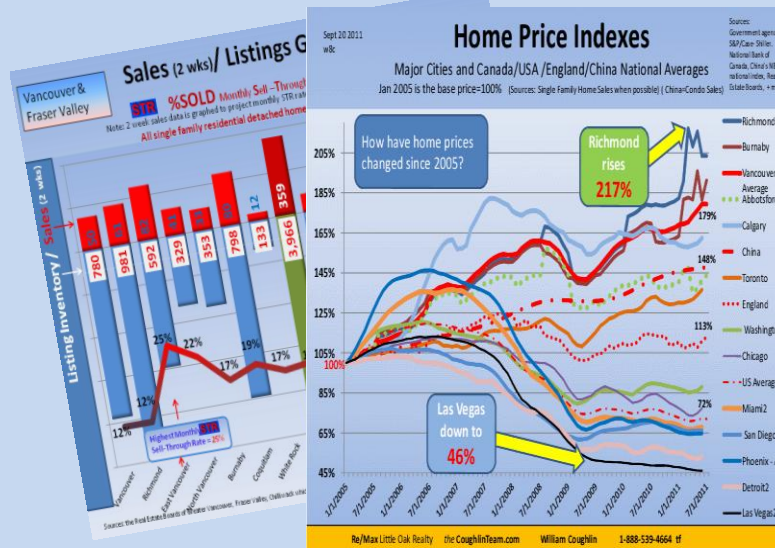


Lorri Terlecki's Market Reports



Advanced Marketing Tools





Lorri Terlecki's Market Reports

Detached

- [Langley-Cloverdale](#)
- [East Surrey](#)

Attached

- [Langley-Cloverdale](#)
- [East 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

Statistics, on the Web!

detached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI

\$\$\$ 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)

Housing Type	Price Range	Market Segment
High End Detached	\$850,000	TOP 50%
Low End Detached		LOWER 50%
High End Condos	\$290,000	TOP 50%
Low End Condos		LOWER 50%
High End Townhouse	\$450,000	TOP 50%
Low End Townhouse		LOWER 50%

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 Market Reports

All rights reserved and images copyrighted



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

Vancouver Market Reports

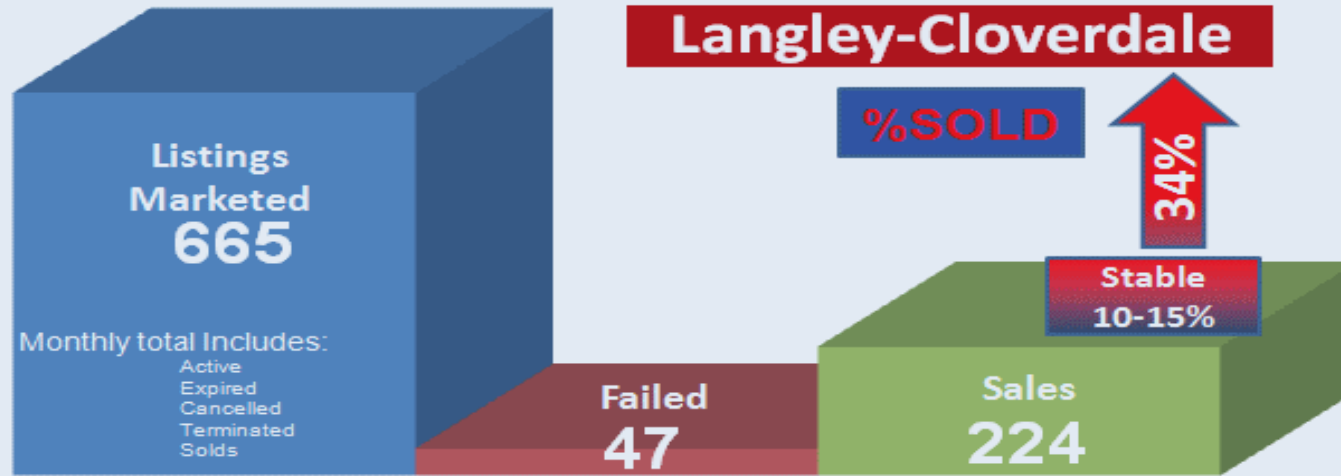
Statistics, on the Web!

detached homes



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

Monthly Market Activity - June 2017 - Single Family



July 1 2017 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **34 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$0 discount on a sale from the original list price)
Most Active Price Range: Homes between \$600,000 - \$690,000 have High **57.9 %SOLD** rate and is in a Sellers Market.
Least Active Price Range: Homes above \$2 mill. have **18.2 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPI_p** (Top 50%) shows that prices increased \$126,033.
 The Langley, Cloverdale Year-To-Date Home Price Index **HPI_p** (Lower 50%) shows that prices increased \$66,001.



*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.

HomeLife Benchmark Rlty (Clov)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting July 1/17 Langley, Cloverdale

LORRI TERLECKI

Selling Great Homes in Our Community!



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

Langley, Cloverdale List Price Ranges Statistics - June 2017

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Detached Sell - List \$Difference	%SOLD	
0-\$600,000	41	13	8	100%	\$0	31.7%	↑
\$600,001-\$690,000	19	11	7	102%	\$11,000	57.9%	↑
\$690,001-\$750,000	25	11	10	100%	-\$800	44.0%	↑
\$750,001-\$800,000	23	10	12	99%	-\$6,189	43.5%	↑
\$800,001-\$900,000	87	39	7	102%	\$16,112	44.8%	↑
\$900,001-\$1,100,000	136	60	9	100%	\$1,000	44.1%	↑
\$1,100,001-\$1,400,000	99	33	9	100%	\$0	33.3%	↑
\$1,400,001-\$2,000,000	98	22	10	98%	-\$31,250	22.4%	↑
\$2,000,001 and more	137	25	25	96%	-\$100,000	18.2%	↑
Total Activity	665	224	9	100%	\$0	34%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change	
Total Listings** (A,S,T,C,X)	671	510	665		155	↑
Active Listings (1st of the month)	388	335	200	394	194	↑
Solds	262	224	224		0	
Days on Market (DOM)	9	8	9		1	↑
%SOLD (Sales/ Listings /monthly rate)	39.0%	43.9%	33.7%		-10.2%	↓
(Top 50%) Home Price Index HPIp	\$1,133,067	\$1,216,751	\$1,259,100		\$42,349	↑
(Lower 50%) Home Price Index HPIp	\$734,100	\$794,100	\$800,101		\$6,001	↑

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

produced for: *Lorri Terlecki*

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - June 2017			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	183	66	7	100%	\$3,000	36.1%
Serpentine	14	2	153	92%	-\$204,500	14.3%
Clayton	50	24	9	101%	\$18,107	48.0%
Murrayville	37	18	11	100%	-\$4,500	48.6%
Salmon River	68	19	25	95%	-\$64,000	27.9%
Brookwood Langley	98	34	13	99%	-\$8,000	34.7%
Aldergrove Langley	53	17	7	103%	\$20,100	32.1%
Campbell Valley	52	10	22	96%	-\$89,950	19.2%
Otter District	36	8	17	95%	-\$37,950	22.2%
Langley City	74	26	9	99%	-\$5,000	35.1%
Total Activity	665	224	9	100%	\$0	34%

*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.



HomeLife Benchmark Rlty (Clov)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

July 1/17 Langley, Cloverdale

LORRI TERLECKI

Selling Great Homes in Our Community!



Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 394 homes are for sale and with the **34 % SOLD** monthly rate gives us a ~3 months of inventory. 11% of the active listings have reduced their price by \$86,953 on average or \$76,500 median in the last month. We project Langley, Cloverdale Detached to be a sellers market.

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this last month, conversely only one City in the Fraser Valley saw a price drop. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$19,160, which is a small decrease over the \$25,106 increase that we saw in May, and is double the \$8,046 Average Increase in the Vancouver Markets. Last year our Emotionally Charged Single Family Markets peaked in July/ August and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. 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.

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



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

HomeLife Benchmark Rlty (Clov)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

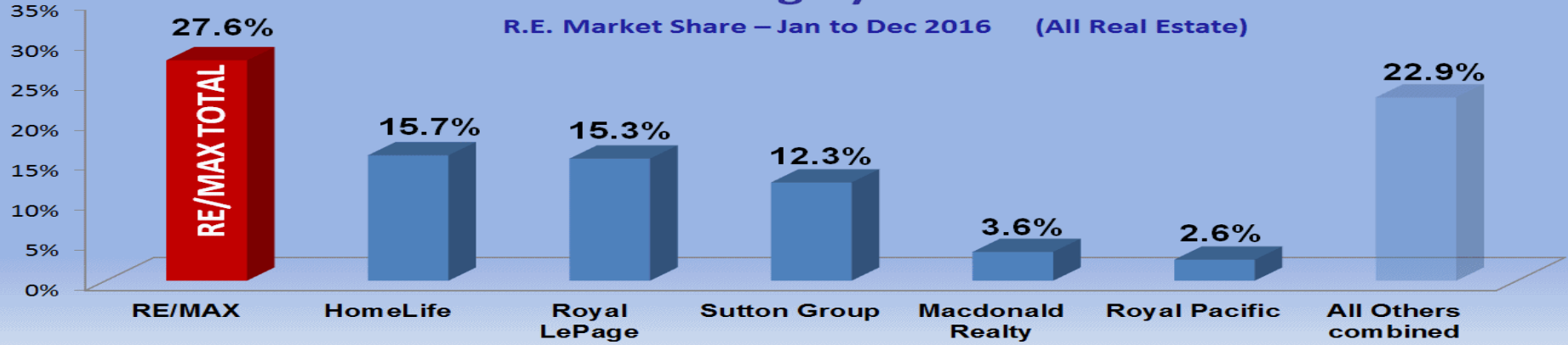
Market Analysis and Forecasting July 1/17 Langley, Cloverdale



#1 the RE/MAX Market Share Reports

Langley-Cloverdale

R.E. Market Share – Jan to Dec 2016 (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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

HomeLife Benchmark Rlty (Clov)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

