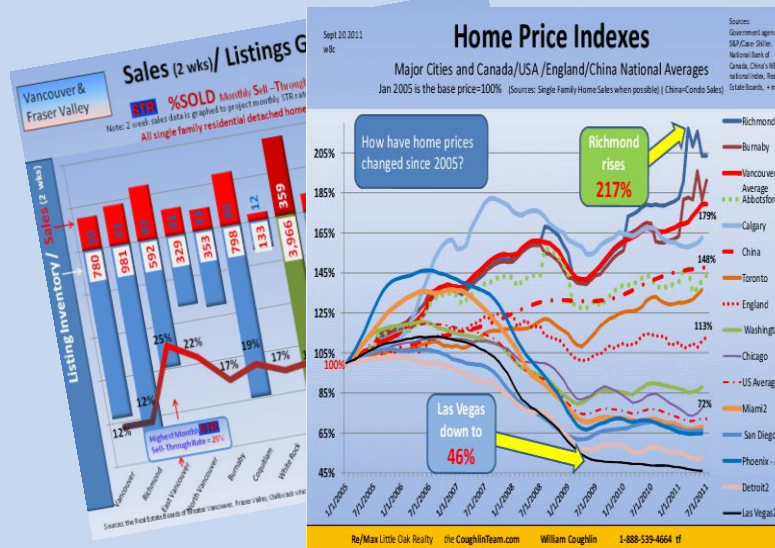


Kulbir Dhanju's Market Reports



Advanced Marketing Tools





Kulbir Dhanju's Market Reports

Detached

- [West Surrey](#)
- [North Delta](#)

Attached

- [West Surrey](#)

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



Vancouver Market Reports

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Vancouver Market Reports

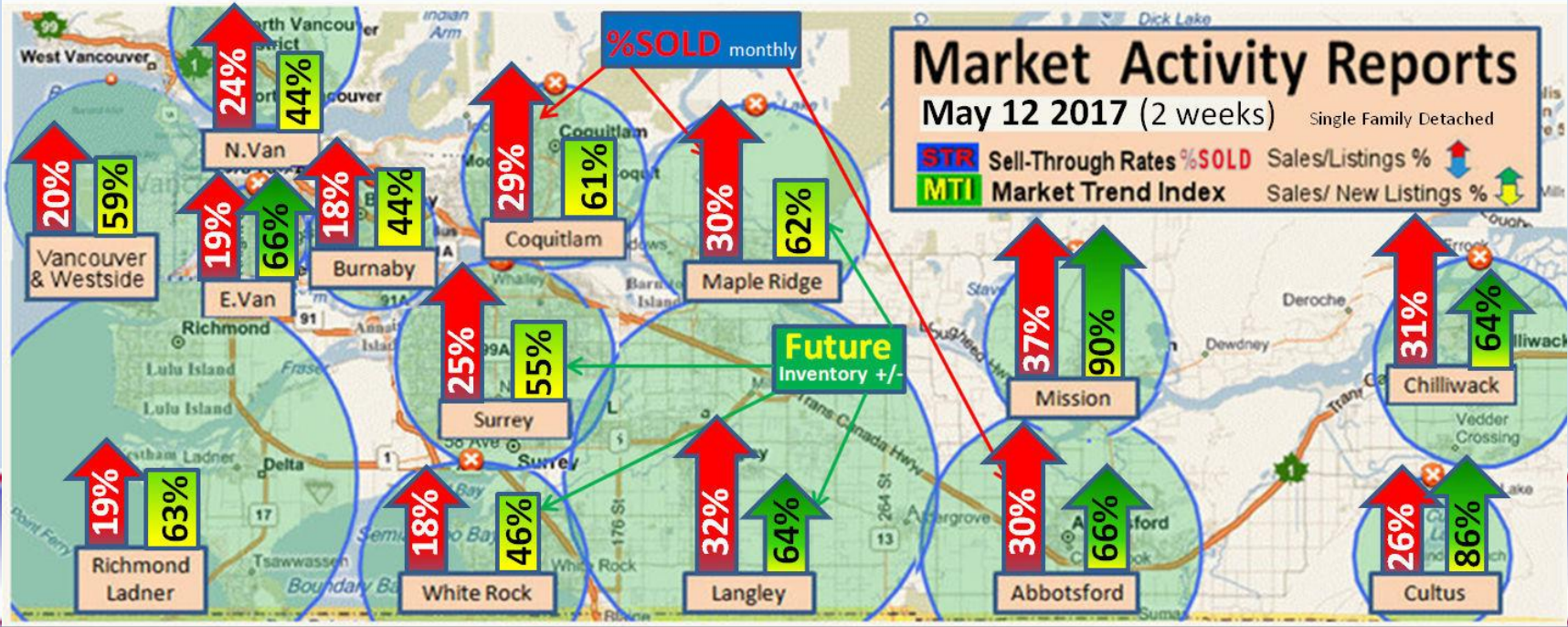
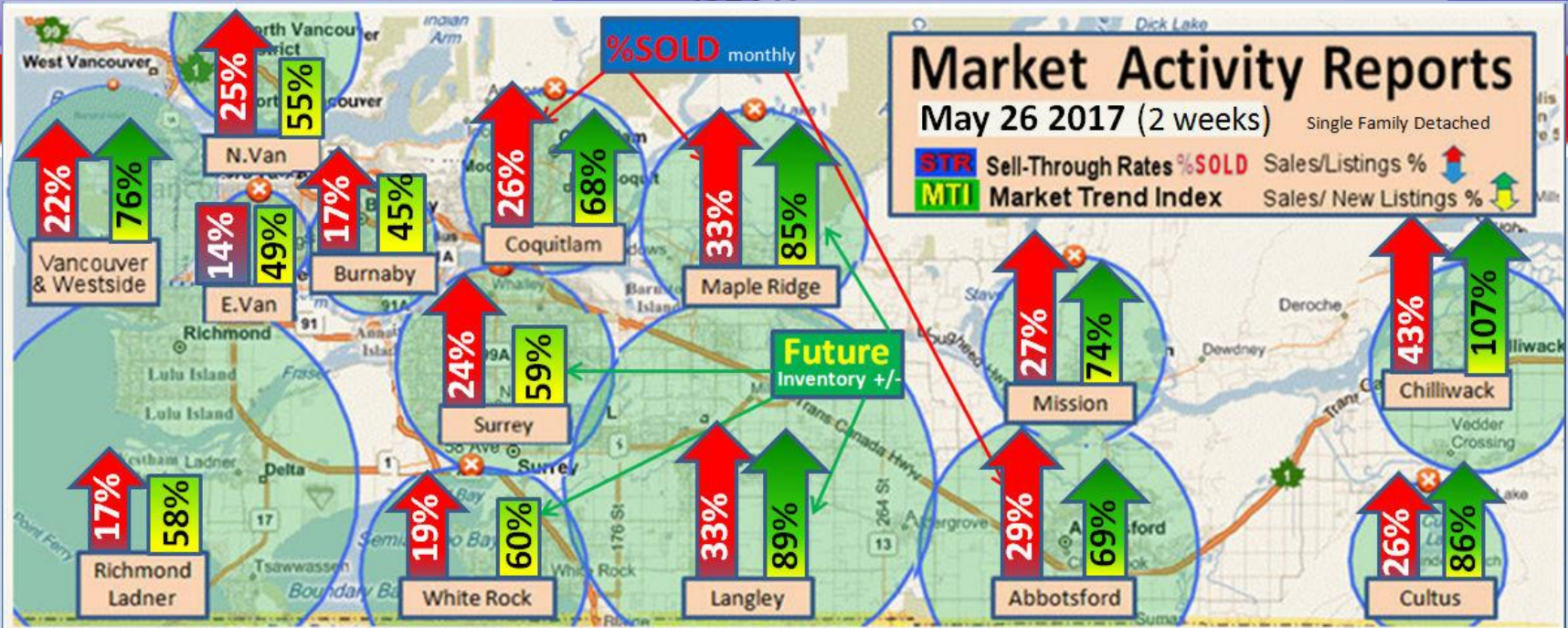
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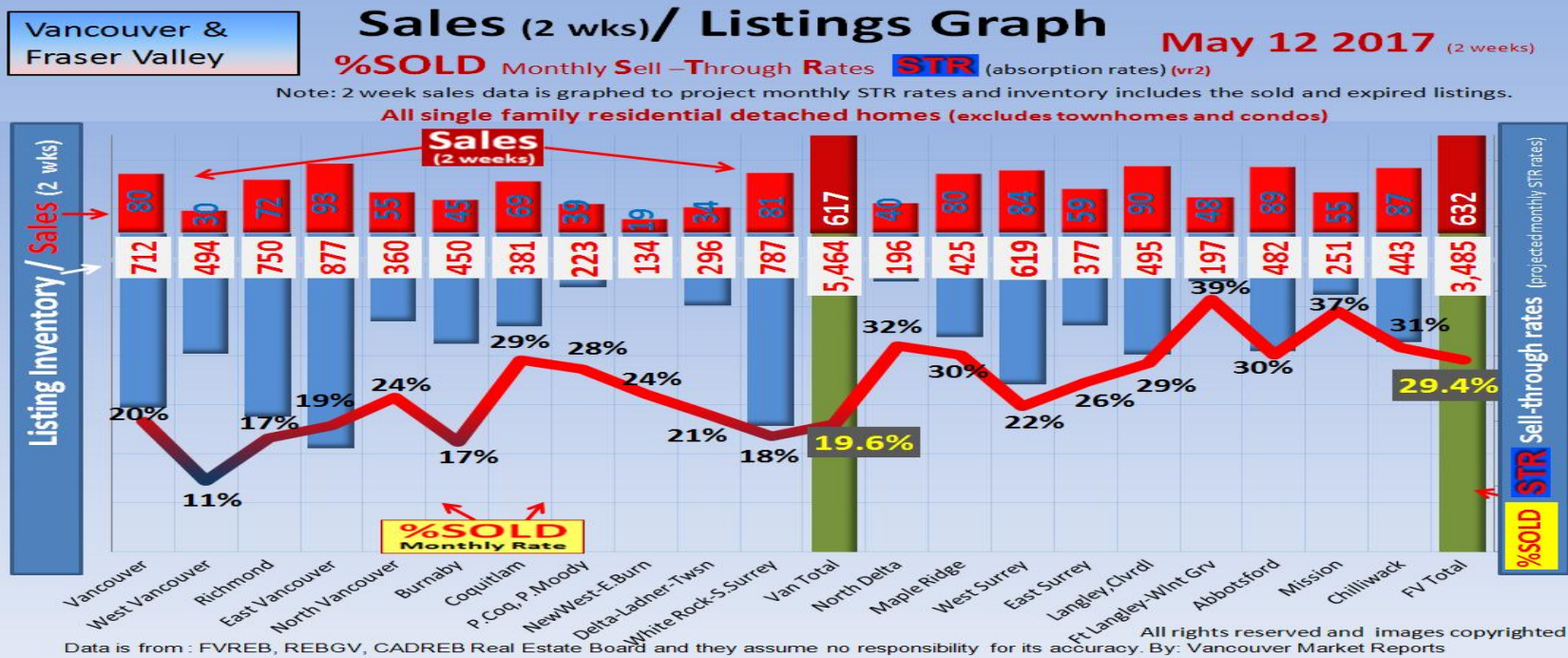
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Market Analysis and Forecasting

June 1/17 West Surrey

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

房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2016 – Mar 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016年三月至2017年三月

