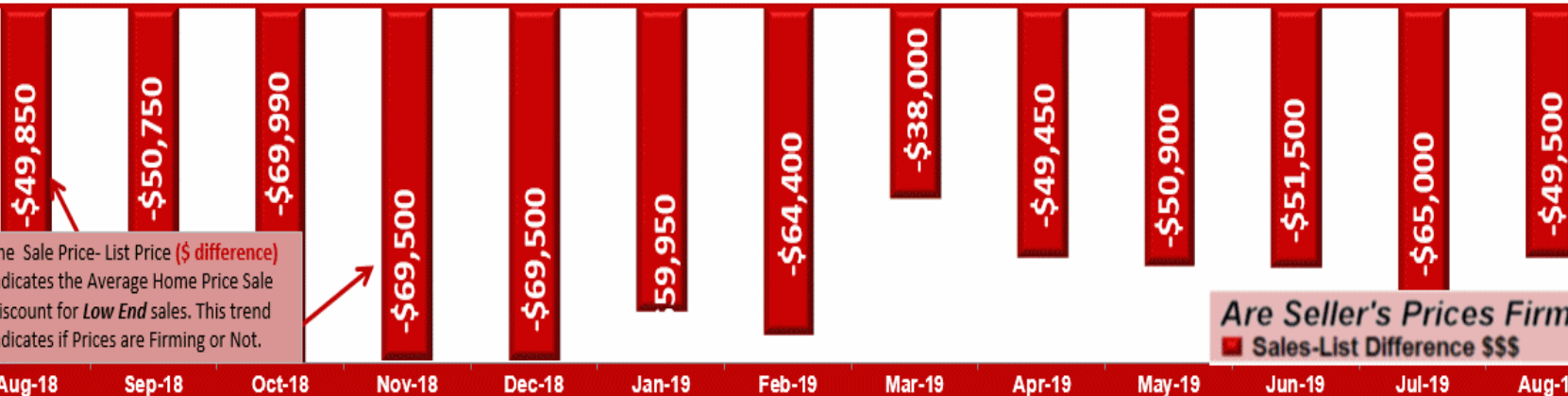
Home Price Changes  
(Home Price Index Paired sales from 2005)



Detached



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 \$\$\$

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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



## Janet Rathbun

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Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

Detached White Rock - South Surrey Total Listings\*\*, Sales, and %SOLD rates

Sales / Listings  
Monthly Totals



Detached

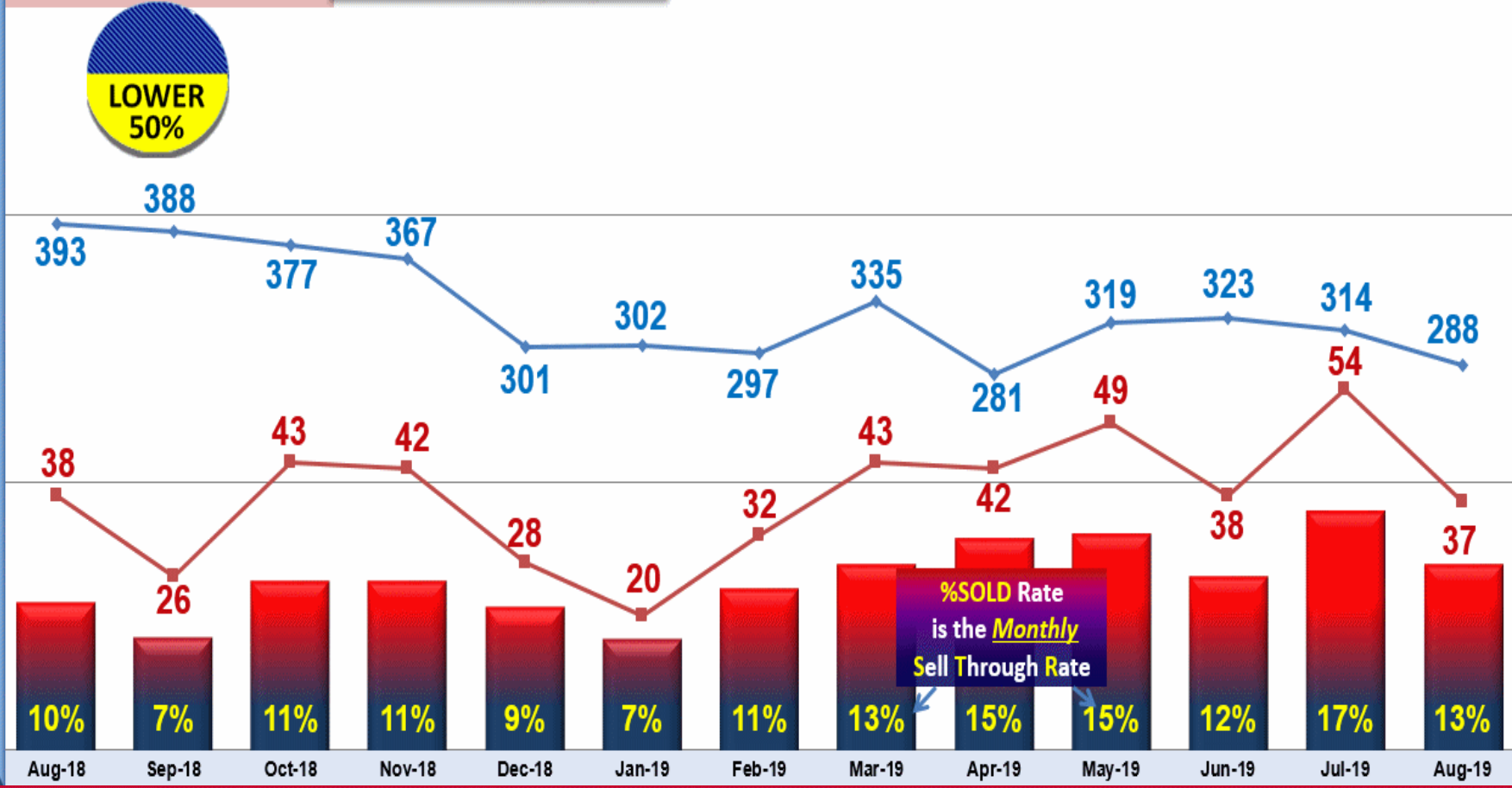


Detached



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

← Total Listings → Sales Homes Below \$1,350,000



\*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. [More Details](#)  
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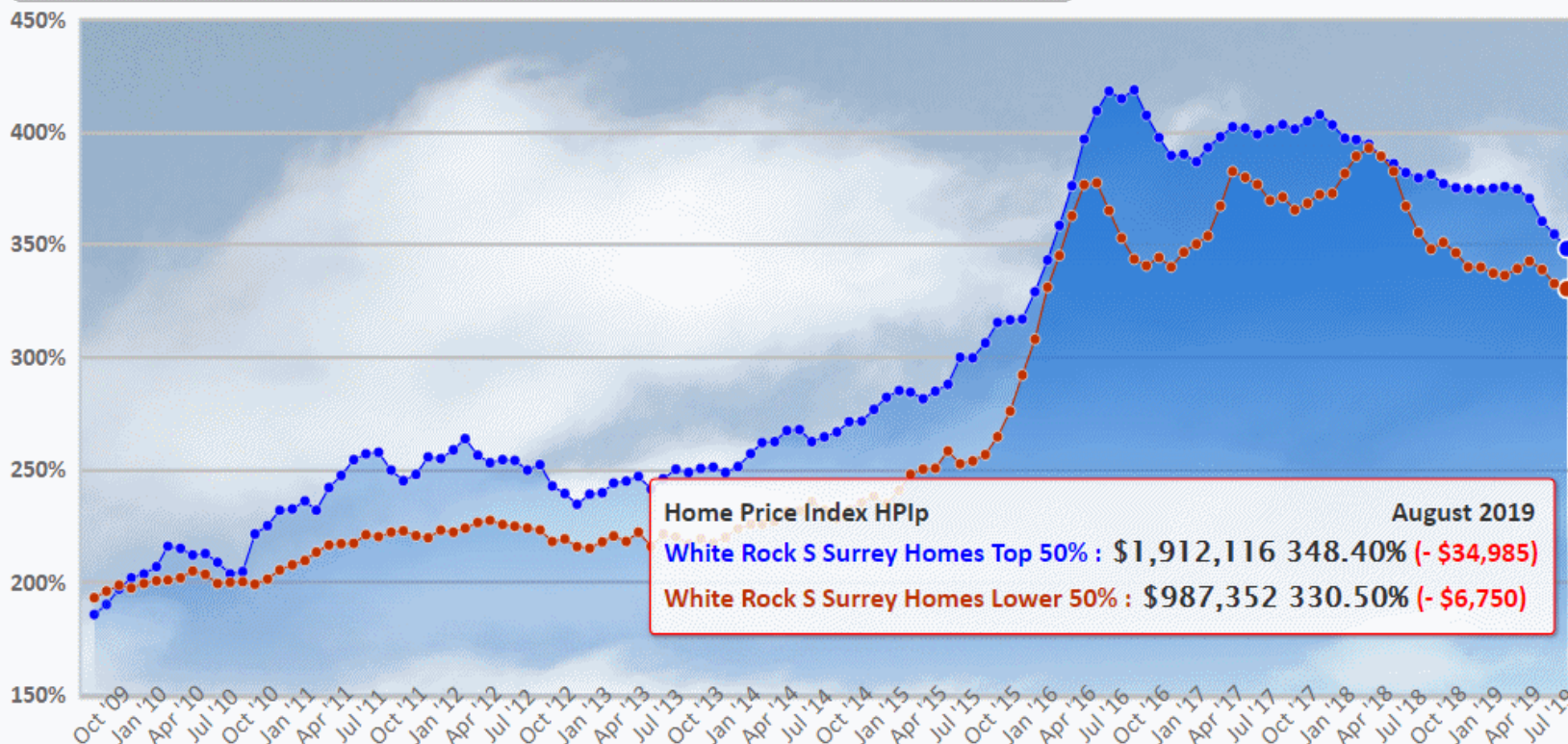
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White Rock S Surrey Homes Top 50% : HPIp Forecast+ Forecast-  
 White Rock S Surrey Homes Lower 50% : HPIp Forecast+ Forecast-



Highcharts.com

Monthly Home values

Date	Value
Aug 2019	% 348.40
Jul 2019	% 354.80
Jun 2019	% 360.50
May 2019	% 370.60
Apr 2019	% 374.80
Mar 2019	% 375.90
Feb 2019	% 375.20
Jan 2019	% 374.60
Dec 2018	% 374.90
Nov 2018	% 375.40
Oct 2018	% 377.20
Sep 2018	% 381.40

<< 1 2 3 >>



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

房地产价格变动(\$/%)

Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

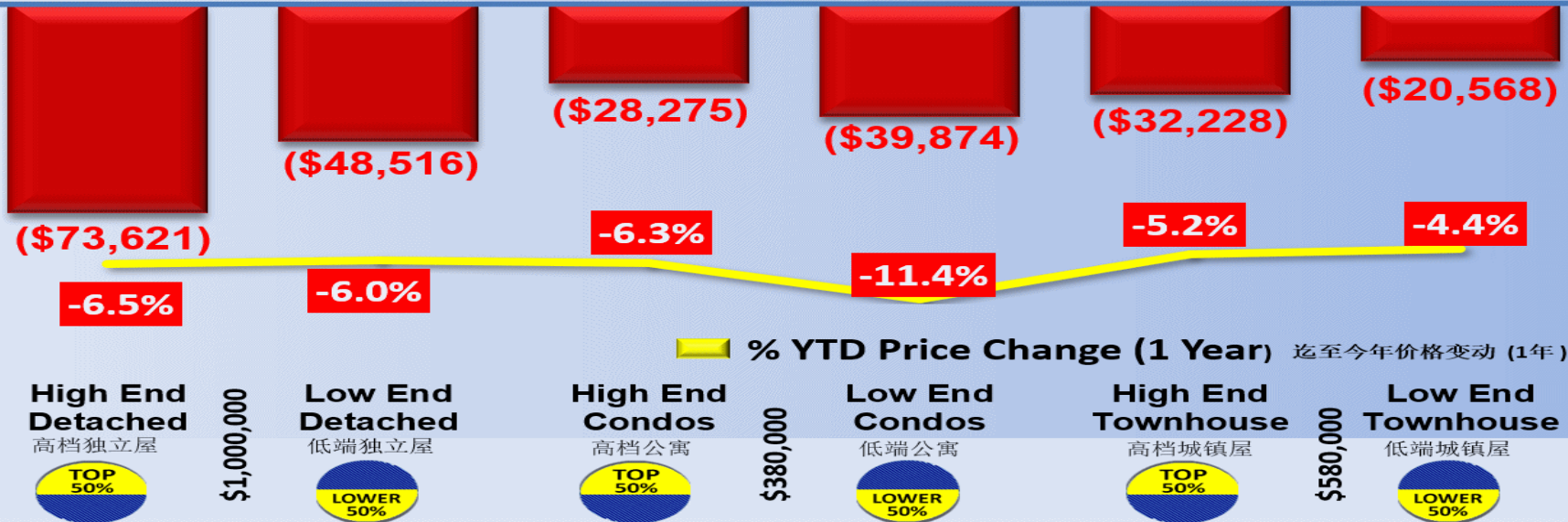
\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

房地產價格變動



% YTD Price Change (1 Year) 迄于今年价格变动 (1年)

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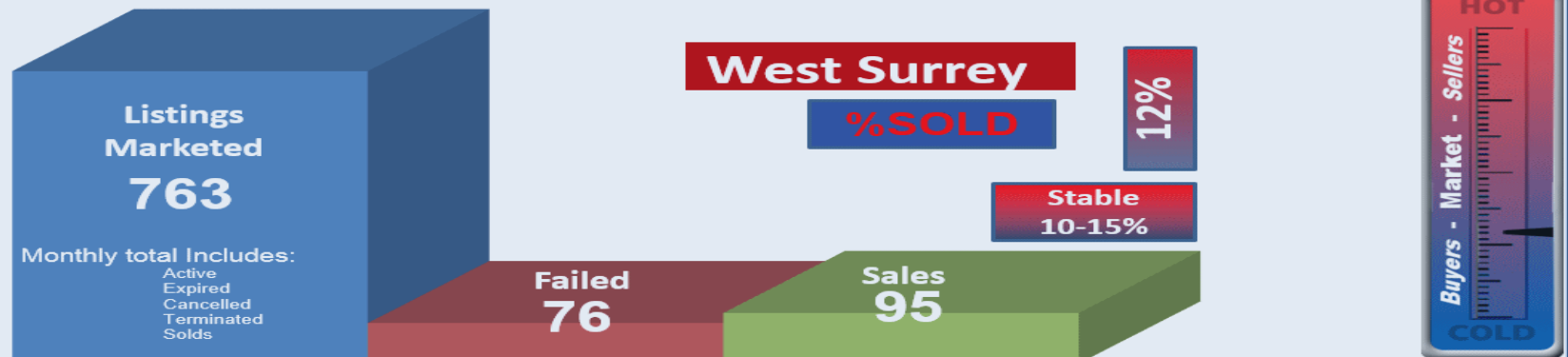
Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Junket Reports



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## Monthly Market Activity - Aug 2019 - Single Family



Sept 1 2019 West Surrey Market Update

(Detached)

**Current:** West Surrey is in a Stable Market with an average listing inventory, **12 %SOLD** rate and a 96% Sell/List Ratio.  
(This means that there is an average of a \$39,900 sales discount from the original list price)

*Most Active Price Range:* Homes between \$600,000 - \$750,000 have **23.1 %SOLD** rate.

*Least Active Price Range:* Homes between \$600,000 have **6.0 % SOLD** rate.

**History:** The Surrey West Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$5,437.  
The Surrey West Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$30,072.

\*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?

West Surrey List Price Ranges Statistics - Aug 2019							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$600,000	50	3	13	93%	-\$9,000	6.0%	↓
\$600,001-\$750,000	13	3	66	92%	-\$61,500	23.1%	↑
\$750,000-\$825,000	79	16	61	96%	-\$34,694	20.3%	↑
\$825,000-\$900,000	134	22	15	96%	-\$32,000	16.4%	↑
\$900,000-\$1,100,000	179	23	15	98%	-\$20,800	12.8%	↓
\$1,100,000-\$1,200,000	63	10	4	97%	-\$39,450	15.9%	↑
\$1,200,001 and more	245	18	56	94%	-\$83,900	7.3%	↓
<b>Total Activity</b>	<b>763</b>	<b>95</b>	<b>28</b>	<b>96%</b>	<b>-\$39,900</b>	<b>12%</b>	

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	773	766	763		-3	↓
Active Listings (1st of the month)	578	579	602	592	-10	↓
Solds	69	84	95		11	↑
Days on Market (DOM)	16	33	28		-5	↓
%SOLD (Sales/ Listings /monthly rate)	8.9%	11.0%	12.5%		1.5%	↑
(Top 50%) Home Price Index HPIp	\$1,085,537	\$1,074,100	\$1,080,100		\$6,000	↑
(Lower 50%) Home Price Index HPIp	\$781,456	\$755,100	\$751,384		-\$3,716	↓



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

### West Surrey Sub areas Statistics - Aug 2019

Detached

Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	14	2	38	98%	-\$11,400	14.3%
Bolivar Heights	98	17	57	96%	-\$39,000	17.3%
Royal Heights	17	2	16	98%	-\$14,850	3.7%
Cedar Hills	73	12	41	94%	-\$59,500	10.7%
Whalley	77	0				14.8%
Queen Mary Park Surrey	96	8	18	97%	-\$29,750	15.1%
Bear Creek Green Timbers	80	18	15	98%	-\$18,000	9.2%
West Newton	148	18	46	93%	-\$55,000	11.3%
East Newton	160	18	25	95%	-\$56,500	7.2%
<b>Total Activity</b>	<b>763</b>	<b>95</b>	<b>28</b>	<b>96%</b>	<b>-\$39,900</b>	<b>12%</b>



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## Next Months Market Forecast

**Forecast:** West Surrey has average Listing supply; 592 homes are for sale and with the **12 %SOLD** monthly rate gives us a ~8 months of inventory. 21% of the active listings have reduced their price by \$38,579 on average or \$30,000 median in the last month. We project West Surrey to be a Stable market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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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RE/MAX Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

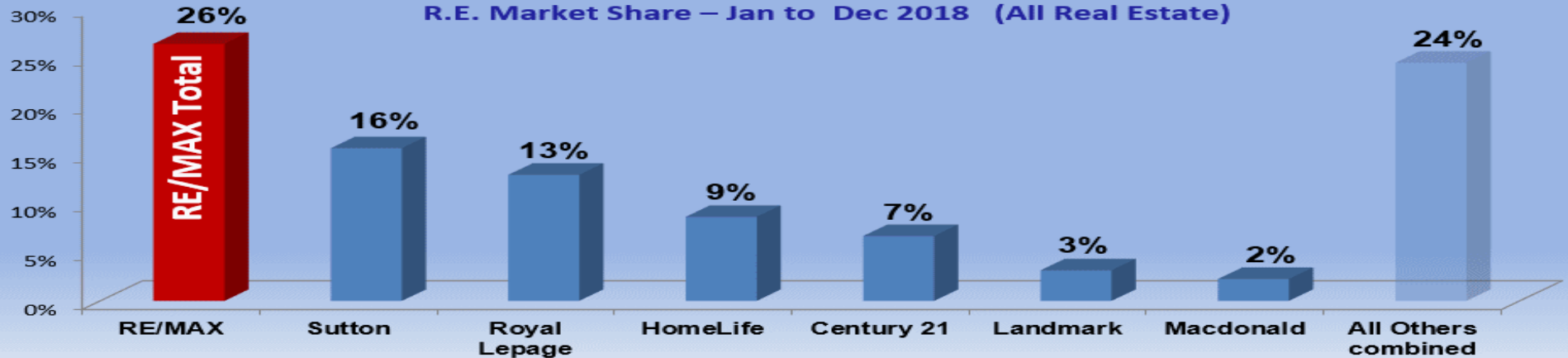
Sept 1/19

West Surrey

## #1 the **RE/MAX** Market Share Reports

Fraser Valley and Chilliwack R.E. Boards

R.E. Market Share – Jan to Dec 2018 (All Real Estate)



# RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand



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Detached

West Surrey

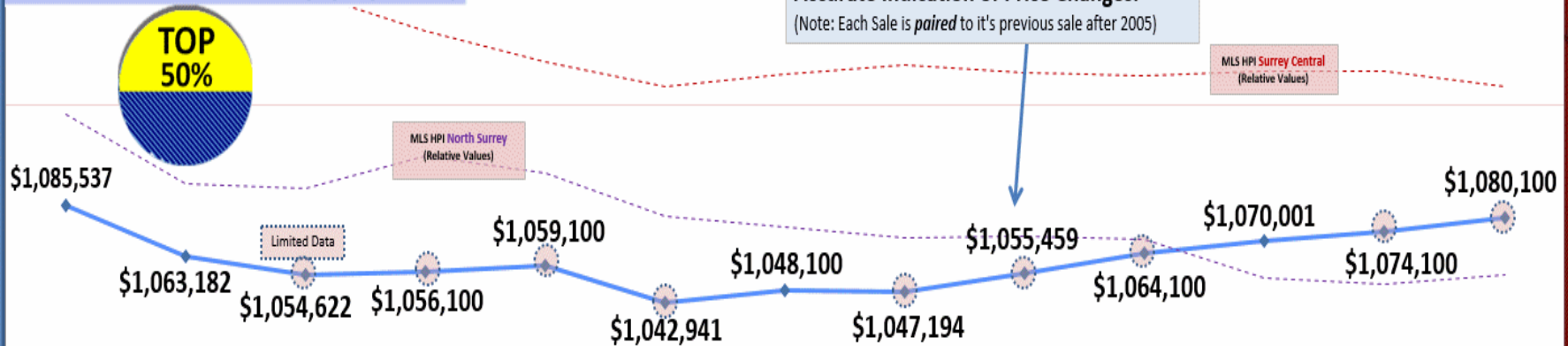
Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Homes Over \$1,000,000

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)



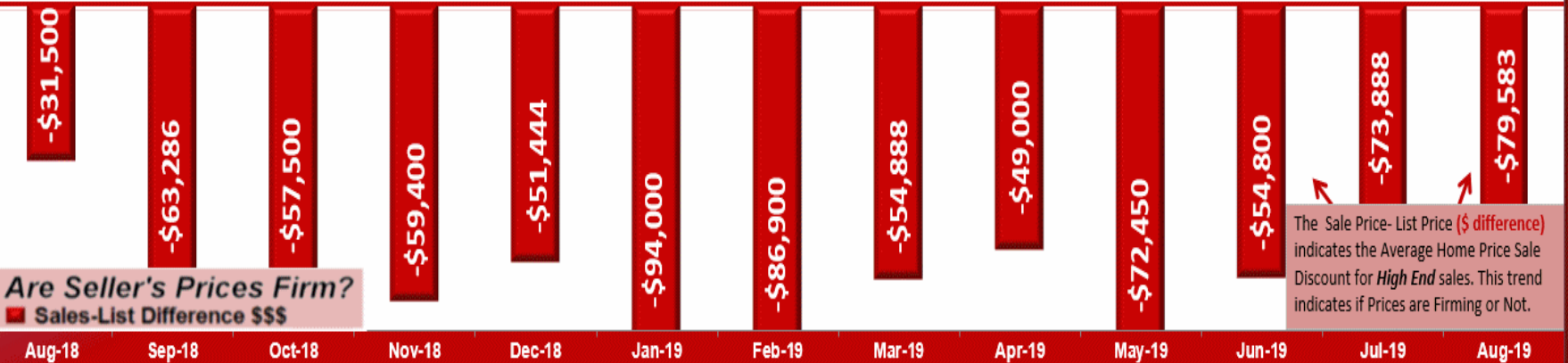
Home Price Changes  
(Home Price Index Paired sales from 2005)



Detached

TOP 50%

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

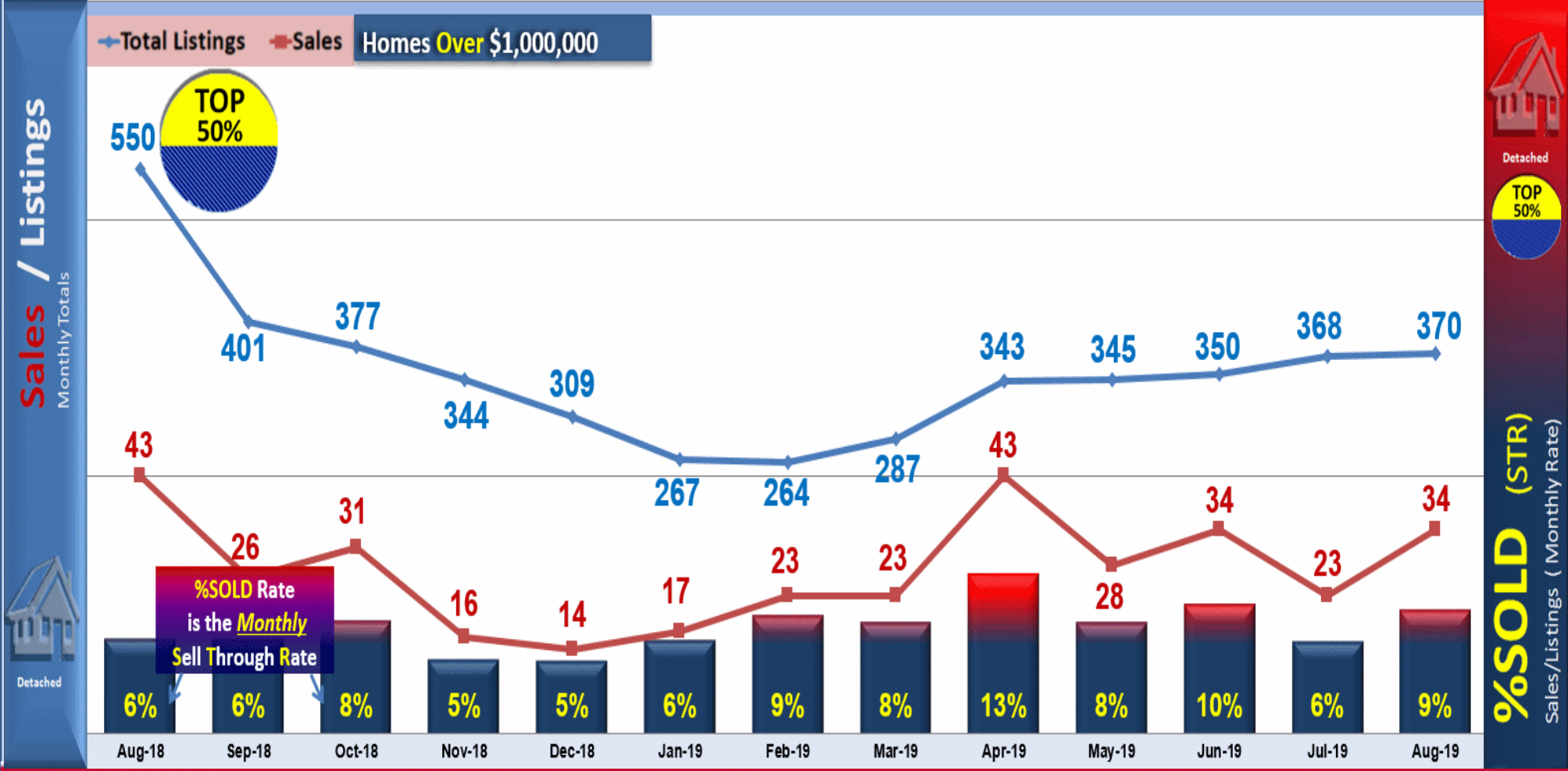
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#### Detached West Surrey Total Listings<sup>xx</sup>, Sales, and %SOLD Rates for High End Homes



Sales / Listings  
Monthly Totals



Detached  
TOP 50%

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



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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)

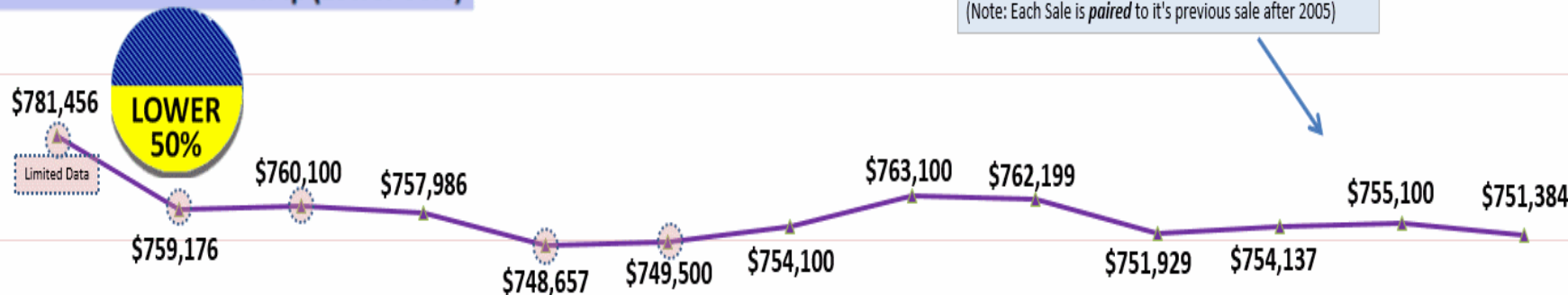
Are Home Prices Up?