Detached

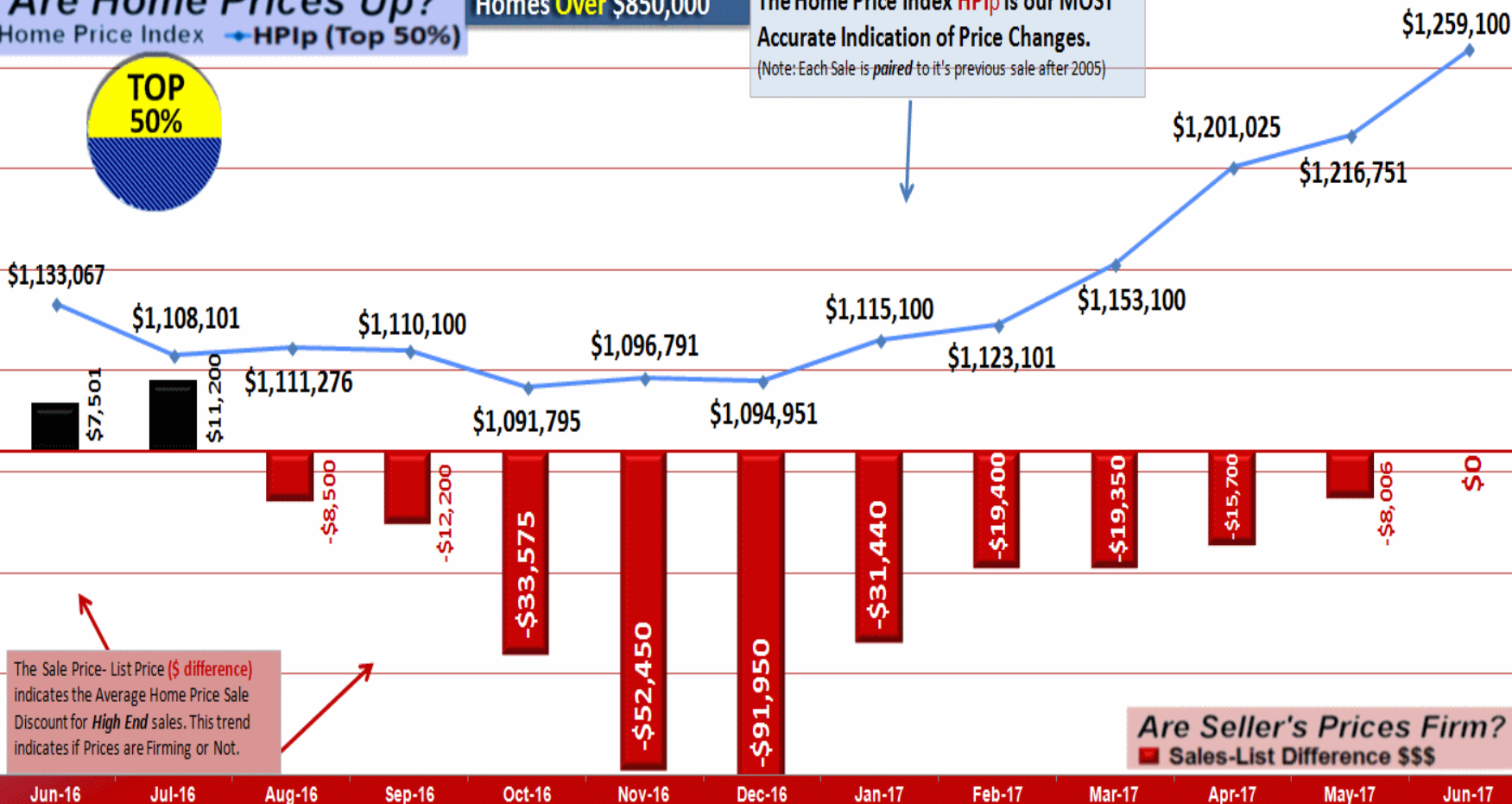
Langley, Cloverdale Home Price Index **HPIp** (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

Home Price Index → **HPIp (Top 50%)**

Homes **Over** \$850,000

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

TOP 50%

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

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

HomeLife Benchmark Rlty (Clou)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

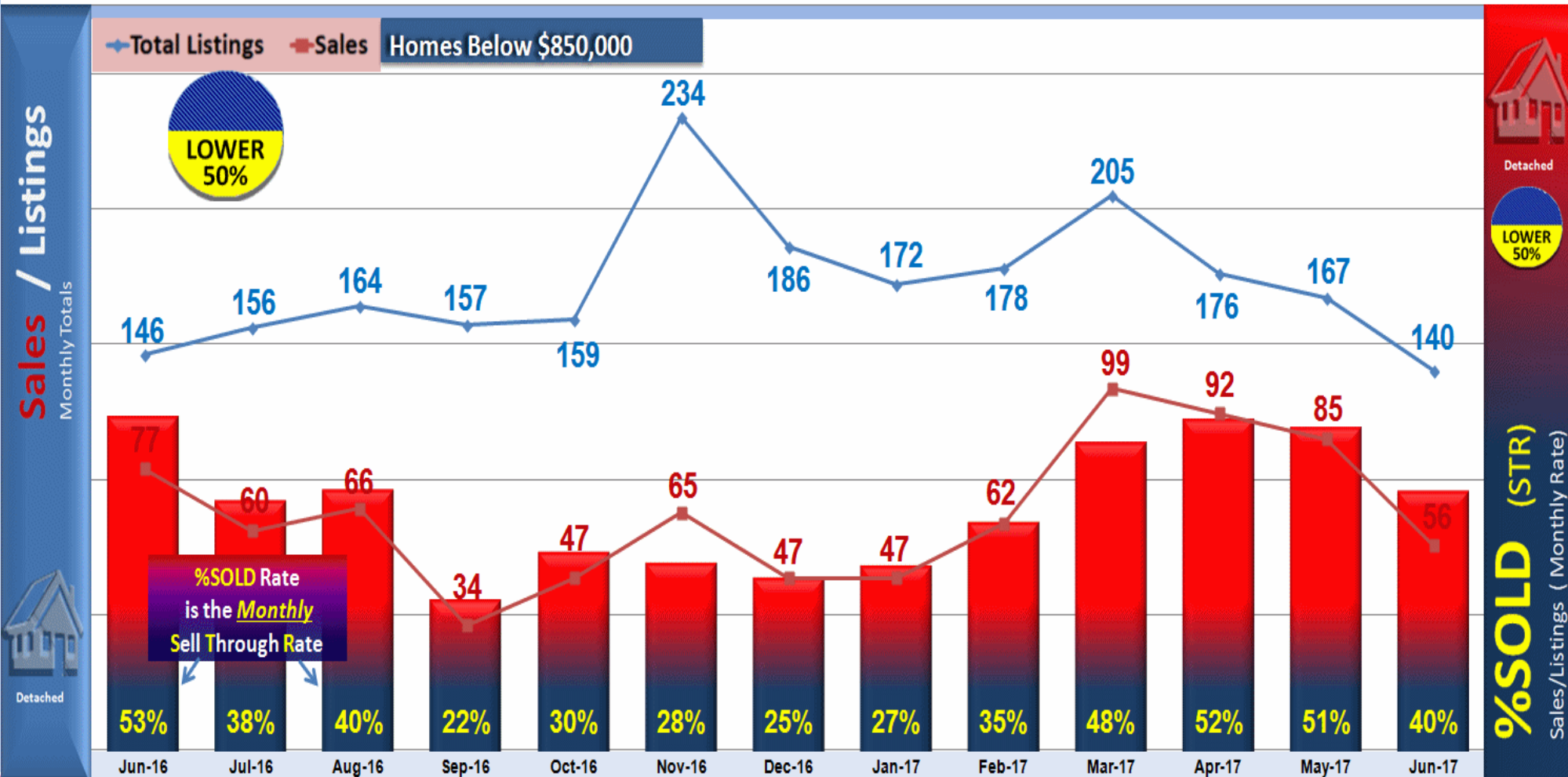
LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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



Sales / Listings
Monthly Totals

Detached



Detached

LOWER 50%

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

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

Vancouver Market Reports

Statistics, on the Web!

detached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17 Langley, Cloverdale

Detached

Langley, Cloverdale

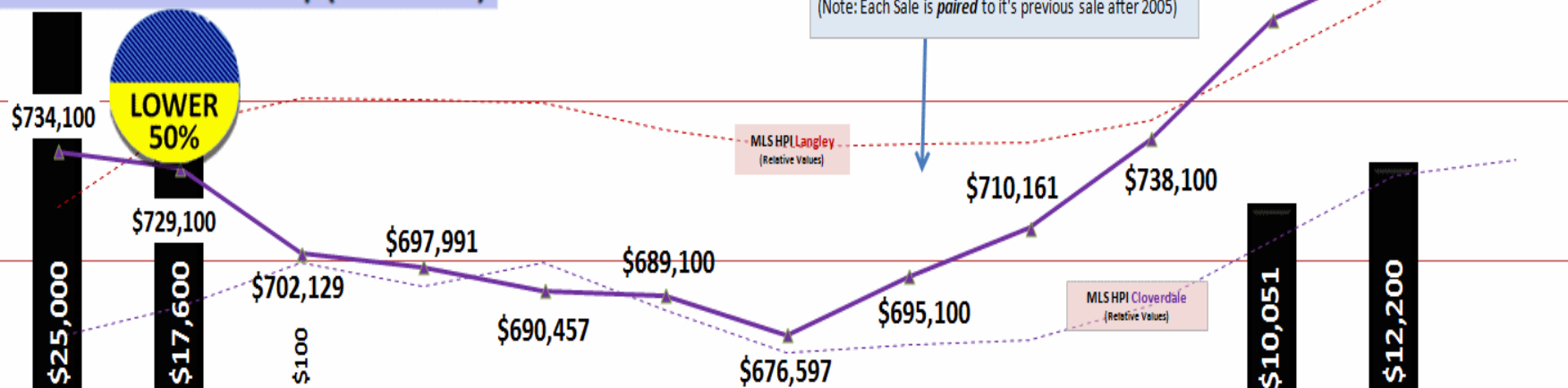
Home Price Index **HPI** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

Are Home Prices Up?