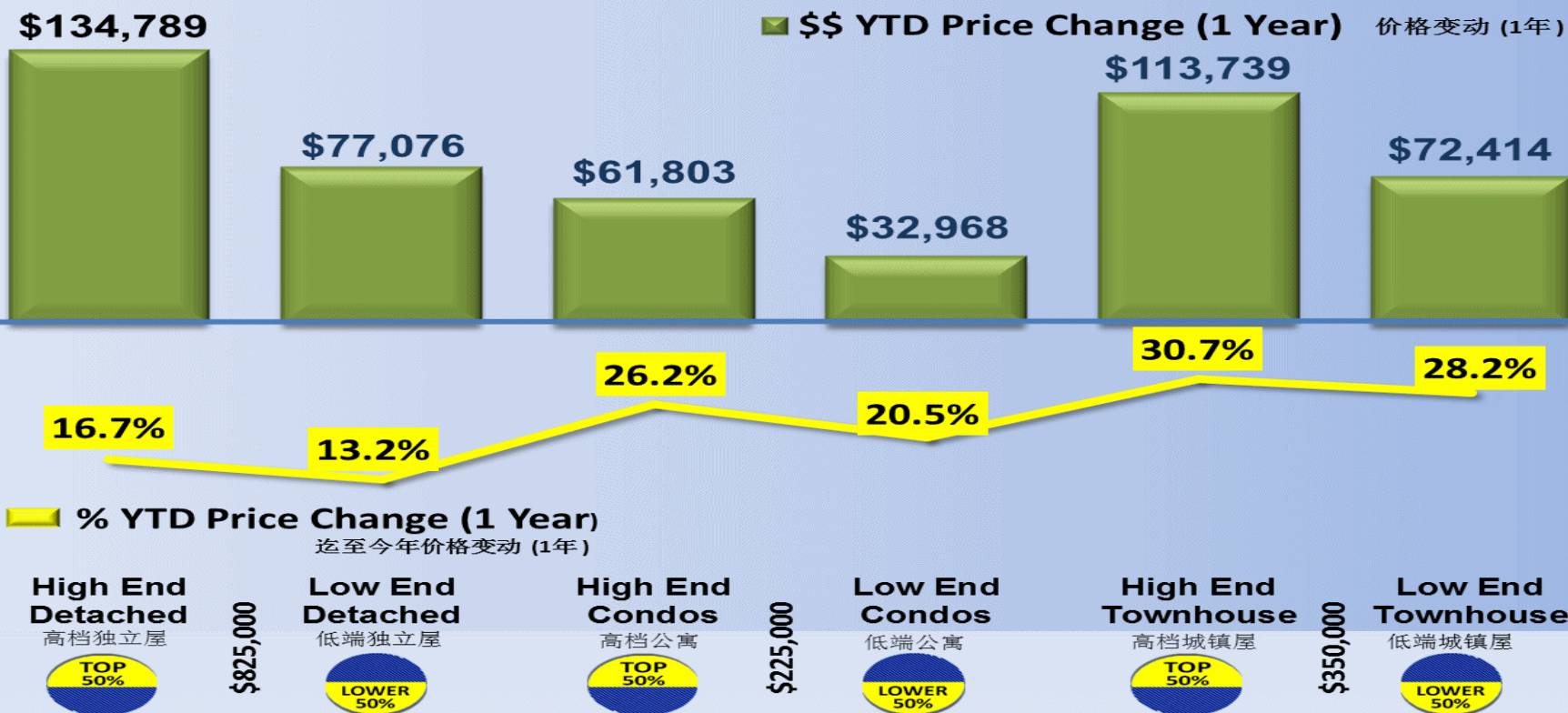
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房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%



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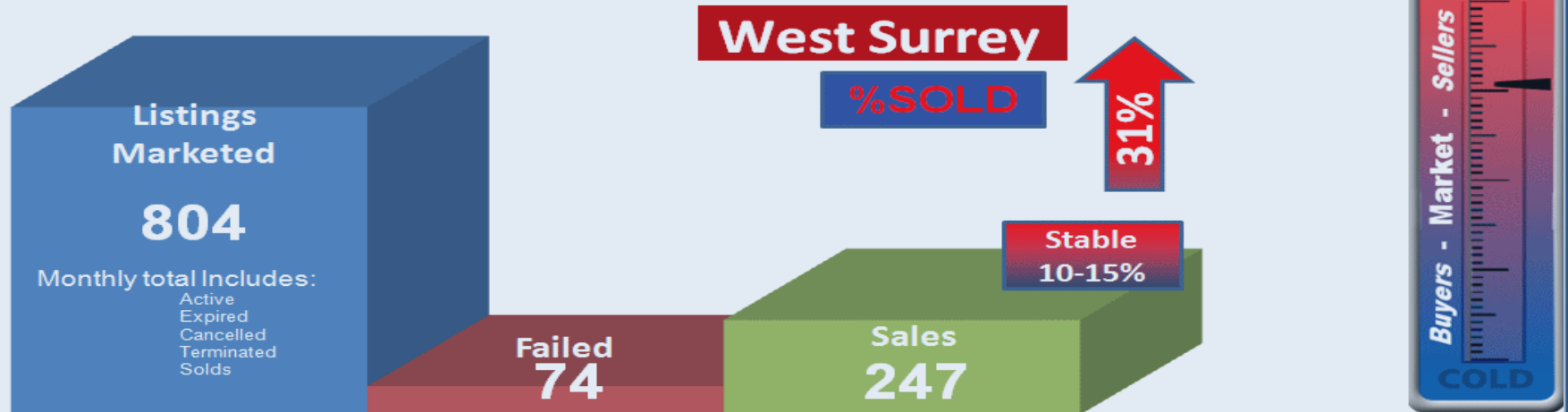
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Market Analysis and Forecasting

June 1/17 West Surrey

Monthly Market Activity - May 2017 - Single Family



June 1 2017 West Surrey Market Update (Detached)

Current: West Surrey is in a Sellers Market with an average listing inventory, **31 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$900 sales discount from the original list price)

Most Active Price Range: Homes between \$675,000 - \$740,000 have **50.0 %SOLD** rate.

Least Active Price Range: Homes above \$1.1 mill. have **16.9 % SOLD** rate.

History: The Surrey West Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$103,381. The Surrey West Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$65,600.

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



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Market Analysis and Forecasting

June 1/17 West Surrey

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

West Surrey List Price Ranges Statistics - May 2017

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$600,000	22	8	12	102%	\$8,750	36.4%	↑
\$600,001-\$675,000	12	5	7	103%	\$22,100	41.7%	↑
\$675,001-\$740,000	70	35	6	101%	\$6,100	50.0%	↑
\$740,001-\$800,000	122	49	7	100%	\$1,000	40.2%	↑
\$800,001-\$925,000	188	67	11	100%	\$112	35.6%	↑
\$925,001-\$1,100,000	148	42	8	99%	-\$9,950	28.4%	↑
\$1,100,001 and more	242	41	27	98%	-\$24,999	16.9%	↑
Total Activity	804	247	10	100%	-\$900	31%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	May-16	Apr-17	May-17	6/1/2017	Change	
Total Listings** (A,S,T,C,X)	876	719	804		85	↑
Active Listings (1st of the month)	490	433	442	483	41	↑
Solds	220	216	247		31	↑
Days on Market (DOM)	10	13	10		-3	↓
%SOLD (Sales/ Listings /mthly rate)	25%	30%	31%		1%	↑
(Top 50%) Home Price Index HPIp	\$945,760	\$1,015,806	\$1,049,142		\$33,336	↑
(Lower 50%) Home Price Index HPIp	\$674,500	\$702,559	\$740,100		\$37,541	↑

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Market Analysis and Forecasting

June 1/17 **West Surrey**

What Sold in your Neighbourhood and for What Price?

West Surrey Sub areas Statistics - May 2017

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	25	3	10	102%	\$8,750	12.0%
Bolivar Heights	90	31	7	100%	\$635	34.4%
Royal Heights	32	8	6	100%	\$0	3.7%
Cedar Hills	100	31	11	99%	-\$4,950	10.7%
Whalley	71	13	12	100%	\$0	14.8%
Queen Mary Park Surrey	103	32	8	99%	-\$2,400	15.1%
Bear Creek Green Timbers	106	41	8	100%	\$0	9.2%
West Newton	125	38	12	99%	-\$4,000	11.3%
East Newton	152	50	9	100%	-\$900	7.2%
Total Activity	804	247	10	100%	-\$900	31%

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Market Analysis and Forecasting

June 1/17 **West Surrey**

Next Months Market Forecast

Forecast: West Surrey has average Listing supply; 483 homes are for sale and with the **31 %SOLD** monthly rate gives us a ~3 months of inventory. 5% of the active listings have reduced their price by \$54,151 on average or \$50,000 median in the last month. We project West Surrey to be a Sellers market.

May's Real Estate Statistics show **ALL** 97 Markets are in Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. The Vancouver Consumer Confidence Recovery from the negative impact of the 15% Foreign Buyer Tax implemented in Metro Vancouver last August is mostly due to an increased demand from a Large Local Investor Component and Markedly Lower Inventory Levels. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of **\$25,106**, which is a decrease from the **\$32,589** increase that we saw in April and less than the **\$40,337** increase in the Vancouver Markets.

Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 58 Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting a **prolonged Sellers Market across all Markets**. We continue to 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 Neighbourhood

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Market Analysis and Forecasting

June 1/17 West Surrey

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)

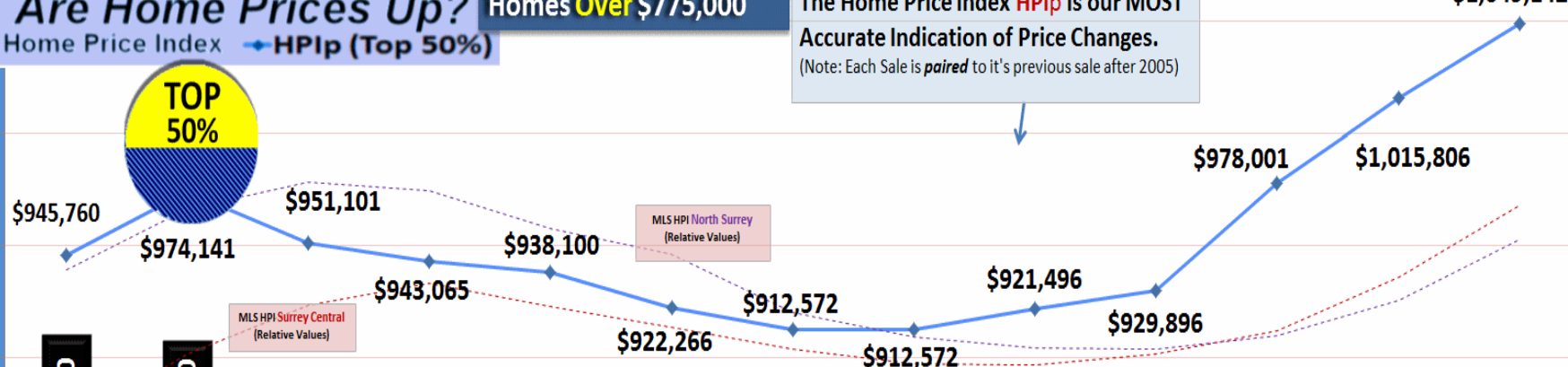
Are Home Prices Up? Homes Over \$775,000

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)