Homes Below \$1,000,000

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)

Home Price Index → HPIp (Lower 50%)



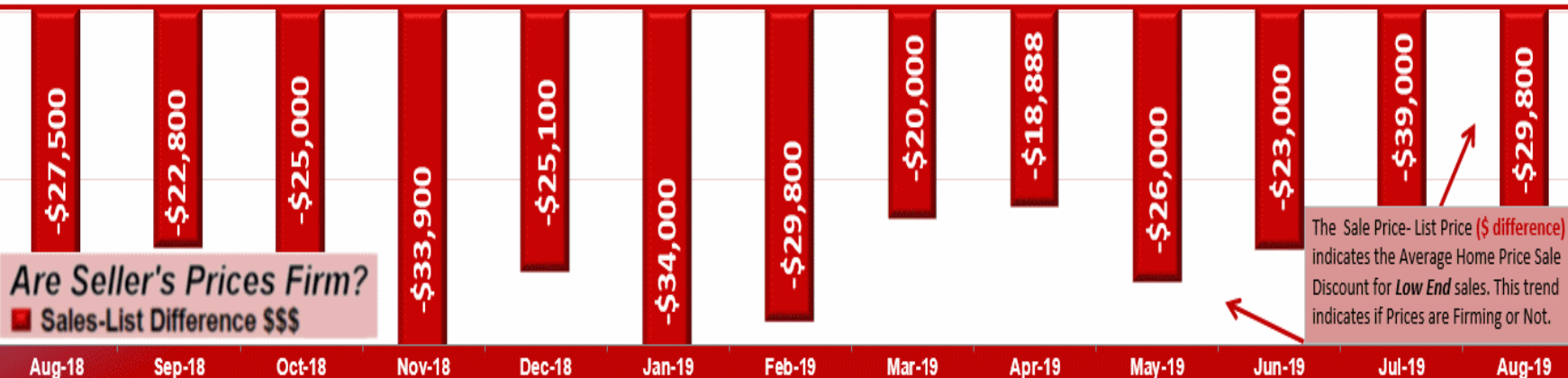
Home Price Changes  
(Home Price Index Paired sales from 2005)



Detached

LOWER 50%

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



Are Seller's Prices Firm?

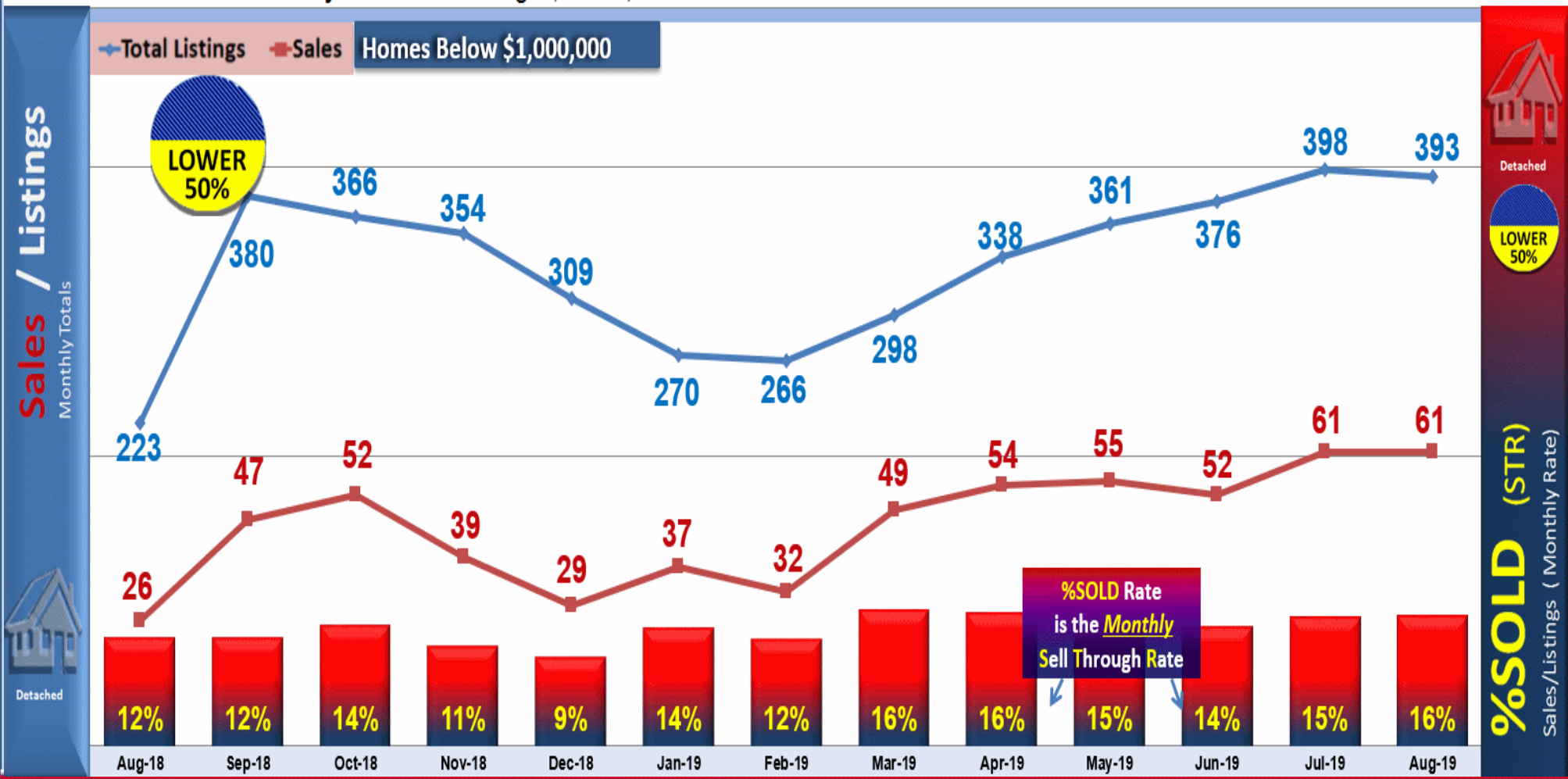
■ Sales-List Difference \$\$\$

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



Sales / Listings  
Monthly Totals



Detached



Detached



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



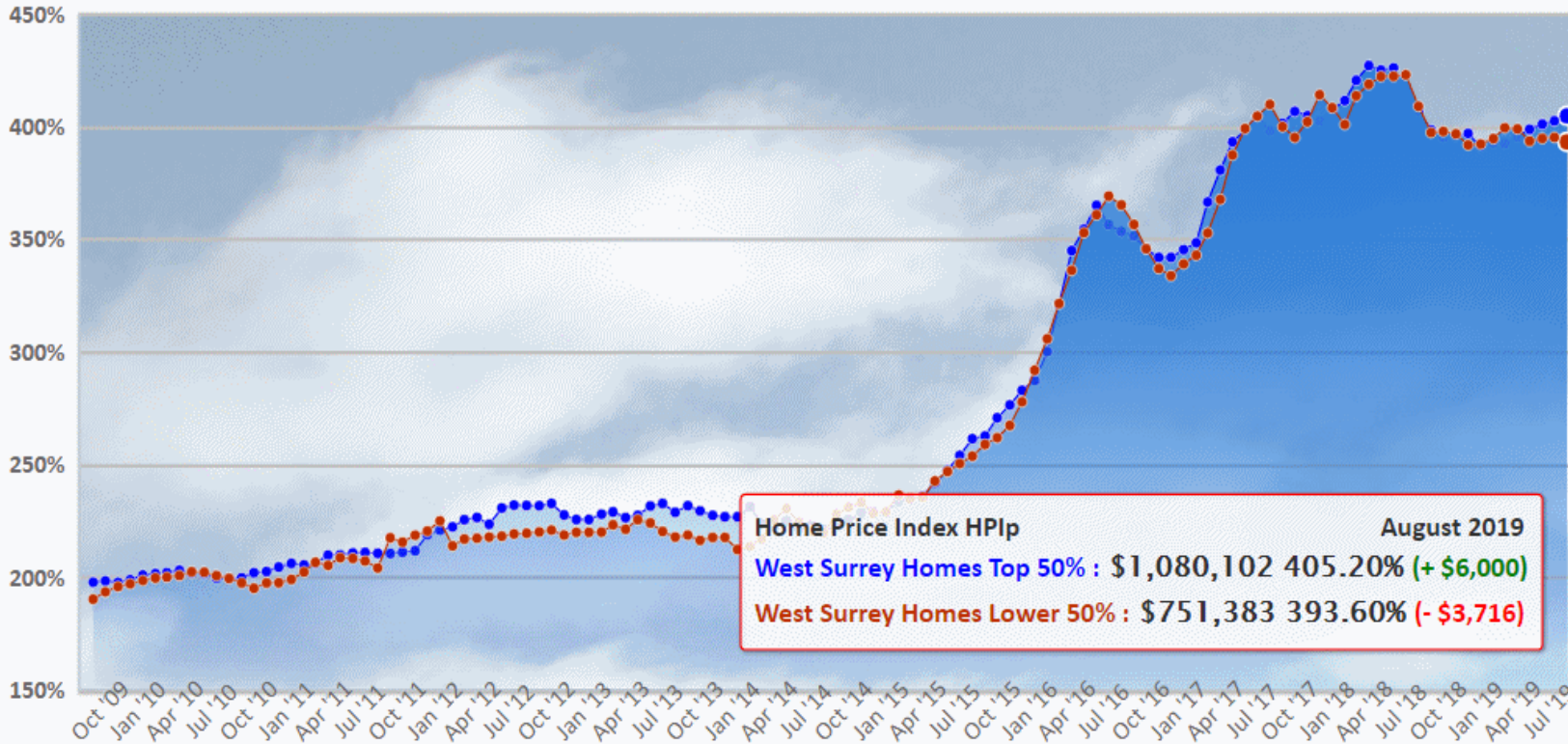
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West Surrey Homes Top 50% : **HPIp** Forecast+ Forecast-  
West Surrey Homes Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 405.20
Jul 2019	% 402.90
Jun 2019	% 401.40
May 2019	% 399.20
Apr 2019	% 395.90
Mar 2019	% 392.80
Feb 2019	% 393.20
Jan 2019	% 391.20
Dec 2018	% 397.30
Nov 2018	% 396.20
Oct 2018	% 395.60
Sep 2018	% 398.80

<< 1 2 3 >>

Highcharts.com



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

房地产价格变动(\$/%)

Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

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

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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

High End Detached \$1,000,000 TOP 50% 高档独立屋  
 Low End Detached LOWER 50% 低端独立屋  
 High End Condos \$400,000 TOP 50% 高档公寓  
 Low End Condos LOWER 50% 低端公寓  
 High End Townhouse TOP 50% 高档城镇屋  
 Low End Townhouse LOWER 50% 低端城镇屋

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

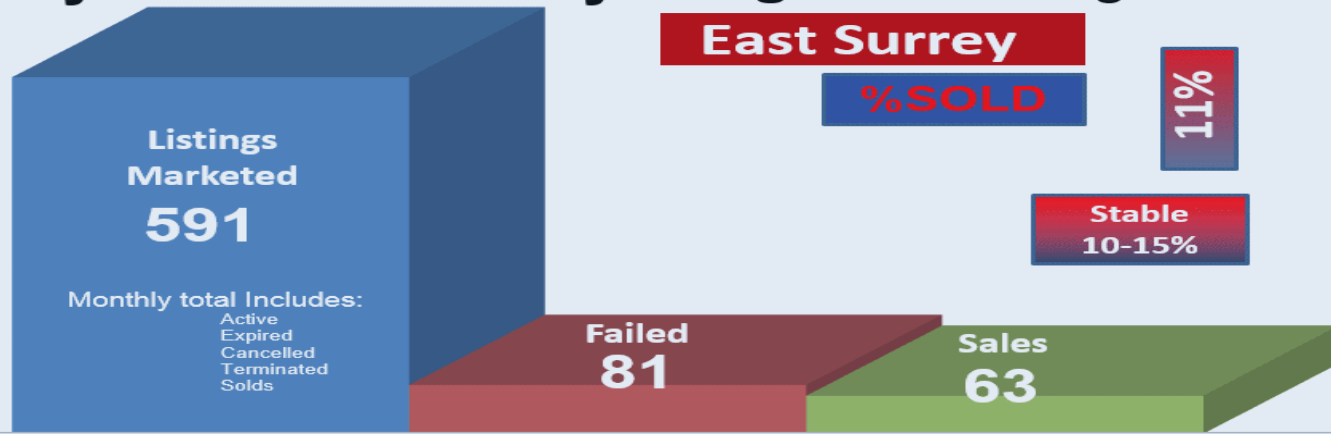
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**Monthly Market Activity - Aug 2019 - Single Family**



Sept 1 2019 East Surrey Market Update (Detached)

**Current:** East Surrey is in a Stable Market with **11% SOLD** rate, 33 DOM and 95% Sell/List Ratio. (This means that there is an average (m) of a \$49,000 discount from the original list price)

*Most Active Price Range:* Homes below \$800,000 have **21.7 %SOLD** rate.

*Least Active Price Range:* Homes between \$1.0 mill. - \$1.2 mill. have **1.4 %SOLD** rate.

**History:** The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$41,996. The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$25,021. \*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 - Aug 2019

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	23	5	7	101%	\$10,000	21.7%	↑
\$800,001-\$900,000	80	15	22	96%	-\$34,606	18.8%	↑
\$900,001-\$1000,000	115	17	18	95%	-\$46,000	14.8%	
\$1,000,001-\$1,200,000	73	1	16	92%	-\$104,000	1.4%	↓
\$1,200,001-\$1,500,000	167	18	39	93%	-\$86,950	10.8%	
\$1,500,001 and more	133	7	50	88%	-\$248,001	5.3%	↓
<b>Total Activity</b>	<b>591</b>	<b>63</b>	<b>33</b>	<b>95%</b>	<b>-\$49,000</b>	<b>11%</b>	

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	580	597	591		-6	↓
Active Listings (1st of the month)	442	460	452	447	-5	↓
Solds	65	64	63		-1	↓
Days on Market (DOM)	33	22	33		12	↑
%SOLD (Sales/ Listings /mnlthly rate)	11.2%	10.7%	10.7%		-0.1%	↓
(Top 50%) Home Price Index HPIp	\$1,414,879	\$1,388,215	\$1,372,883		-\$15,333	↓
(Lower 50%) Home Price Index HPIp	\$931,101	\$906,629	\$906,080		-\$549	↓



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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.





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

### East Surrey Sub areas Statistics - Aug 2019

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	130	11	38	93%	-\$94,900	8.5%
Guildford	37	3	16	90%	-\$108,000	8.1%
Port Kells	14	1	77	79%	-\$499,900	7.1%
Fleetwood Tynehead	179	22	22	96%	-\$39,450	12.3%
Panorama Ridge	130	14	34	95%	-\$51,950	10.8%
Sullivan Station	101	12	11	97%	-\$29,500	11.9%
<b>Total Activity</b>	<b>591</b>	<b>63</b>	<b>33</b>	<b>95%</b>	<b>-\$49,000</b>	<b>11%</b>



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## Next Months Market Forecast

**Forecast:** East Surrey has an average Listing Supply; 447 homes are for sale and with the **11 %SOLD** monthly rate gives us a 9 months of inventory. 22% of the active listings have reduced their price by \$55,935 on average or \$48,000 on median in the last month. We project East Surrey to be a continued Stable market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter. Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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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#1 RE/MAX Market Reports  
RE/MAX Statistics, on the Web!

detached homes



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Market Analysis and Forecasting

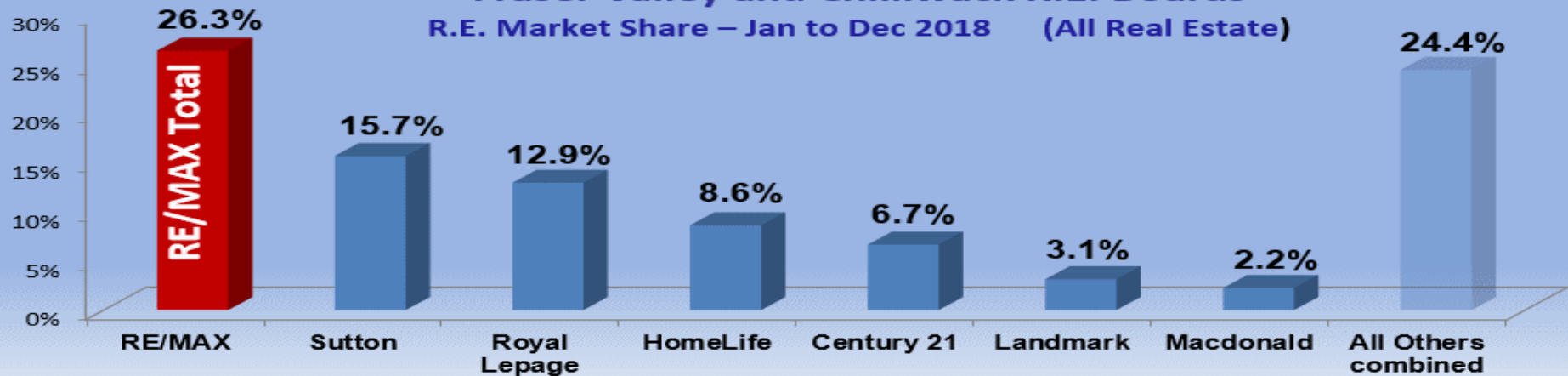
Sept 1/19

East Surrey

## #1 the RE/MAX Market Share Reports

### Fraser Valley and Chilliwack R.E. Boards

R.E. Market Share – Jan to Dec 2018 (All Real Estate)



# RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand



\*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. [More Details](#)  
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RE/MAX Performance Realty Delta

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produced for: Janet Rathbun

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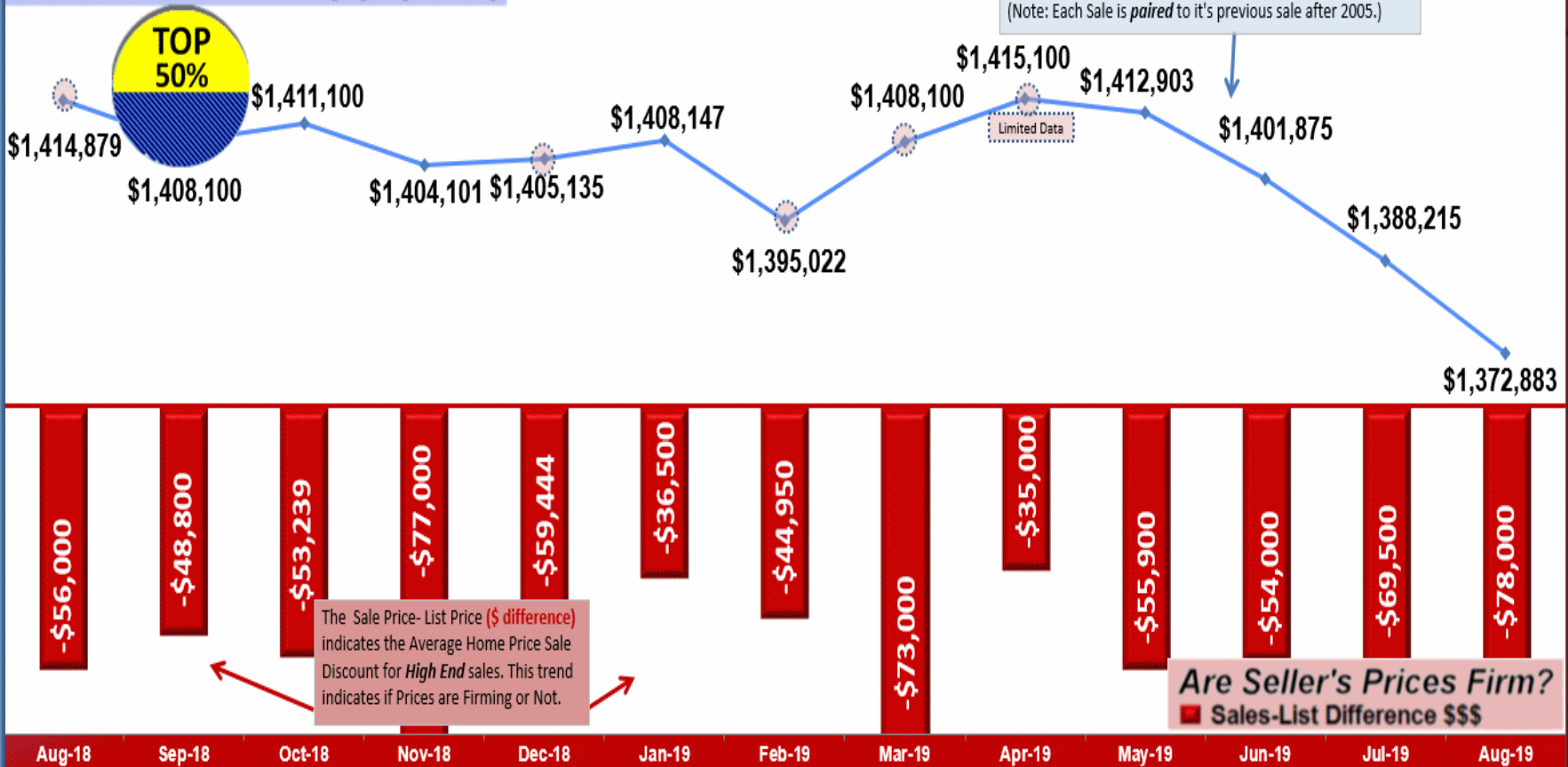


Detached East Surrey Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)

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

Homes Over \$1,000,000

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



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

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

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



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

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

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

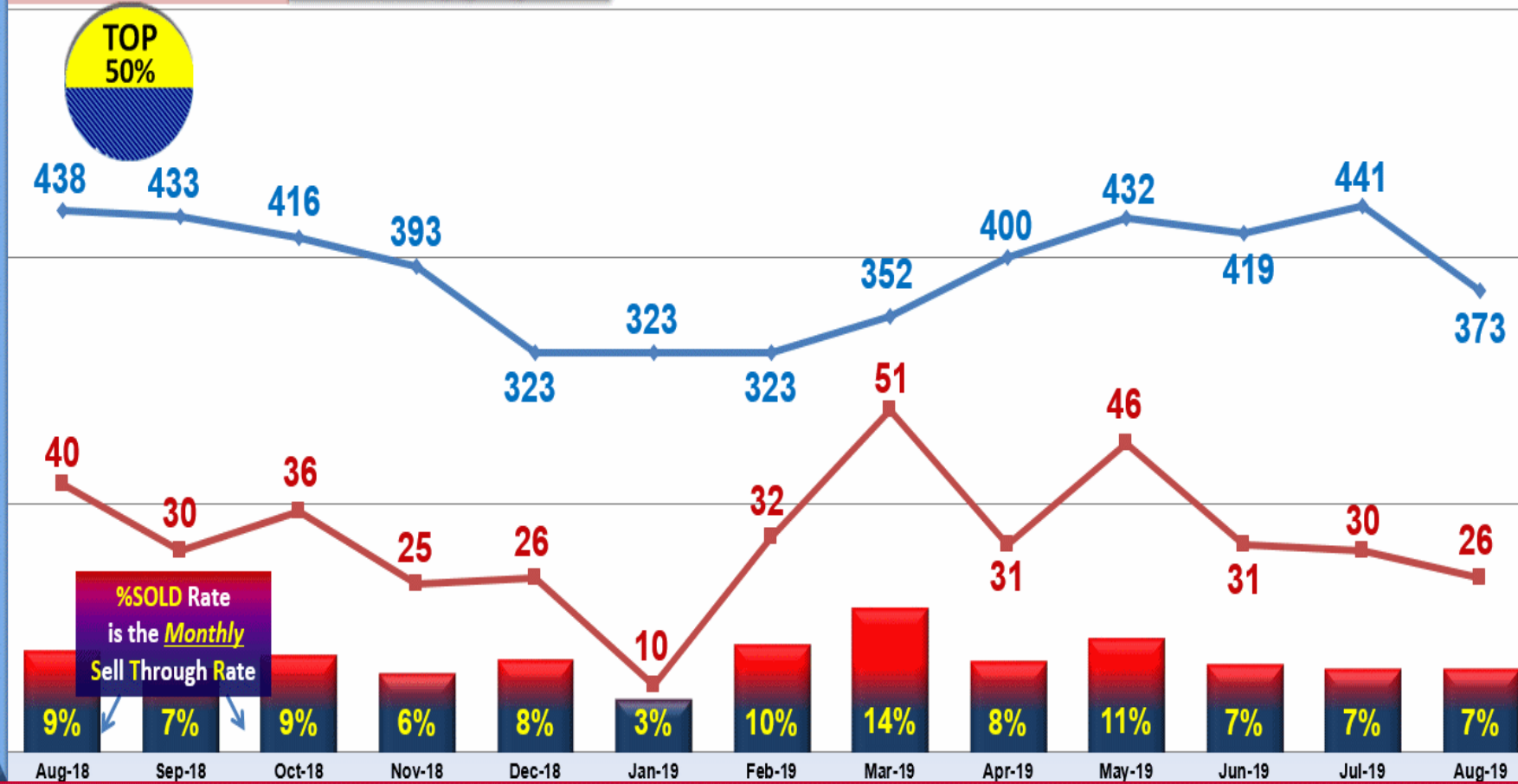
Sales / Listings  
Monthly Totals



Detached

TOP 50%

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



Detached



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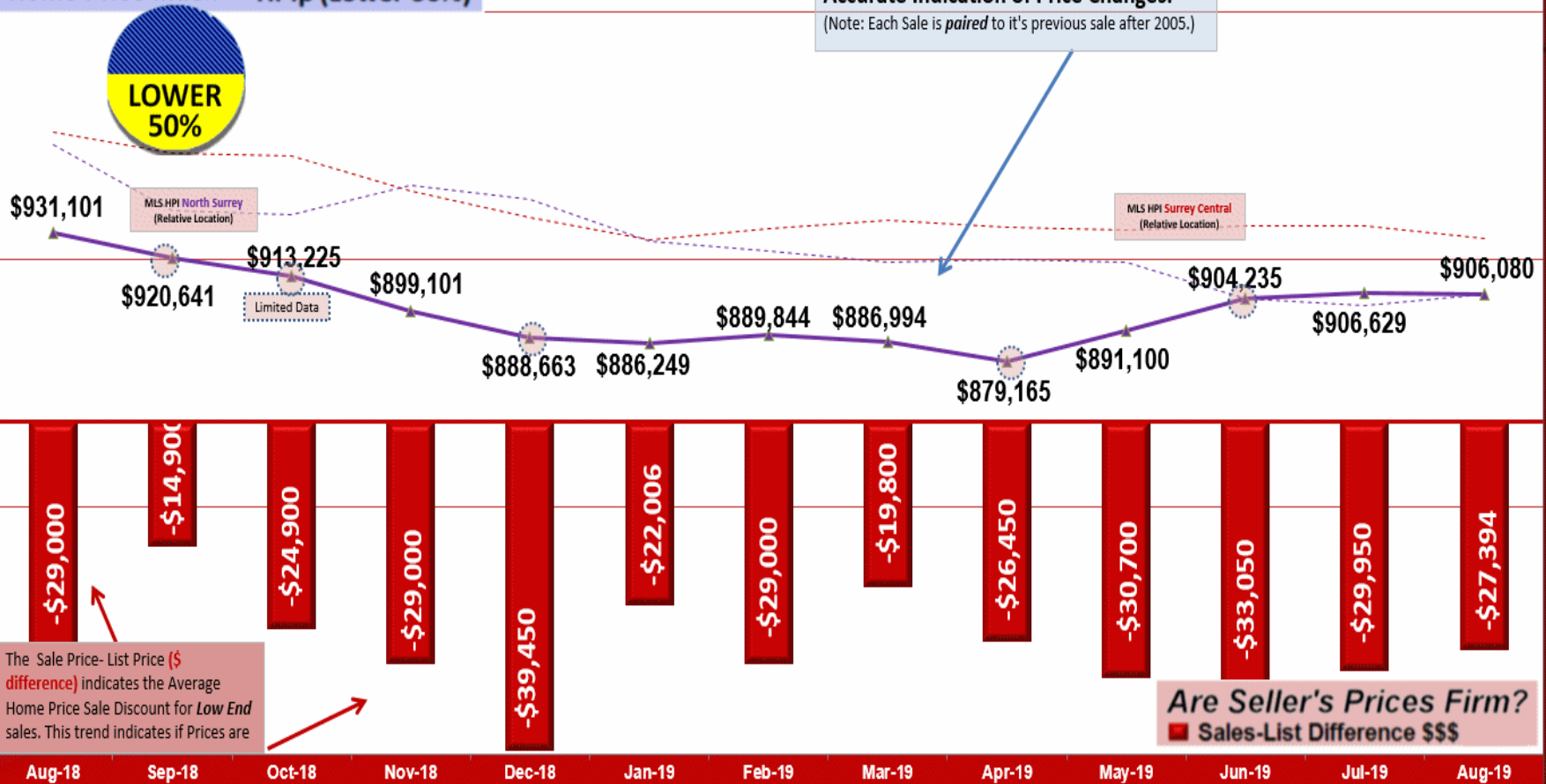
Detached East Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)