Home Price Index → HPI (Lower 50%)

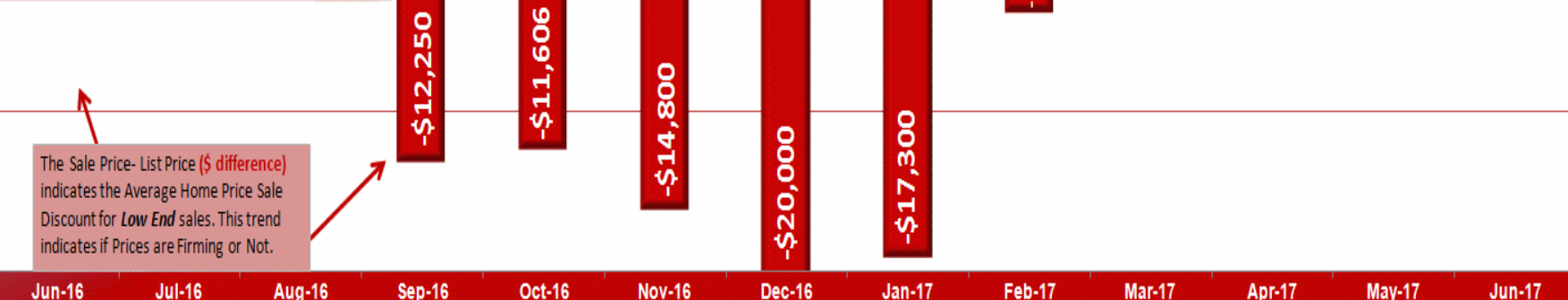
Homes Below \$850,000

The Home Price Index **HPI** 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



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

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

produced for: **Lorri Terlecki**

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

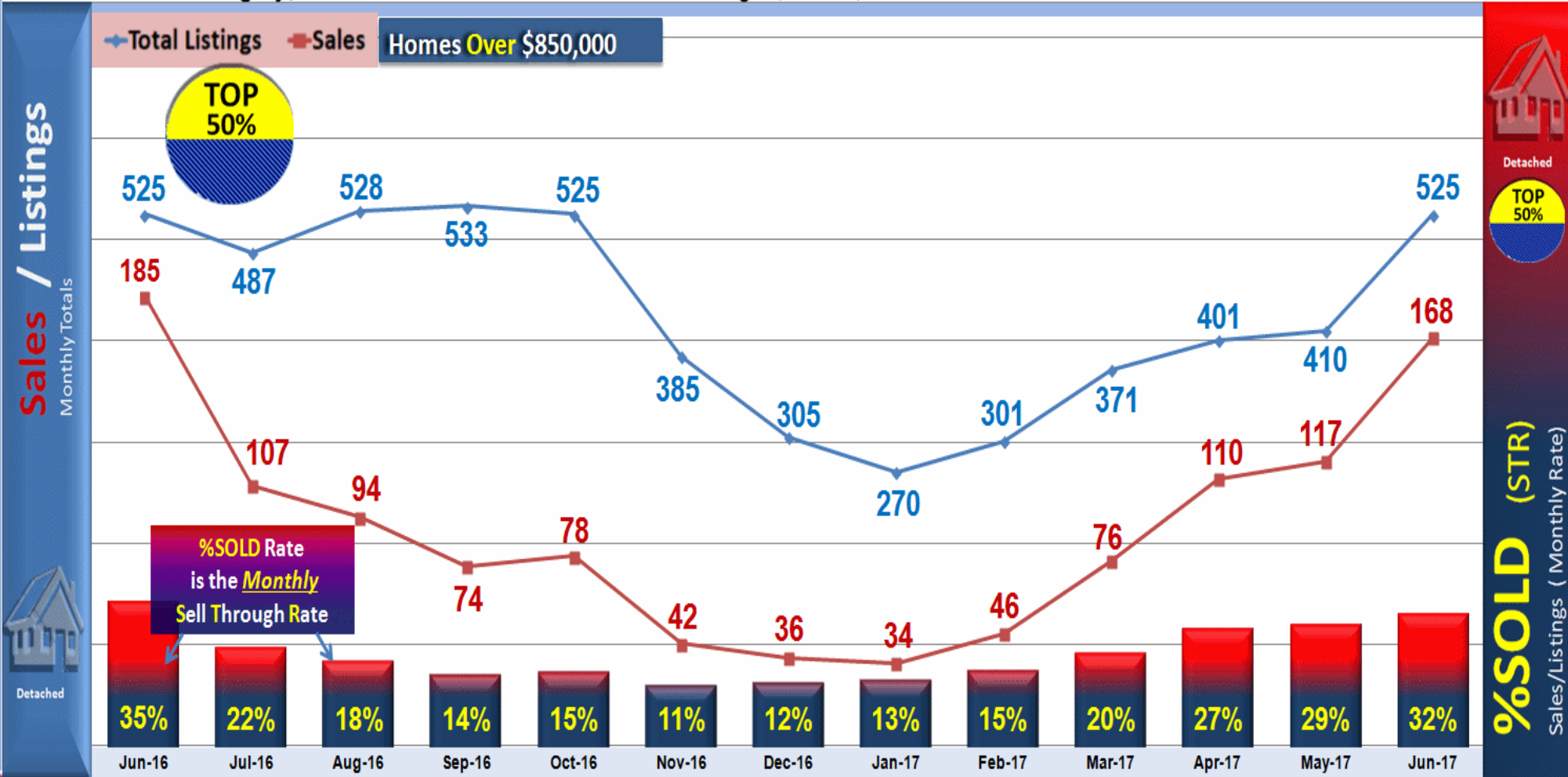
LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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



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

Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

July 1/17 Langley, Cloverdale

LORRI TERLECKI

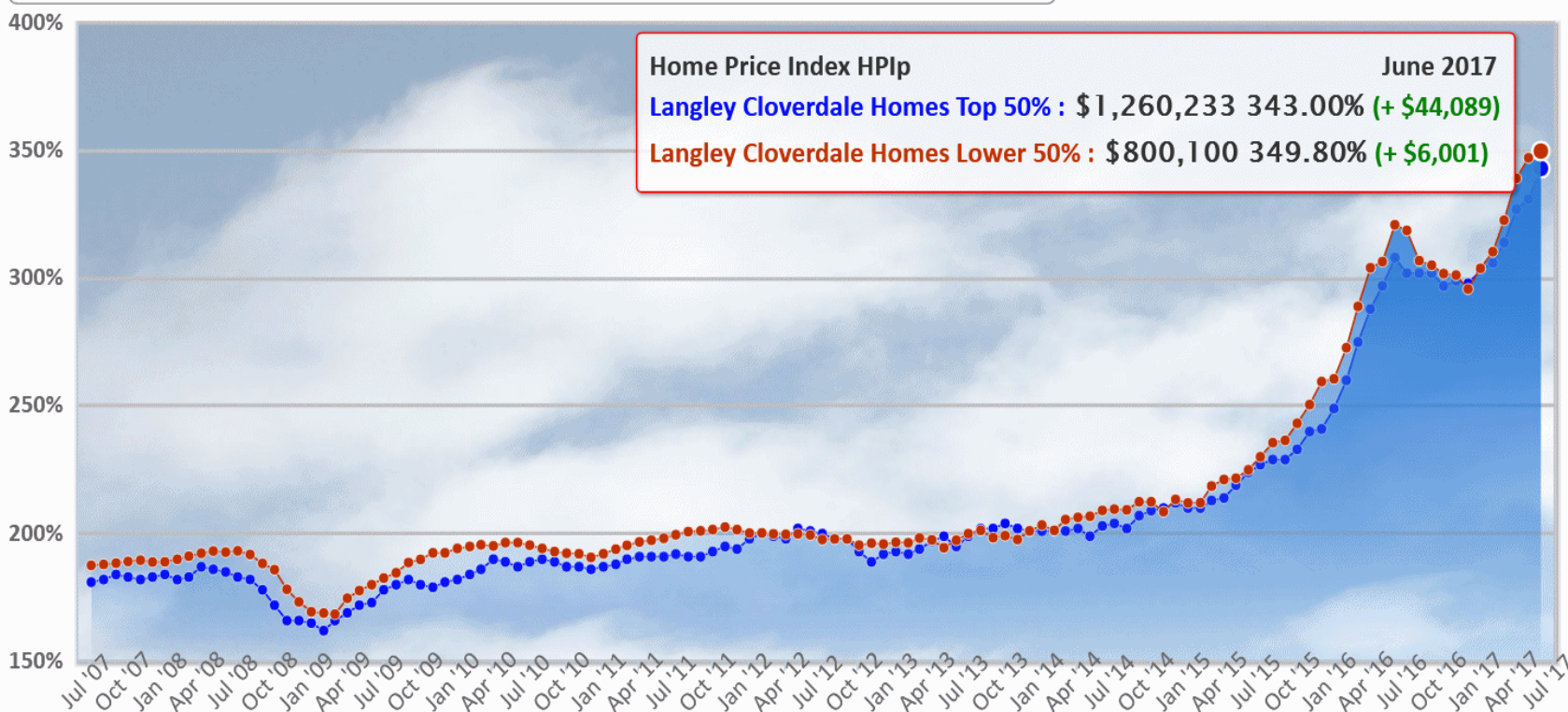
Selling Great Homes in Our Community!



Powered by the Greater Vancouver Market Reports HPIp



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



Drag over area to ZOOM in

Monthly Home values

Date	Value
Jun 2017	% 343.00
May 2017	% 331.00
Apr 2017	% 327.00
Mar 2017	% 314.00
Feb 2017	% 306.00
Jan 2017	% 303.00
Dec 2016	% 298.00
Nov 2016	% 299.00
Oct 2016	% 297.00
Sep 2016	% 302.00
Aug 2016	% 302.00
Jul 2016	% 302.00

<< < 1 2 3 > >>



*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.