\$1,049,142



Detached



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

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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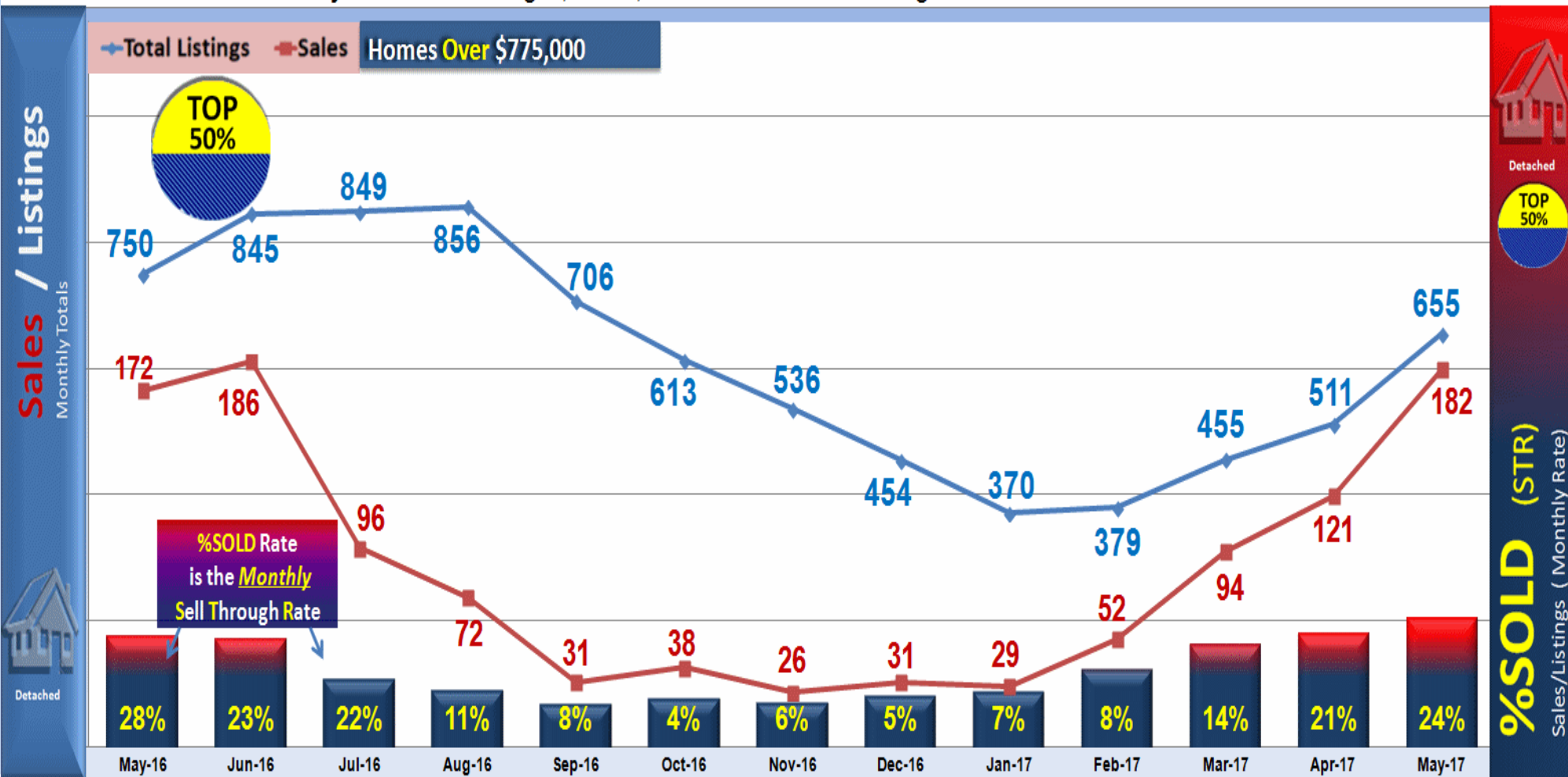
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Market Analysis and Forecasting

June 1/17 **West Surrey**

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



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

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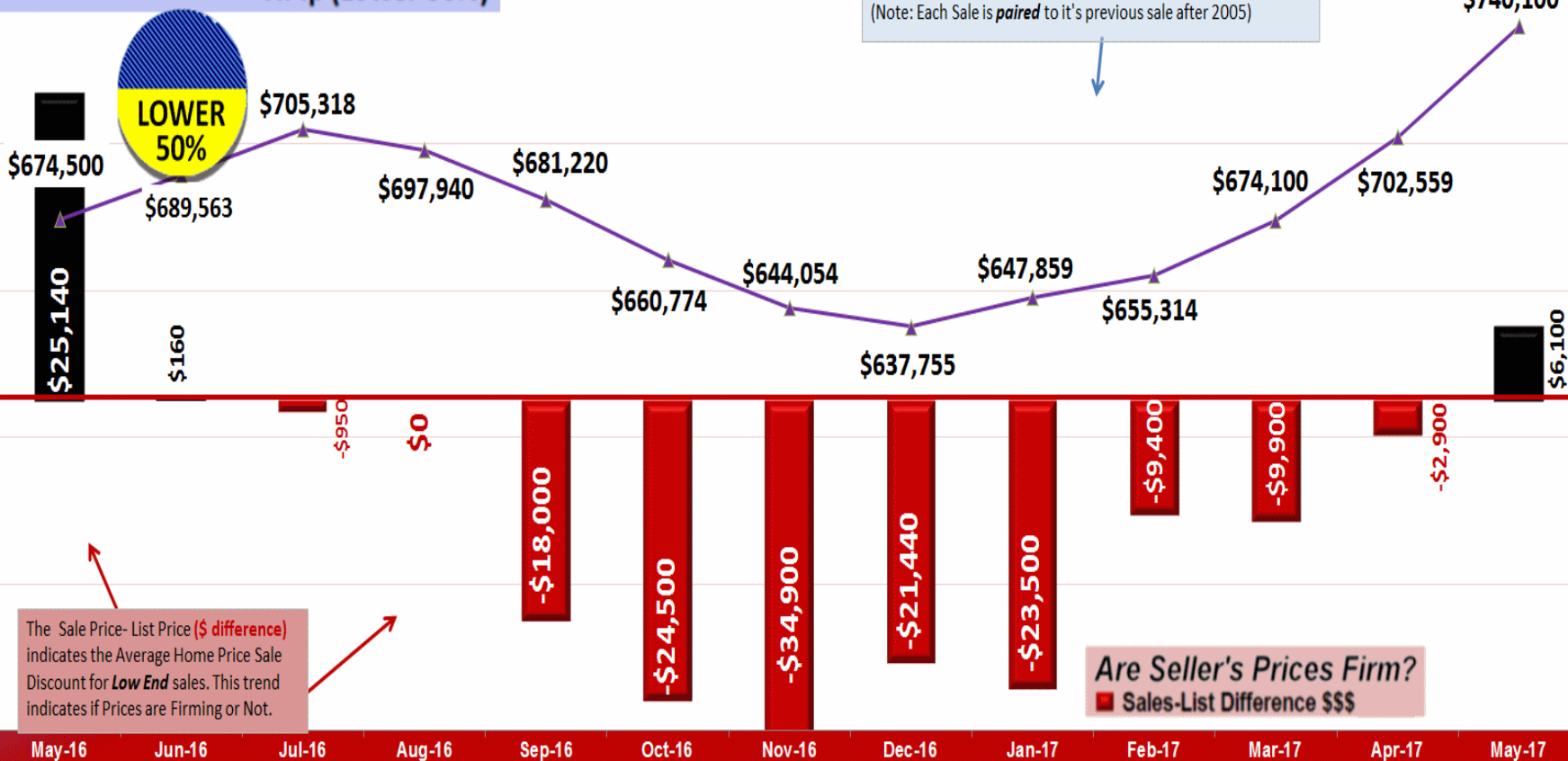
June 1/17 West Surrey

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 \$775,000

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)



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

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

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



Detached



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

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

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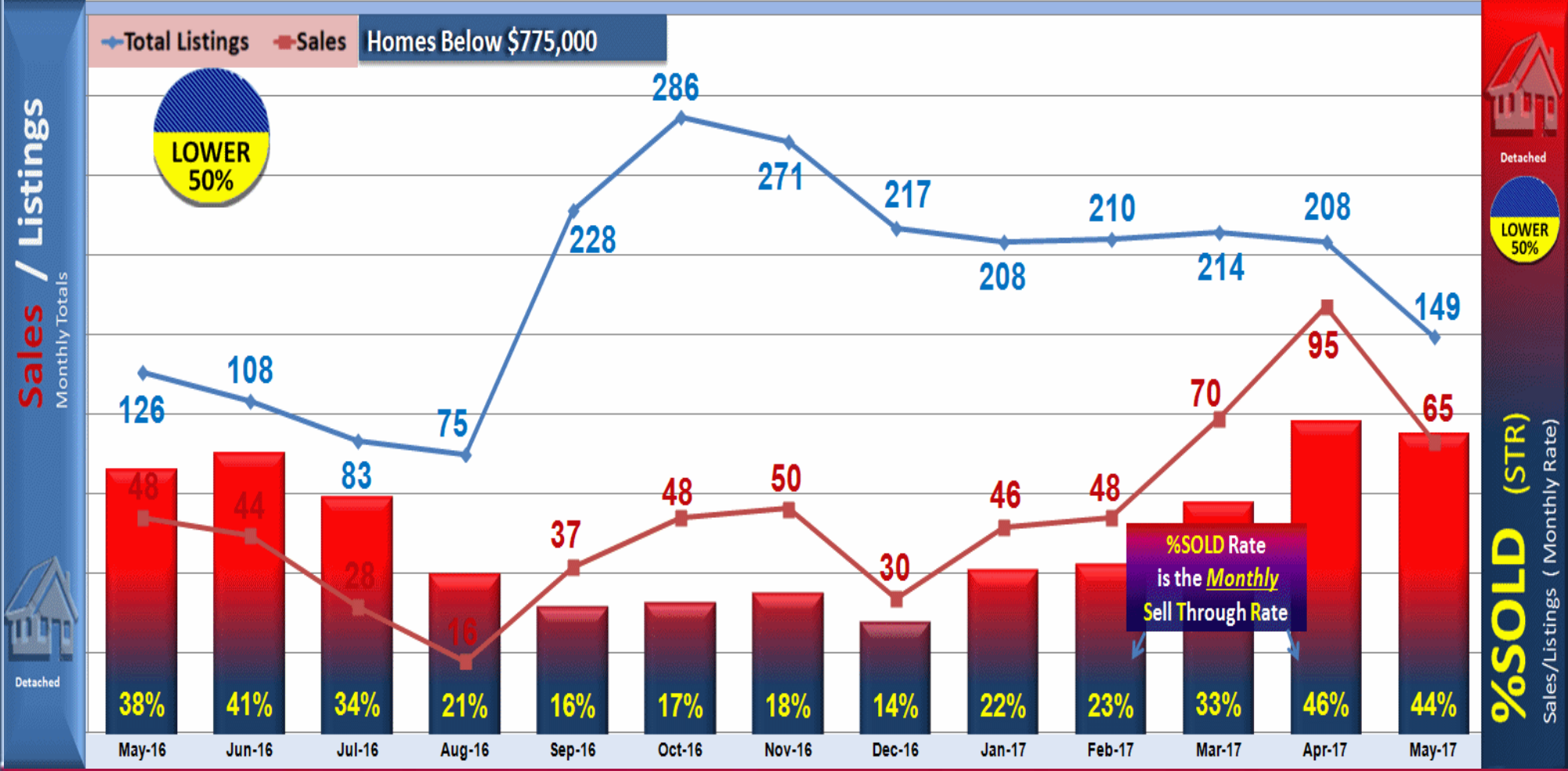
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Market Analysis and Forecasting

June 1/17 **West Surrey**

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



Sales / Listings
Monthly Totals



Detached
LOWER 50%

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

%SOLD Rate is the **Monthly** Sell Through Rate

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

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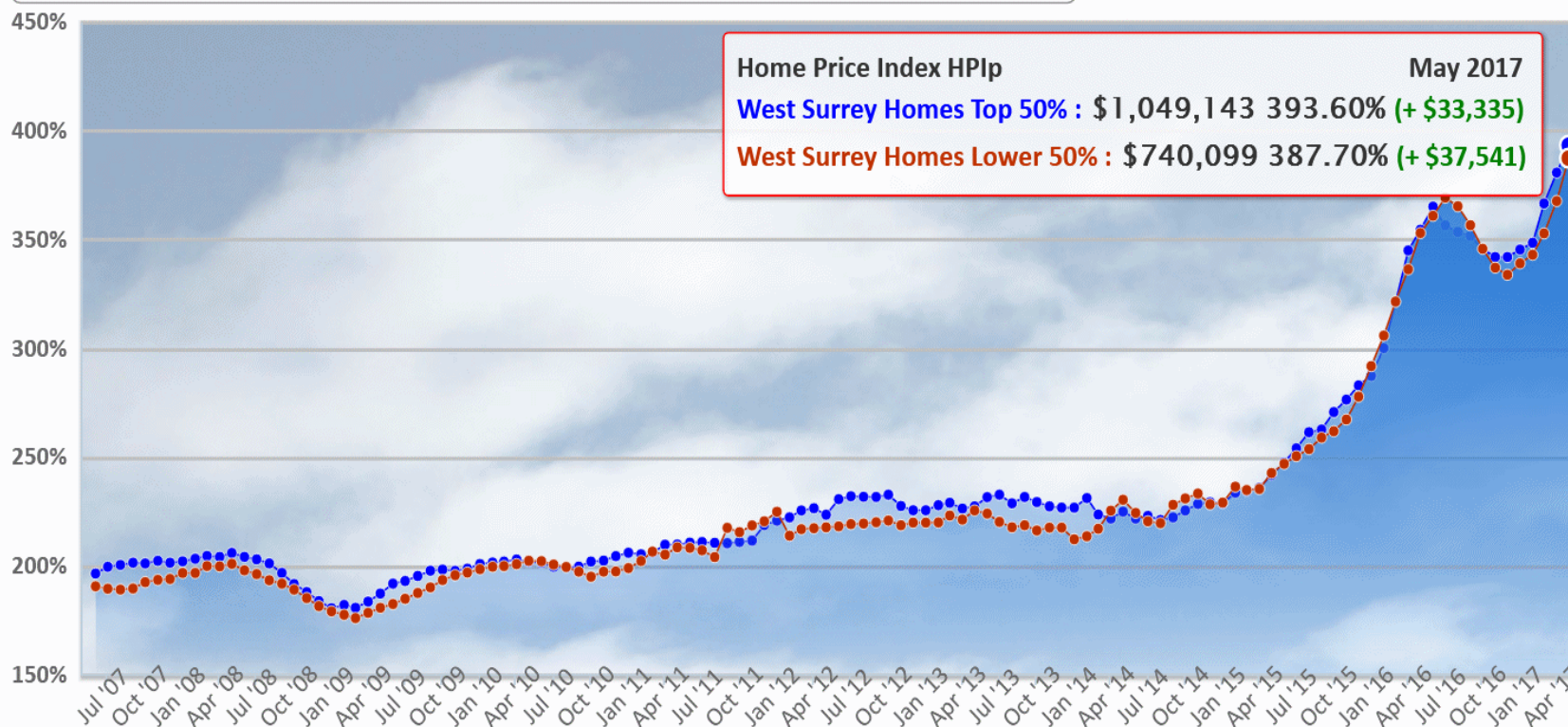
Market Analysis and Forecasting