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

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

Homes Below \$1,000,000

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

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



Detached



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



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

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## Janet Rathbun

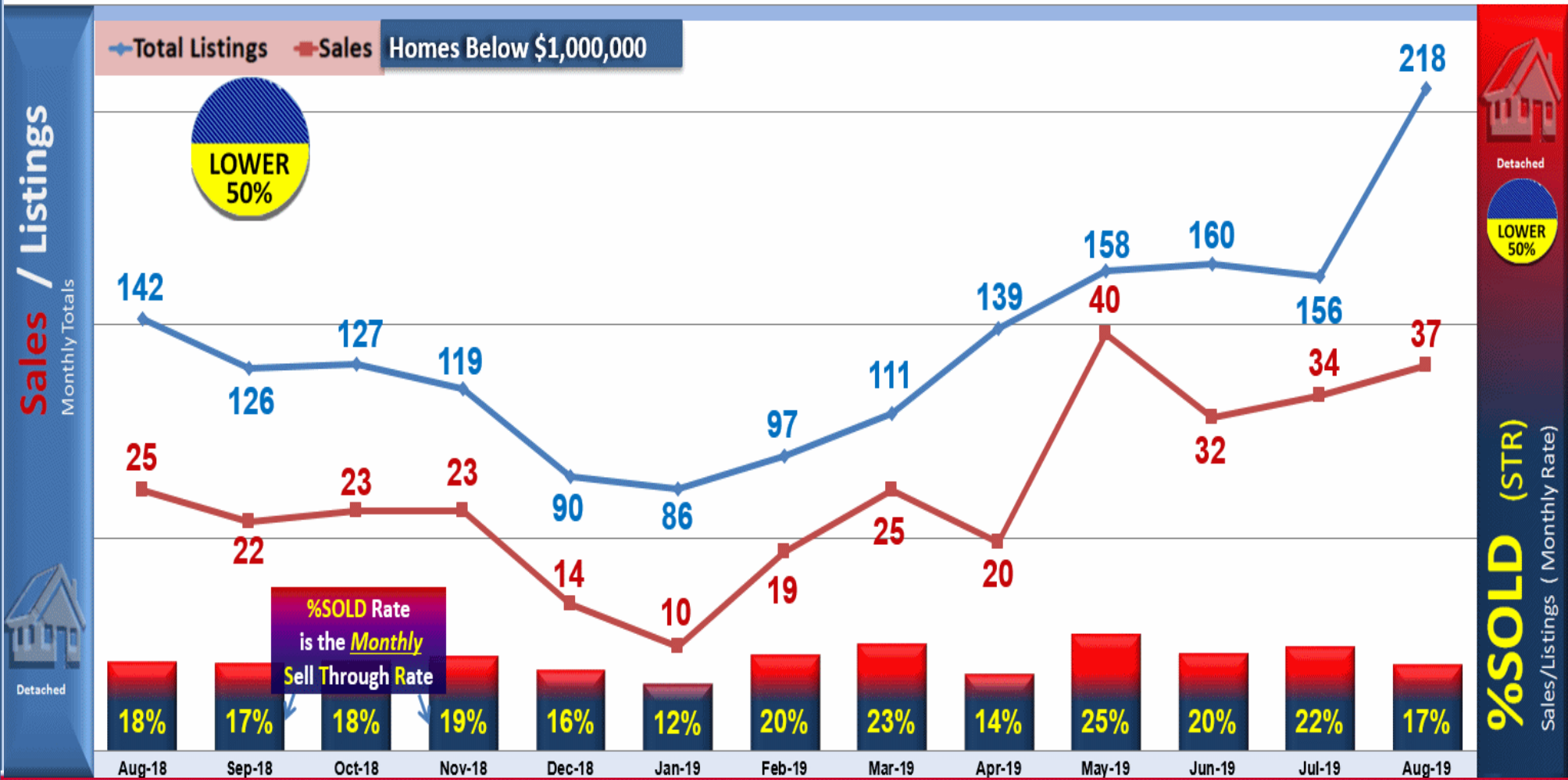
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Market Analysis and Forecasting

Sept 1/19 East Surrey

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



Sales / Listings  
Monthly Totals



Detached

LOWER 50%

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

%SOLD Rate is the Monthly Sell Through Rate

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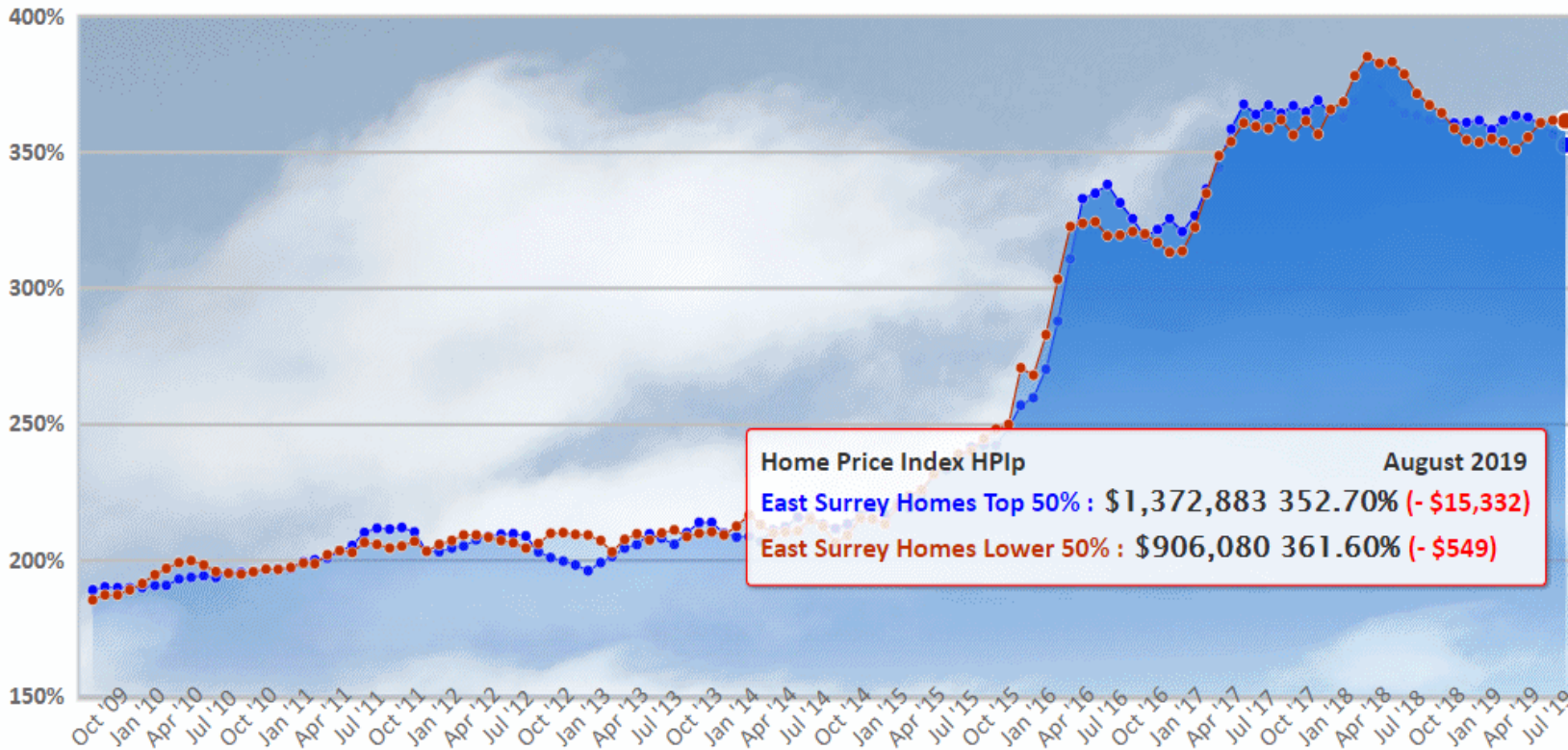
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Aug 2019	% 352.70
Jul 2019	% 356.70
Jun 2019	% 360.20
May 2019	% 363.00
Apr 2019	% 363.60
Mar 2019	% 361.80
Feb 2019	% 358.40
Jan 2019	% 361.80
Dec 2018	% 361.00
Nov 2018	% 360.80
Oct 2018	% 362.60
Sep 2018	% 361.80

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Langley-Cloverdale Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄于今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

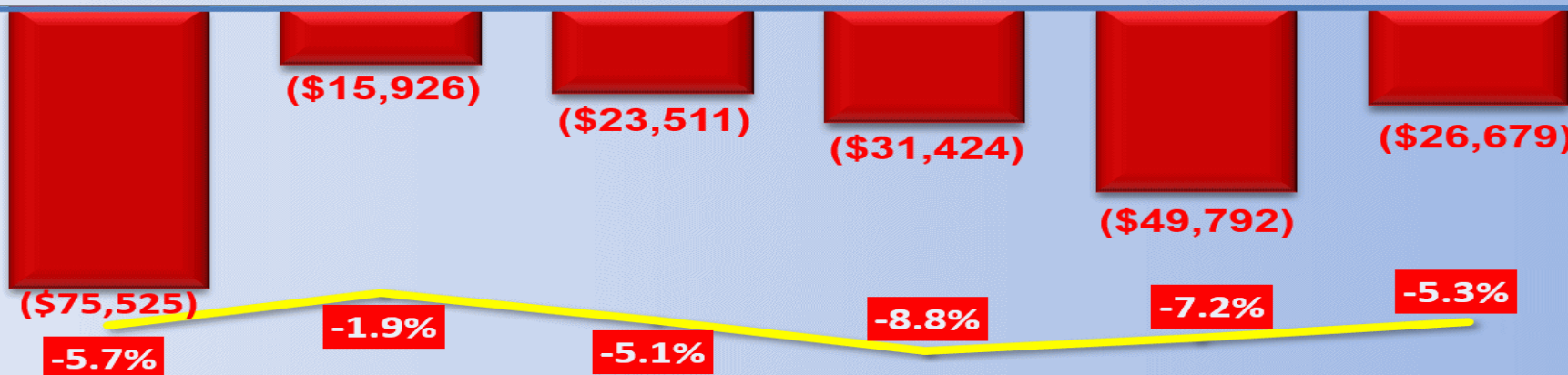
\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



% YTD Price Change (1 Year) 迄于今年价格变动 (1年)

High End Detached  
高档独立屋

\$950,000

TOP 50%

Low End Detached  
低端独立屋

LOWER 50%

High End Condos  
高档公寓

\$370,000

TOP 50%

Low End Condos  
低端公寓

LOWER 50%

High End Townhouse  
高档城镇屋

\$525,000

TOP 50%

Low End Townhouse  
低端城镇屋

LOWER 50%

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

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## Monthly Market Activity - Aug 2019 Single Family



Sept 1 2019 Langley, Cloverdale Market Update (Detached)

**Current:** Langley, Cloverdale is in a Stable Market with average listing inventories, a **13 %SOLD** rate and a 96% Sell/List Ratio.

(This means that there is an average of a **\$33,950** discount on a sale from the original list price)

*Most Active Price Range:* Homes between \$700,000 - \$875,000 have High **25.9 %SOLD** rate and is in a Stable Market.

*Least Active Price Range:* Homes above \$2.5 mill. have **2.2 %SOLD** rate.

**History:** The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$48,787.

The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$11,326.



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

Langley, Cloverdale List Price Ranges Statistics - Aug 2019					Detached		
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$700,000	122	23	45	95%	-\$26,900	18.9%	↑
\$700,001-\$875,000	58	15	18	98%	-\$19,900	25.9%	↑
\$875,000-\$950,000	89	16	18	98%	-\$16,200	18.0%	↑
\$950,001-\$1,050,000	95	21	13	97%	-\$34,900	22.1%	↑
\$1,050,000-\$1,200,000	56	9	22	96%	-\$45,000	16.1%	↑
\$1,200,000-\$1,400,000	50	2	38	96%	-\$46,950	4.0%	↓
\$1,400,001-\$1,700,000	134	9	64	93%	-\$105,952	6.7%	↓
\$1,700,001-\$2,500,000	82	3	61	90%	-\$198,000	3.7%	↓
\$2,500,001 and more	92	2	52	84%	-\$622,500	2.2%	↓
<b>Total Activity</b>	<b>778</b>	<b>100</b>	<b>26</b>	<b>96%</b>	<b>-\$33,950</b>	<b>13%</b>	

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	807	824	778		-46	↓
Active Listings (1st of the month)	608	616	612	597	-15	↓
Solds	86	123	100		-23	↓
Days on Market (DOM)	31	24	26		2	↑
%SOLD (Sales/ Listings /mnthly rate)	10.7%	14.9%	12.9%		-2.1%	↓
(Top 50%) Home Price Index HPIp	\$1,289,116	\$1,236,101	\$1,240,329		\$4,228	↑
(Lower 50%) Home Price Index HPIp	\$808,427	\$807,922	\$797,101		-\$10,821	↓



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

Langley, Cloverdale Sub areas Statistics - Aug 2019			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	207	30	16	99%	-\$12,000	14.5%
Serpentine	13	0				0.0%
Clayton	54	12	36	96%	-\$39,500	22.2%
Murrayville	36	4	22	98%	-\$28,000	11.1%
Salmon River	82	5	64	94%	-\$59,000	6.1%
Brookswood Langley	98	17	20	95%	-\$29,900	17.3%
Aldergrove Langley	85	18	36	95%	-\$32,450	21.2%
Campbell Valley	63	3	61	89%	-\$198,000	4.8%
Otter District	45	1	67	86%	-\$249,000	2.2%
Langley City	95	10	52	95%	-\$39,900	10.5%
<b>Total Activity</b>	<b>778</b>	<b>100</b>	<b>26</b>	<b>96%</b>	<b>-\$33,950</b>	<b>13%</b>



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## Next Months Market Forecast

**Forecast:** Langley, Cloverdale has an average Listing supply; 597 homes are for sale and with the **13 %SOLD** monthly rate gives us a ~8 months of inventory. 20% of the active listings have reduced their price by \$73,372 on average or \$40,000 median in the last month. We project Langley, Cloverdale Detached to be a Stable market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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**. This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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#1 RE/MAX Market Reports  
RE/MAX Statistics, on the Web!

detached homes



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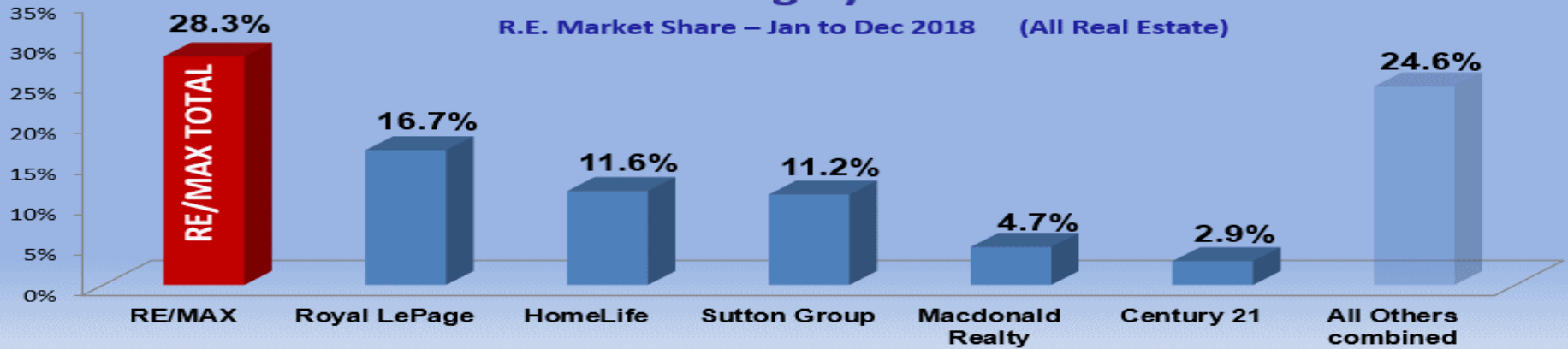
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Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

## #1 the RE/MAX Market Share Reports

### Langley-Cloverdale

R.E. Market Share – Jan to Dec 2018 (All Real Estate)



# RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand



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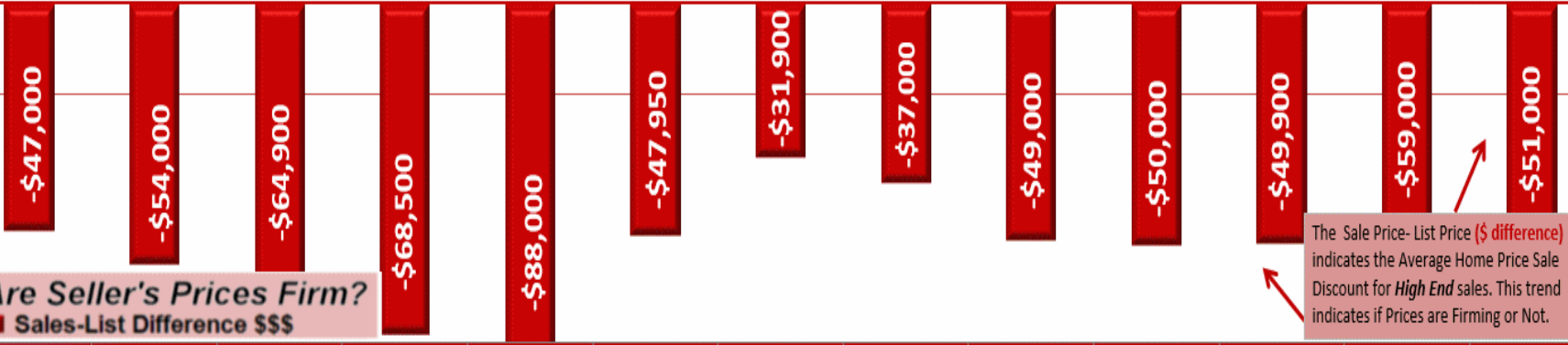
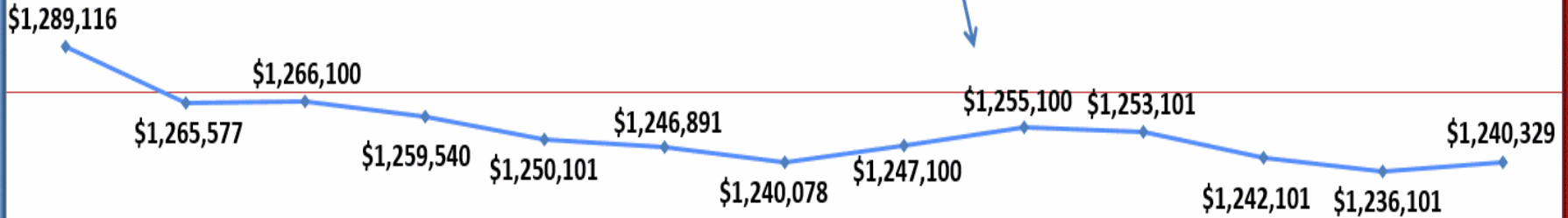
Detached Langley, Cloverdale Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Homes Over \$950,000

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)



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

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



Detached



Detached



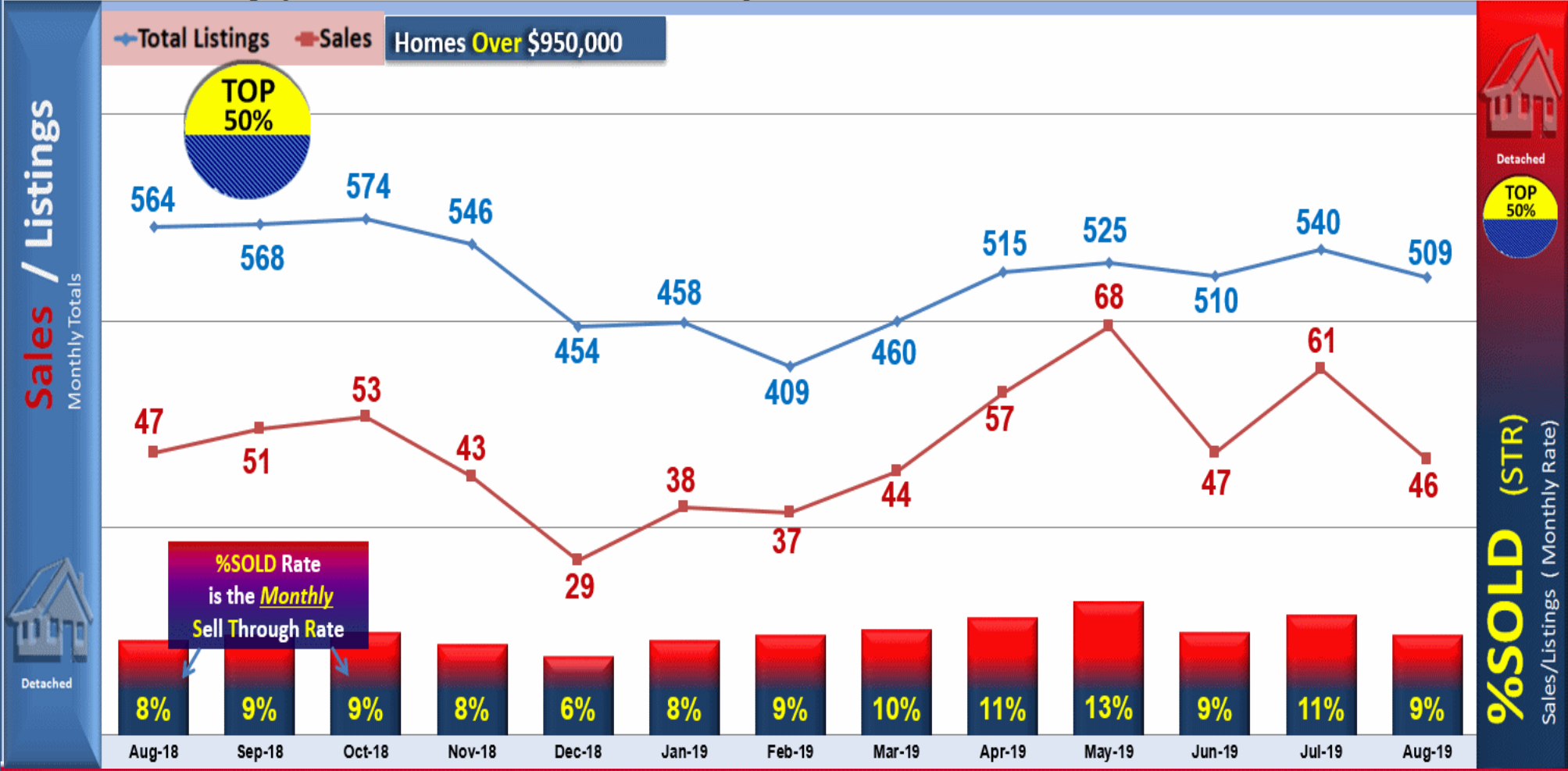
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Detached Langley, Cloverdale Total Listings \*\*, Sales, and %SOLD Rates



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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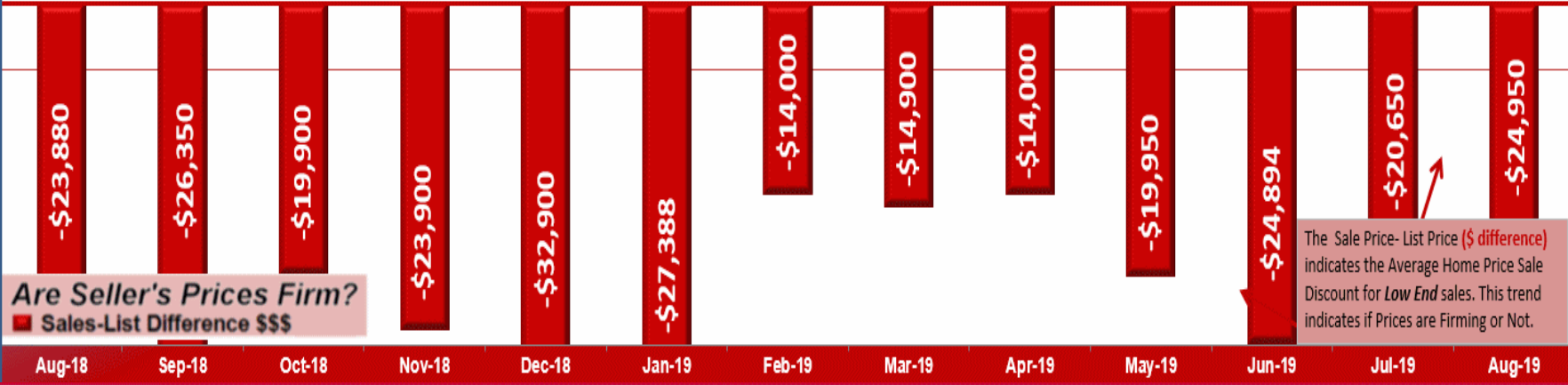
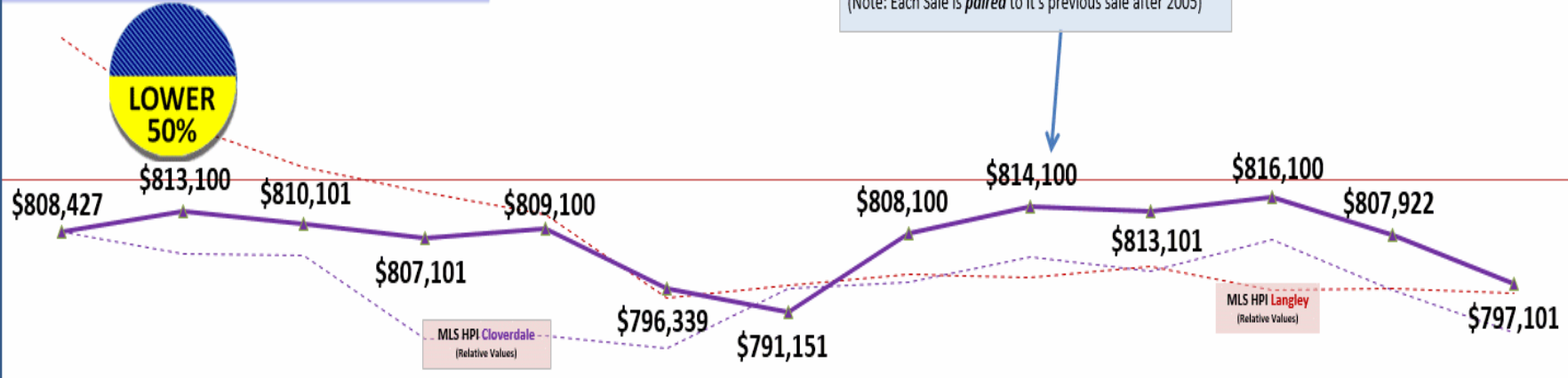


Detached Langley, Cloverdale Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

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

Homes Below \$950,000

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



Are Seller's Prices Firm?  
Sales-List 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.