HomeLife Benchmark Rlty (Clav)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17 East Surrey

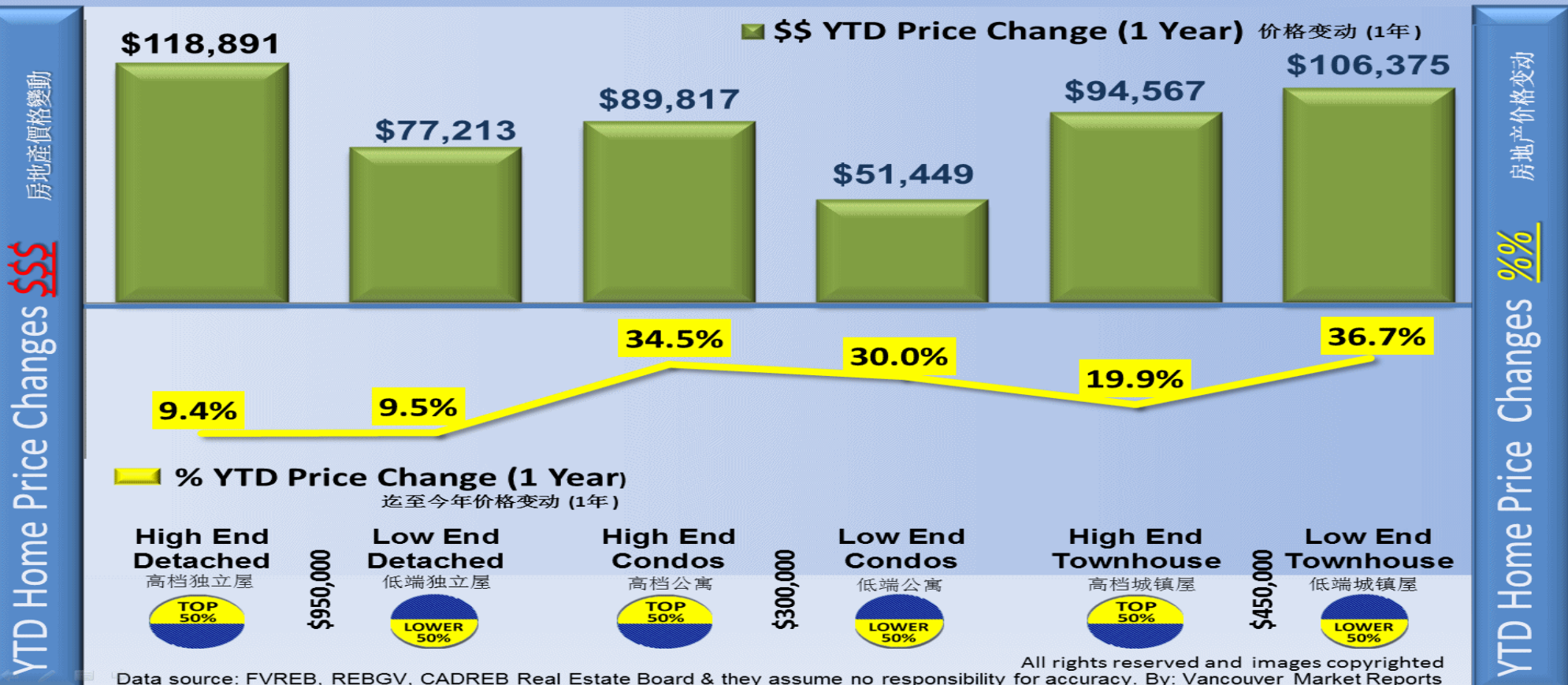
Surrey East Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

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

房屋类型: 迄至今年 (每季) 由2016年六月至2017年六月

Powered by: Vancouver Market Reports HPI[®]



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 Market Reports

All rights reserved and images copyrighted



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

Vancouver Market Reports

Statistics, on the Web!

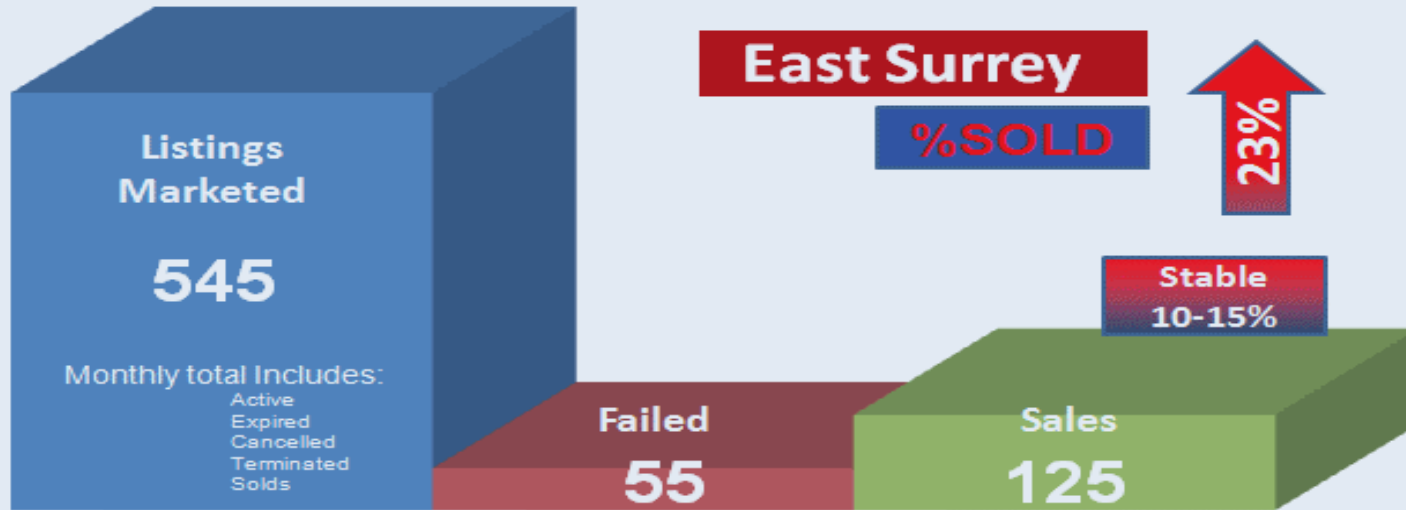
detached homes



Market Analysis and Forecasting

July 1/17 East Surrey

Monthly Market Activity - June 2017 - Single Family



July 1 2017 East Surrey Market Update (Detached)

Current: East Surrey is in a Sellers Market with **23% SOLD** rate, 8 DOM and 100% Sell/List Ratio.
(This means that there is an average (m) of a \$0 discount from the original list price)

Most Active Price Range: Homes between \$750,000 - \$850,000 have **48.1 %SOLD** rate.

Least Active Price Range: Homes above \$1.6 mill. have **13.1 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$127,287.

The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$90,999.

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

Forecast: East Surrey has an average Listing Supply; 365 homes are for sale and with the **23 %SOLD** monthly rate gives us a 4 months of inventory. 9% of the active listings have reduced their price by \$108,418 on average or \$99,001 on median in the last month. We project East Surrey to be a continued sellers market.



*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.

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting

July 1/17 East Surrey

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

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	Detached
0-\$750,000	18	8	5	109%	\$50,150	44.4%	↑
\$750,001-\$850,000	27	13	7	103%	\$26,200	48.1%	↑
\$850,001-\$950,000	64	18	9	101%	\$11,560	28.1%	↑
\$950,001-\$1,150,000	86	24	7	100%	\$2,501	27.9%	↑
\$1,150,001-\$1,600,000	205	43	9	98%	-\$23,000	21.0%	↑
\$1,600,001 and more	145	19	18	97%	-\$53,000	13.1%	↑
Total Activity	545	125	8	100%	\$0	23%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change	
Total Listings** (A,S,T,C,X)	622	335	545		210	↑
Active Listings (1st of the month)	351	279	168	365	197	↑
Solds	162	131	125		-6	↓
Days on Market (DOM)	11	11	8		-3	↓
%SOLD (Sales/Listings monthly rate)	26.0%	39.1%	22.9%		-16.2%	↓
(Top 50%) Home Price Index HPIp	\$1,303,813	\$1,395,732	\$1,431,100		\$35,368	↑
(Lower 50%) Home Price Index HPIp	\$813,101	\$887,101	\$904,100		\$16,999	↑

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



Vancouver Market Reports

Statistics, on the Web!

detached homes



LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17 East Surrey

What Sold in your Neighbourhood and for What Price?

East Surrey Sub areas Statistics - June 2017 Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	122	25	8	99%	-\$12,900	20.5%
Guildford	37	11	6	101%	\$10,000	29.7%
Port Kells	21	4	40	100%	\$5,606	19.0%
Fleetwood Tynehead	154	39	9	100%	\$1,000	25.3%
Panorama Ridge	140	27	7	99%	-\$8,000	19.3%
Sullivan Station	71	19	7	98%	-\$15,000	26.8%
Total Activity	545	125	8	100%	\$0	23%



*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.

HomeLife Benchmark Rlty (Clov)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!



Market Analysis and Forecasting

July 1/17 East Surrey



Next Months Market Forecast

The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$90,999.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: East Surrey has an average Listing Supply; 365 homes are for sale and with the **23 %SOLD** monthly rate gives us a 4 months of inventory. 9% of the active listings have reduced their price by \$108,418 on average or \$99,001 on median in the last month. We project East Surrey to be a continued sellers market.

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this last month, conversely only one City in the Fraser Valley saw a price drop. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$19,160, which is a small decrease over the \$25,106 increase that we saw in May, and is double the \$8,046 Average Increase in the Vancouver Markets. Last year our Emotionally Charged Single Family Markets peaked in July/ August and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. 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.