June 1/17 **West Surrey**

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
May 2017	% 393.60
Apr 2017	% 381.10
Mar 2017	% 366.90
Feb 2017	% 348.80
Jan 2017	% 345.70
Dec 2016	% 342.30
Nov 2016	% 342.30
Oct 2016	% 346.00
Sep 2016	% 351.90
Aug 2016	% 353.80
Jul 2016	% 356.80
Jun 2016	% 365.40

<< < 1 2 3 > >>

Drag over area to ZOOM in

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Market Analysis and Forecasting

June 1/17

North Delta

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

房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2016 – Mar 2017 (Quarters)

房屋类型: 迄至今年 (每季) 由2016年三月至2017年三月

Powered by: Vancouver Market Reports **HPIp**

\$86,806

■ **\$\$ YTD Price Change (1 Year)**

价格变动 (1年)

\$82,199

10.4%

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

12.9%

High End Detached

高档独立屋



\$800,000

Low End Detached

低端独立屋



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

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房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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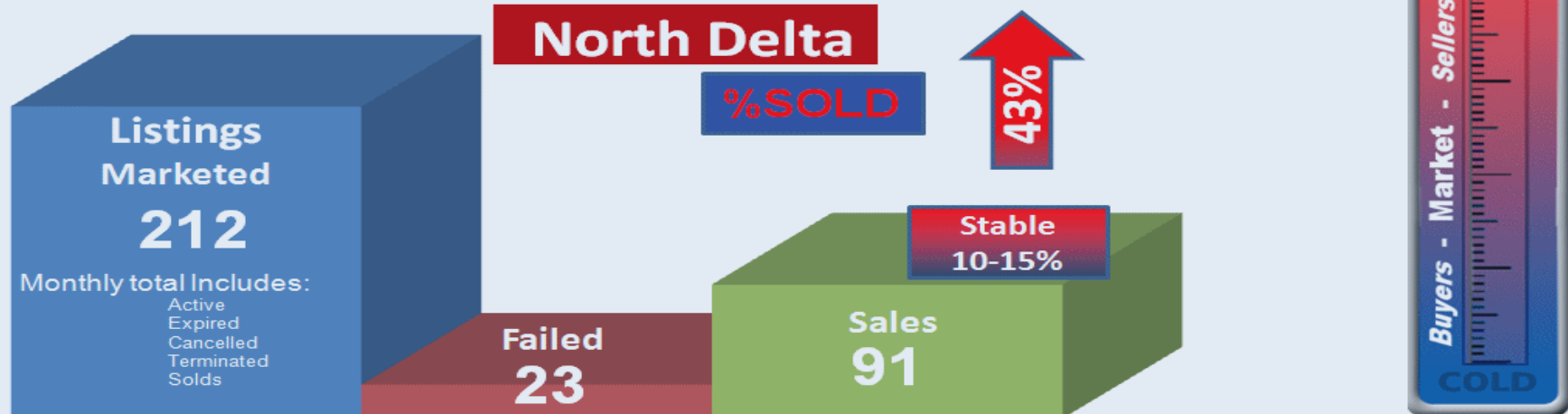


Market Analysis and Forecasting

June 1/17

North Delta

Monthly Market Activity - May 2017 - Single Family



June 1 2017 N. Delta Market Update (Detached)

Current: N.Delta has a Sellers Market with **43 %SOLD** rate and a 99% Sell/List ratio. (This means that there is an average of a \$9,000 discount from the original list price)

Most Active Price Range: Homes between \$850,000 - \$925,000 have a high **55.3 %SOLD** rate.

Least Active Price Range: Homes above \$1.2 mill. have **22.2 %SOLD** rate.

History: The North Delta Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$8,550. The North Delta Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$58,766.

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



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Market Analysis and Forecasting

June 1/17

North Delta

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

N. Delta List Price Ranges Statistics - May 2017

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	56	28	9	100%	\$100	50.0%	↑
\$850,001-\$925,000	47	26	8	99%	-\$6,600	55.3%	↑
\$925,001-\$1,200,000	73	29	7	99%	-\$8,000	39.7%	↑
\$1,200,001 and more	36	8	35	96%	-\$49,453	22.2%	↑
Total Activity	212	91	9	99%	-\$9,000	43%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	May-16	Apr-17	May-17	6/1/2017	Change	
Total Listings** (A,S,T,C,X)	295	218	212		-6	↓
Active Listings (1st of the month)	161	123	123	98	-25	↓
Solds	93	71	91		20	↑
Days on Market (DOM)	8	9	9		0	
%SOLD (Sales/ Listings /mnlthly rate)	32%	33%	43%		10%	↑
(Top 50%) Home Price Index HPIp	\$972,277	\$964,100	\$980,826		\$16,726	↑
(Lower 50%) Home Price Index HPIp	\$697,737	\$742,049	\$756,503		\$14,454	↑

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Market Analysis and Forecasting

June 1/17

North Delta

What Sold in your Neighbourhood and for What Price?

N. Delta Sub areas Statistics - May 2017

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	50	22	8	100%	\$200	44.0%
Nordel	76	31	9	98%	-\$19,150	40.8%
Scottsdale	50	23	7	100%	\$600	46.0%
Sunshine Hills Woods	36	15	9	99%	-\$4,000	41.7%
Total Activity	212	91	9	99%	-\$9,000	43%



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Market Analysis and Forecasting

June 1/17

North Delta

Next Months Market Forecast

Forecast: North Delta has average Listing supply; 98 homes are for sale and with the **43 %SOLD** monthly rate gives us about ~2 months of inventory. 4% of the active listings have reduced their price by \$19,000 on average or \$19,500 on median for the last month. We project North Delta to be a continued sellers market.

May's Real Estate Statistics show **ALL** 97 Markets are in Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. The Vancouver Consumer Confidence Recovery from the negative impact of the 15% Foreign Buyer Tax implemented in Metro Vancouver last August is mostly due to an increased demand from a Large Local Investor Component and Markedly Lower Inventory Levels. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of **\$25,106**, which is a decrease from the **\$32,589** increase that we saw in April and less than the **\$40,337** increase in the Vancouver Markets.

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Market Analysis and Forecasting

June 1/17

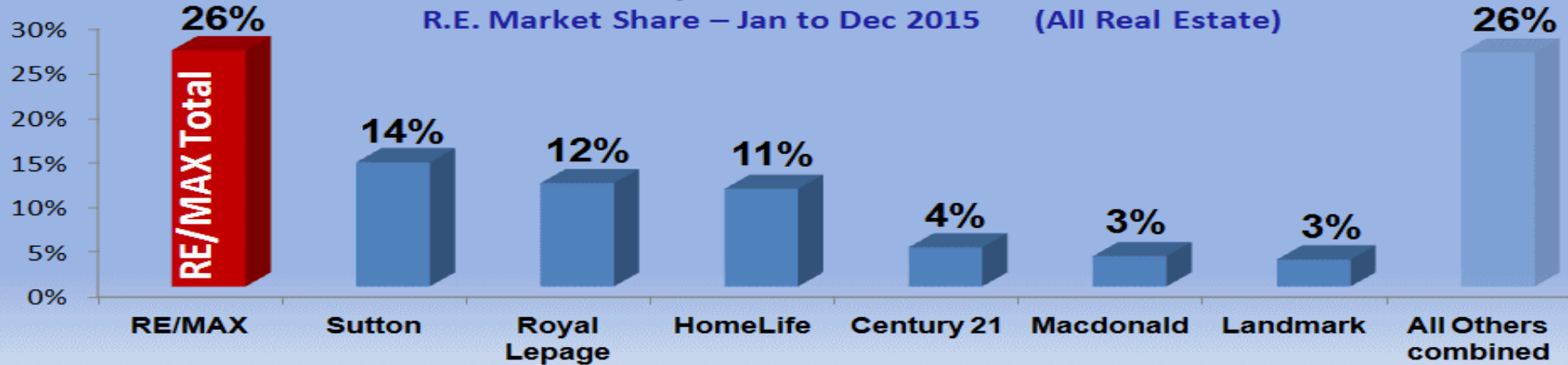
North Delta



the RE/MAX Market Share Reports

Fraser Valley and Chilliwack R.E. Boards

R.E. Market Share – Jan to Dec 2015 (All Real Estate)



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

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Market Analysis and Forecasting

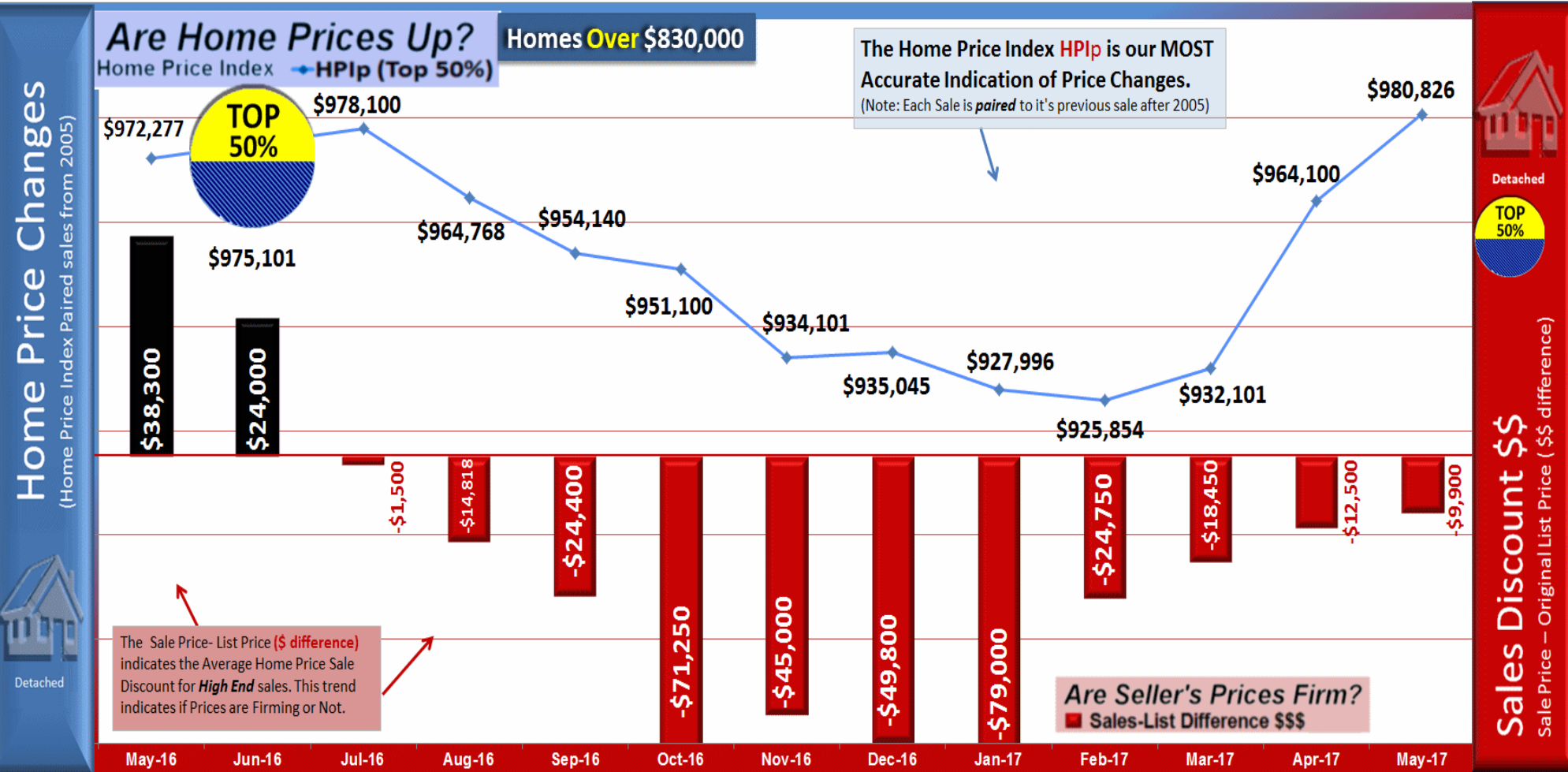
June 1/17

North Delta

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)