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

Detached  
LOWER 50%

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

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detached homes



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Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

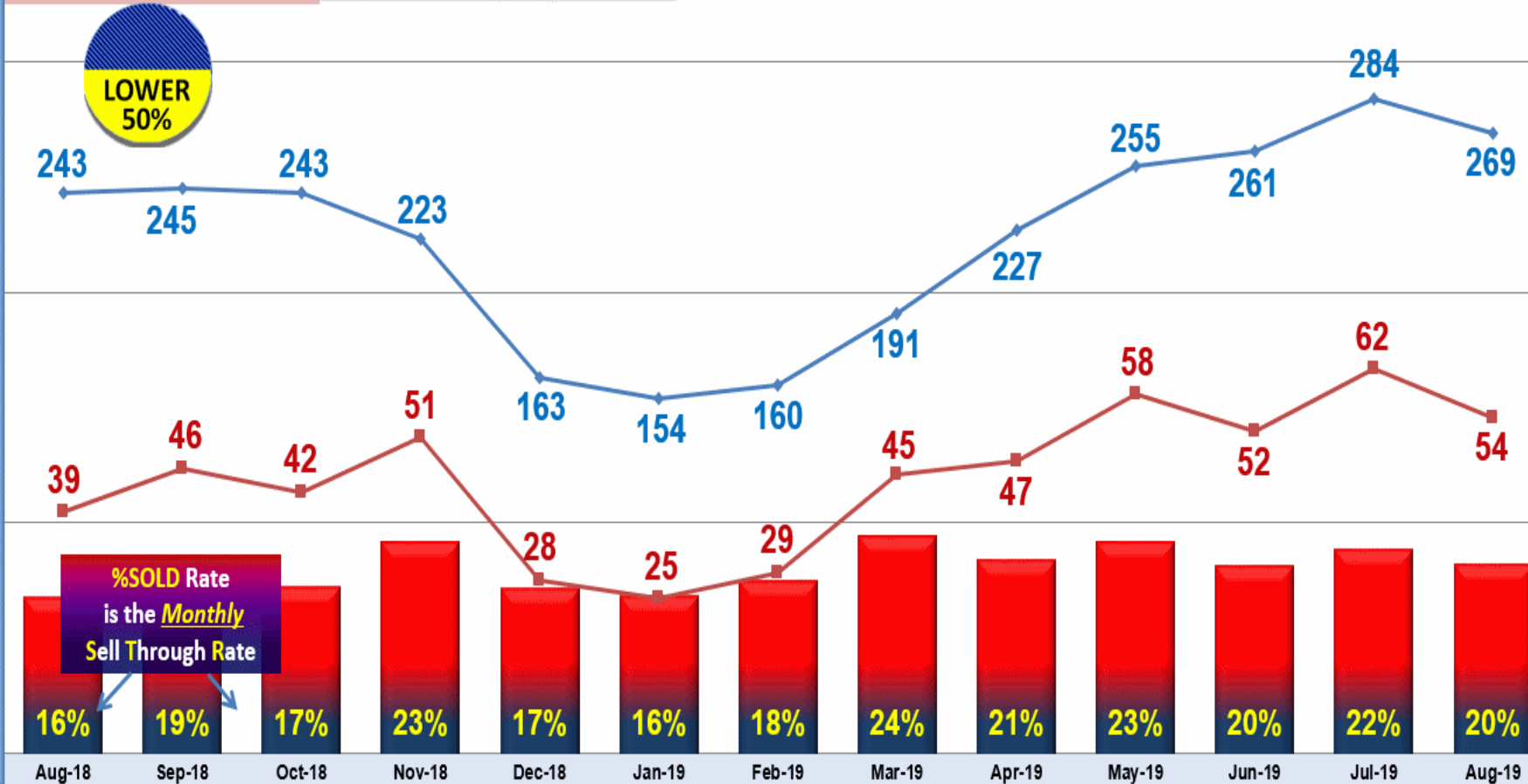
Detached Langley, Cloverdale Total Listings<sup>\*\*</sup>, Sales, and %SOLD Rates

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

Sales / Listings  
Monthly Totals



Detached



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



Detached



\*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. [More Details](#)  
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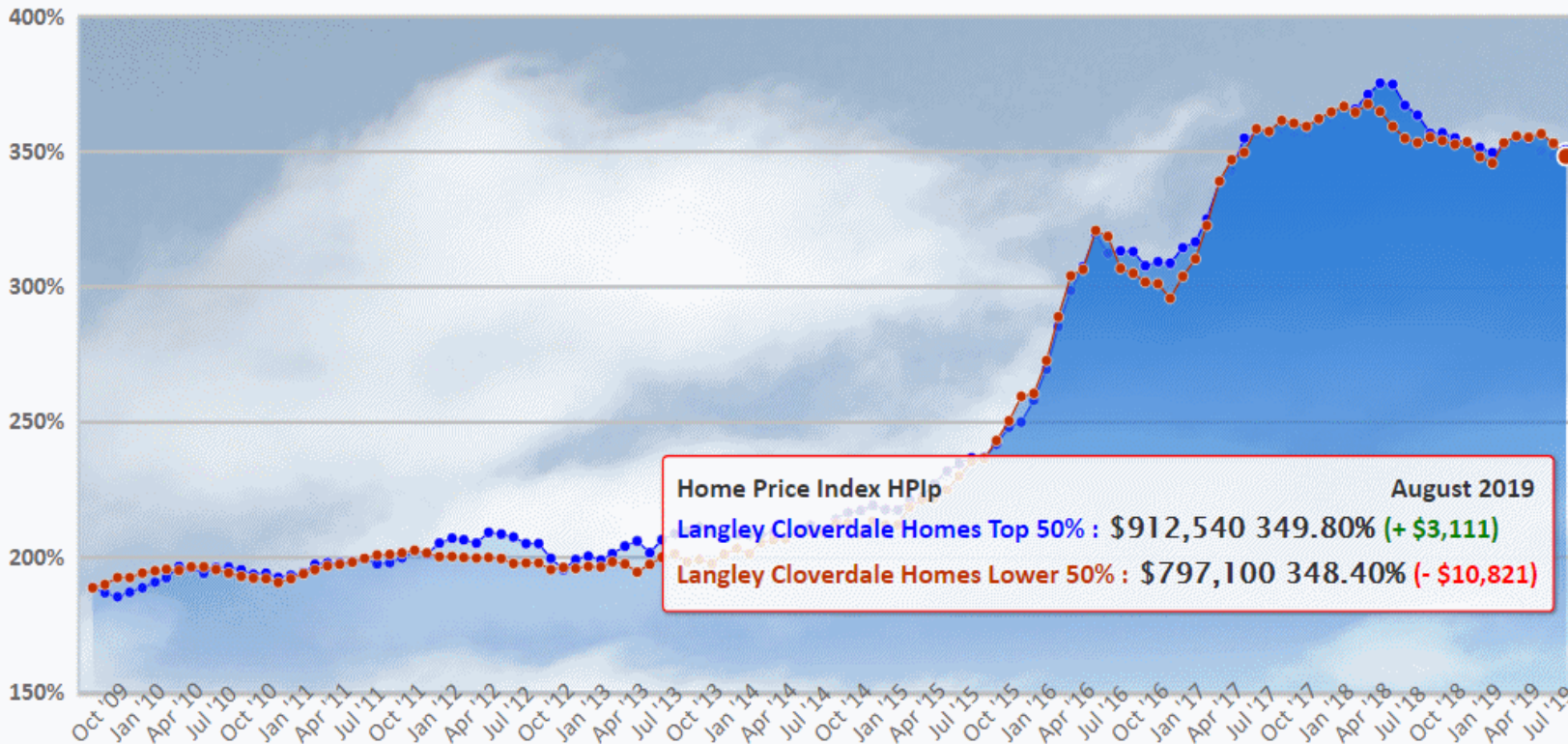
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Langley Cloverdale Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Langley Cloverdale Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 349.80
Jul 2019	% 348.60
Jun 2019	% 350.30
May 2019	% 353.40
Apr 2019	% 354.00
Mar 2019	% 351.70
Feb 2019	% 349.70
Jan 2019	% 351.60
Dec 2018	% 352.60
Nov 2018	% 355.20
Oct 2018	% 357.10
Sep 2018	% 356.90

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Highcharts.com



\*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. [More Details](#)  
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### North Langley Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

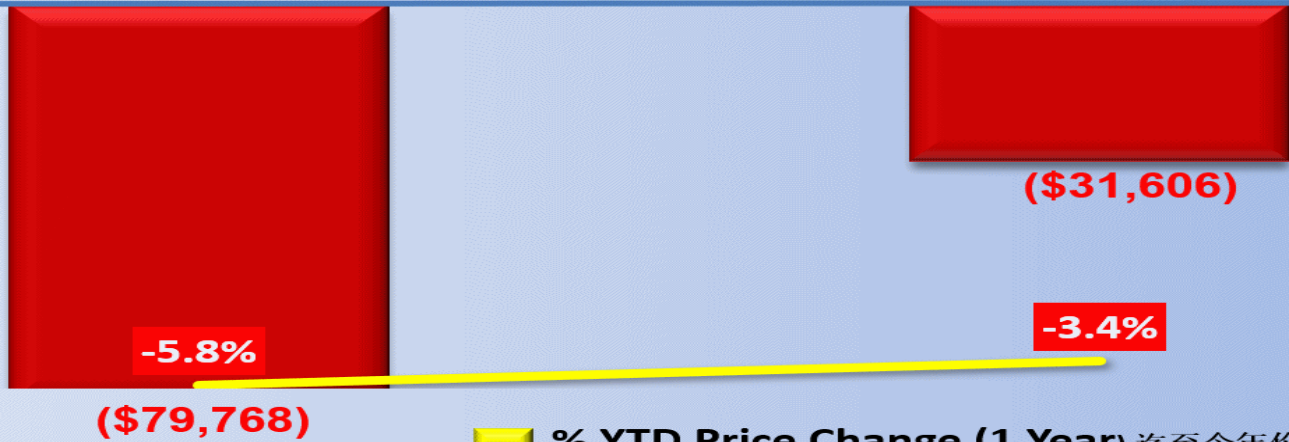
Housing Types: Year-To-Date Jun 2018 – Jun 2019 (Quarters)

房屋类型: 迄至今年 (每季) 由2018 六月份至2019 六月份

Powered by: Vancouver Junket Reports HPIp

#### \$\$\$ YTD Price Change (1 Year)

价格变动 (1年)



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

High End Detached  
高档独立屋



\$1,000,000

Low End Detached  
低端独立屋



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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

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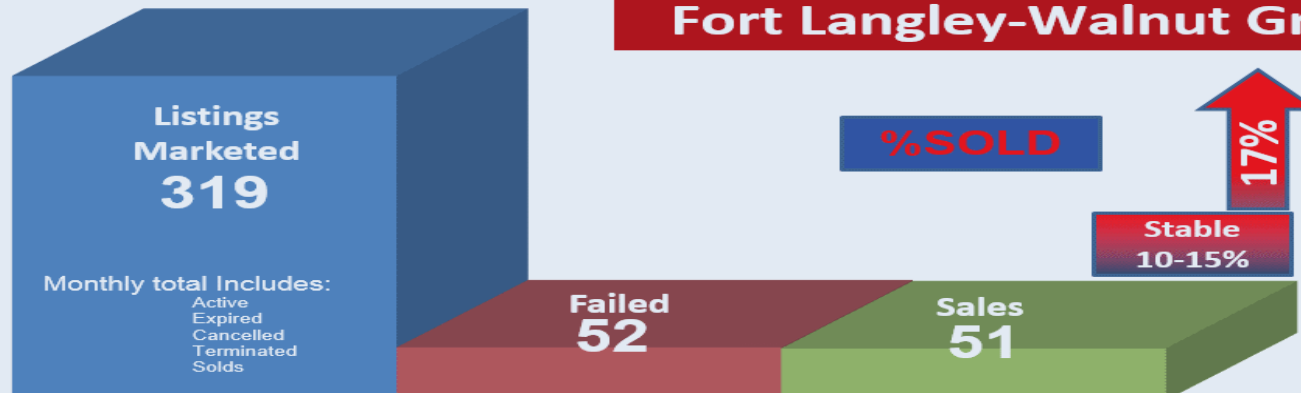
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Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

## Monthly Market Activity - Aug 2019 Single Family Fort Langley-Walnut Grove



Sept 1 2019 North Langley Market Update (Detached)

**Current:** North Langley is in a Seller Market with normal listing inventories, a **17 %SOLD** rate and a 96% Sell/List Ratio.

(This means that there is an average of a **\$49,800** Discount on a sale from the original list price)

*Most Active Price Range:* Homes between \$900,000 have **36.0 %SOLD** rate resulting in a Seller Market.

*Least Active Price Range:* Homes above \$1.6 mill. have **7.9 %SOLD** rate.

**History:** The North Langley Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$48,534.

The North Langley Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$14,944.

\*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.  
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produced for: Janet Rathbun

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

North Langley List Price Ranges Statistics - Aug 2019

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	25	9	51	97%	-\$20,000	36.0%	↑
\$800,001-\$900,000	26	8	40	94%	-\$50,500	30.8%	↑
\$900,001-\$1,000,000	35	8	45	96%	-\$41,650	22.9%	↑
\$1,000,000-\$1,100,000	40	6	42	96%	-\$46,500	15.0%	
\$1,100,001-\$1,300,000	67	10	31	95%	-\$61,500	14.9%	
\$1,300,001 and more	126	10	60	93%	-\$117,572	7.9%	↓
<b>Total Activity</b>	<b>319</b>	<b>51</b>	<b>43</b>	<b>96%</b>	<b>-\$49,800</b>	<b>16%</b>	↑

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

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change	
Total Listings** (A,S,T,C,X)	286	328	319		-9	↓
Active Listings (1st of the month)	213	264	248	216	-32	↓
Solds	37	44	51		7	↑
Days on Market (DOM)	21	31	43		12	↑
%SOLD (Sales/Listings/mnthly rate)	12.9%	13.4%	16.0%		2.6%	↑
(Top 50%) Home Price Index HPIp	\$1,342,634	\$1,284,213	\$1,294,100		\$9,887	↑
(Lower 50%) Home Price Index HPIp	\$907,616	\$896,230	\$892,672		-\$3,557	↓



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

North Langley Sub areas Statistics - Aug 2019			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	84	22	46	95%	-\$51,500	26.2%
County Line Glen Valley	23	4	55	96%	-\$68,998	17.4%
Willoughby Heights	171	20	26	96%	-\$38,400	11.7%
Fort Langley	41	5	75	96%	-\$65,000	12.2%
<b>Total Activity</b>	<b>319</b>	<b>51</b>	<b>43</b>	<b>96%</b>	<b>-\$49,800</b>	<b>16%</b>



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## Next Months Market Forecast

**Forecast:** North Langley has an average Listing supply; 216 homes are for sale and with the strong **17 %SOLD** monthly rate gives us a ~6 months of inventory. 25% of the active listings have reduced their price by \$91,345 on average or \$50,000 median in the last month.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.

Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing **\$3,518** on average. On the same note, 64% of the Townhouse Markets decreased **\$3,432** on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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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#1 RE/MAX Market Reports  
RE/MAX Statistics, on the Web!

detached homes



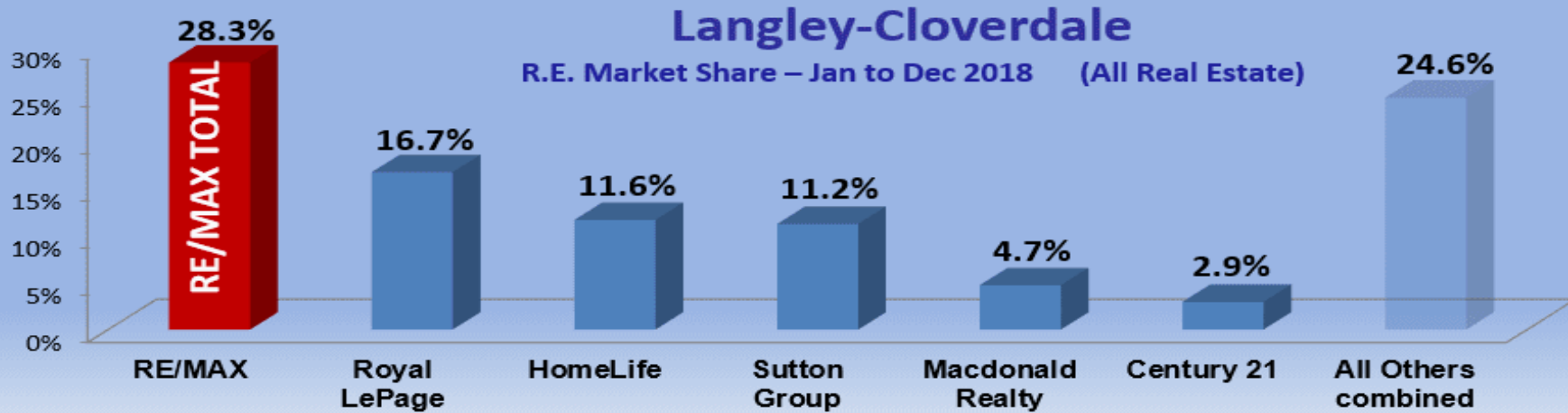
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Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

## #1 the RE/MAX Market Share Reports



# RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand



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Ph: 604-590-4888 Cell: 604-825-4152



Detached

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

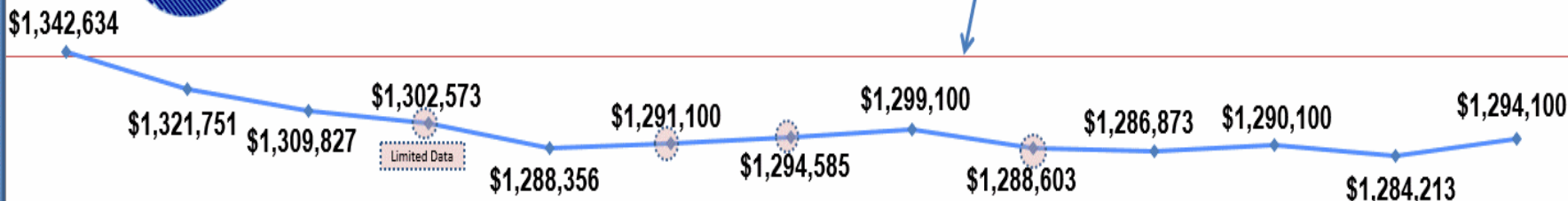
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,000,000

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

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



Limited Data

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



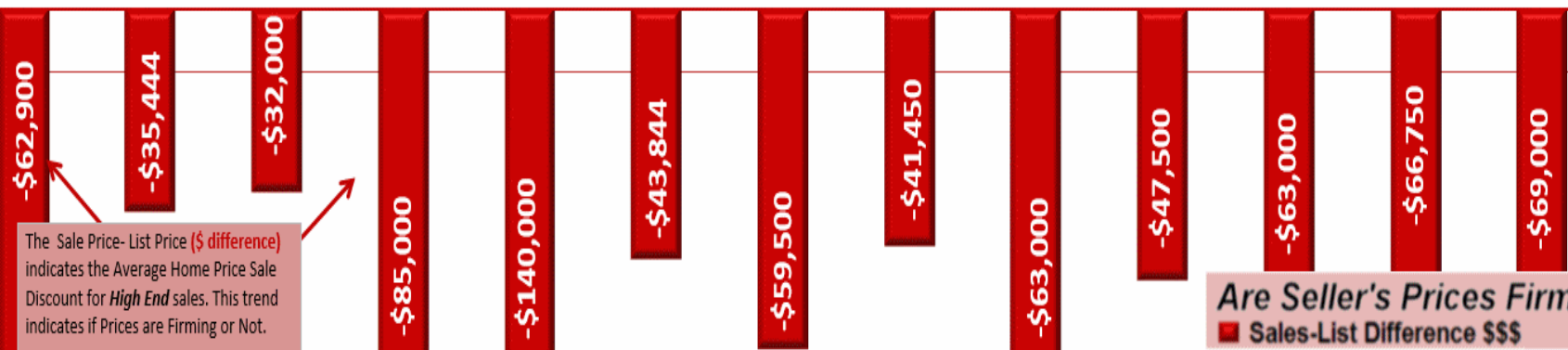
Detached



Detached



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



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



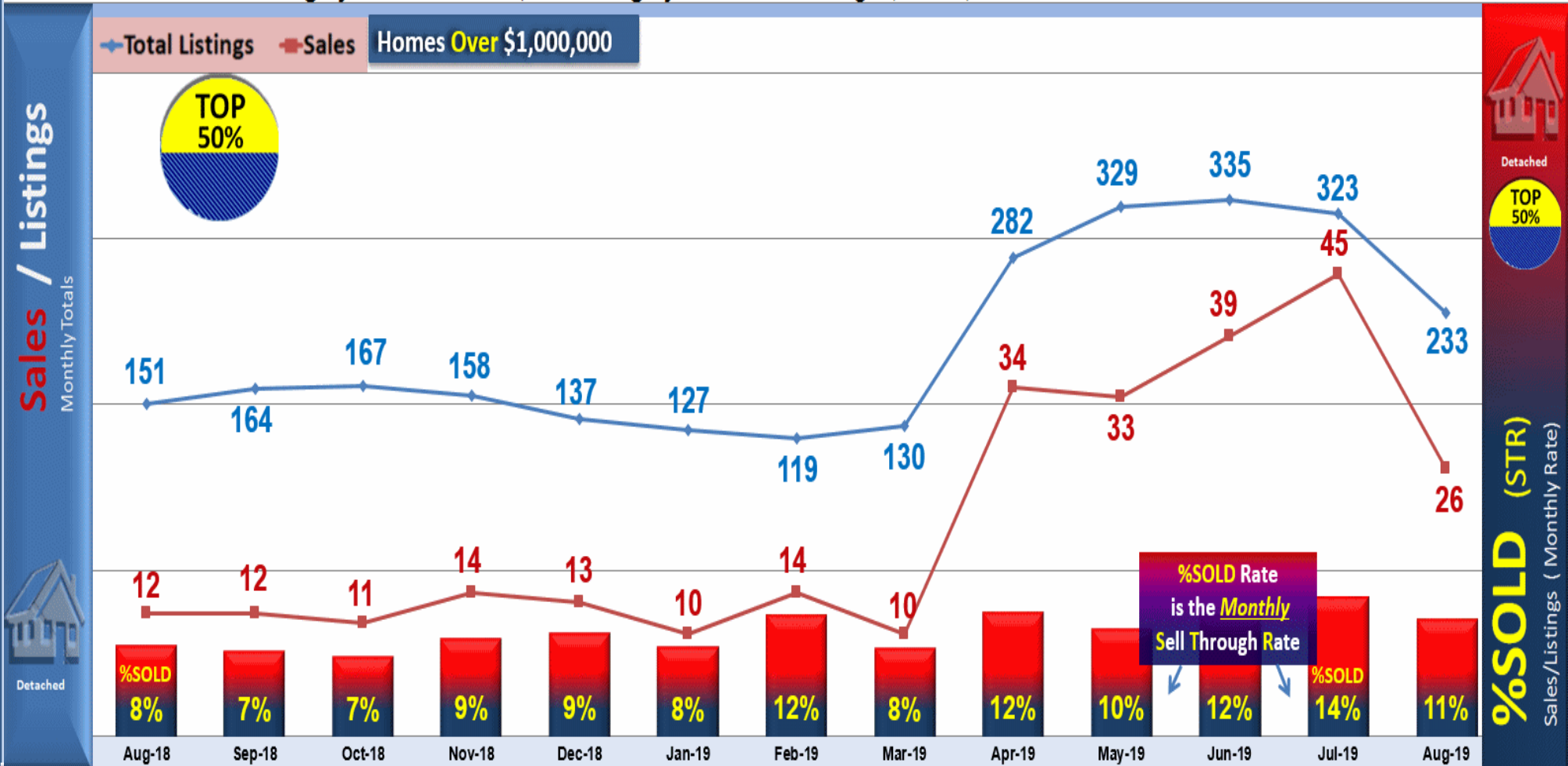
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Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley Total Listings \*\*, Sales, and %SOLD Rates



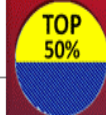
Sales / Listings  
Monthly Totals



Detached



Detached



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

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Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley 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)

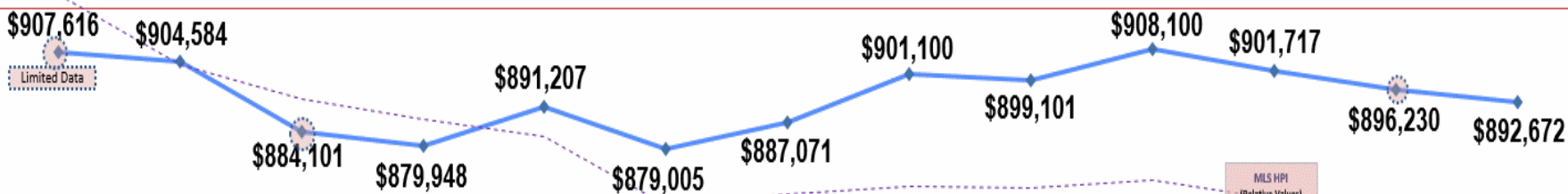
Are Home Prices Up?

Home Price Index ← HPIp (Lower 50%)

Homes Below \$1,000,000

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)



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



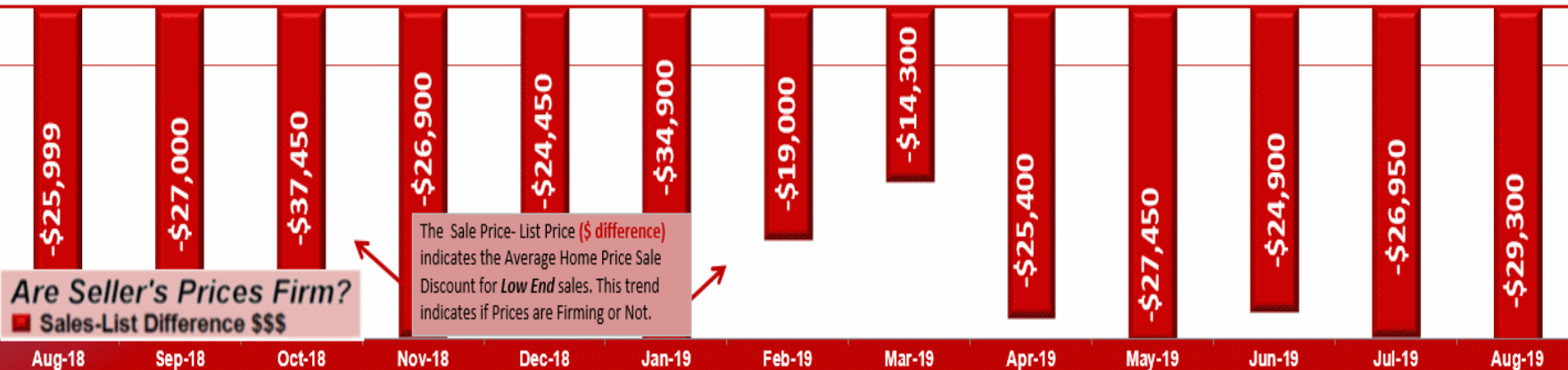
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Sales Discount \$\$  
Sale Price - Original List Price ( \$ difference)



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

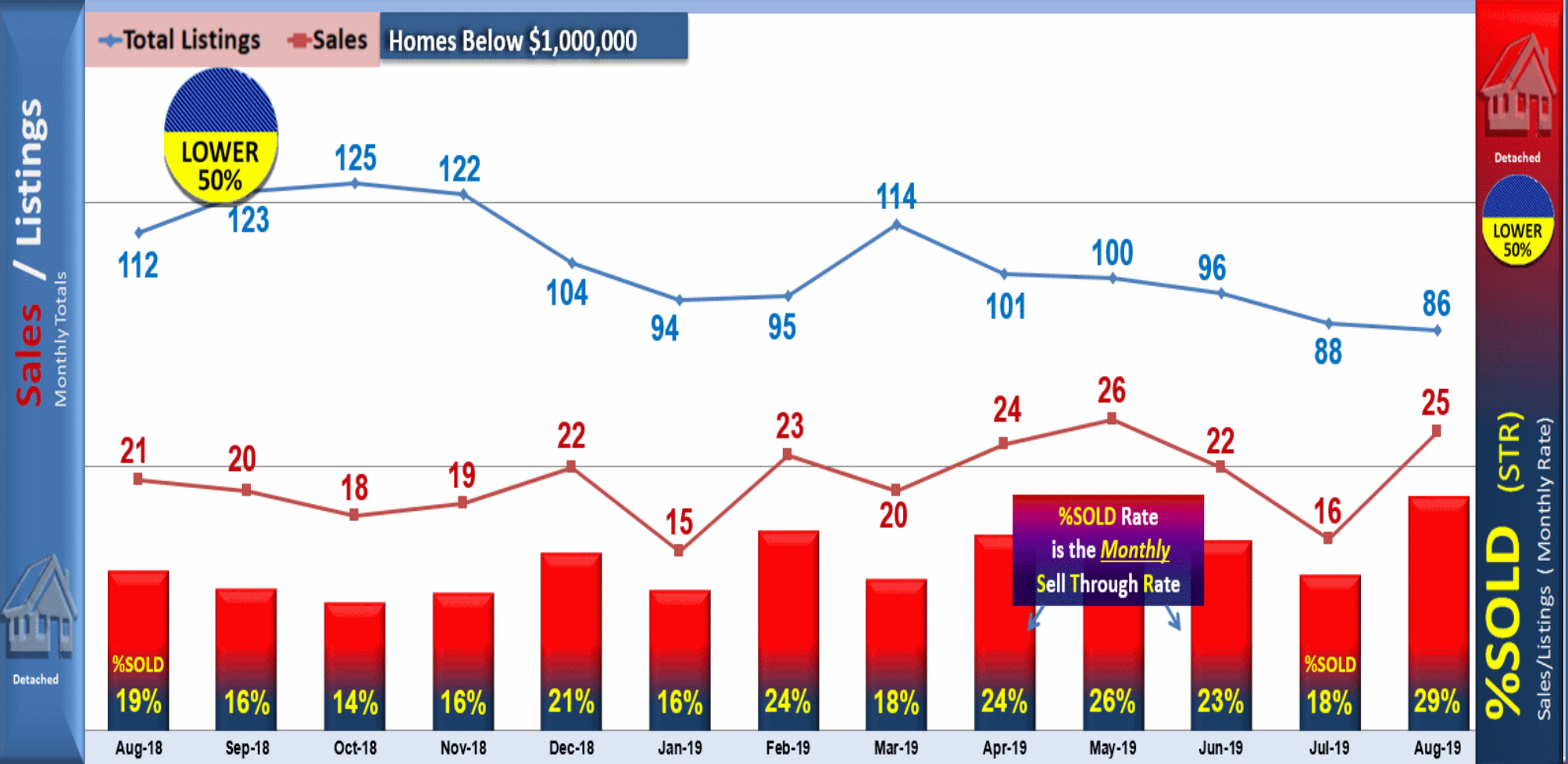
The Sale Price - List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