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



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

HomeLife Benchmark Rlty (Clon)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

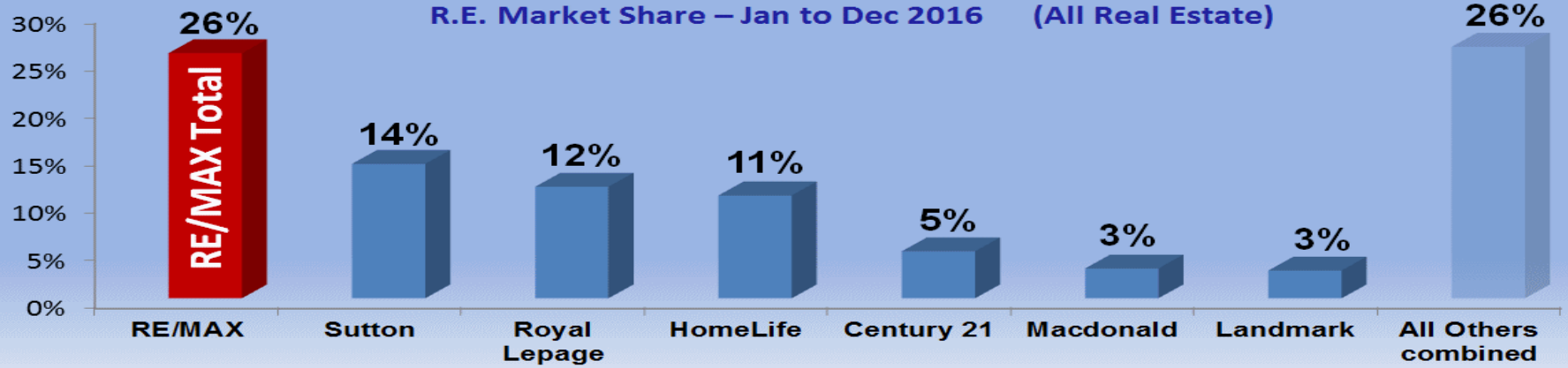
Market Analysis and Forecasting

July 1/17 East Surrey



#1 the RE/MAX Market Share Reports

Fraser Valley and Chilliwack R.E. Boards
R.E. Market Share – Jan to Dec 2016 (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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17 East Surrey

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

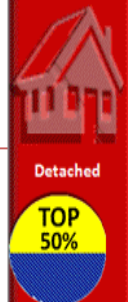
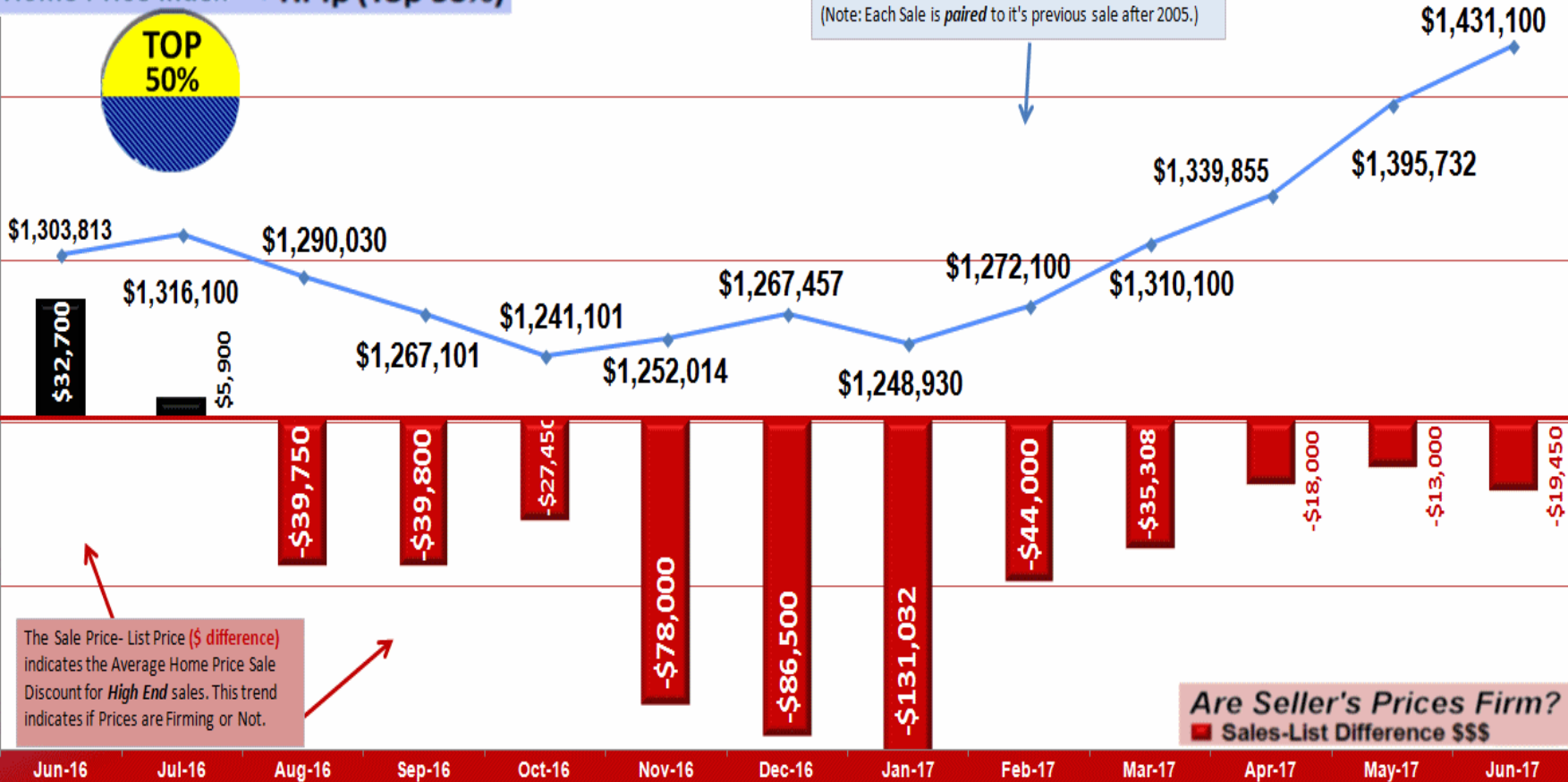
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$950,000

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

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



Detached

TOP 50%

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

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



Detached

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

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

LORRI TERLECKI

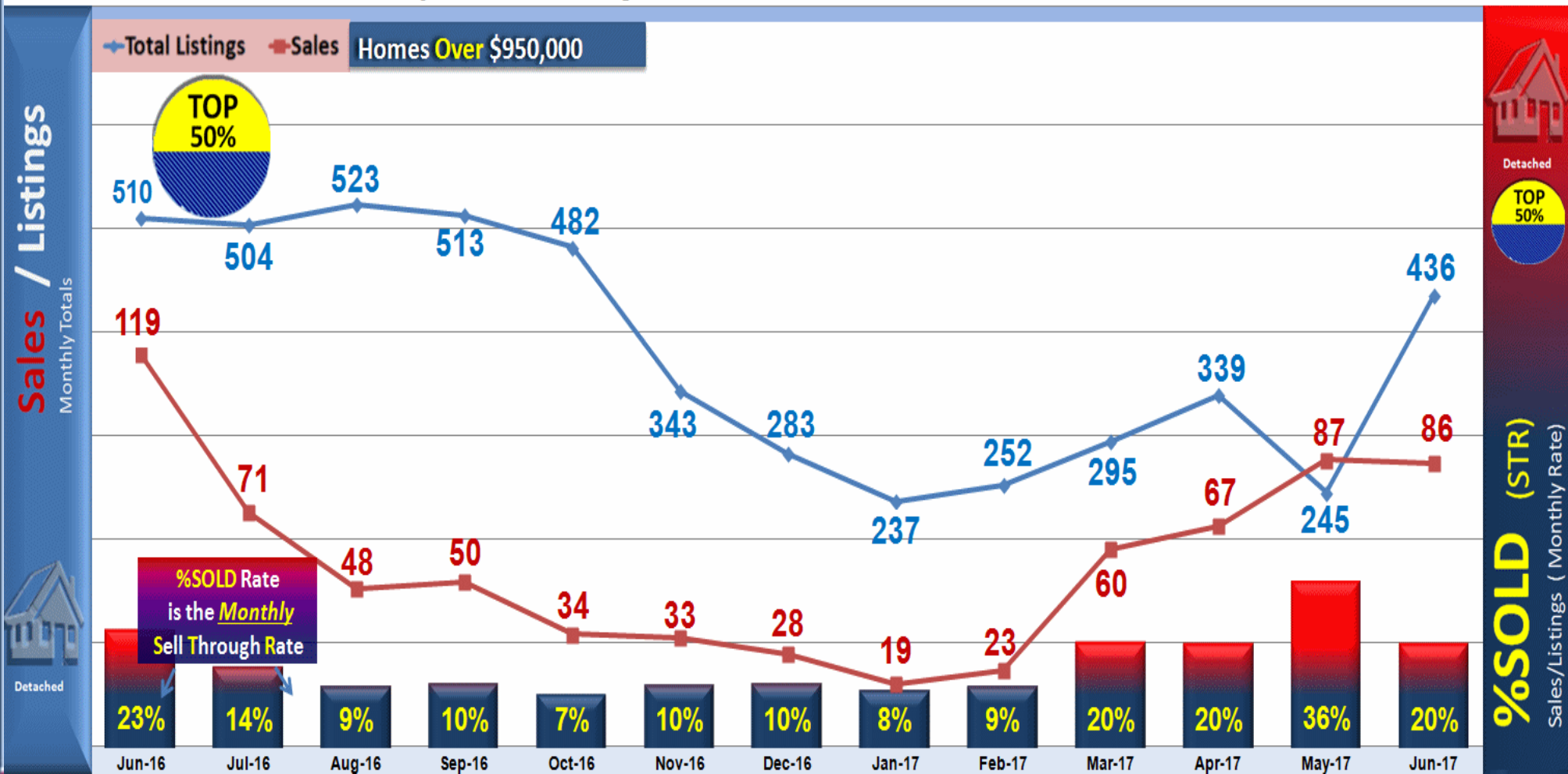
Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17 East Surrey