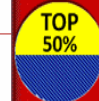
Home Price Changes
(Home Price Index Paired sales from 2005)



Detached



Detached



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

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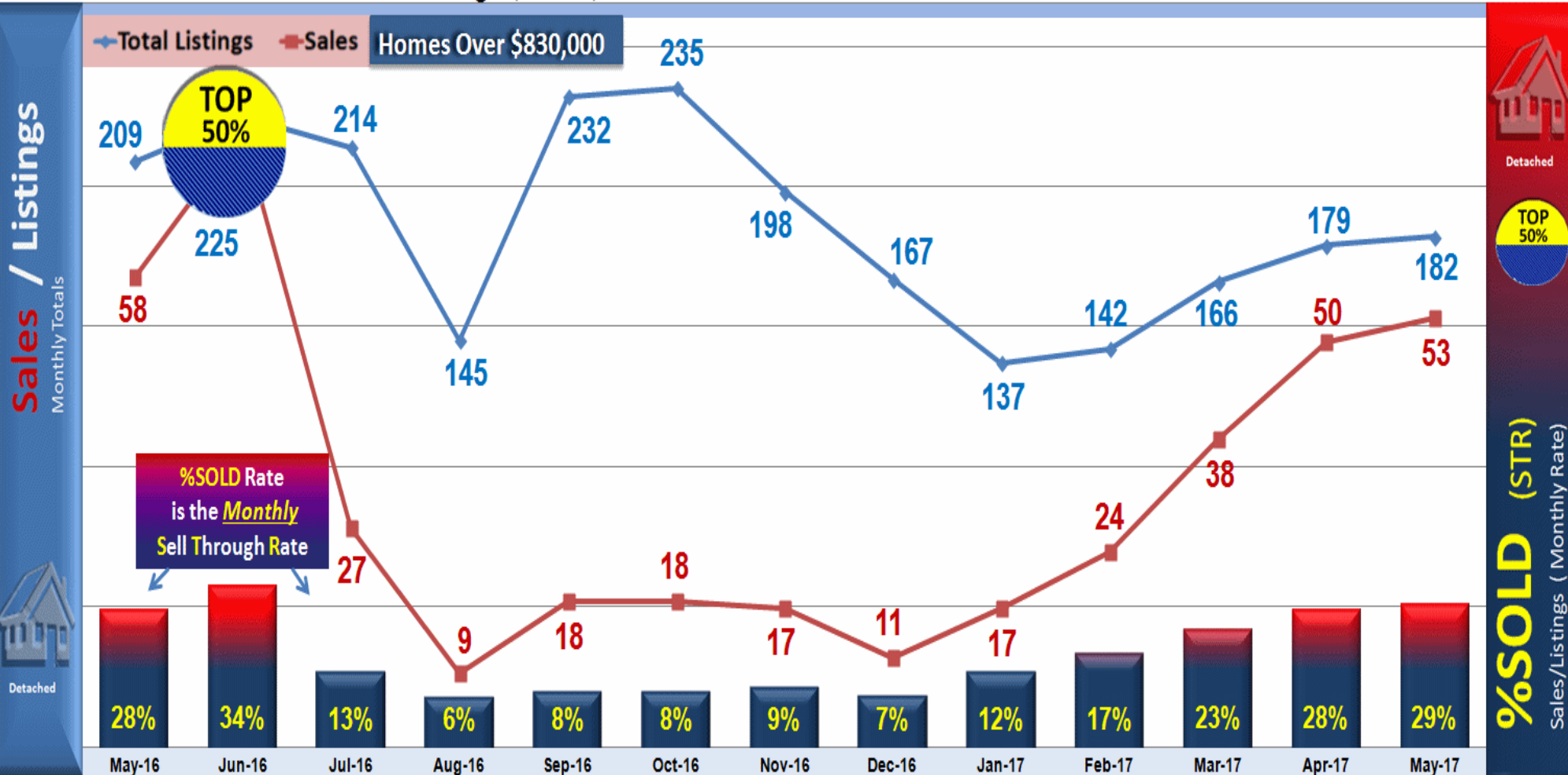


Market Analysis and Forecasting

June 1/17

North Delta

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



Sales / Listings
Monthly Totals



Detached



Detached



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

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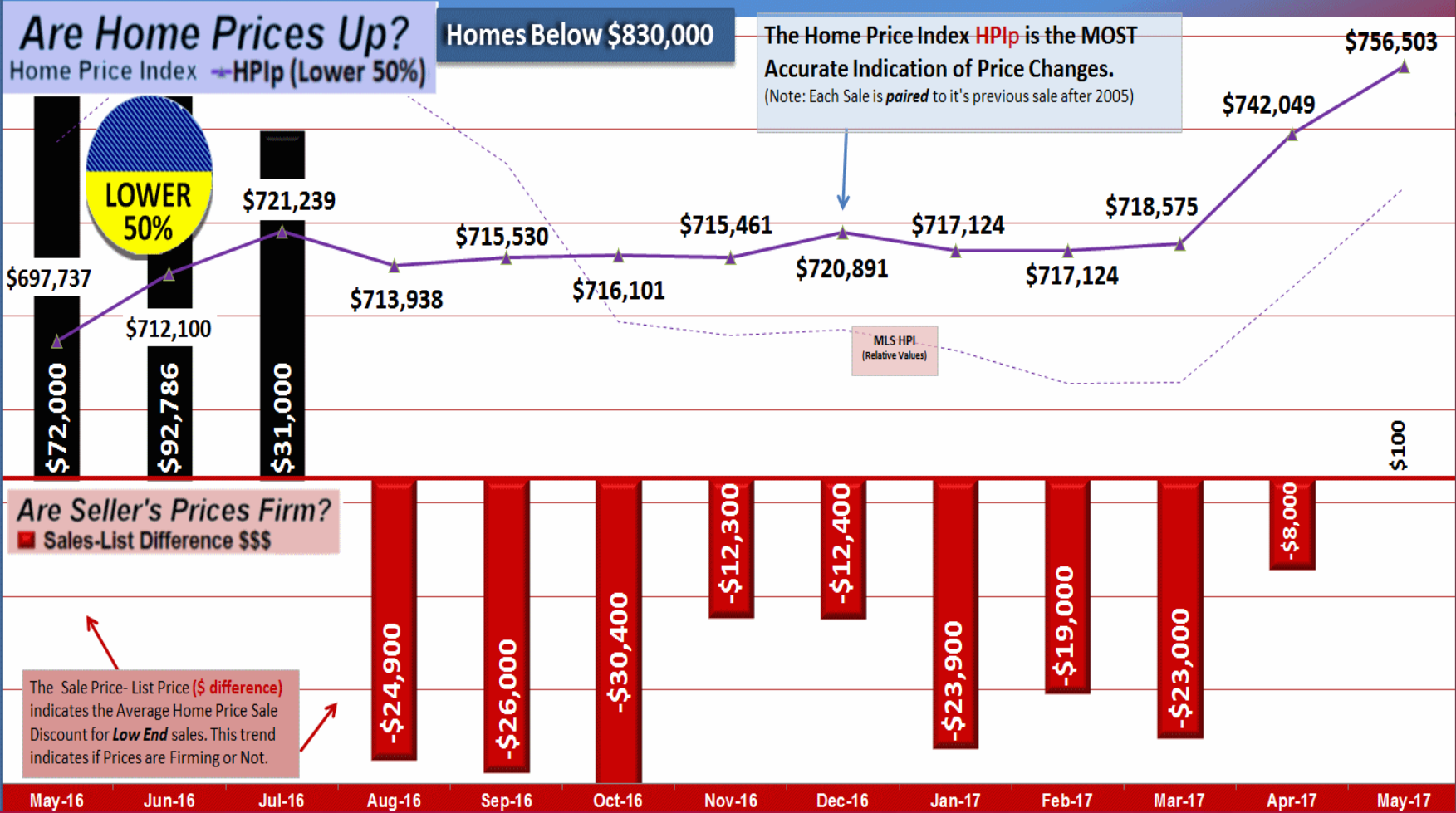
North Delta

Detached

North Delta

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

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



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

Homes Below \$830,000

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

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.



Detached



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

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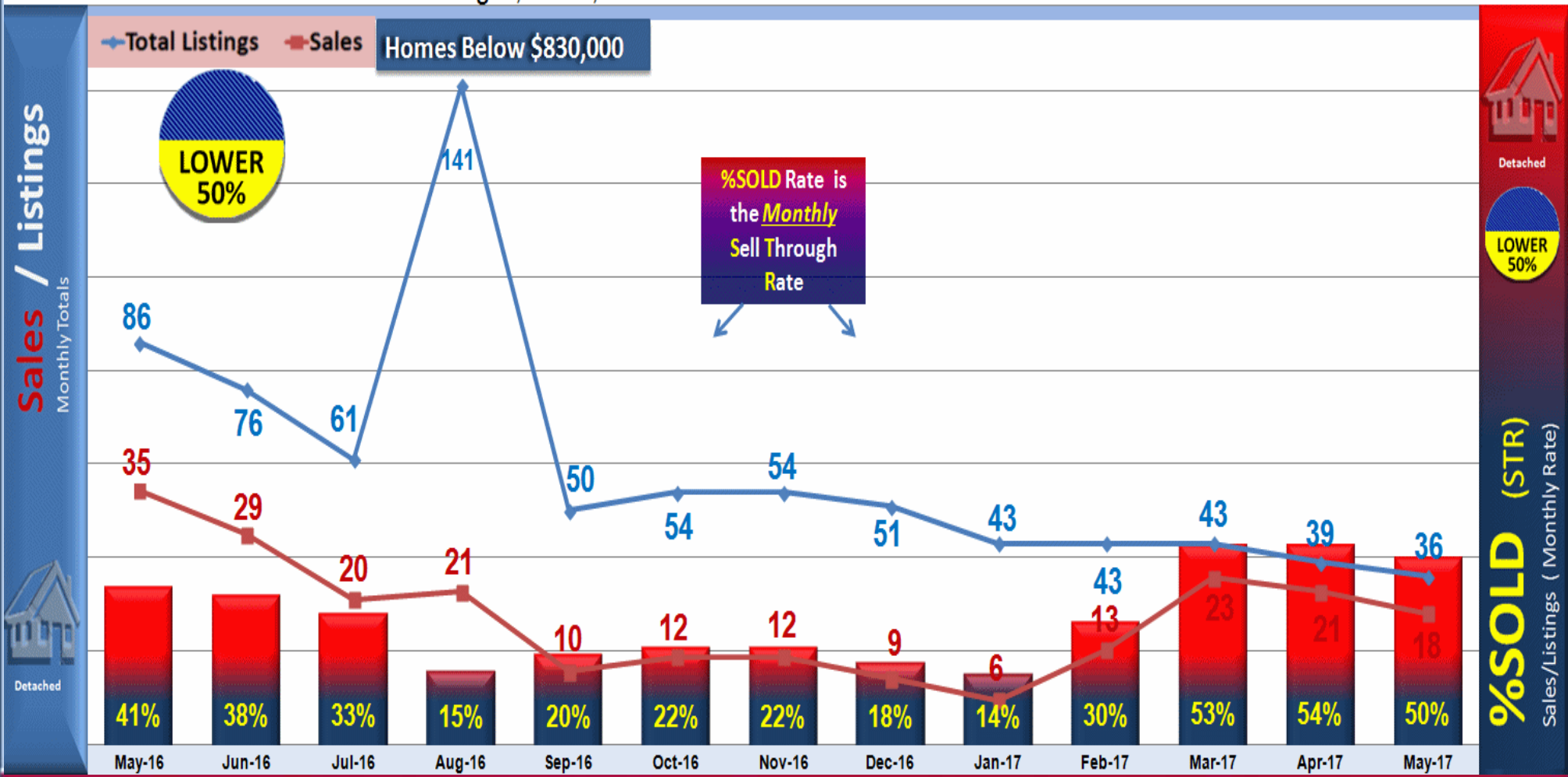