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Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley Total Listings \*\*, Sales, and %SOLD Rates



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. [More Details](#)  
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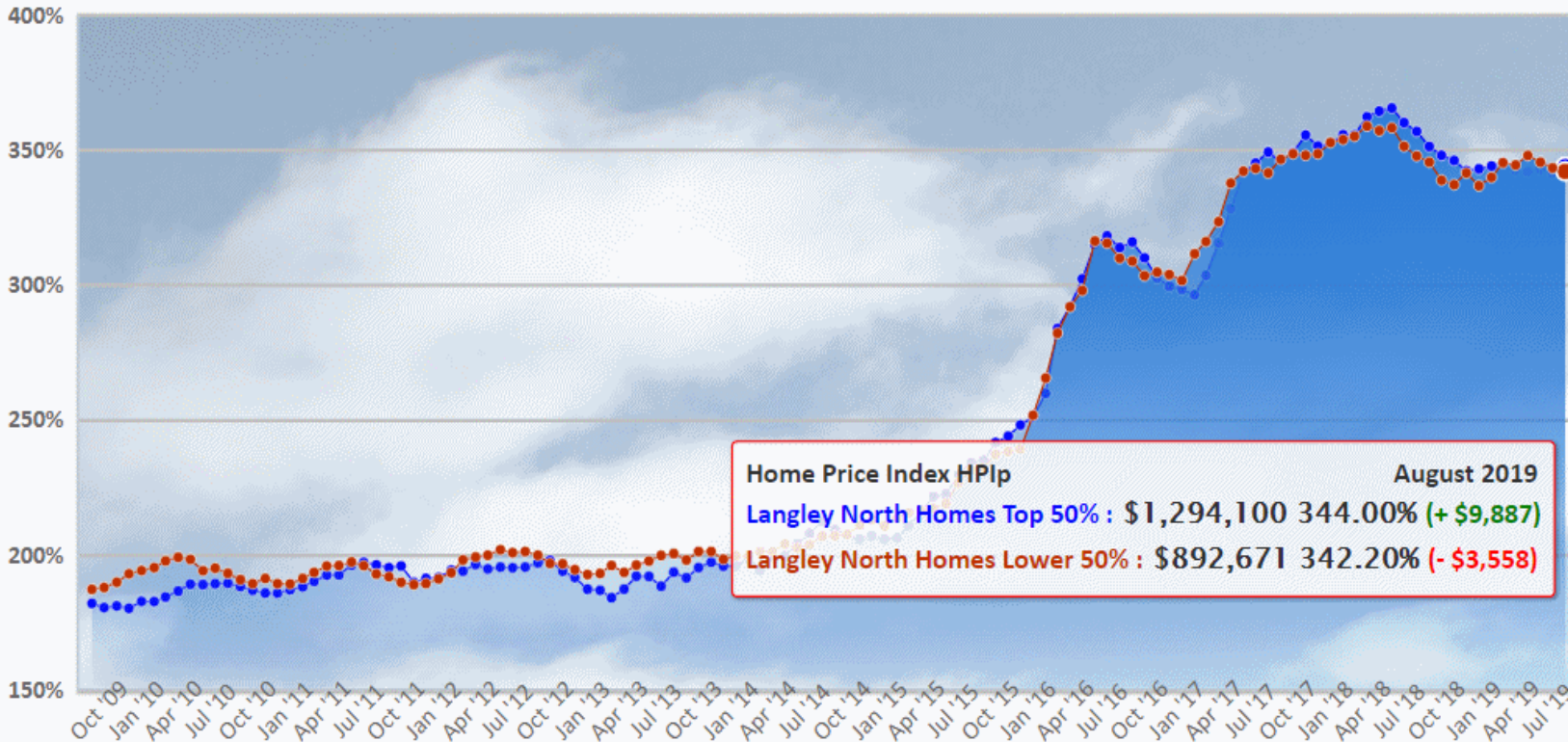
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Market Analysis and Forecasting Sept 1/19 Langley - Walnut Grove

Powered by the Greater Vancouver Market Reports HPIp



Langley North Homes Top 50% : HPIp Forecast+ Forecast-  
Langley North Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 344.00
Jul 2019	% 341.40
Jun 2019	% 343.00
May 2019	% 342.10
Apr 2019	% 342.60
Mar 2019	% 345.40
Feb 2019	% 344.20
Jan 2019	% 343.20
Dec 2018	% 342.50
Nov 2018	% 346.30
Oct 2018	% 348.20
Sep 2018	% 351.40

<< 1 2 3 >>

Highcharts.com



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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### Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD
Elgin Chantrell	16	1	95	96%	-\$38,000	6.3%
Sunnyside Park Surrey	72	15	42	96%	-\$23,000	20.8%
Crescent Bch Ocn Pk	8	1	71	94%	-\$44,000	12.5%
White Rock	223	36	48	94%	-\$29,450	16.1%
King George Corridor	148	15	40	97%	-\$19,000	10.1%
Hazelmere	2	1	44	96%	-\$33,888	0.0%
Grandview Surrey	214	23	32	97%	-\$17,300	10.7%
Morgan Creek	66	13	47	96%	-\$17,000	19.7%
Pacific Douglas	26	5	18	99%	-\$5,900	19.2%
<b>Total Activity</b>	<b>775</b>	<b>110</b>	<b>40</b>	<b>96%</b>	<b>-\$21,200</b>	<b>14%</b>

Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
\$0-\$400,000	97	19	42	96%	-\$14,000	19.6%
\$400,001-\$500,000	138	26	52	95%	-\$21,200	18.8%
\$500,001-\$590,000	119	19	40	96%	-\$24,000	16.0%
\$590,001-\$675,000	101	12	25	98%	-\$15,000	11.9%
\$675,001-\$800,000	151	16	42	96%	-\$26,750	10.6%
\$800,001-\$950,000	102	12	31	98%	-\$21,500	11.8%
\$950,001 and more	67	6	11	96%	-\$60,000	9.0%
<b>Total Activity</b>	<b>775</b>	<b>110</b>	<b>40</b>	<b>96%</b>	<b>-\$21,200</b>	<b>14%</b>

#### Sept 1 2019 White Rock - South Surrey Market Update (Attached)

**Current:** White Rock South Surrey is in a Stable Market with average listing inventories, **14 %SOLD** rate and a 96% Sell/List Ratio.

(This means that there is an average of \$21,200 discount on a sale from the original list price)

**Most Active Price Range:** Homes below \$400,000 have **17.8 %SOLD** rate.

**Least Active Price Range:** Homes above \$950,000 have **6.4 %SOLD** rate.

**History:** The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$40,771.

The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$24,517.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$37,865.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$22,288.

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

**Forecast:** White Rock has average Listing Inventories, 29% more last year.

The Active Listings is 54 less in count compared last month.

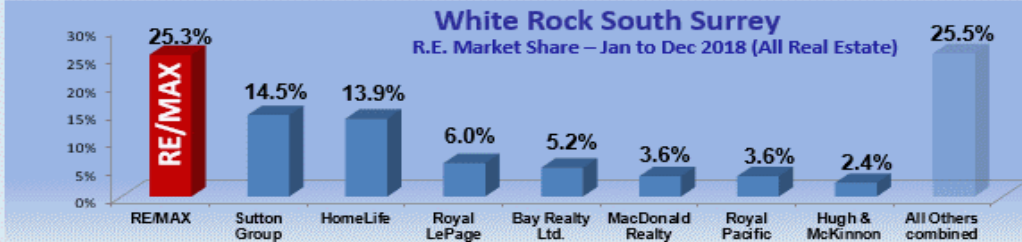
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**Analytical Methods:** The White Rock South Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **White Rock South Surrey HPIp Top 50%** representing the higher end sales and the **White Rock South 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: RMXReports.com

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/12019	Change
Total Listings (A,S,T,C,X)	599	820	775		-45
Active Listings	462	642	625	571	-54
Solds	92	110	110		0
Days on Market (DOM)	34	31	40		9
%SOLD (Sales/ Listings /mthly rate)	15%	13.4%	14.2%		0.8%
<b>Condos (Top 50%)</b> Home Price Index <b>HPIp</b>	\$670,382	\$640,101	\$629,611		-\$10,490
<b>Condos (Lower 50%)</b> Home Price Index <b>HPIp</b>	\$397,858	\$377,809	\$373,341		-\$4,468
<b>Twnhs (Top 50%)</b> Home Price Index <b>HPIp</b>	\$890,101	\$851,593	\$852,236		\$643
<b>Twnhs (Lower 50%)</b> Home Price Index <b>HPIp</b>	\$551,388	\$524,640	\$529,100		\$4,460

### the RE/MAX Market Share Reports



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Market Analysis and Forecasting Sept 1/19 White Rock & S. Surrey

Attached White Rock - South Surrey Total Listings\*\*, Sales, and %SOLD rates

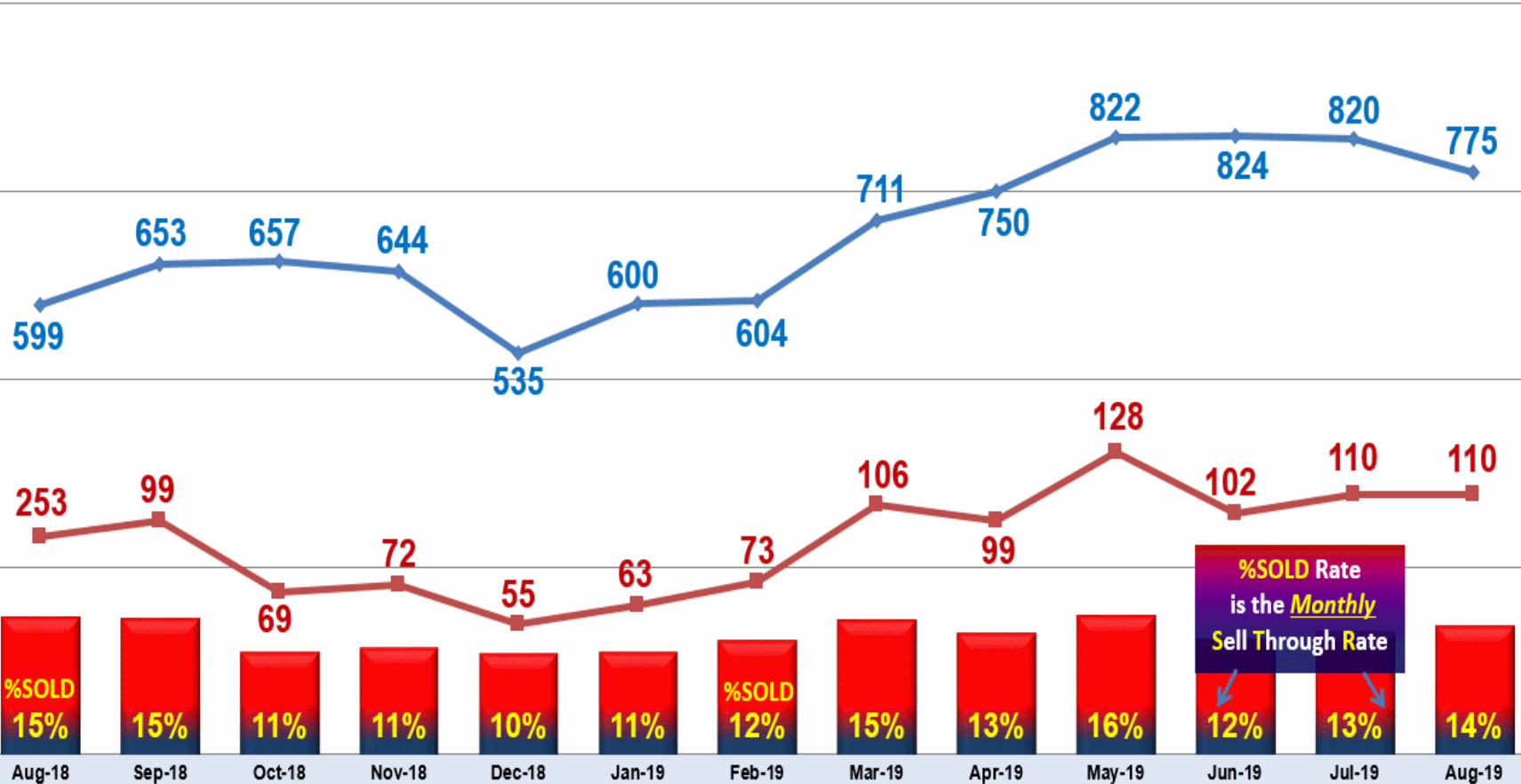
Sales / Listings  
Monthly Totals



Attached

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

← Total Listings → Sales



%SOLD Rate is the Monthly Sell Through Rate



Attached



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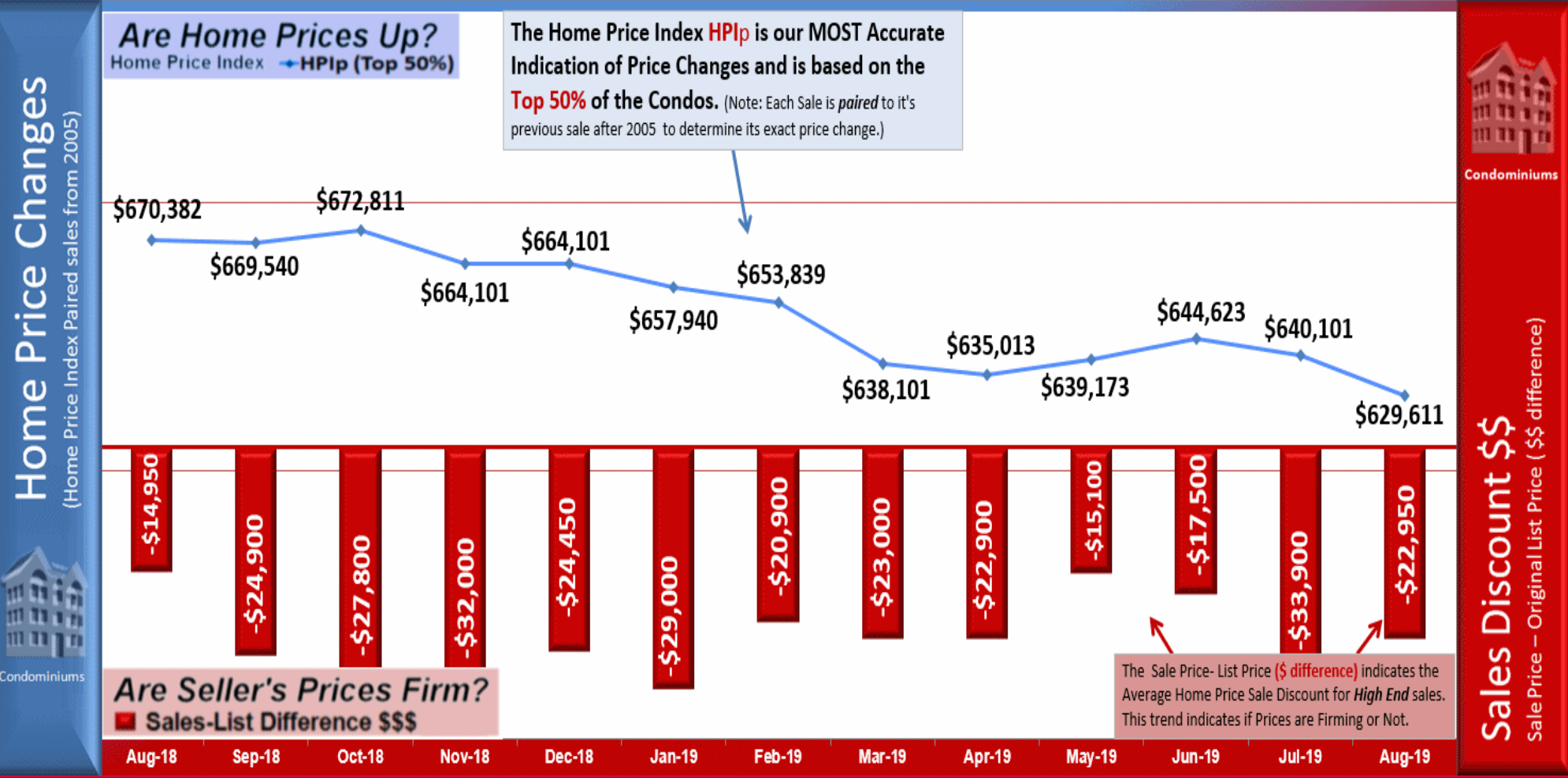
produced for: Janet Rathbun

Ph: 604-590-4888 Cell: 604-825-4152





Attached White Rock - South 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)



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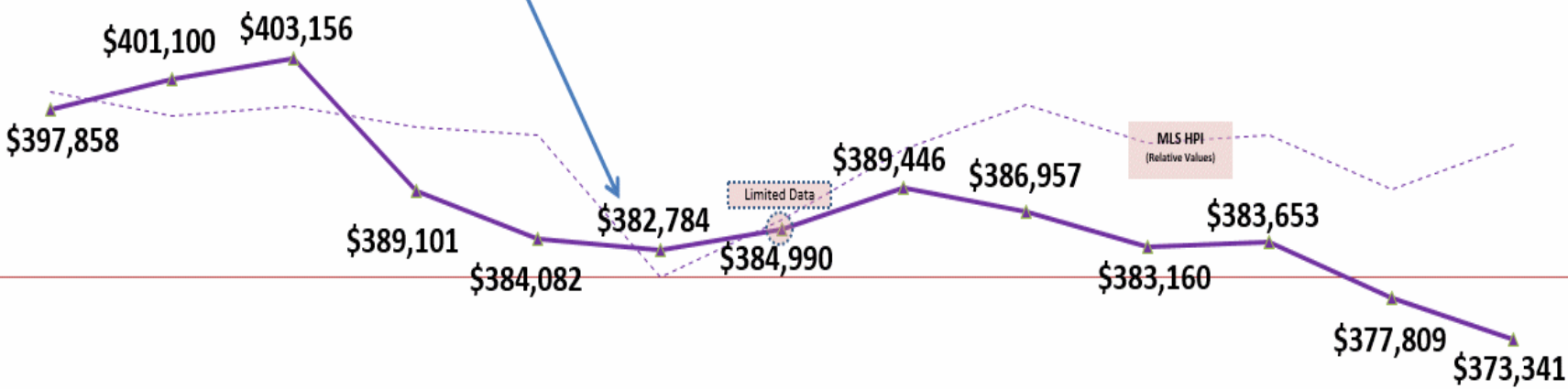


Attached White Rock - South Surrey Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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 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 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)



Condominiums



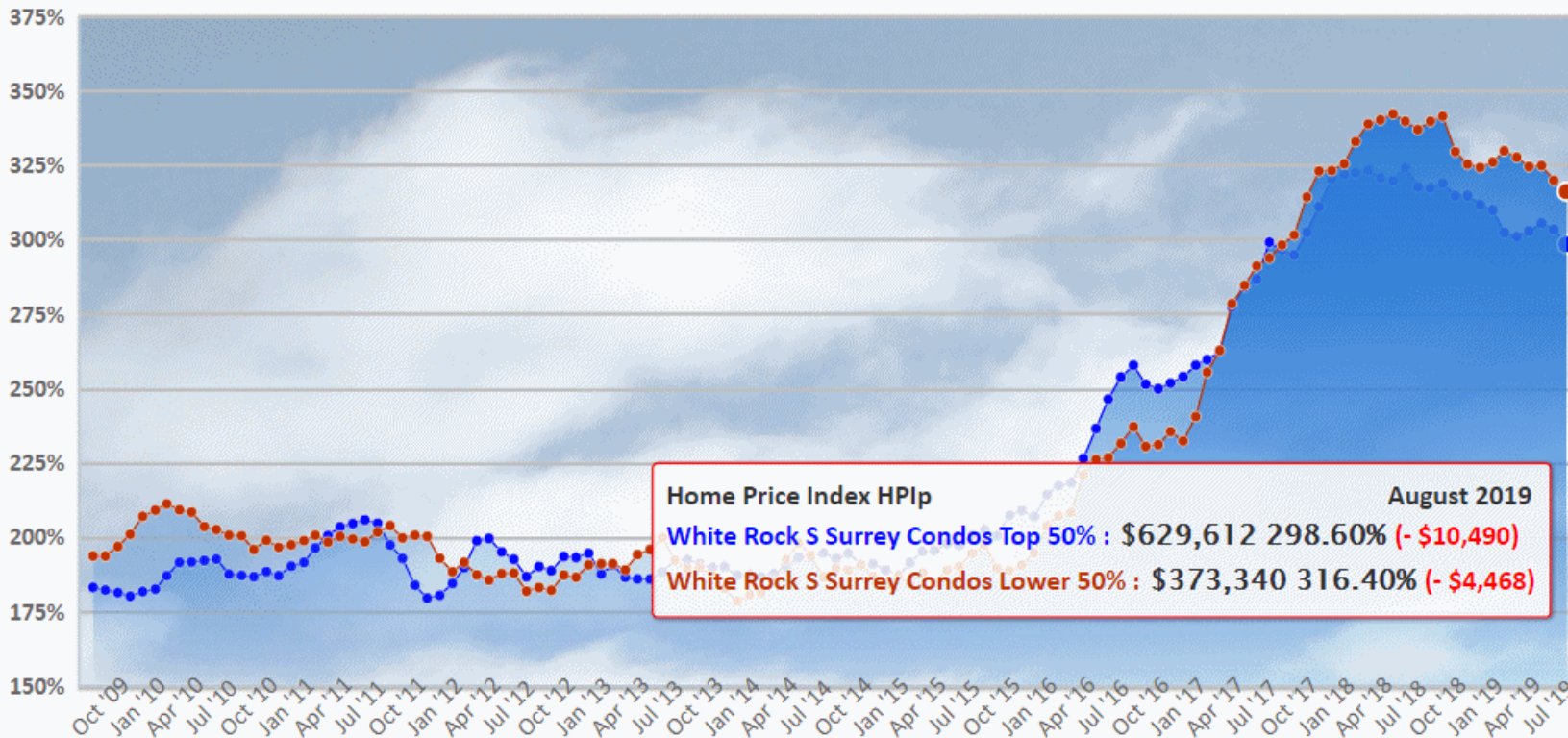
\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)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



Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Condos Top 50% : **HPIp** Forecast+ Forecast-  
White Rock S Surrey Condos Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 298.60
Jul 2019	% 303.60
Jun 2019	% 305.70
May 2019	% 303.10
Apr 2019	% 301.10
Mar 2019	% 302.60
Feb 2019	% 310.10
Jan 2019	% 312.00
Dec 2018	% 314.90
Nov 2018	% 314.90
Oct 2018	% 319.10
Sep 2018	% 317.50

<<< 1 2 3 >>>

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\*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. [More Details](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.





Attached White Rock - South 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)



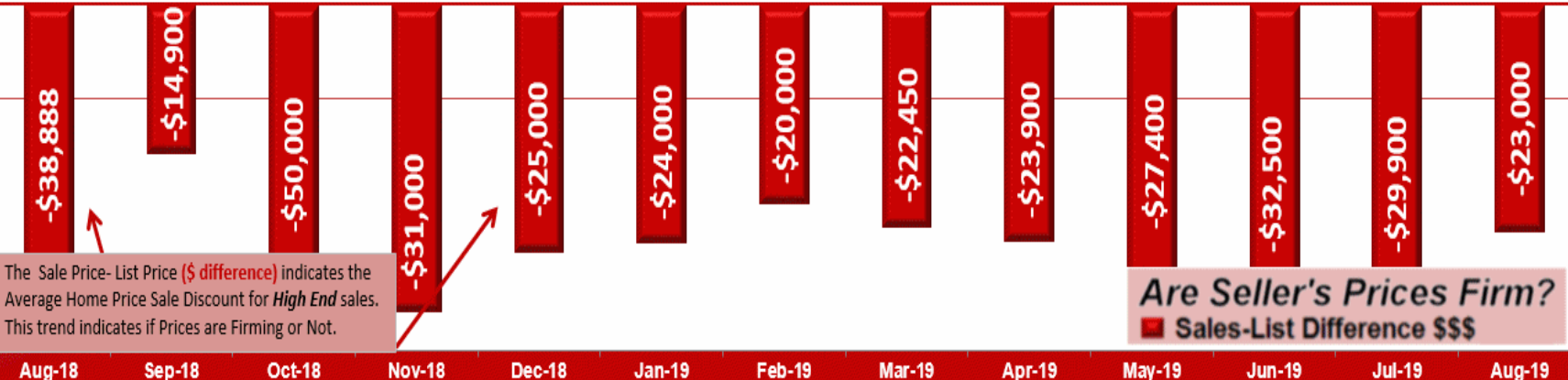
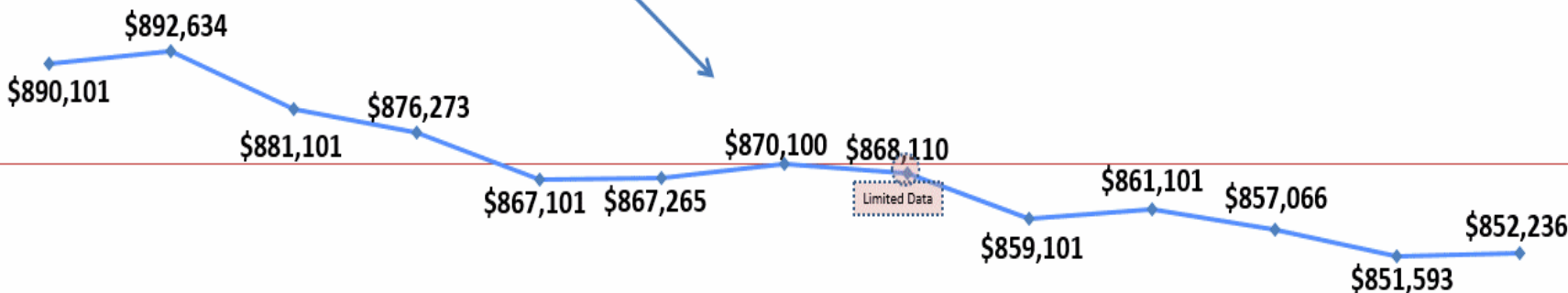
Townhouses

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

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

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

(Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price 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 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. [More Details](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Attached White Rock - South 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)