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



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

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

LORRI TERLECKI

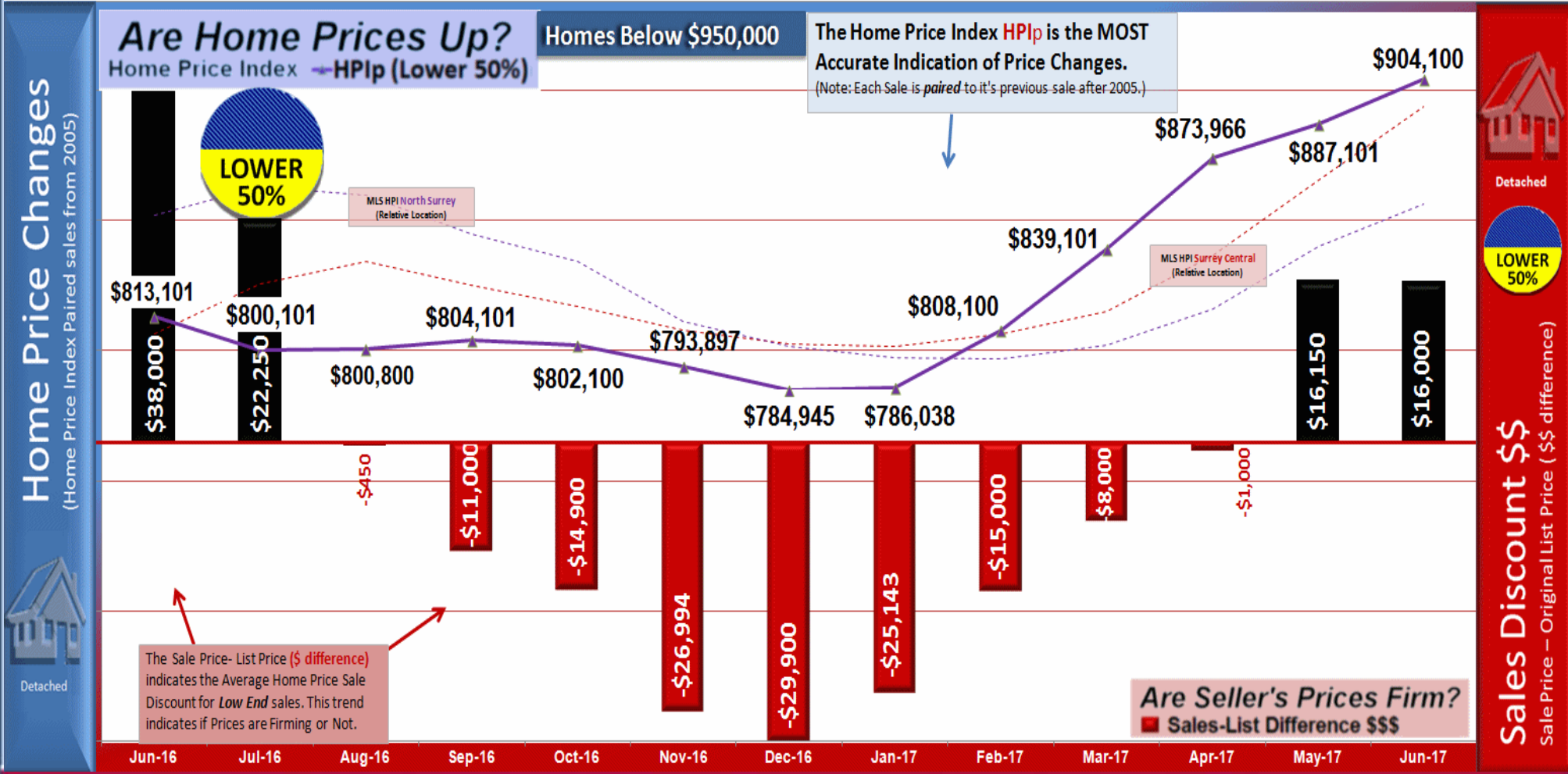
Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17 East Surrey

Detached East Surrey 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 its previous sale after 2005.)

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

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

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.

Vancouver Market Reports

Statistics, on the Web!



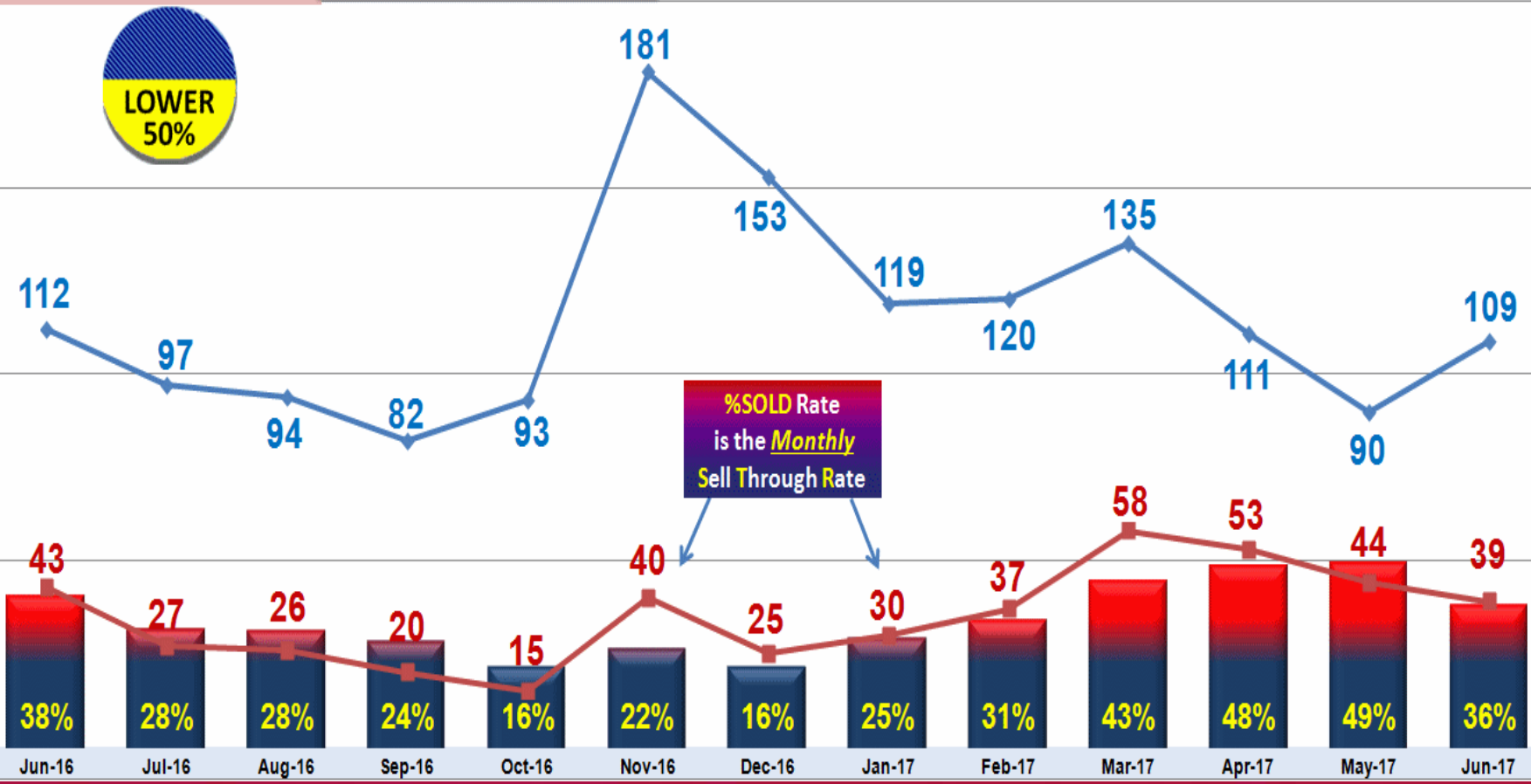
Market Analysis and Forecasting

July 1/17 **East Surrey**

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

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

Sales / Listings
Monthly Totals



Detached



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

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

produced for: **Lorri Terlecki**

HomeLife Benchmark Rlty (Clv) lterlecki@shaw.ca LorriTerlecki.com

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

detached homes

Market Analysis and Forecasting

July 1/17 **East Surrey**

LORRI TERLECKI

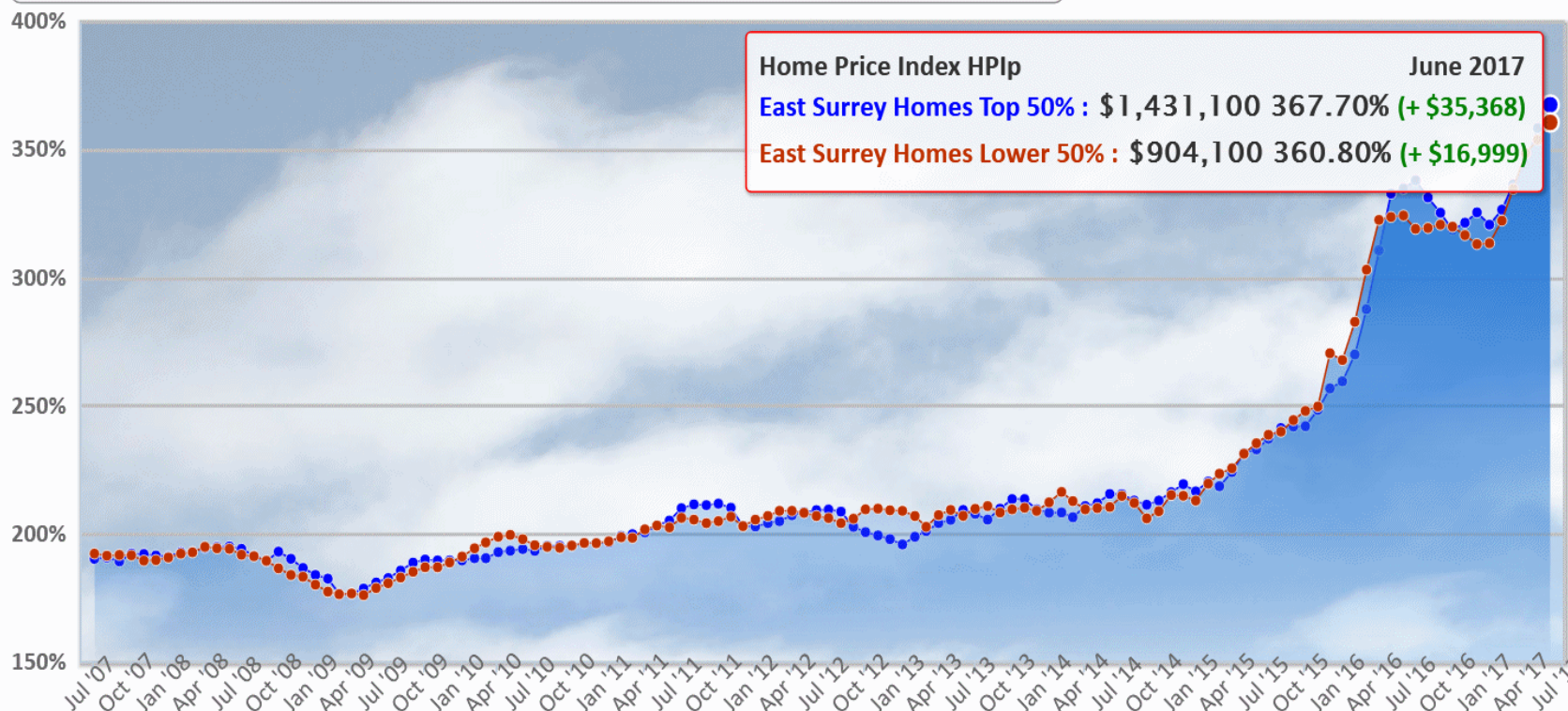
Selling Great Homes in Our Community!