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June 1/17

North Delta

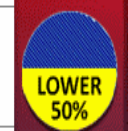
Detached N. Delta Total Listings **, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



Detached



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

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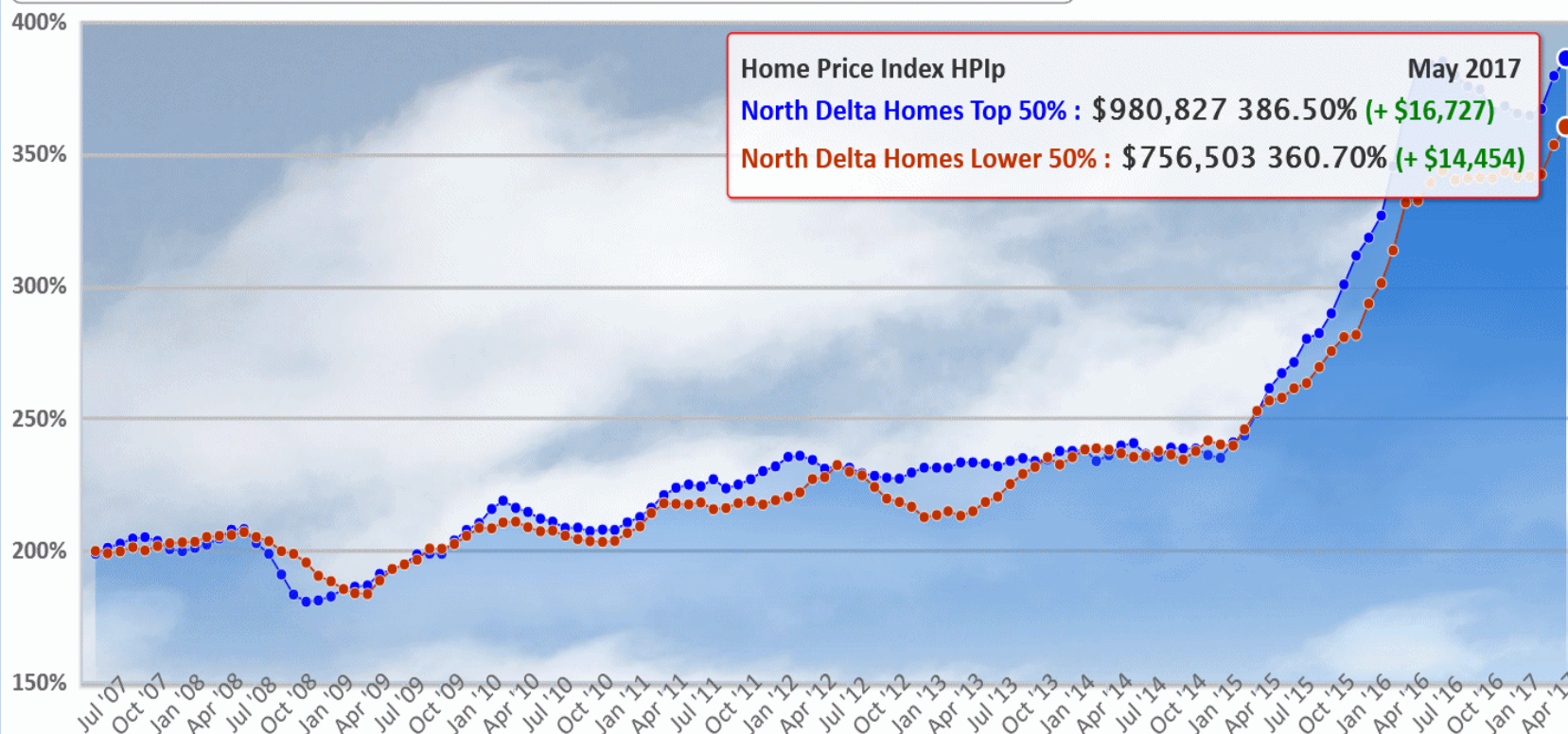
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North Delta

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



Monthly Home values

Date	Value
May 2017	% 386.50
Apr 2017	% 379.90
Mar 2017	% 367.30
Feb 2017	% 364.80
Jan 2017	% 365.60
Dec 2016	% 368.40
Nov 2016	% 366.60
Oct 2016	% 374.70
Sep 2016	% 375.90
Aug 2016	% 380.10
Jul 2016	% 385.40
Jun 2016	% 384.20

<< < 1 2 3 > >>

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Market Analysis and Forecasting June 1/17 West Surrey

West Surrey Sub areas Statistics - May 2017

Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	3	2	10	109%	\$27,544	66.7%
Bolivar Heights	15	5	9	99%	-\$1,400	33.3%
Royal Heights	2	1	4	100%	\$0	50.0%
Cedar Hills	2	1	3	106%	\$11,000	50.0%
Whalley	278	130	7	101%	\$1,550	46.8%
Queen Mary Park Surrey	49	28	8	103%	\$10,000	57.1%
Bear Creek Green Timbe	16	7	7	105%	\$24,000	43.8%
West Newton	99	53	8	104%	\$15,100	53.5%
East Newton	71	40	9	101%	\$3,617	56.3%
Total Activity	535	267	7	102%	\$5,200	50%

June 12017 West Surrey Market Update Attached Townhomes/ Condos

Current: West Surrey is a Sellers Market with average listing inventory, a **50 %SOLD** rate and a 100% Sell/List Ratio.

(This means the discount on a sale from the original list price is averaging \$100)

Most Active Price Range: Homes below \$200,000 have **62.1 %SOLD** rate.

Least Active Price Range: Homes between \$300,000 - 400,000 have **52.5 %SOLD** rate.

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

HPIp (Top 50%) shows that prices increased \$97,341.

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

HPIp (Lower 50%) shows that prices increased \$54,267.

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

HPIp (Top 50%) shows that prices increased \$143,621.

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

HPIp (Lower 50%) shows that prices increased \$107,730.

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

Forecast: Current months listing inventory is 31% more than the same month last year.

May's Real Estate Statistics show **ALL 97 Markets** are in Strong Sellers Market and by most accounts, exceeding the 2016 Market Furious Activity Levels. The Vancouver Consumer Confidence Recovery from the negative impact of the 15% Foreign Buyer Tax implemented in Metro Vancouver last August is mostly due to an increased demand from a Large Local Investor Component and Markedly Lower Inventory Levels. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of **\$25,106**, which is a decrease from the **\$32,589** increase that we saw in April and less than the **\$40,337** increase in the Vancouver Markets.

Currently 100% of the Attached Markets are increasing at a fast pace in Greater Vancouver's 58 Markets. Last year our Emotionally Charged Single Family Markets peaked in June/July and this year we are forecasting a **prolonged Sellers Market across all Markets**. We continue to 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 Neighbourhood

Analytical Methods: The 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 : FVRES, RESGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

West Surrey List Price Ranges Statistics - May 2017

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$200,000	29	18	7	103%	\$6,050	62.1%
\$200,001-\$300,000	200	103	7	101%	\$3,121	51.5%
\$300,001-\$400,000	139	73	7	102%	\$5,200	52.5%
\$400,001 and more	167	73	10	102%	\$9,100	43.7%
Total Activity	535	267	7	102%	\$5,200	50%

Monthly Changes Summary

	May-16	Apr-17	May-17	6M2017	Change
Total Listings** (A,S,T,C,X)	772	532	535		3
Active Listings (1st of the month)	219	267	258	222	-36
Solds	186	231	267		36
Days on Market (DOM)	18	9	7		-2
%SOLD (Sales/ Listings /monthly rate)	24%	43%	50%		6%
Condos (Top 50%) Home Price Index HPI	\$252,476	\$319,735	\$349,817		\$30,082
Condos (Lower 50%) Home Price Index HF	\$168,101	\$214,100	\$222,368		\$8,268
Twnhs (Top 50%) Home Price Index HPIp	\$402,100	\$509,100	\$545,721		\$36,621
Twnhs (Lower 50%) Home Price Index HPI	\$269,370	\$355,100	\$377,100		\$22,000

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Market Analysis and Forecasting

June 1/17

West Surrey

Attached Townhomes/Condos

West Surrey

Total Listings, Sales, and %SOLD rates

Sales / Listings

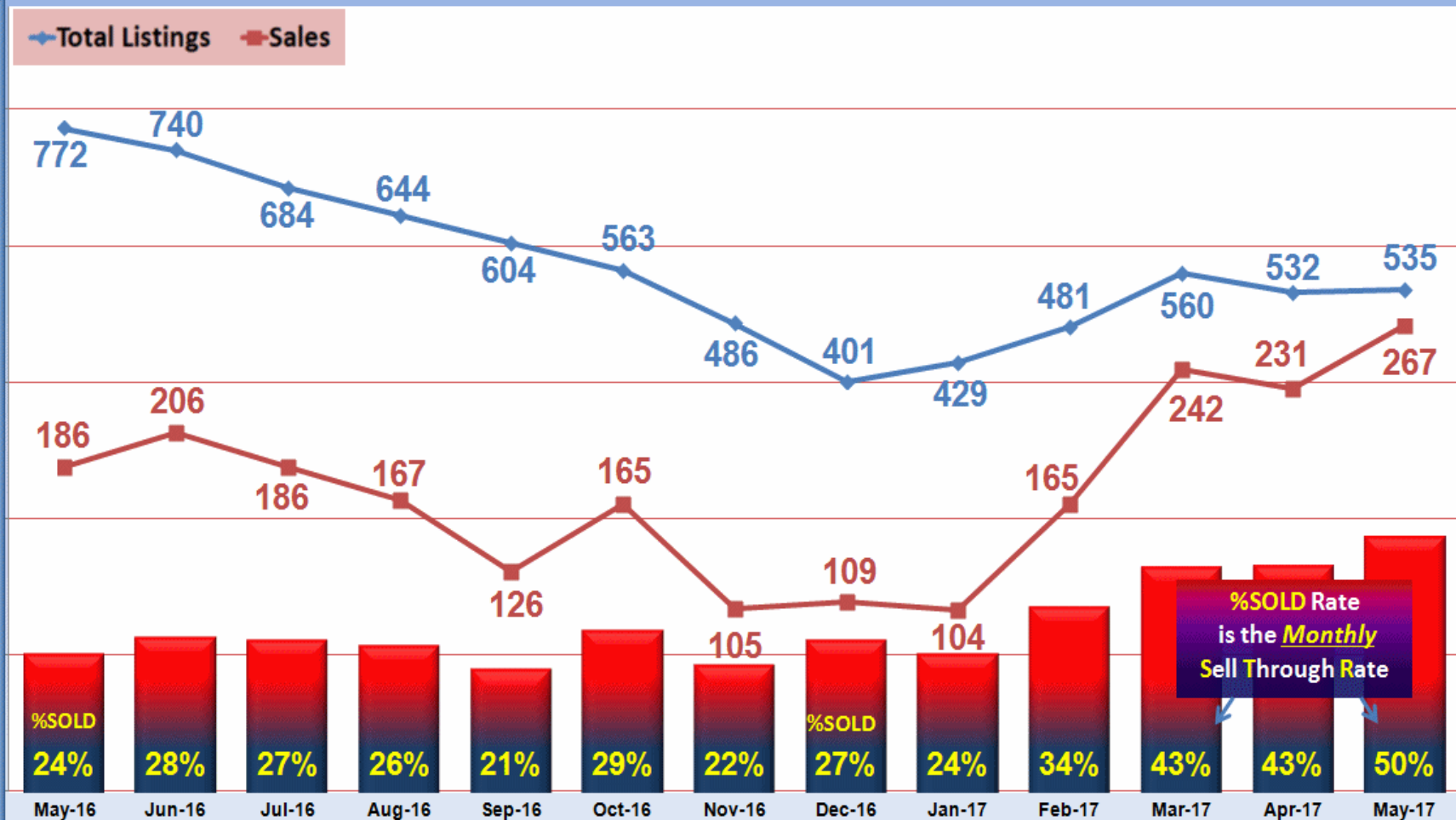
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the **Monthly Sell Through Rate**