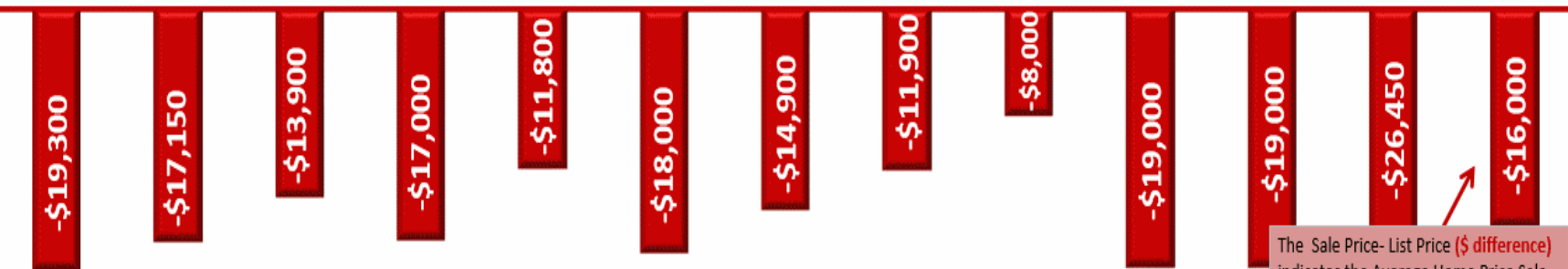
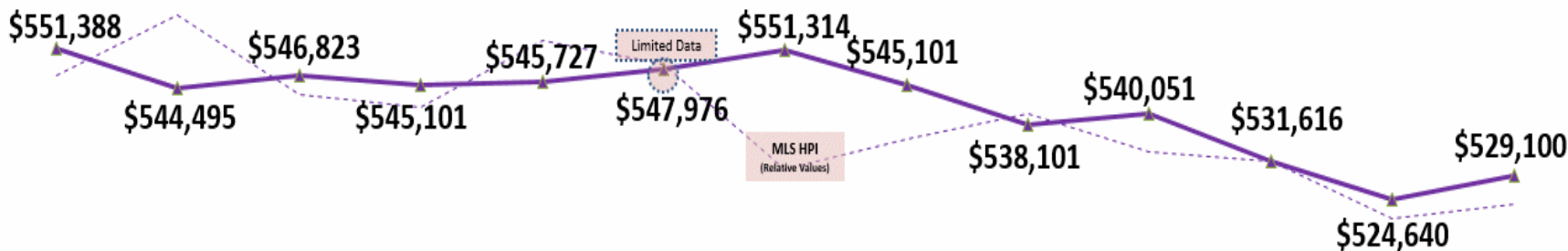


Townhouses

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

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

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



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

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

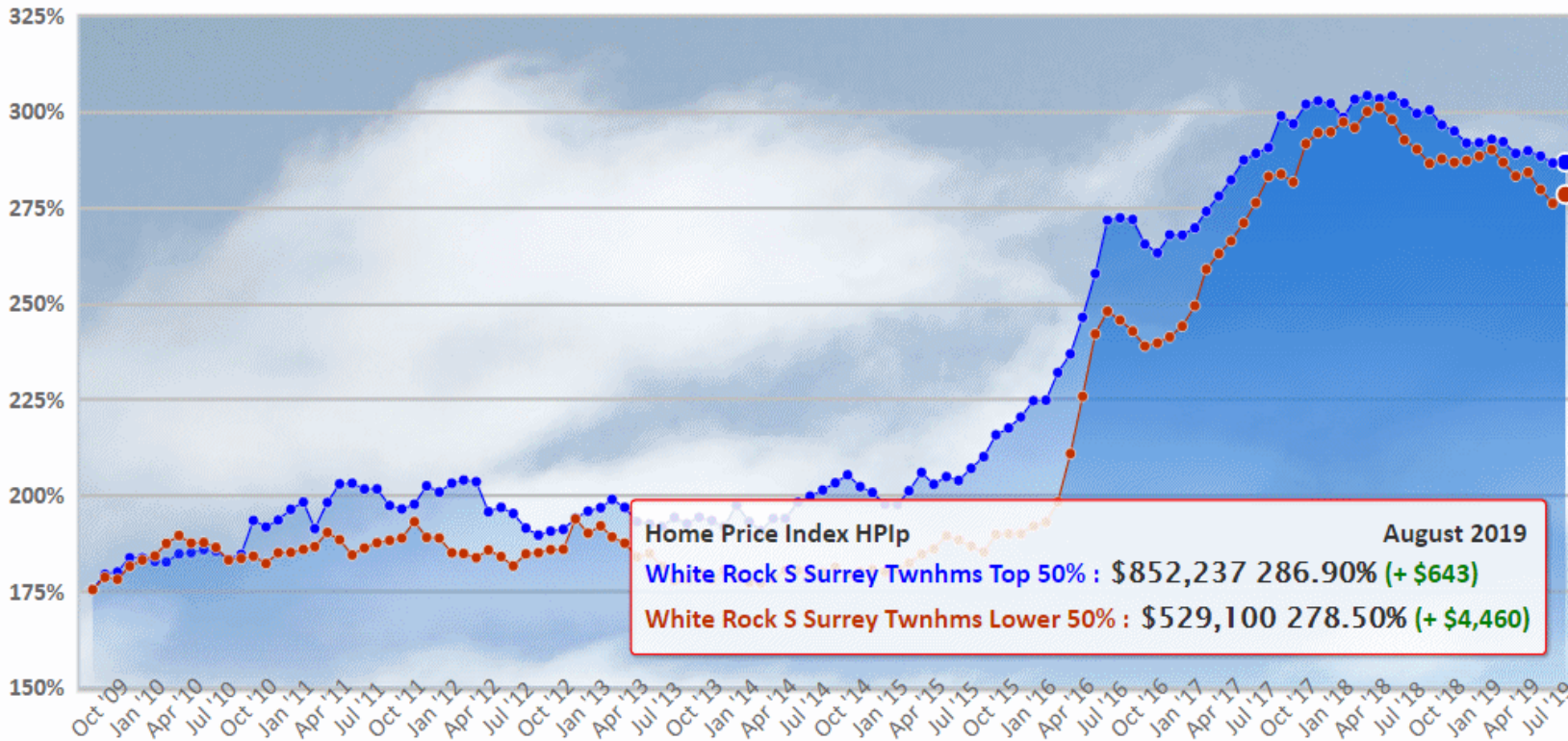
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Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 White Rock S Surrey Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 286.90
Jul 2019	% 286.70
Jun 2019	% 288.50
May 2019	% 289.90
Apr 2019	% 289.20
Mar 2019	% 292.20
Feb 2019	% 292.90
Jan 2019	% 292.00
Dec 2018	% 291.90
Nov 2018	% 295.00
Oct 2018	% 296.60
Sep 2018	% 300.50

<<< 1 2 3 >>>

Drag over area to ZOOM in

Highcharts.com

\*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. [More Details](#)  
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Market Analysis and Forecasting Sept 1/19 East Surrey

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	8	1	0	100%	\$0	12.5%
Guildford	207	29	26	97%	-\$14,000	14.0%
Fleetwood Tynehead	144	27	15	98%	-\$11,900	18.8%
Panorama Ridge	29	5	23	100%	\$0	17.2%
Sullivan Station	105	24	11	98%	-\$13,000	22.9%
<b>Total Activity</b>	<b>493</b>	<b>86</b>	<b>20</b>	<b>98%</b>	<b>-\$12,950</b>	<b>17%</b>

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$400,000	96	15	34	96%	-\$16,000	15.6%
\$400,001-\$500,000	104	20	19	97%	-\$11,350	19.2%
\$500,001-\$600,000	139	27	15	98%	-\$11,900	19.4%
\$600,001 and more	154	24	15	98%	-\$13,000	15.6%
<b>Total Activity</b>	<b>493</b>	<b>86</b>	<b>20</b>	<b>98%</b>	<b>-\$12,950</b>	<b>17%</b>

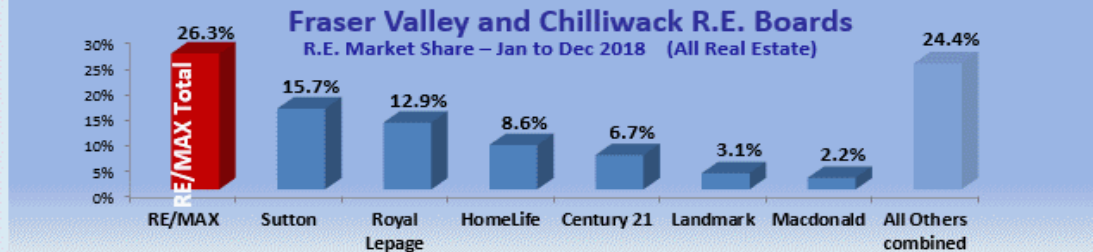
Sept 1 2019 **East Surrey Market Update** Attached Townhomes/ Condos  
**Current:** East Surrey is a Seller Market with average listing inventory, a **17 %SOLD** rate and a 98% Sell/List Ratio.  
 (This means the discount on a sale from the original list price is averaging -\$12,950)  
**Most Active Price Range:** Homes between \$500,000 - \$600,000 have **19.4 %SOLD** rate  
**Least Active Price Range:** Homes above \$600,000 have **15.6 %SOLD** rate.

**History:** The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices are decreased \$37,572.  
 The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$34,865.  
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$4,813.  
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are decreased \$19,839.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** The listing inventory is 2% less than the same month last year.  
 August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter.  
 Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing \$3,518 on average. On the same note, 64% of the Townhouse Markets decreased \$3,432 on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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.

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	501	550	493		-57
Active Listings (1st of the month)	341	408	397	370	-27
Solds	93	110	86		-24
Days on Market (DOM)	15	21	20		-1
%SOLD (Sales/ Listings /mnlthly rate)	19%	20%	17%		-2.6%
Condos (Top 50%) Home Price Index HPIp	\$463,101	\$424,857	\$425,529		\$673
Condos (Lower 50%) Home Price Index HPI	\$340,875	\$308,062	\$306,010		-\$2,052
Twnhs (Top 50%) Home Price Index HPIp	\$624,020	\$625,101	\$619,207		-\$5,894
Twnhs (Lower 50%) Home Price Index HPIp	\$470,871	\$458,706	\$451,032		-\$7,674

the RE/MAX Market Share Reports



**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 of 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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Attached Townhomes/ Condos East Surrey Total Listings, Sales, and %SOLD rates

Sales / Listings

Monthly Totals

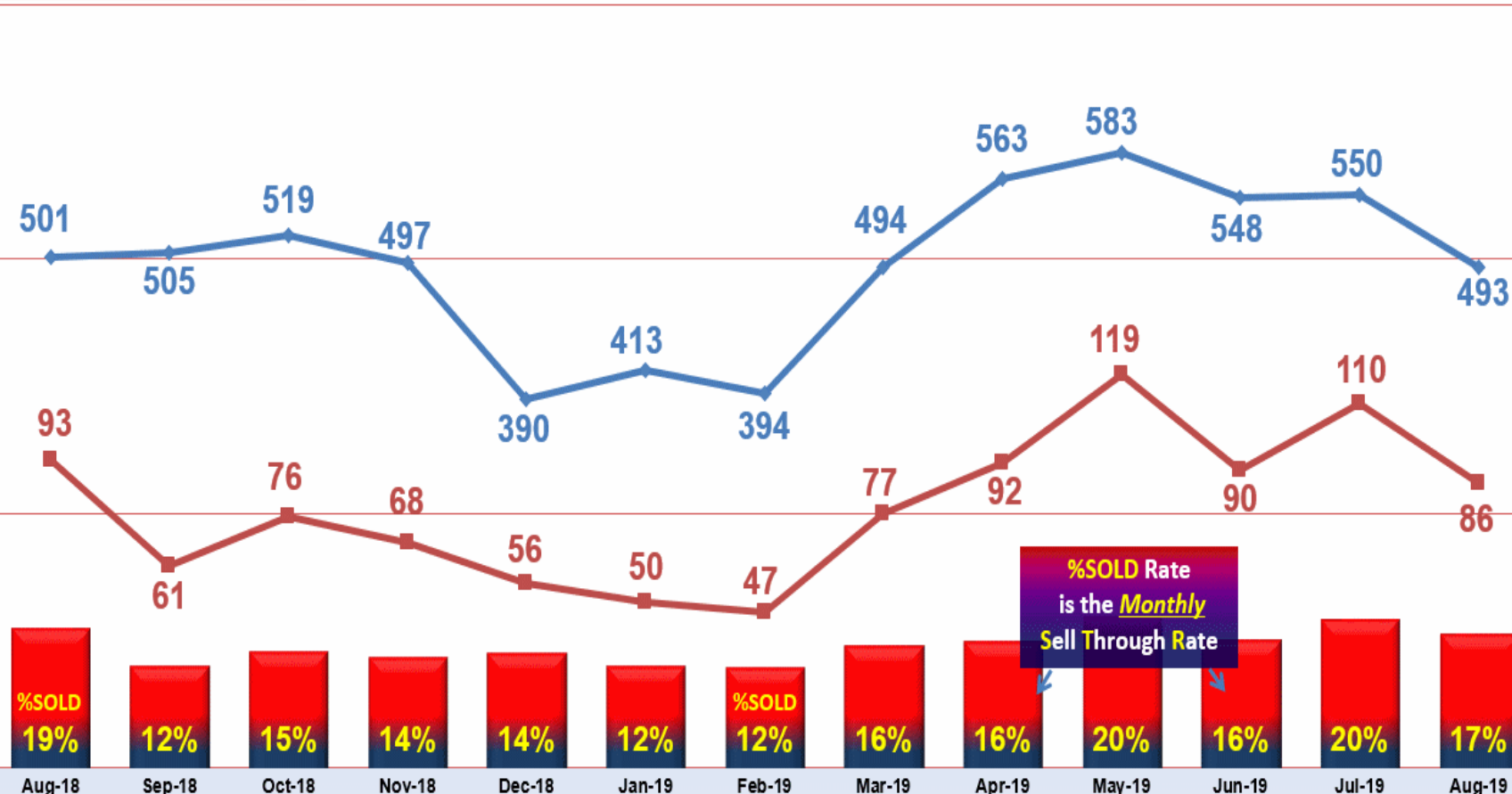


Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)

Total Listings Sales



%SOLD Rate is the Monthly Sell Through Rate



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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.





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)

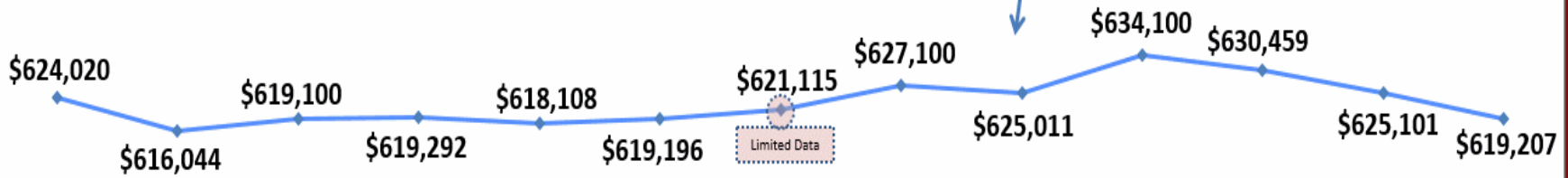


Townhouses

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.)



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

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

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. [More Details](#)  
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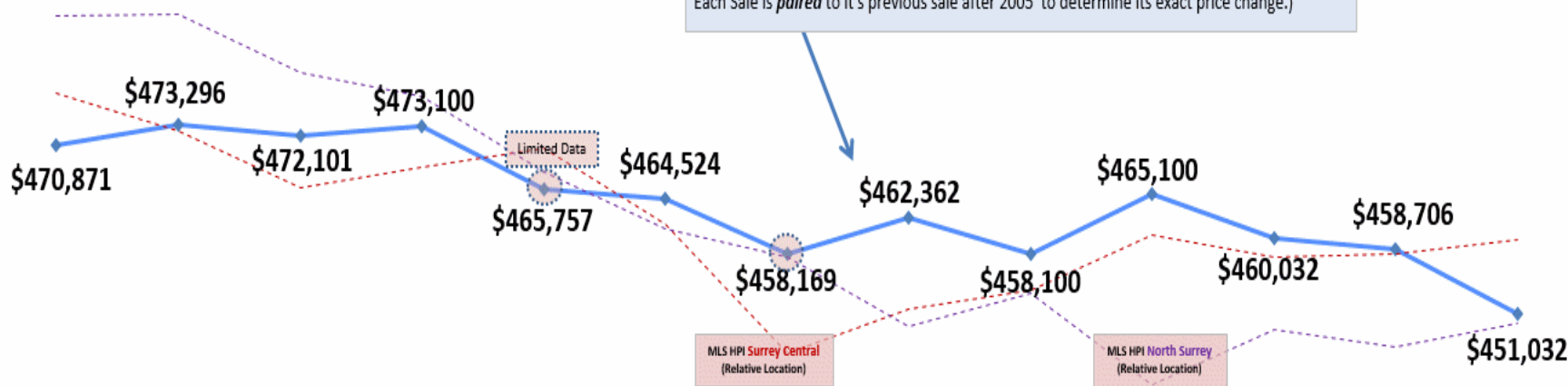


Attached East Surrey Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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.)



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



Townhouses

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



Are Seller's Prices Firm?

■ Sales-List 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.

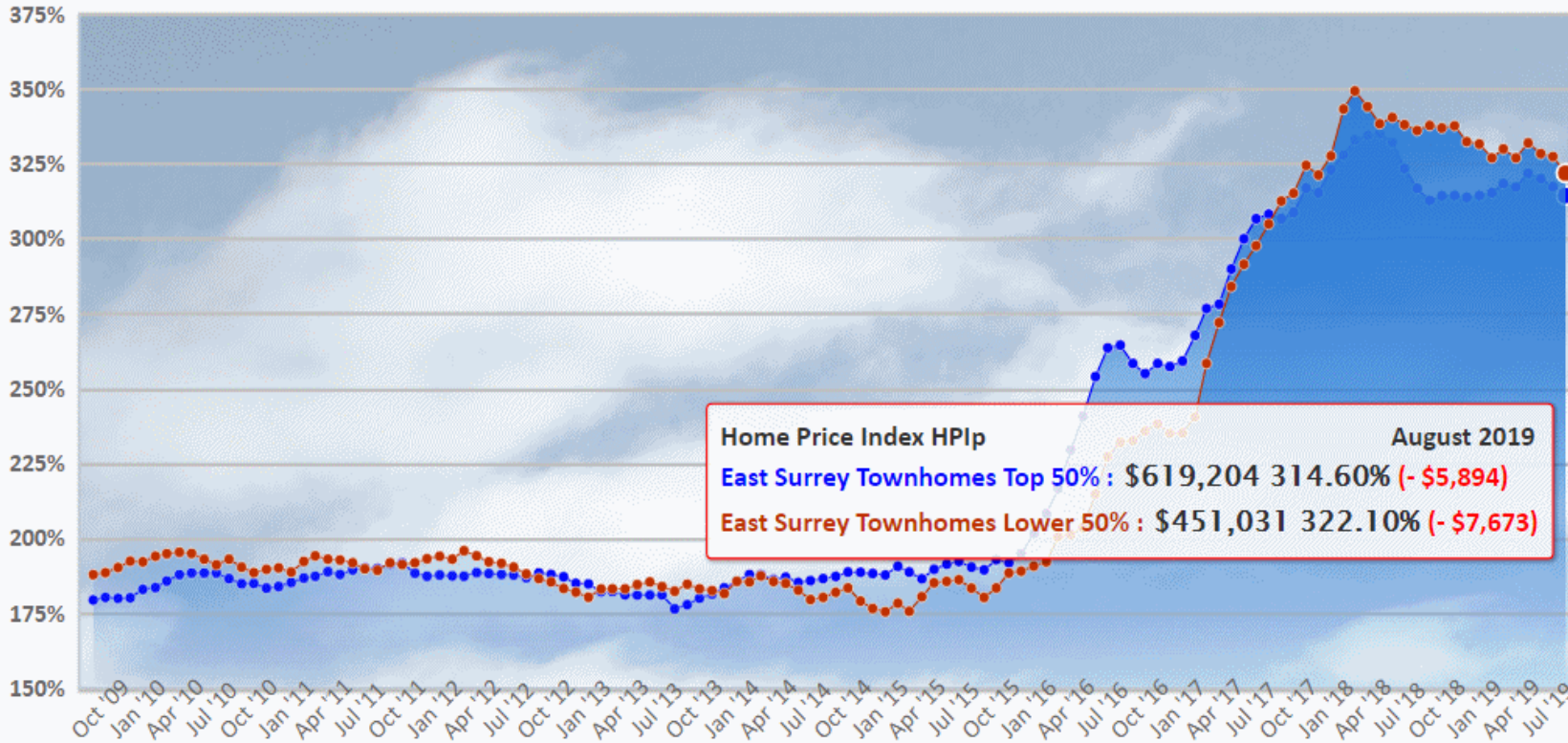
Aug-18 Sep-18 Oct-18 Nov-18 Dec-18 Jan-19 Feb-19 Mar-19 Apr-19 May-19 Jun-19 Jul-19 Aug-19

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



Monthly Home value

Date	Value
Aug 2019	% 314.60
Jul 2019	% 317.60
Jun 2019	% 320.30
May 2019	% 322.10
Apr 2019	% 317.50
Mar 2019	% 318.60
Feb 2019	% 315.50
Jan 2019	% 314.60
Dec 2018	% 314.00
Nov 2018	% 314.60
Oct 2018	% 314.50
Sep 2018	% 313.00

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\*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. [More Details](#)  
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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)

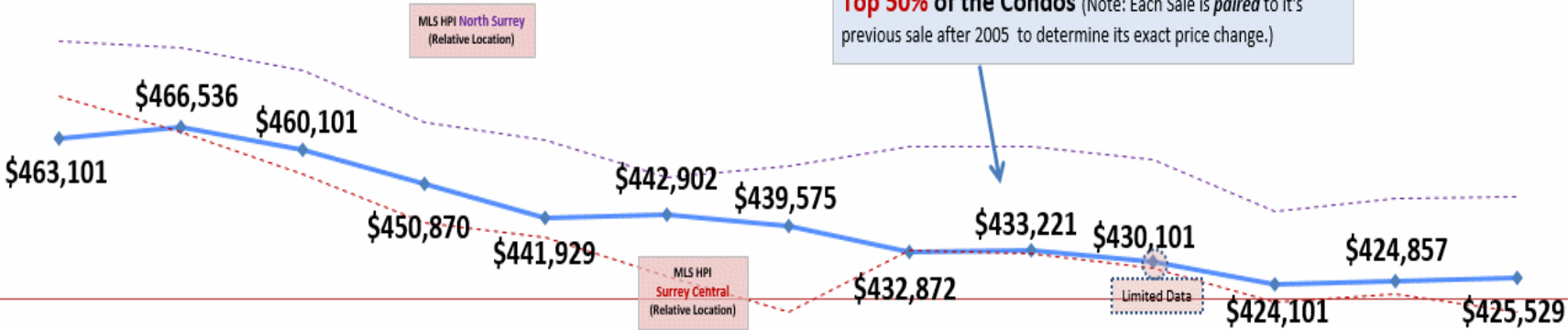


Condominiums

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

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

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



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

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



Condominiums

\*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. [More Details](#)  
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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

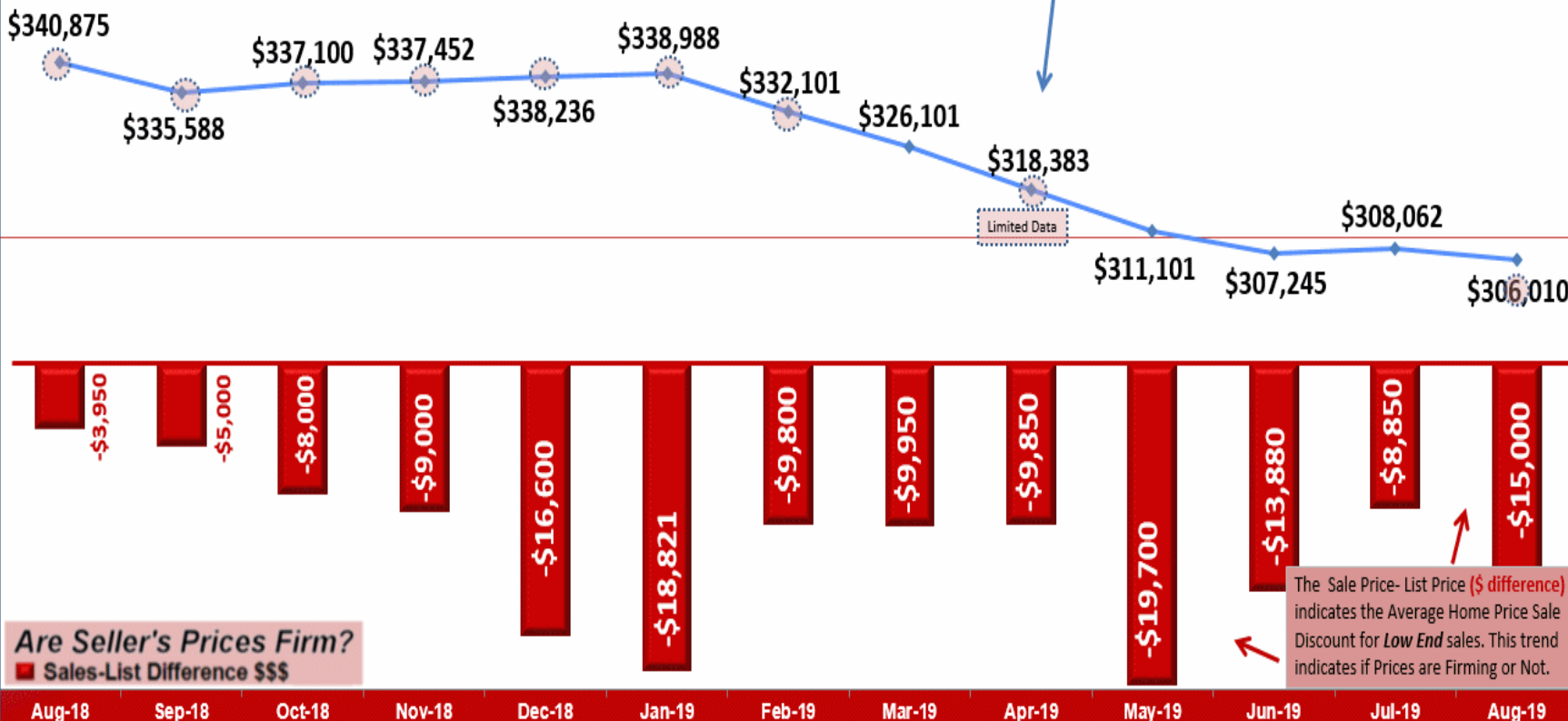
Sales Discount \$\$\$

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 Lower 50% of the homes. (Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



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**Janet Rathbun**

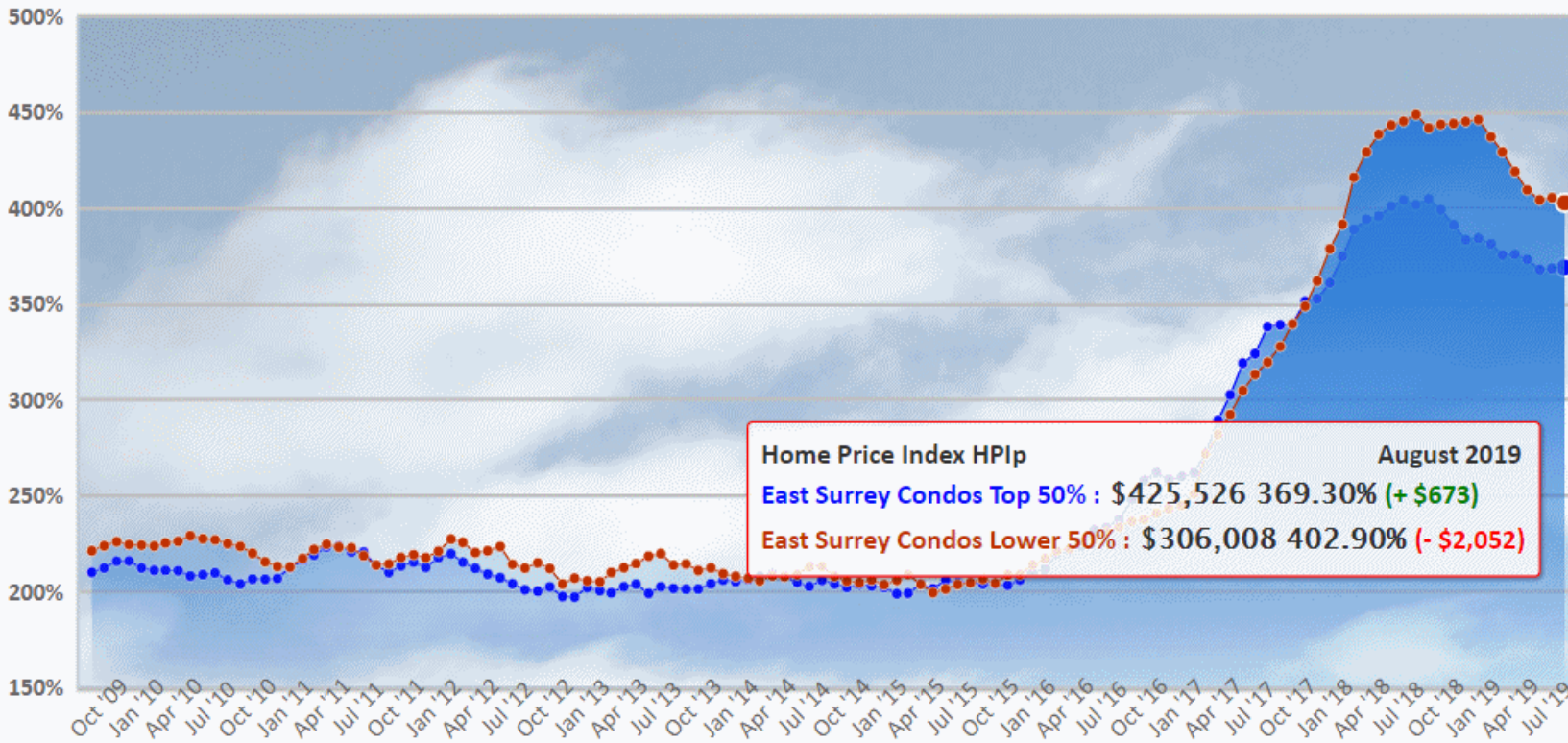
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**Market Analysis and Forecasting**    Sept 1/19    **East Surrey**

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



Monthly ▾ Home values

Date	Value
Aug 2019	% 369.30
Jul 2019	% 368.70
Jun 2019	% 368.10
May 2019	% 373.30
Apr 2019	% 376.00
Mar 2019	% 375.70
Feb 2019	% 381.50
Jan 2019	% 384.40
Dec 2018	% 383.60
Nov 2018	% 391.30
Oct 2018	% 399.30
Sep 2018	% 404.90

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Highcharts.com



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produced for: **Janet Rathbun**

Ph: 604-590-4888 Cell: 604-825-4152



Market Analysis and Forecasting Sept 1/19 West Surrey

West Surrey Sub areas Statistics - Aug 2019						
Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Attached	
					Sell - List \$Difference	%SOLD
Bridgeview	2	0				0.0%
Bolivar Heights	18	1	68	98%	-\$5,000	5.6%
Royal Heights	3	0				0.0%
Cedar Hills	7	1	11	102%	\$5,000	14.3%
Whalley	408	63	29	95%	-\$19,880	15.4%
Queen Mary Park Sur	96	10	29	97%	-\$22,000	10.4%
Bear Creek Green Tim	23	4	22	99%	-\$4,445	17.4%
West Newton	139	14	35	96%	-\$21,000	10.1%
East Newton	112	20	27	97%	-\$15,700	17.9%
<b>Total Activity</b>	<b>808</b>	<b>113</b>	<b>29</b>	<b>96%</b>	<b>-\$18,900</b>	<b>14%</b>

West Surrey List Price Ranges Statistics - Aug 2019						
Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Attached	
					Sell - List \$Difference	%SOLD
\$0-\$350,000	153	27	18	97%	-\$9,900	17.6%
\$350,001-\$450,000	271	40	29	95%	-\$19,500	14.8%
\$450,001-\$550,000	167	20	23	95%	-\$24,700	12.0%
\$550,001 and more	217	26	41	97%	-\$19,950	12.0%
<b>Total Activity</b>	<b>808</b>	<b>113</b>	<b>29</b>	<b>96%</b>	<b>-\$18,900</b>	<b>14%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	757	834	808		-26
Active Listings (1st of the month)	496	629	648	629	-19
Solds	137	117	113		-4
Days on Market (DOM)	11	23	29		6
%SOLD (Sales/ Listings /mnlthly rate)	18%	14%	14%		0%
Condos (Top 50%) Home Price Index HPIp	\$456,898	\$419,788	\$415,148		-\$4,640
Condos (Lower 50%) Home Price Index HPI	\$332,101	\$297,495	\$299,100		\$1,605
Twnhs (Top 50%) Home Price Index HPIp	\$619,841	\$591,908	\$593,992		\$2,084
Twnhs (Lower 50%) Home Price Index HPIp	\$456,101	\$447,100	\$449,393		\$2,293

Sept 1 2019 West Surrey Market Update Attached Townhomes/ Condos

**Current:** West Surrey is a Stable Market with average listing inventory, a **14 %SOLD** rate and a 96% Sell/List Ratio.  
(This means the discount on a sale from the original list price is averaging -\$18,900)

**Most Active Price Range:** Homes below \$350,000 have **17.6 %SOLD** rate.  
**Least Active Price Range:** Homes above \$450,001 have **12.0 %SOLD** rate.