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
Jun 2017	% 367.70
May 2017	% 358.60
Apr 2017	% 344.30
Mar 2017	% 336.60
Feb 2017	% 326.80
Jan 2017	% 320.90
Dec 2016	% 325.70
Nov 2016	% 321.70
Oct 2016	% 318.90
Sep 2016	% 325.60
Aug 2016	% 331.50
Jul 2016	% 338.20

<< < 1 2 3 > >>

Drag over area to zoom in



*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.

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

attached homes

Statistics, on the Web!

Market Analysis and Forecasting July 1/17 Langley, Cloverdale

LORRI TERLECKI

Selling Great Homes in Our Community!



Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Cloverdale BC	83	39	8	103%	\$11,000	47.0%
Clayton	127	66	7	103%	\$12,550	52.0%
Murrayville	19	3	15	101%	\$5,100	15.8%
Salmon River	9	5	4	100%	\$0	55.6%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	16	9	10	99%	-\$1,500	56.3%
Langley City	174	97	7	101%	\$3,000	55.7%
Total Activity	428	219	7	102%	\$6,200	51%

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
0-\$200,000	13	7	3	104%	\$6,000	53.8%
\$200,001-\$300,000	104	51	7	102%	\$4,000	49.0%
\$300,001-\$400,000	128	76	7	100%	\$50	59.4%
\$400,001 and more	183	85	8	103%	\$16,500	46.4%
Total Activity	428	219	7	102%	\$6,200	51%

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change
Total Listings** (A.S.T.C.X)	445	462	428	195	-34
Active Listings	236	202	185	195	10
Solds	238	256	219		-37
Days on Market (DOM)	8	7	7		0
% SOLD (Sales/ Listings /mthly rate)	53.5%	55.4%	51.2%		-4.2%
Condos (Top 50%) Home Price Index HPIp	\$294,101	\$369,100	\$382,362		\$13,262
Condos (Lower 50%) Home Price Index HPIp	\$190,462	\$255,979	\$262,211		\$6,232
Twnhs (Top 50%) Home Price Index HPIp	\$526,726	\$608,906	\$627,731		\$18,825
Twnhs (Lower 50%) Home Price Index HPIp	\$341,701	\$418,733	\$426,255		\$7,522

July 1 2017 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **55 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$100 surplus on a sale from the original list price)
Most Active Price Range: Attached homes between \$300,000 - \$400,000 have **59.4 %SOLD** rate and is in a Sellers Market.
Least Active Price Range: Attached homes above \$400,000 have **46.4 %SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$88,261.
 The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$71,748.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$101,005.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$84,554.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The total Listing Inventories are 6% less than the same month in 2016. We project Langley, Cloverdale Attached to be a continued sellers market.

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this last month, conversely only one City in the Fraser Valley saw a price drop. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$19,160, which is a small decrease over the \$25,106 increase that we saw in May, and is double the \$8,046 Average Increase in the Vancouver Markets. Last year our Emotionally Charged Single Family Markets peaked in July/ August and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. 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 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

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



HomeLife Benchmark Rlty (Clov)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

attached homes

Statistics, on the Web!

LORRI TERLECKI

Selling Great Homes in Our Community!

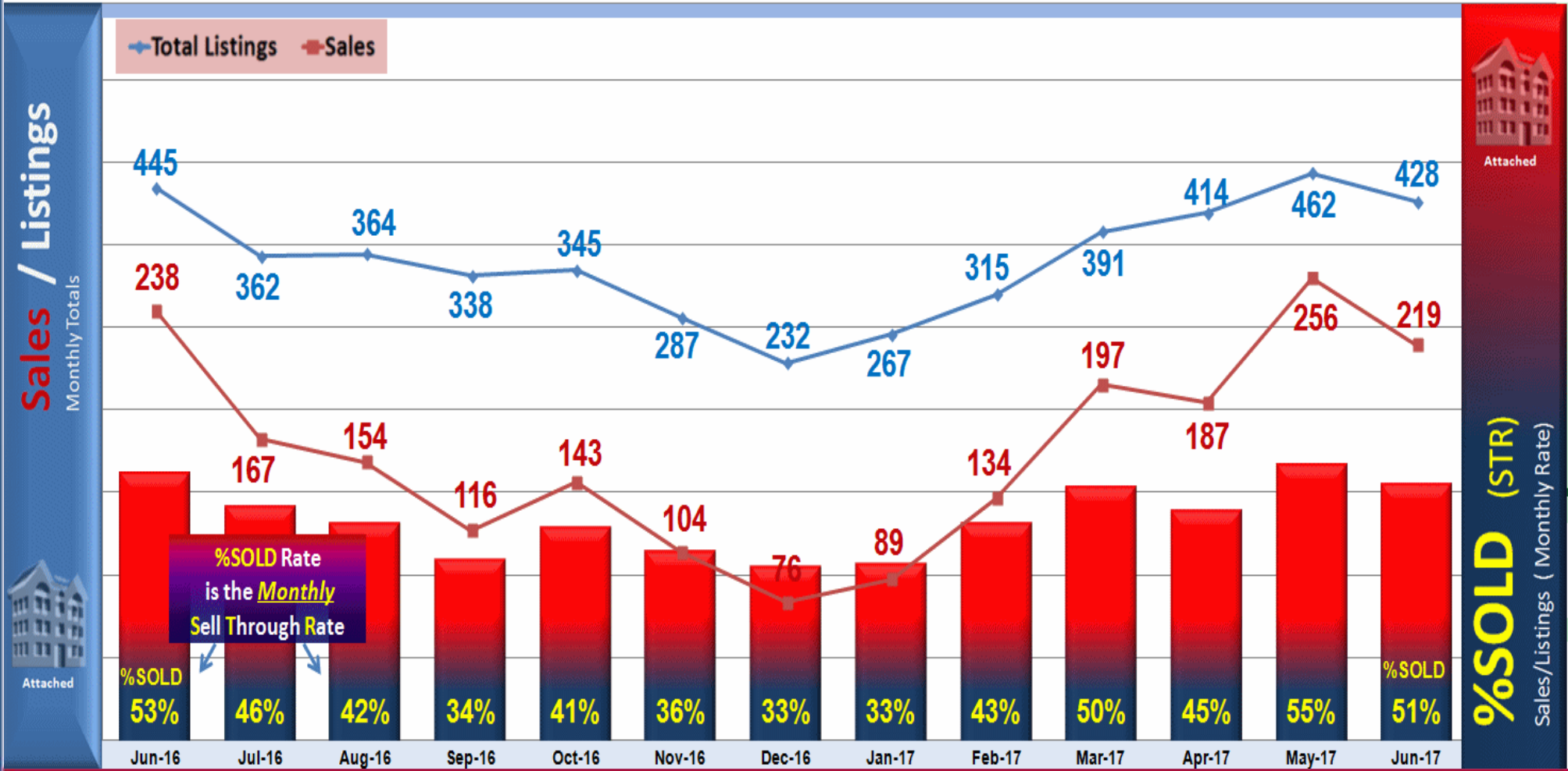


Market Analysis and Forecasting

July 1/17 Langley, Cloverdale

Attached Langley, Cloverdale

Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals

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

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

produced for: *Lorri Terlecki*

HomeLife Benchmark Rlty (Clov) lterlecki@shaw.ca LorriTerlecki.com

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

attached homes

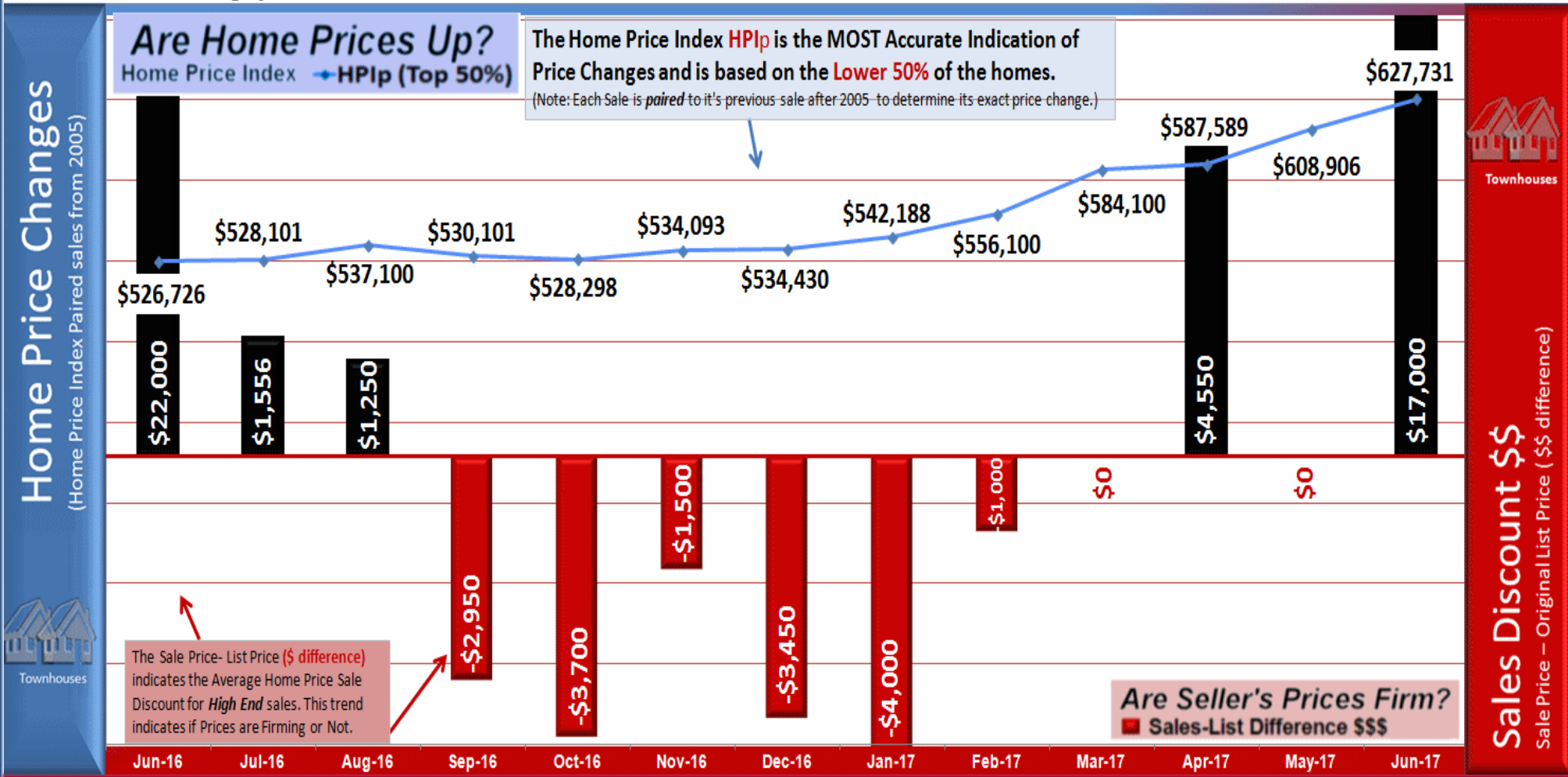
LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