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Market Analysis and Forecasting

June 1/17

West Surrey

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

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



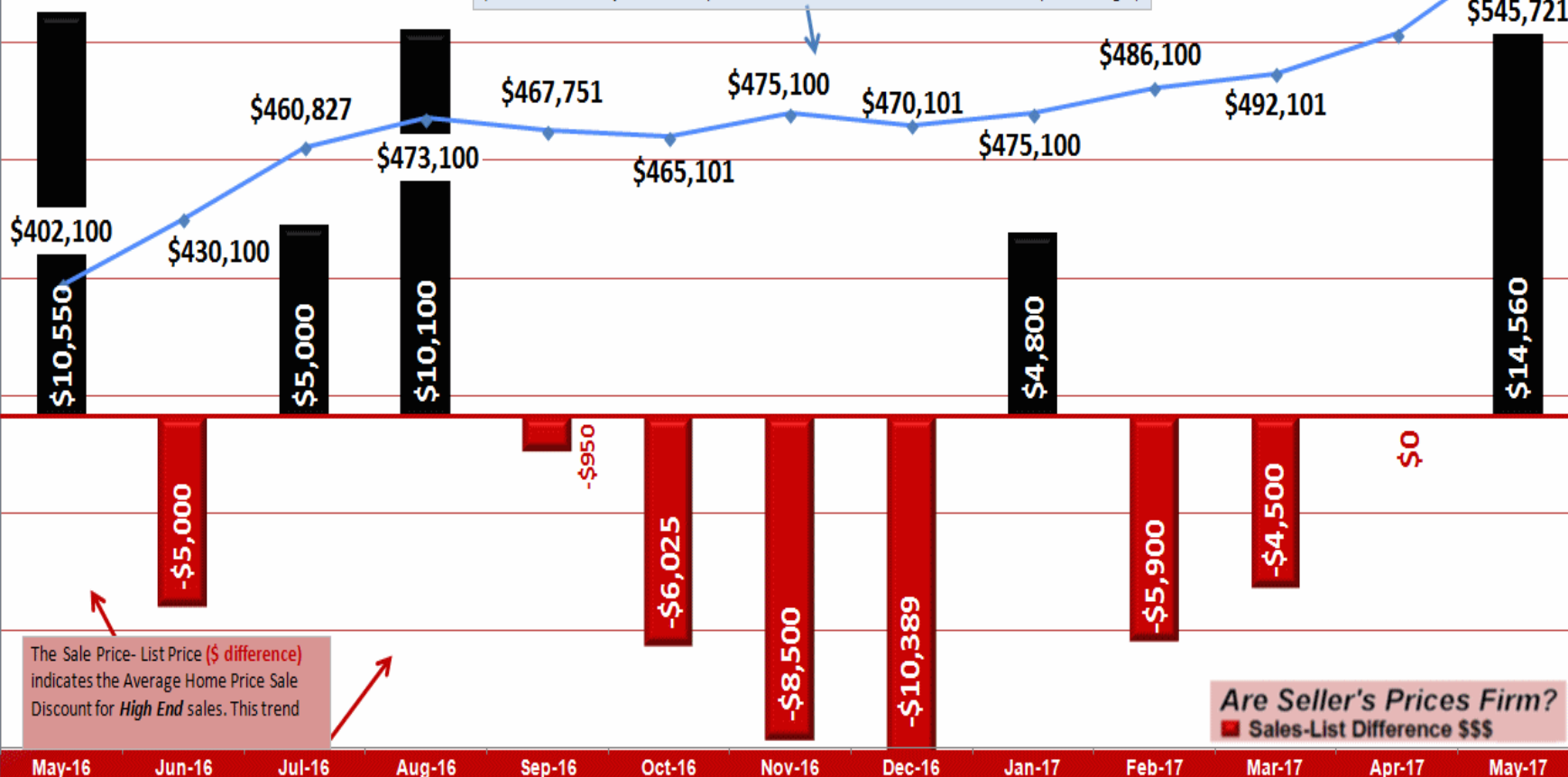
Townhouses

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.)



Townhouses

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

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

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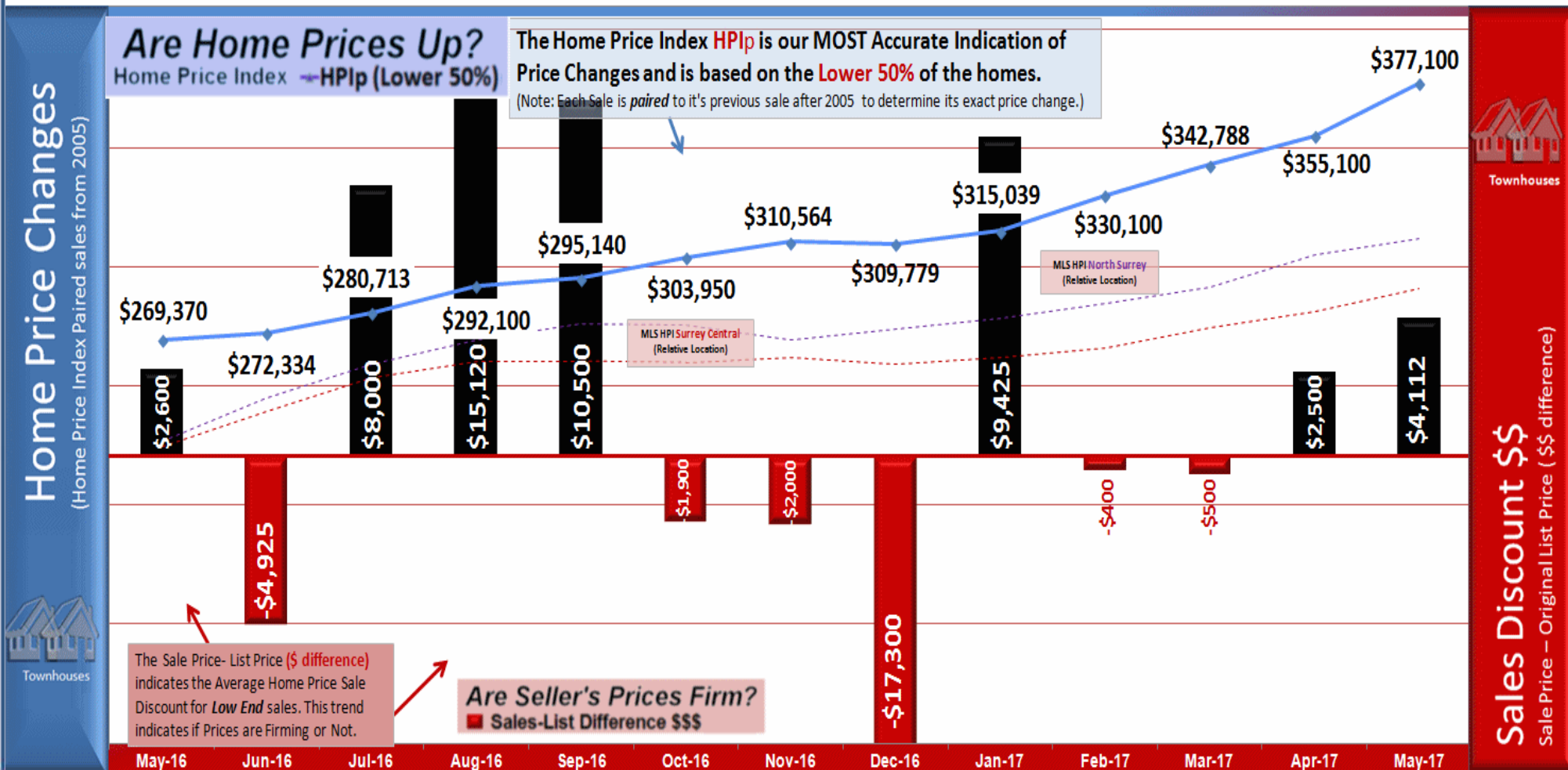


Market Analysis and Forecasting

June 1/17

West Surrey

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)



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June 1/17

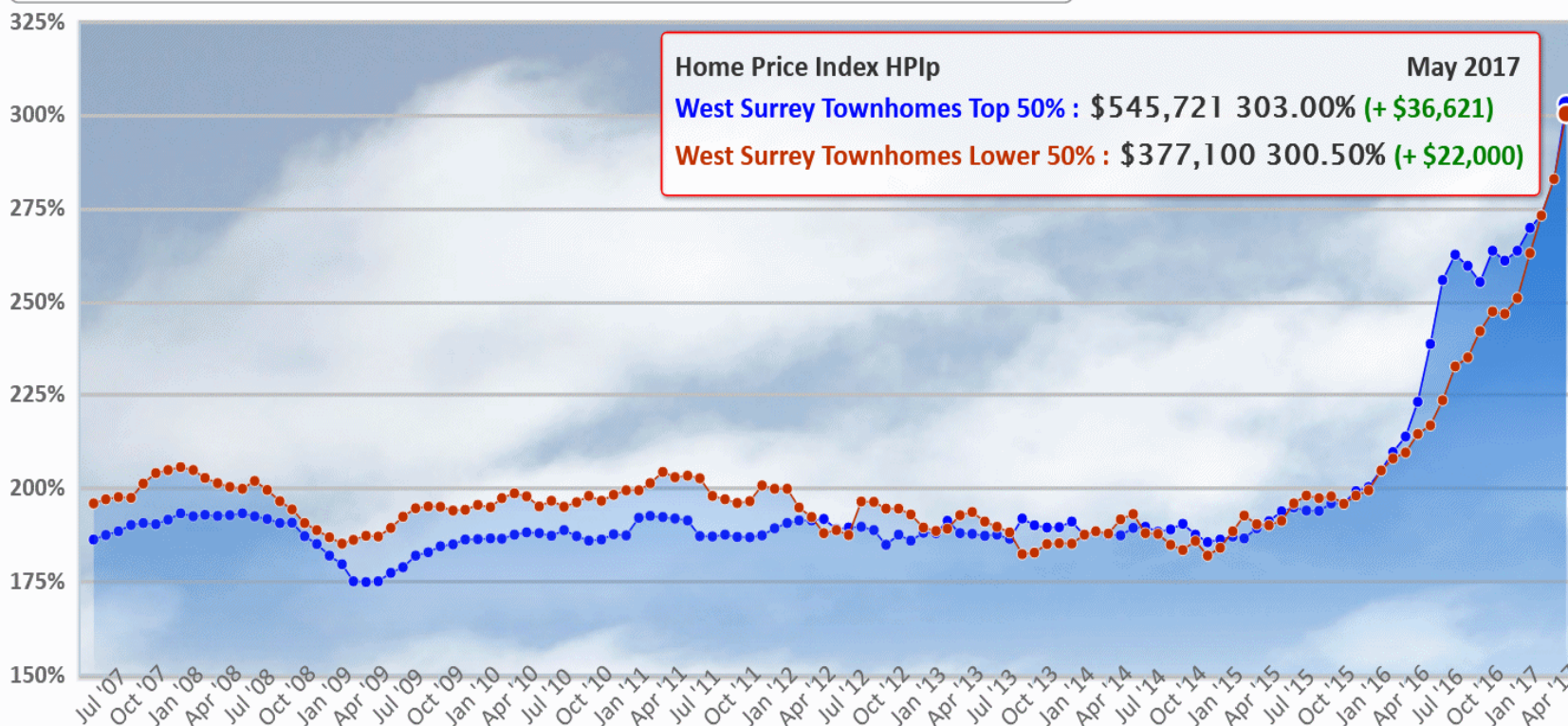
West Surrey

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West Surrey Townhomes Top 50% : ■ HPI ■ Forecast+ ■ Forecast-

West Surrey Townhomes Lower 50% : ■ HPI ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
May 2017	% 303.00
Apr 2017	% 282.70
Mar 2017	% 273.30
Feb 2017	% 269.90
Jan 2017	% 263.80
Dec 2016	% 261.10
Nov 2016	% 263.80
Oct 2016	% 255.40
Sep 2016	% 259.70
Aug 2016	% 262.70
Jul 2016	% 255.90
Jun 2016	% 238.80