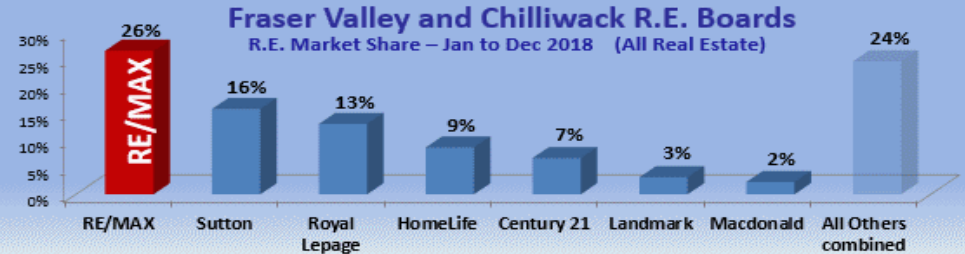
**History:** The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$41,750.  
The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$33,001.  
The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$25,849.  
The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$6,708.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** Current month's listing inventory is 7% more than the same month last year.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter. Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing \$3,518 on average. On the same note, 64% of the Townhouse Markets decreased \$3,432 on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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: RMXReports.com

the RE/MAX Market Share Reports



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Sales / Listings

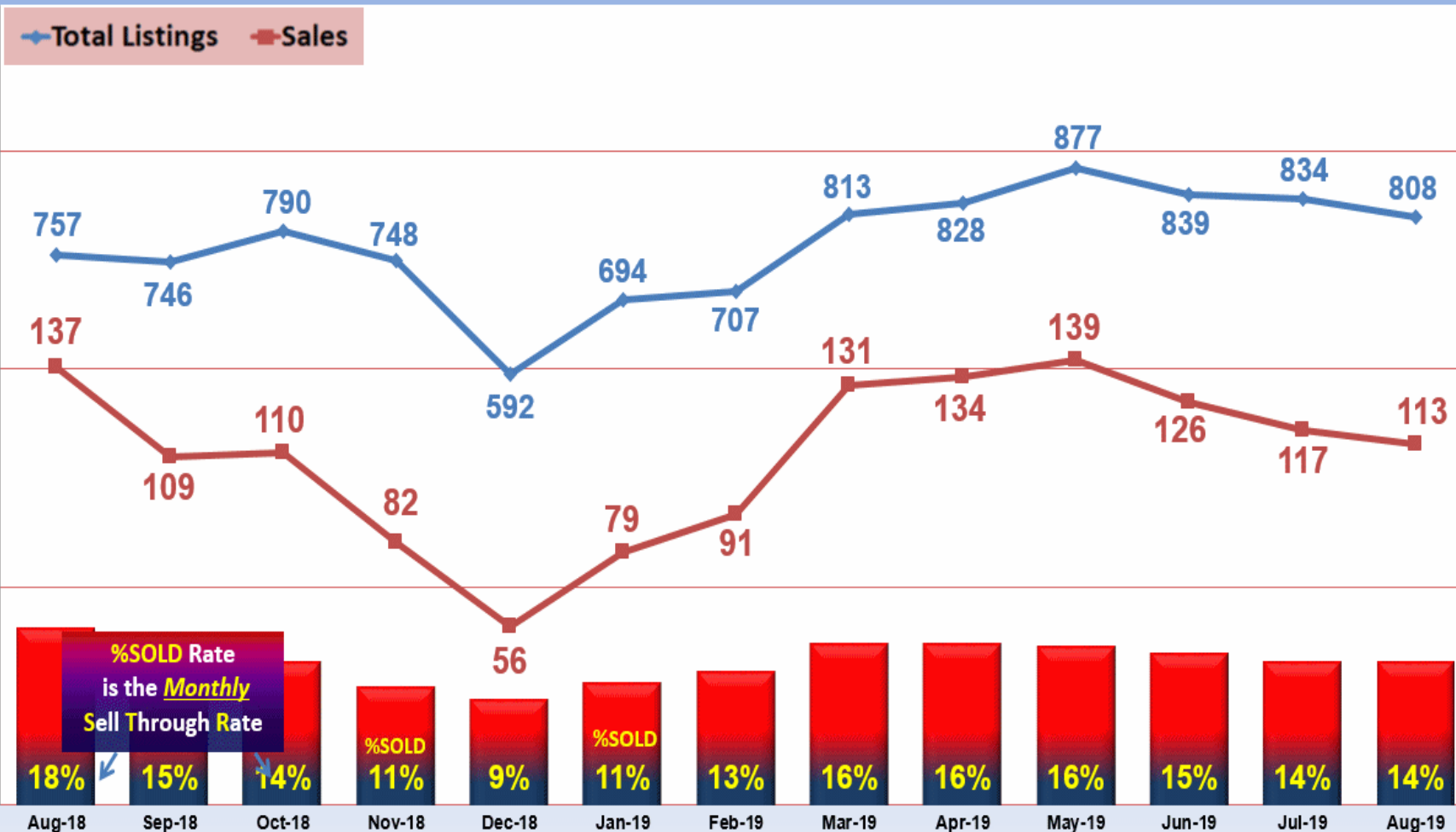
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings ( Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate



Attached



\*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. [More Details](#)  
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



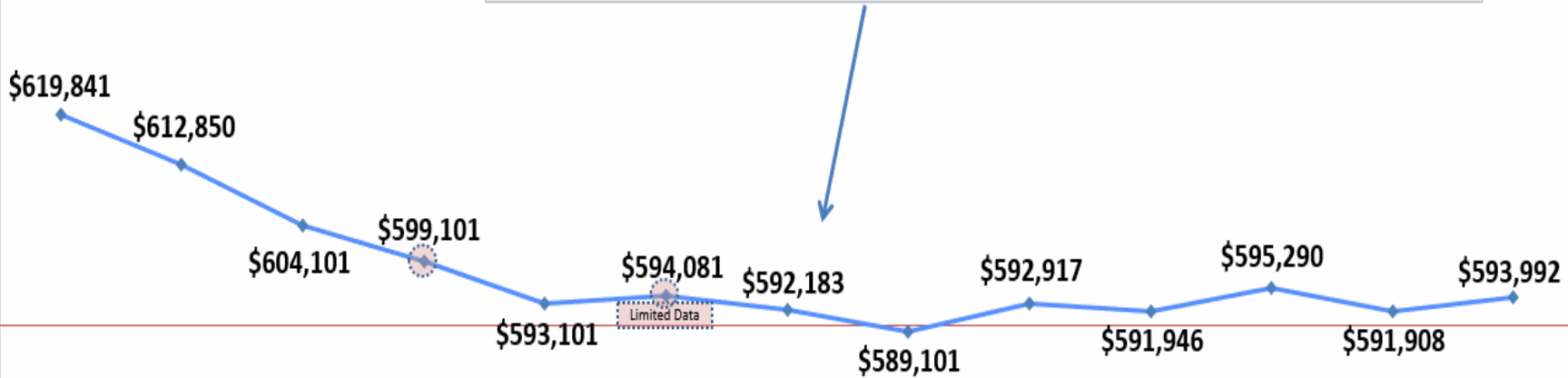


Attached West Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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.)

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



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

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



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. [More Details](#)  
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produced for: Janet Rathbun



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)

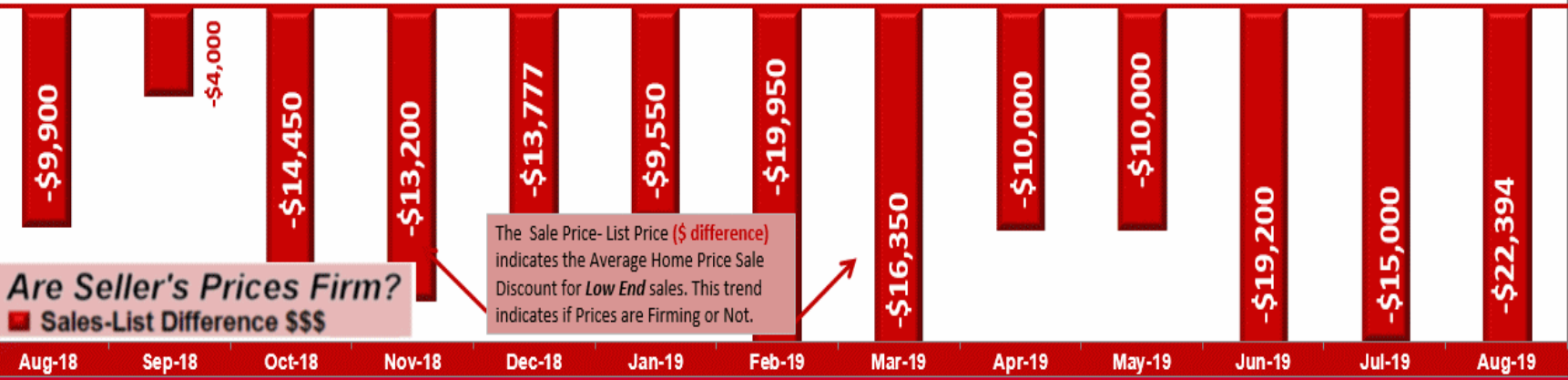
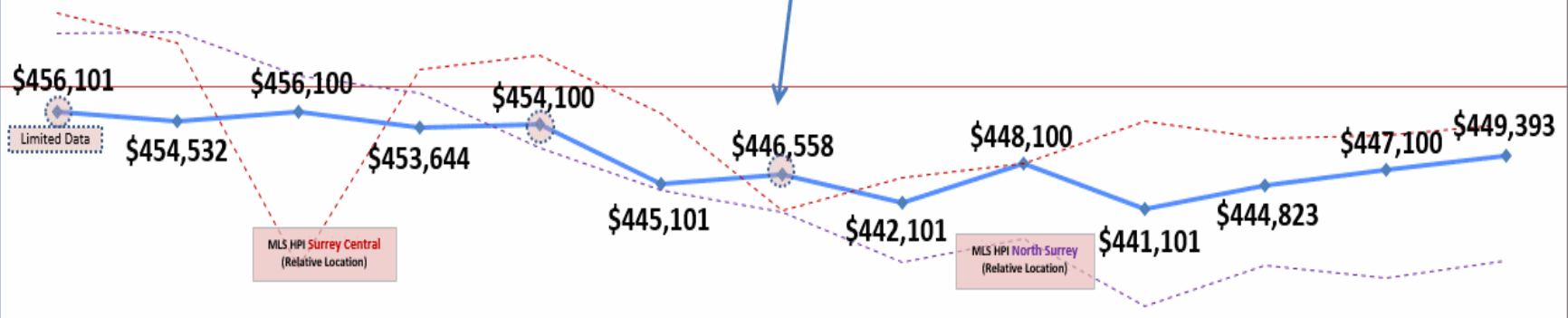
Home Price Changes  
(Home Price Index Paired sales from 2005)



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

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

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Sales-List Difference \$\$\$

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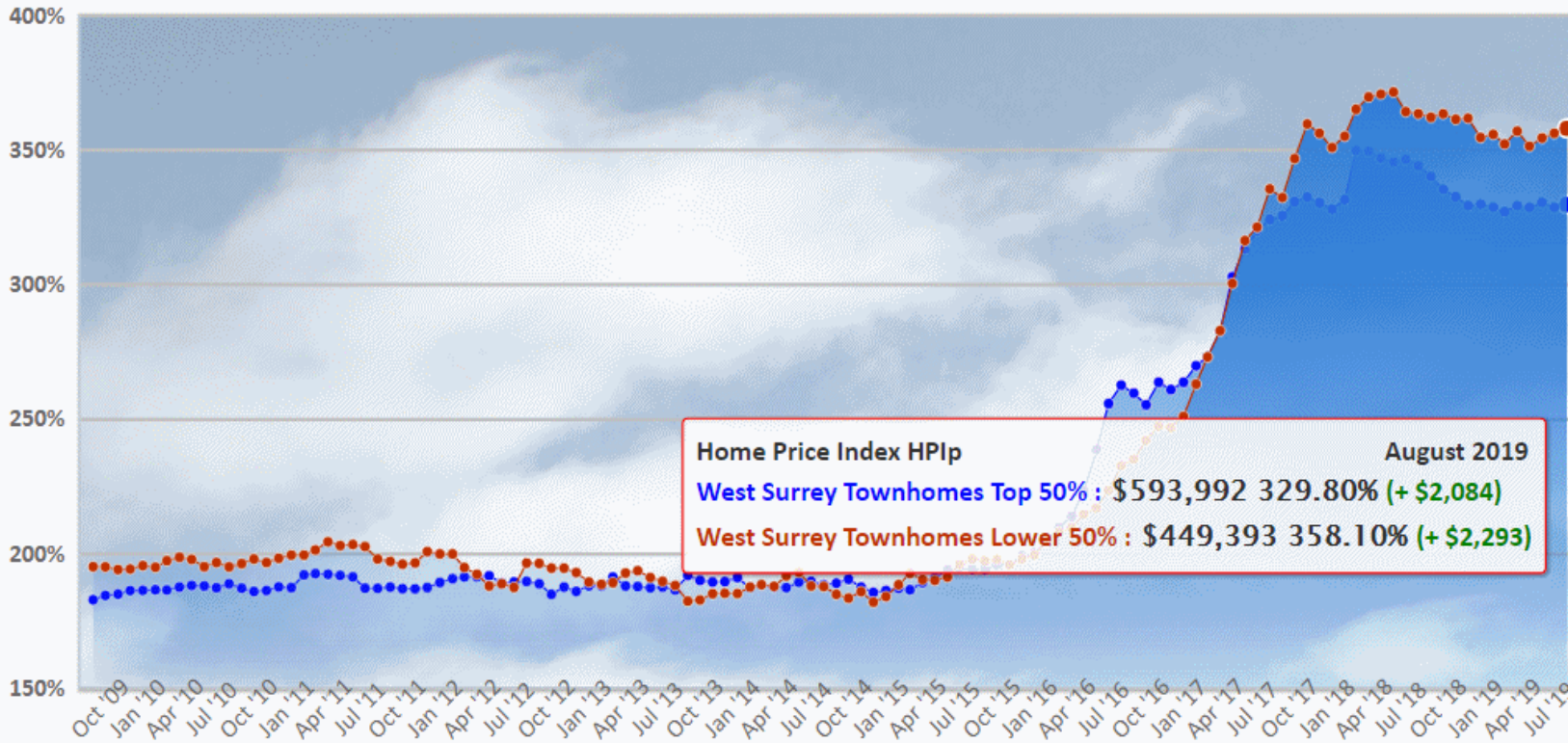
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West Surrey Townhomes Top 50% : **HPIp**    Forecast+    Forecast-  
West Surrey Townhomes Lower 50% : **HPIp**    Forecast+    Forecast-



Monthly ▾ Home values

Date	Value
Aug 2019	% 329.80
Jul 2019	% 328.70
Jun 2019	% 330.60
May 2019	% 328.70
Apr 2019	% 329.30
Mar 2019	% 327.10
Feb 2019	% 328.80
Jan 2019	% 329.90
Dec 2018	% 329.40
Nov 2018	% 332.70
Oct 2018	% 335.50
Sep 2018	% 340.30

<<< 1 2 3 >>>

Highcharts.com



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Attached West 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)

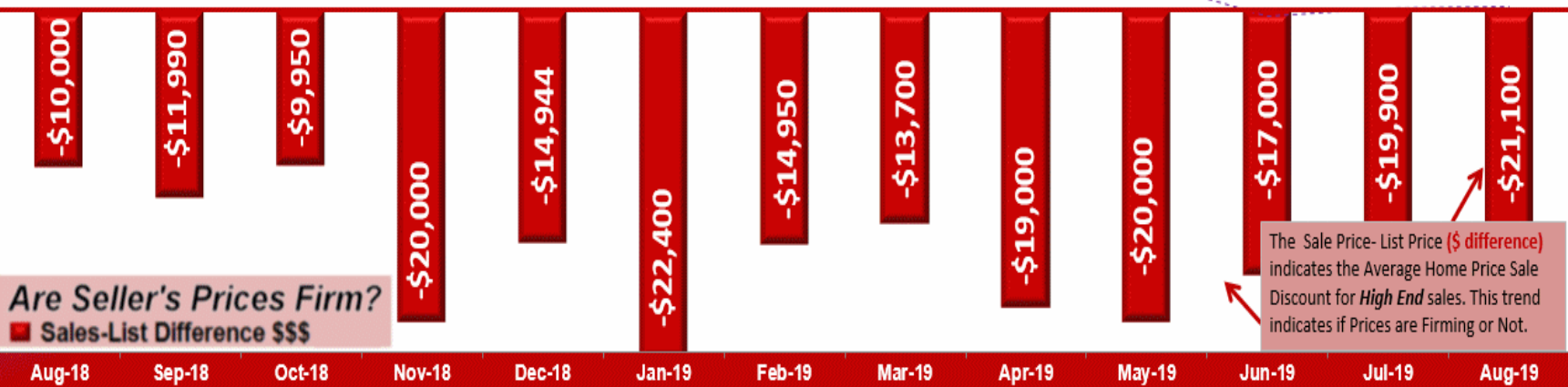
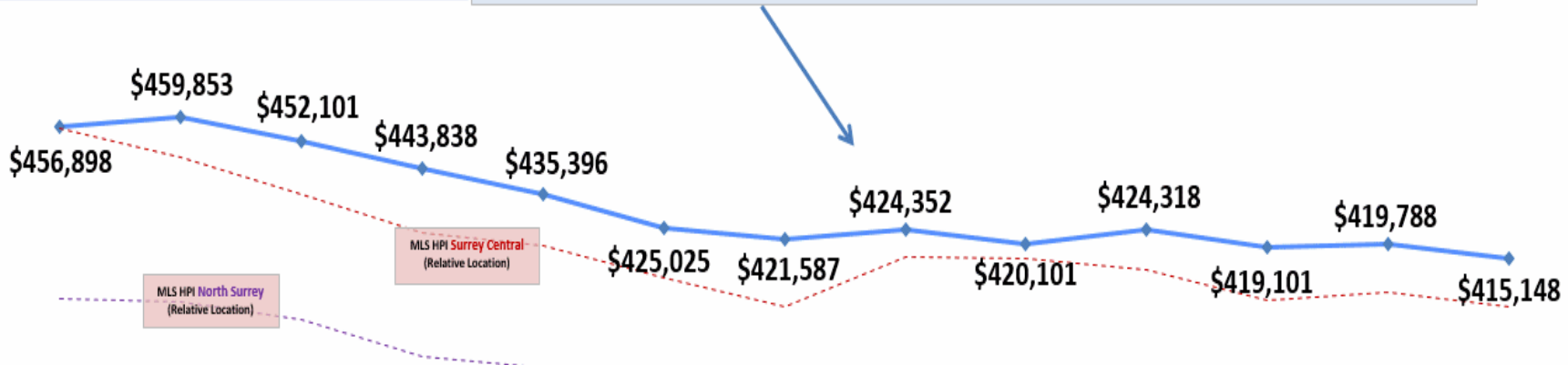
Home Price Changes  
(Home Price Index Paired sales from 2005)



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

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

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



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

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

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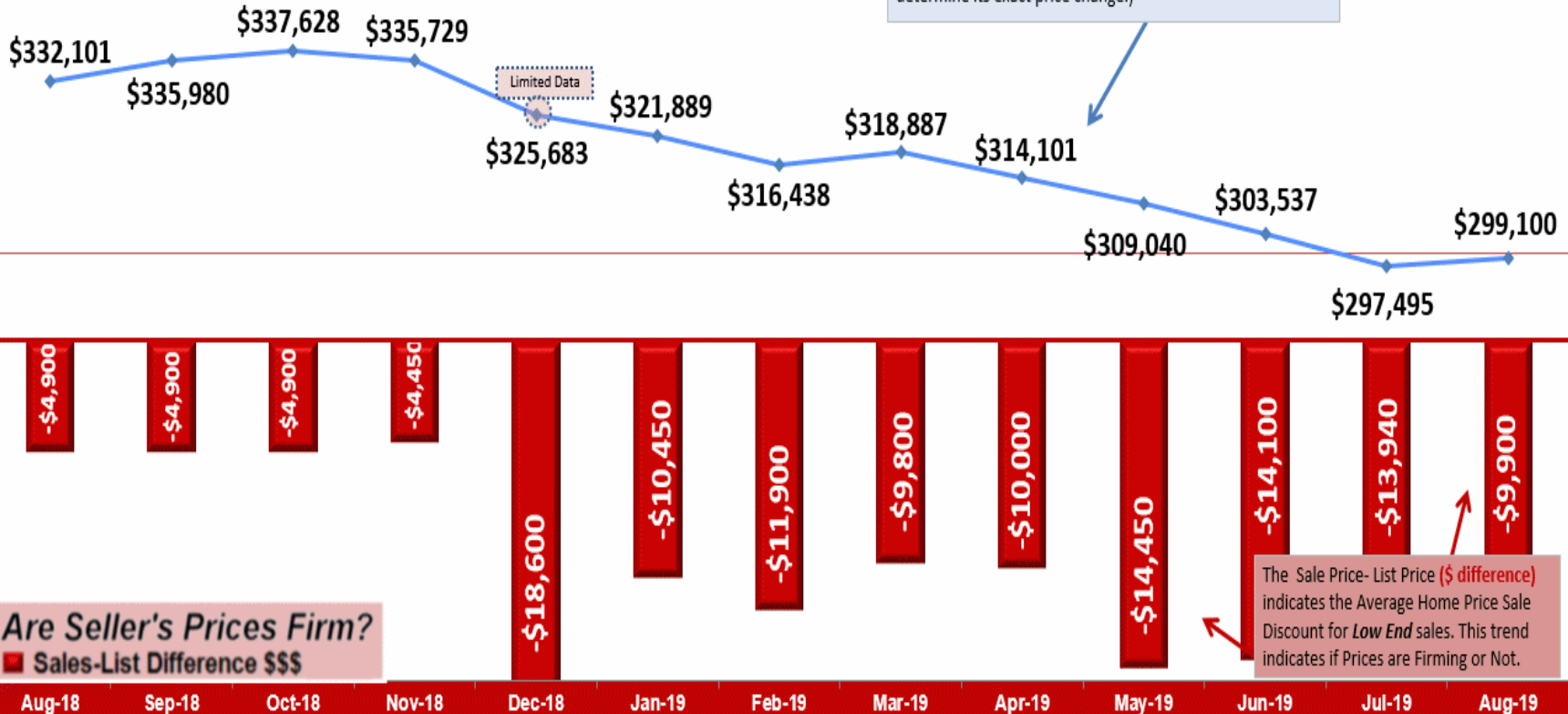
Home Price Changes  
(Home Price Index Paired sales from 2005)



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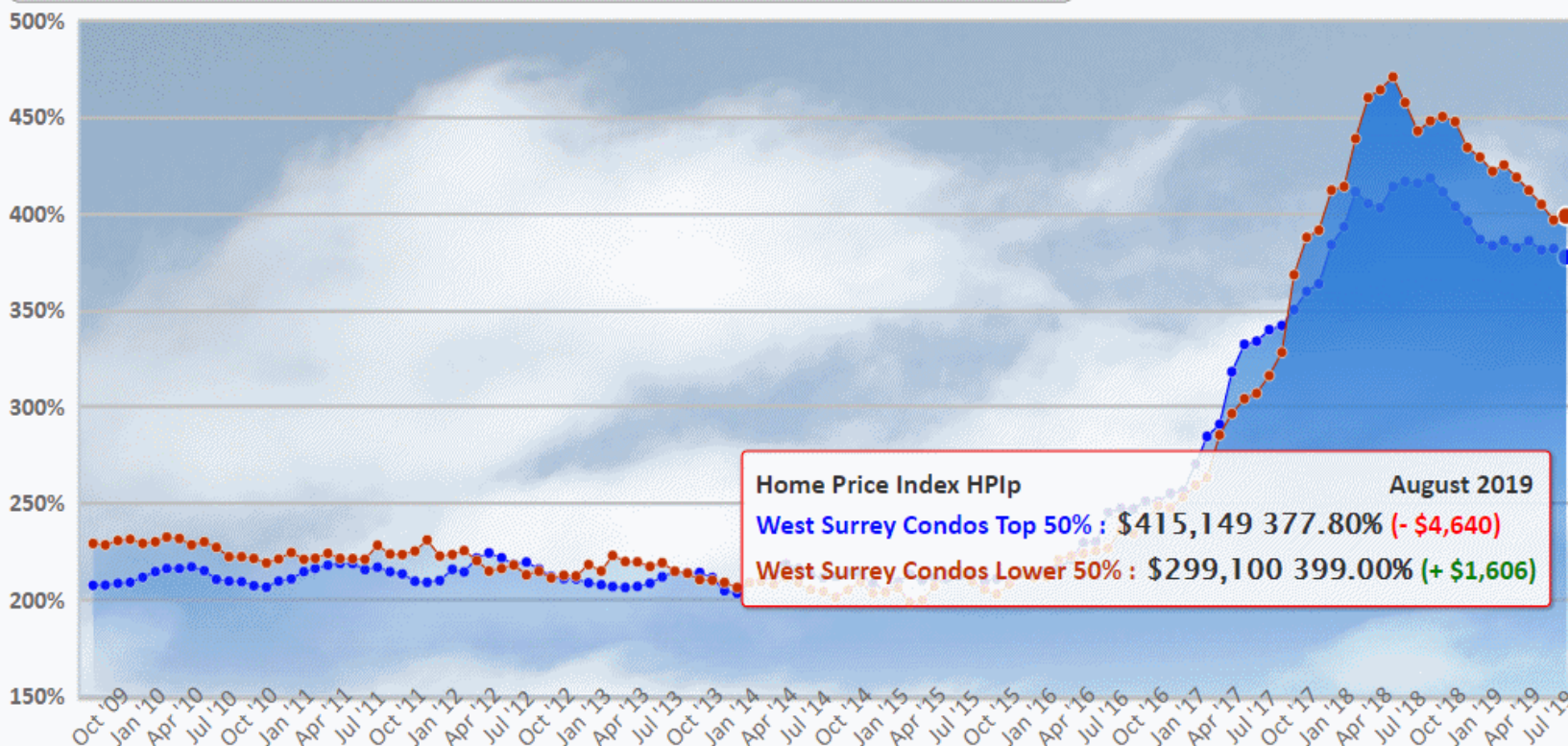
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West Surrey Condos Top 50% : HPIp Forecast+ Forecast-  
 West Surrey Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Aug 2019	% 377.80
Jul 2019	% 382.00
Jun 2019	% 381.40
May 2019	% 386.10
Apr 2019	% 382.30
Mar 2019	% 386.20
Feb 2019	% 383.60
Jan 2019	% 386.80
Dec 2018	% 396.20
Nov 2018	% 403.90
Oct 2018	% 411.40
Sep 2018	% 418.50

<<< 1 2 3 >>>

Highcharts.com



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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



## Janet Rathbun

604-825-4152

[janet.a.team@gmail.com](mailto:janet.a.team@gmail.com)

### Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

Langley, Cloverdale Sub areas Statistics - Aug 2019 Attached						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	122	28	33	97%	-\$17,850	23.0%
Clayton	163	34	19	97%	-\$13,944	20.9%
Murrayville	50	14	20	98%	-\$9,900	28.0%
Salmon River	6	2	30	95%	-\$21,500	33.3%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	22	3	30	96%	-\$20,900	13.6%
Langley City	265	39	23	97%	-\$8,995	14.7%
<b>Total Activity</b>	<b>628</b>	<b>120</b>	<b>25</b>	<b>97%</b>	<b>-\$13,000</b>	<b>19%</b>

Langley, Cloverdale List Price Ranges Statistics - Aug 2019 Attached						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	21	4	31	98%	-\$6,593	19.0%
\$300,001-\$500,000	313	61	26	96%	-\$13,888	19.5%
\$500,001-\$700,000	262	50	25	98%	-\$12,450	19.1%
\$700,001 and more	32	5	10	98%	-\$19,900	15.6%
<b>Total Activity</b>	<b>628</b>	<b>120</b>	<b>25</b>	<b>97%</b>	<b>-\$13,000</b>	<b>19%</b>

Monthly Changes Summary	Aug-18	Jul-19	Aug-19	9/1/2019	Change
Total Listings** (A,S,T,C,X)	569	671	628		-43
Active Listings	377	486	512	443	-69
Solds	109	99	120		21
Days on Market (DOM)	18	16	25		9
%SOLD (Sales/ Listings /mntly rate)	19.2%	14.8%	19.1%		4.4%
Condos (Top 50%) Home Price Index HPIp	\$449,100	\$422,214	\$419,125		-\$3,088
Condos (Lower 50%) Home Price Index HPIp	\$341,069	\$324,032	\$316,633		-\$7,399
Twnhs (Top 50%) Home Price Index HPIp	\$671,101	\$647,447	\$638,184		-\$9,262
Twnhs (Lower 50%) Home Price Index HPIp	\$476,101	\$476,138	\$480,100		\$3,962

Sept 1 2019 Langley, Cloverdale Market Update (Attached)

**Current:** Langley, Cloverdale is in a Seller Market with average listing inventories, a **19 %SOLD** rate and a 98% Sell/List Ratio. (This means that there is an average of a \$13,000 surplus on a sale from the original list price)  
**Most Active Price Range:** Attached homes below \$300,000 have **19.5 %SOLD** rate and is in a Sellers Market.  
**Least Active Price Range:** Attached homes above \$700,000 have **15.6 %SOLD** rate.

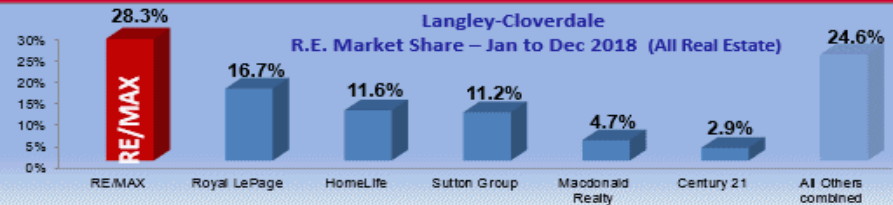
**History:** The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$29,975.  
 The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices decreased \$24,436.  
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$32,917.  
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$3,999.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

**Forecast:** The Listing Inventories have increased by 10% listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued Seller market.

August's Real Estate Statistics shows 61% of Fraser Valley's Detached Markets decreased values this month. Overall, Single Family Homes in the Fraser Valley Market had a \$1,699 monthly price decrease, which is an improvement from the \$3,176 drop that we saw last month. On the other hand, the Vancouver Detached Markets continued to show a serious monthly price decrease of \$13,210. We are forecasting Declining Detached Home Prices across most of the Fraser Valley and Vancouver Markets the next quarter. Currently, the Condo Market presents a Cool Market with 80% of the Greater Vancouver (Lower Mainland) Condo Prices decreasing \$3,518 on average. On the same note, 64% of the Townhouse Markets decreased \$3,432 on average (18 out of 28 Markets). We are forecasting a Buyer's Market in most Condo and Townhouse Markets for the coming quarter. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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 Langley, Cloverdale 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 **Langley, Cloverdale HPIp Top 50%** representing the higher end sales and the **Langley, Cloverdale 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: RMXReports.com

### the RE/MAX Market Share Reports



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## Janet Rathbun

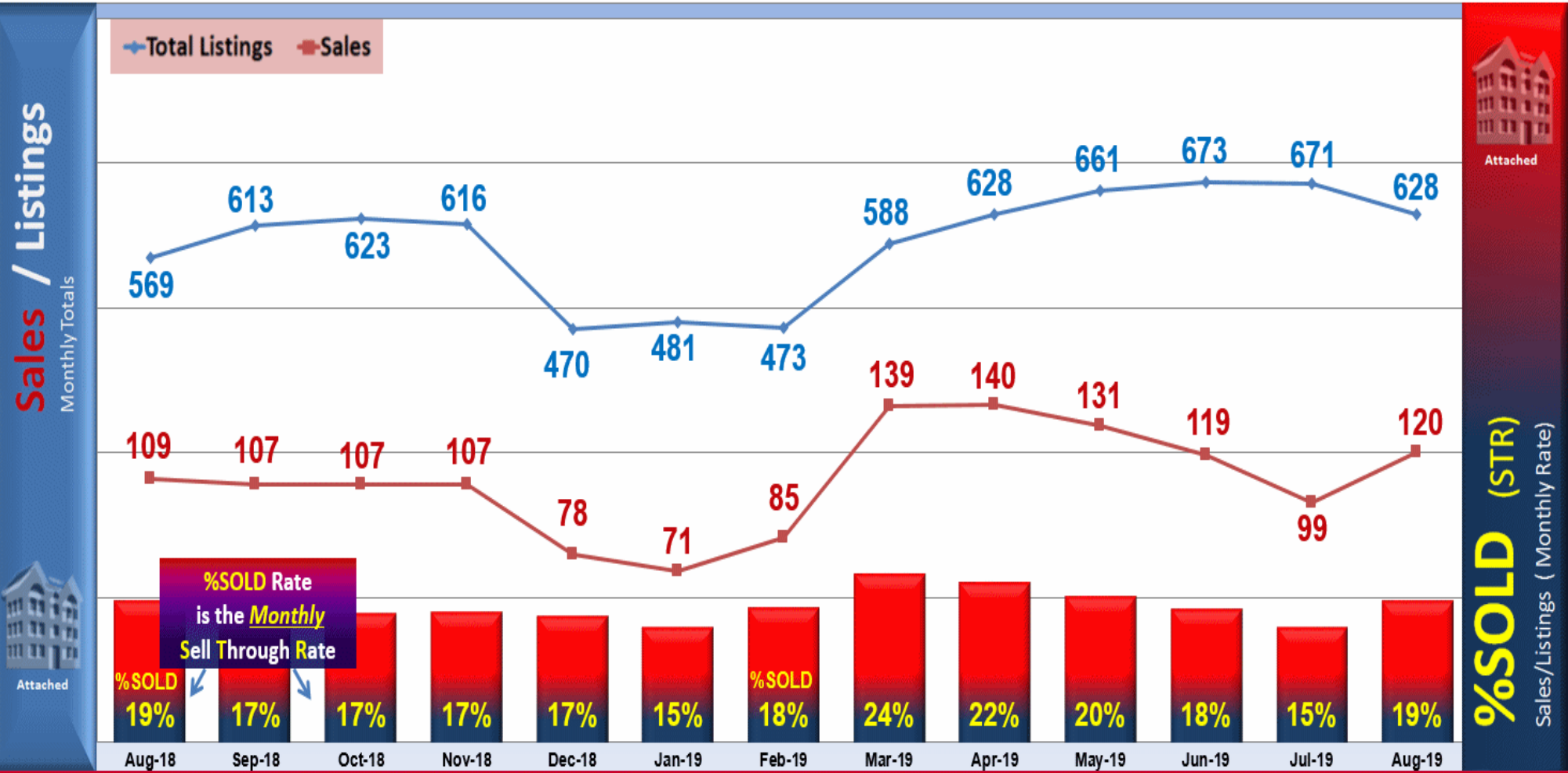
### 604-825-4152

[janet.a.team@gmail.com](mailto:janet.a.team@gmail.com)

Market Analysis and Forecasting Sept 1/19 Langley, Cloverdale

Attached Langley, Cloverdale

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



%SOLD Rate is the Monthly Sell Through Rate

Sales / Listings  
Monthly Totals

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



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RE/MAX Performance Realty Delta

[janet.a.team@gmail.com](mailto:janet.a.team@gmail.com)

produced for: Janet Rathbun

Ph: 604-590-4888 Cell: 604-825-4152





Attached Langley, Cloverdale 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)

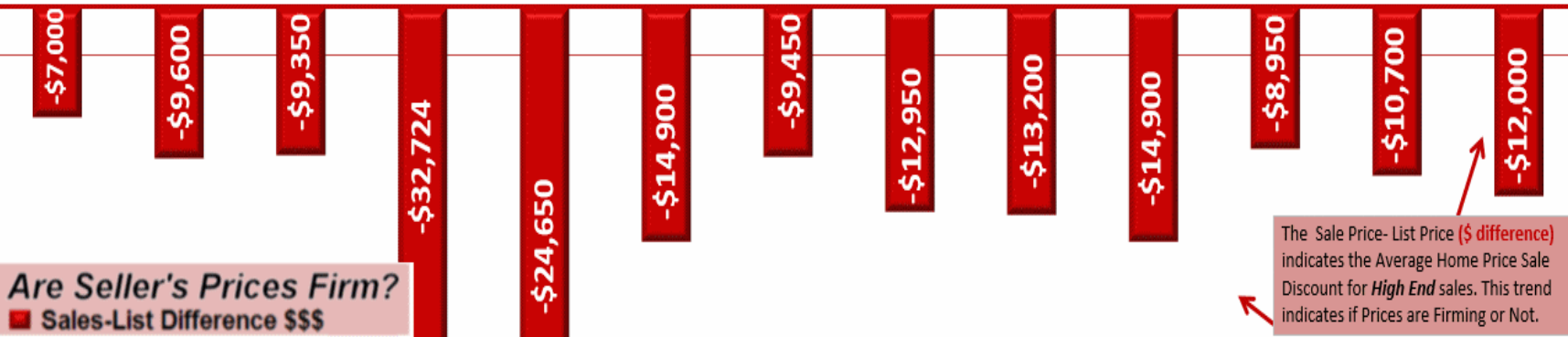
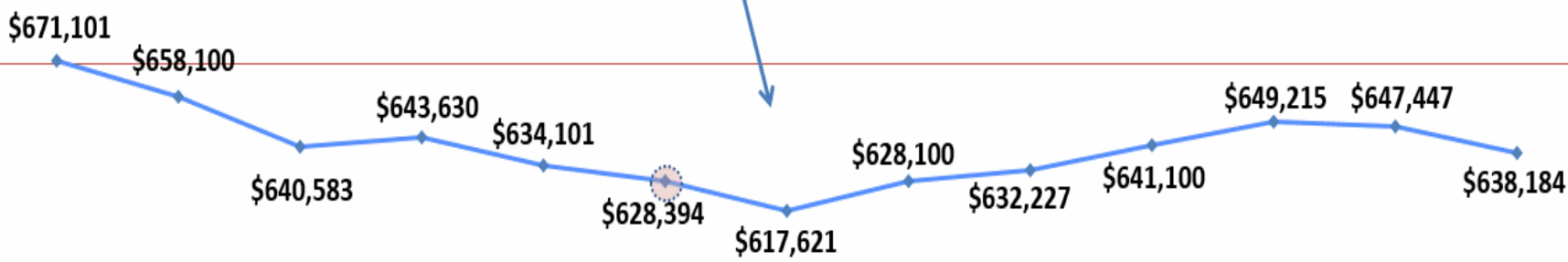
Home Price Changes  
(Home Price Index Paired sales from 2005)



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

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



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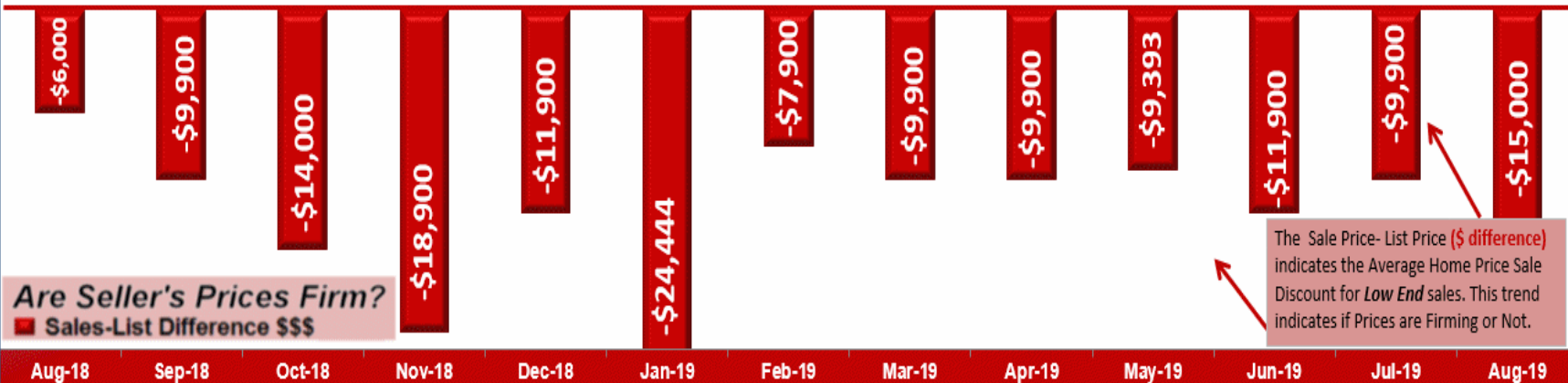
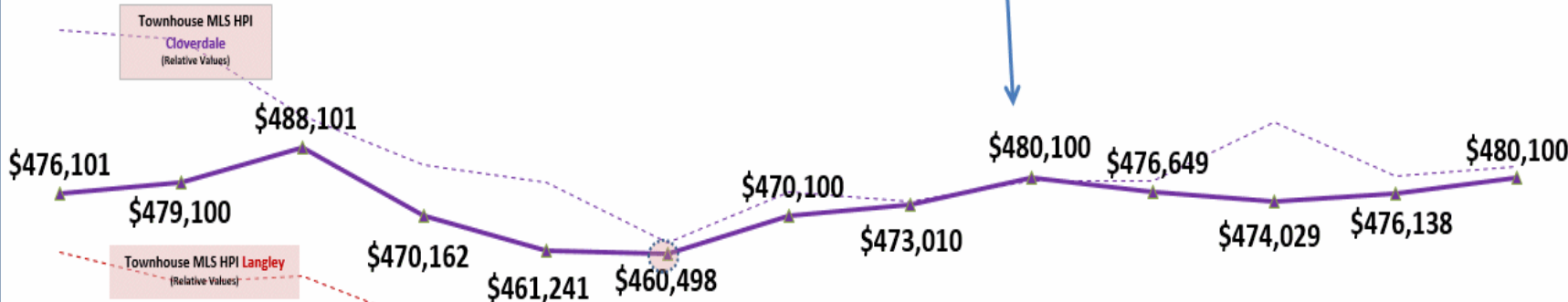
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Townhouses

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Townhouses



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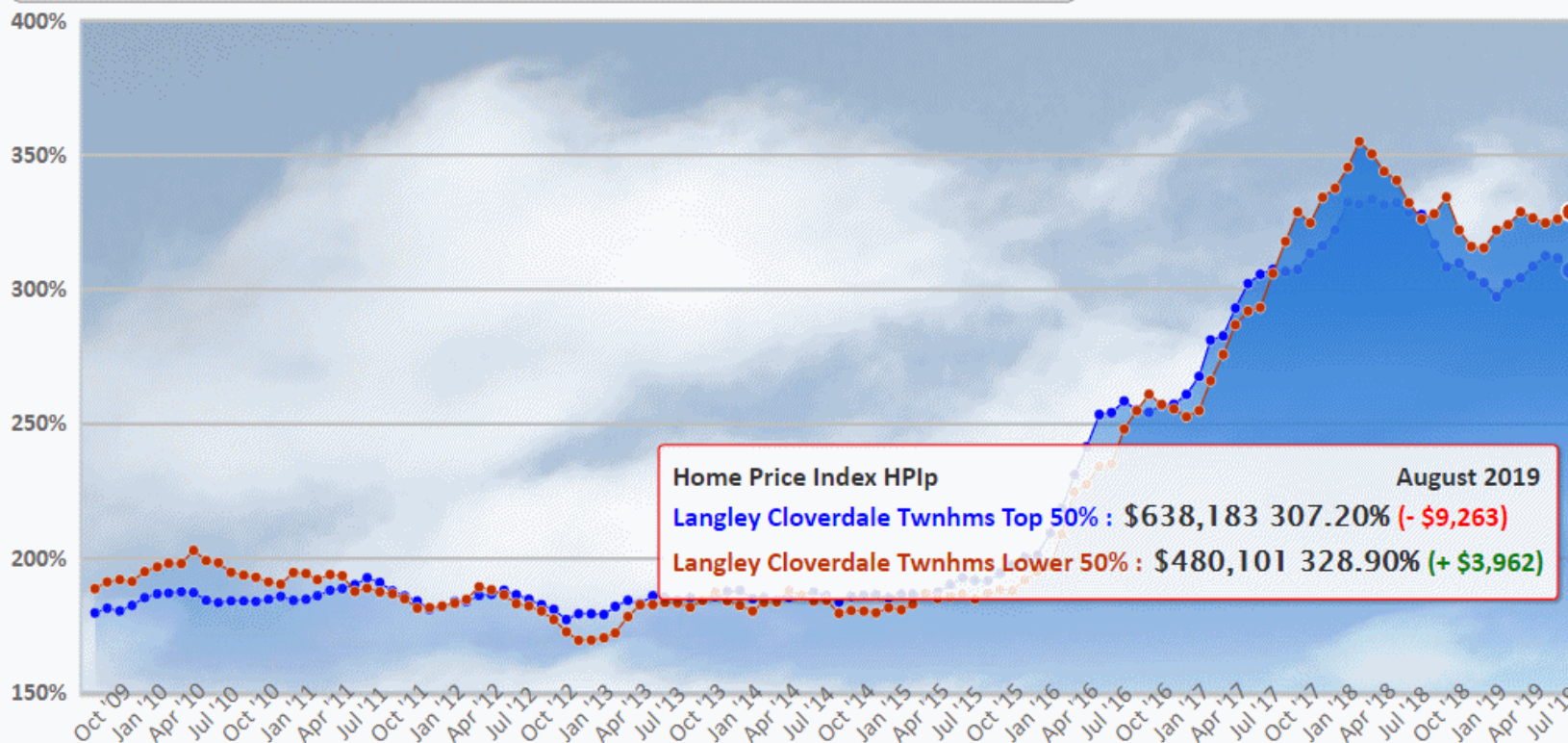
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**Market Analysis and Forecasting**    Sept 1/19    Langley, Cloverdale

Powered by the Greater Vancouver Market Reports HPIp



Langley Cloverdale Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Langley Cloverdale Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Highcharts.com

Monthly ▾ Home values

Date	Value
Aug 2019	% 307.20
Jul 2019	% 311.70
Jun 2019	% 312.50
May 2019	% 308.60
Apr 2019	% 304.30
Mar 2019	% 302.30
Feb 2019	% 297.30
Jan 2019	% 302.50
Dec 2018	% 305.20
Nov 2018	% 309.80
Oct 2018	% 308.40
Sep 2018	% 316.80

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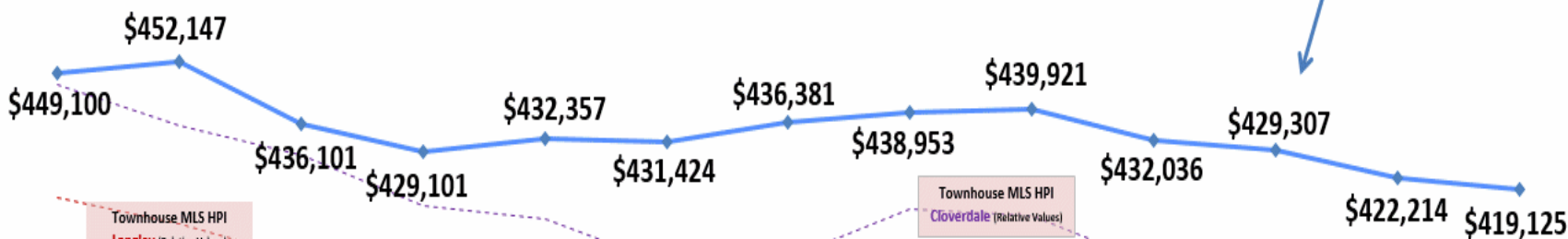


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Condominiums



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Sales Discount \$\$

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Condominiums



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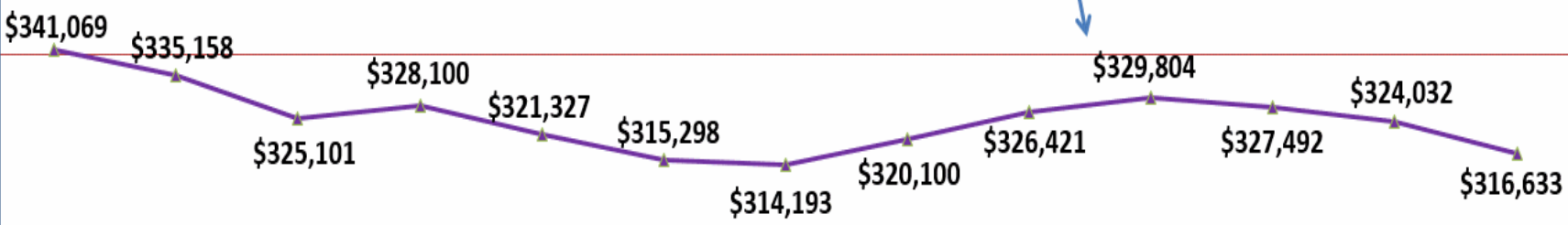


Condominiums

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Condominiums

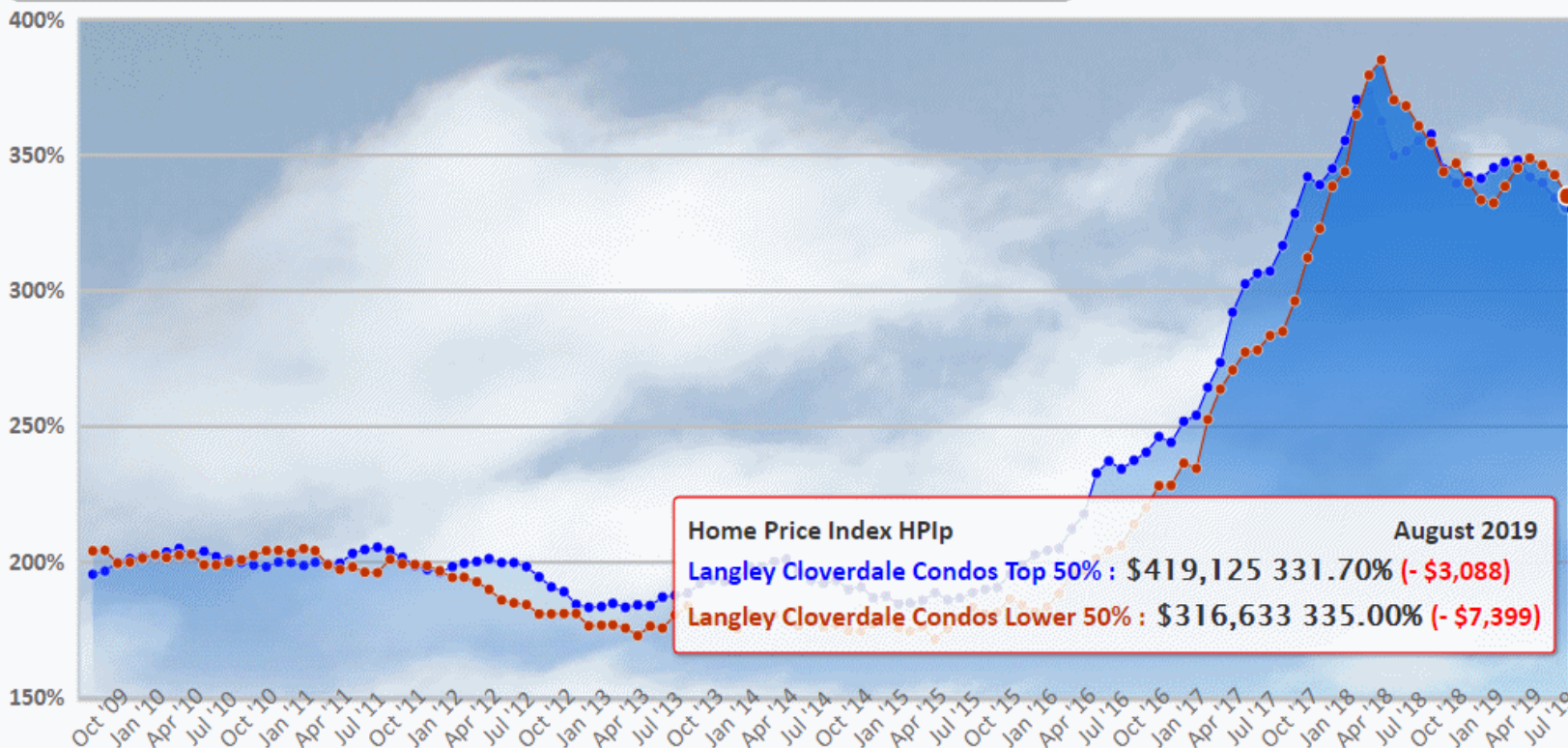
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Langley Cloverdale Condos Top 50% : HPIp Forecast+ Forecast-  
 Langley Cloverdale Condos Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp  
 August 2019  
 Langley Cloverdale Condos Top 50% : \$419,125 331.70% (- \$3,088)  
 Langley Cloverdale Condos Lower 50% : \$316,633 335.00% (- \$7,399)

Monthly Home values

Date	Value
Aug 2019	% 331.70
Jul 2019	% 334.20
Jun 2019	% 339.80
May 2019	% 341.90
Apr 2019	% 348.20
Mar 2019	% 347.40
Feb 2019	% 345.40
Jan 2019	% 341.40
Dec 2018	% 342.20
Nov 2018	% 339.60
Oct 2018	% 345.10
Sep 2018	% 357.80

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Highcharts.com

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# Supply and Demand

How %SOLD Rates Affect Price Changes  
Sell-Through-Rates (STR) - Adsorption Rates