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Drag over area to ZOOM in



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June 1/17

West Surrey

Attached

West Surrey

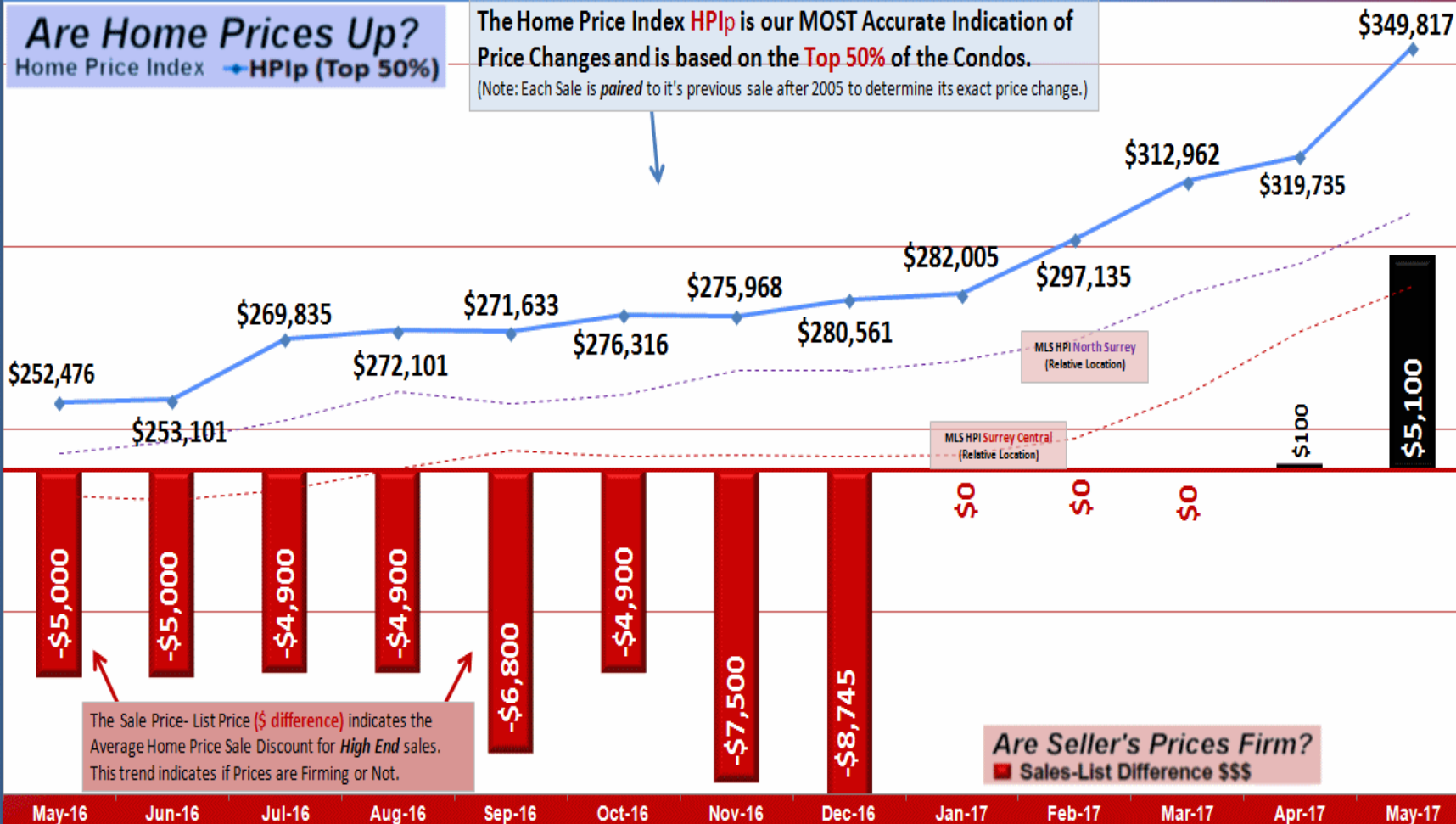
Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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



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

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

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



Condominiums

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

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West Surrey

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

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

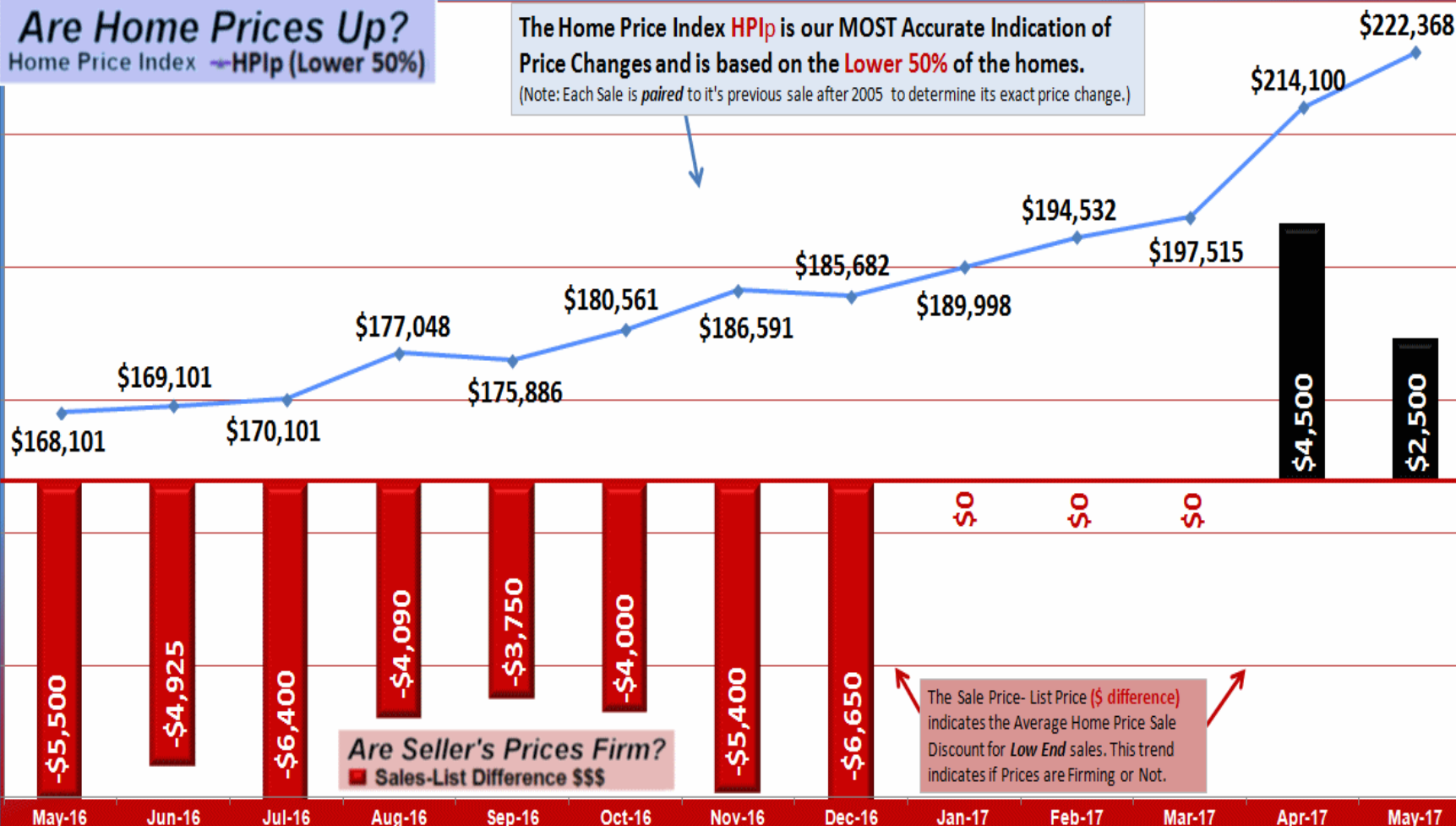


Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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

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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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.



Townhouses

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



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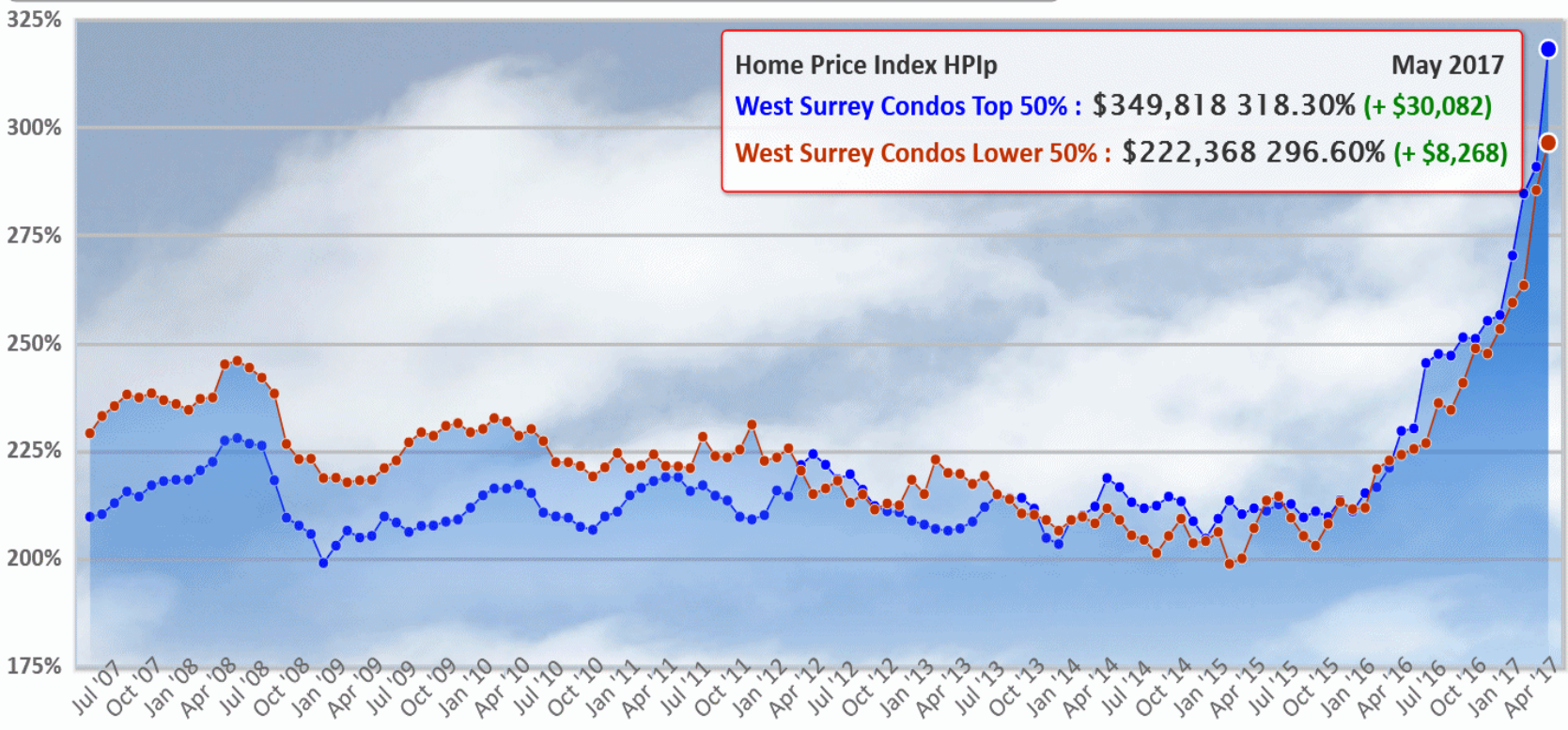
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Market Analysis and Forecasting June 1/17 West Surrey

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



Monthly Home values

Date	Value
May 2017	% 318.30
Apr 2017	% 291.00
Mar 2017	% 284.80
Feb 2017	% 270.40
Jan 2017	% 256.60
Dec 2016	% 255.30
Nov 2016	% 251.10
Oct 2016	% 251.40
Sep 2016	% 247.20
Aug 2016	% 247.60
Jul 2016	% 245.50
Jun 2016	% 230.30

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Supply and Demand

How **%SOLD** Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