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)



Townhouses

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

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

Vancouver Market Reports

attached homes

Statistics, on the Web!

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

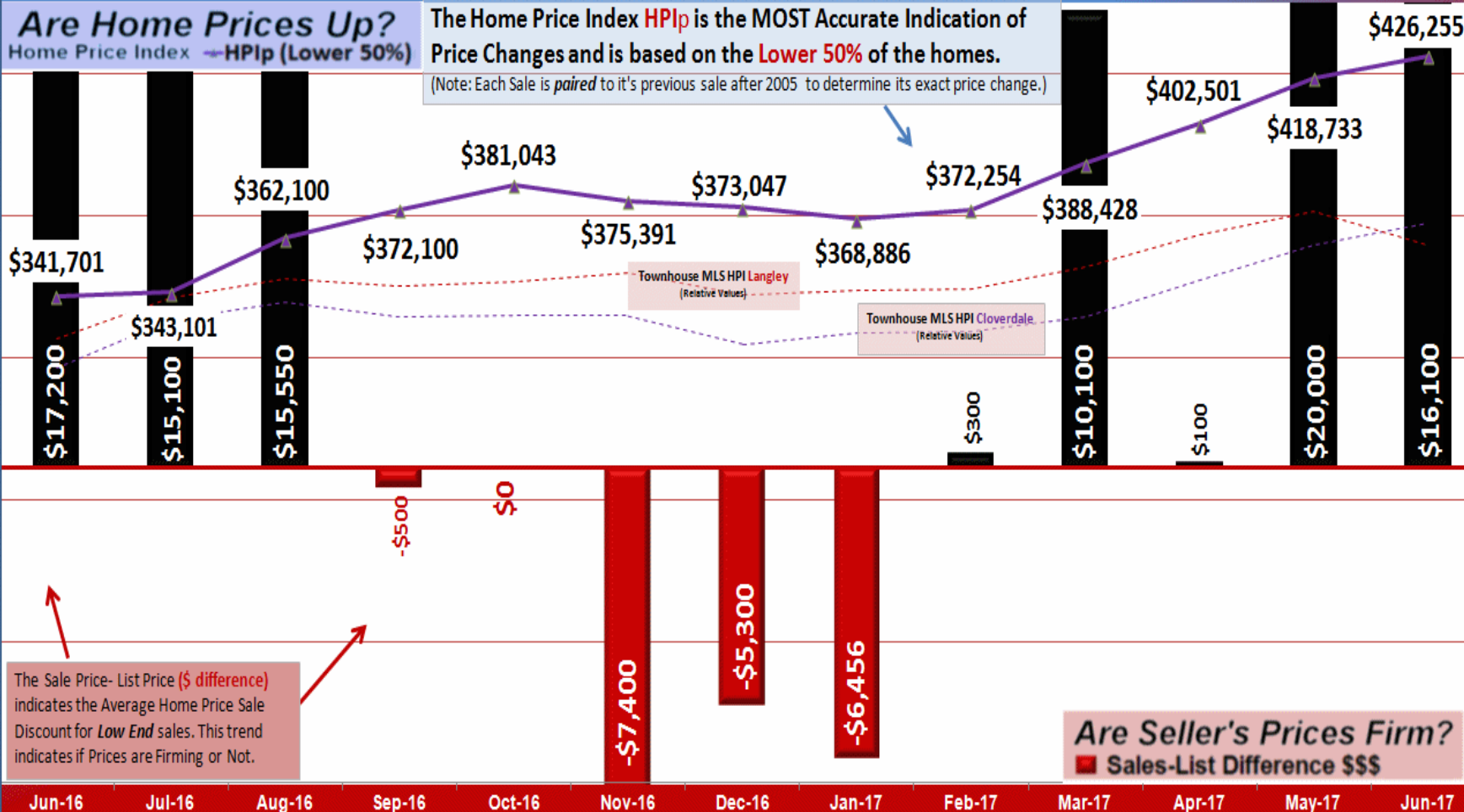
Attached Langley, Cloverdale Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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

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

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



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

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

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

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

Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting July 1/17 Langley, Cloverdale

LORRI TERLECKI

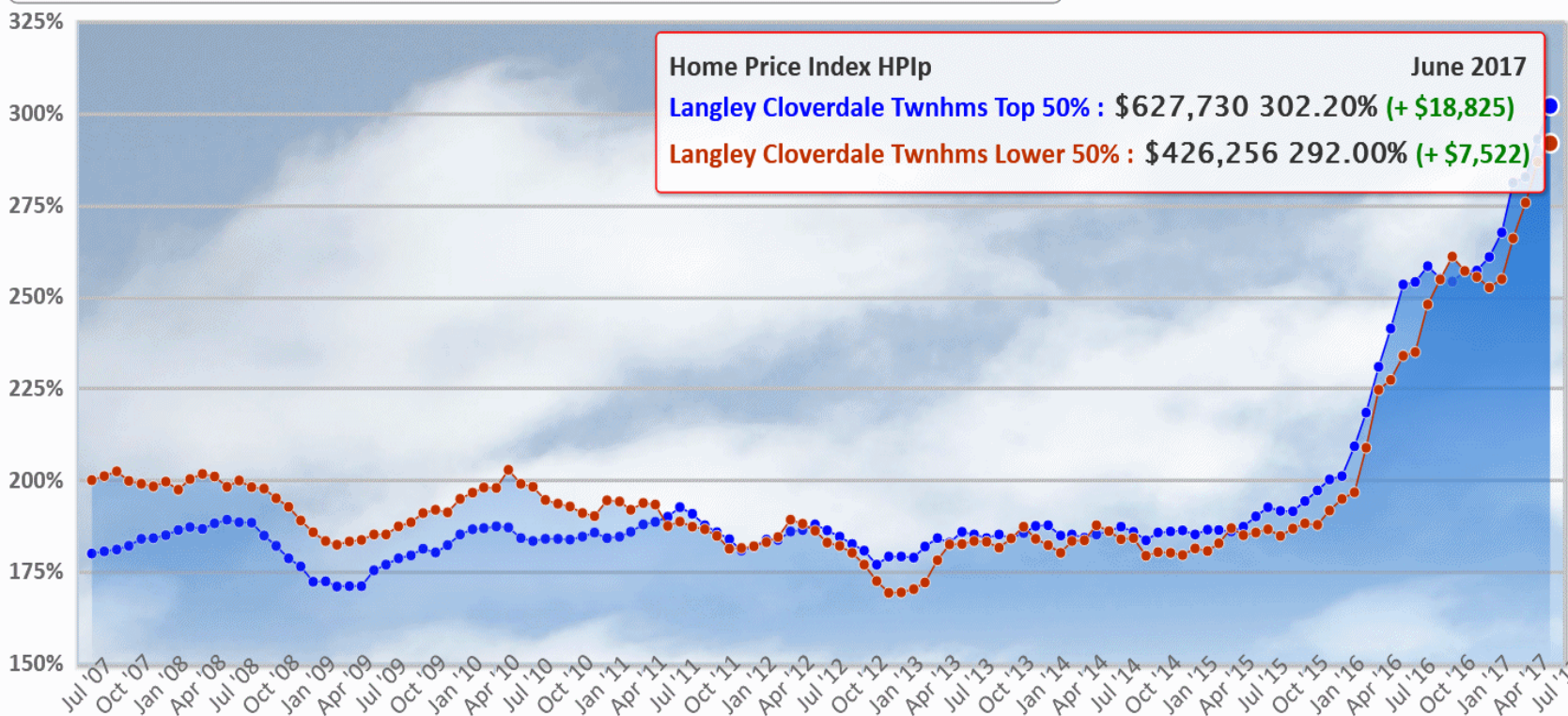
Selling Great Homes in Our Community!



Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jun 2017	% 302.20
May 2017	% 293.10
Apr 2017	% 282.80
Mar 2017	% 281.20
Feb 2017	% 267.70
Jan 2017	% 261.00
Dec 2016	% 257.30
Nov 2016	% 257.10
Oct 2016	% 254.30
Sep 2016	% 255.20
Aug 2016	% 258.50
Jul 2016	% 254.20

<< < 1 2 3 > >>

Drag over area to ZOOM in



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

HomeLife Benchmark Rlty (Clov) lterlecki@shaw.ca LorriTerlecki.com

produced for: **Lorri Terlecki**
 Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

attached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 Langley, Cloverdale

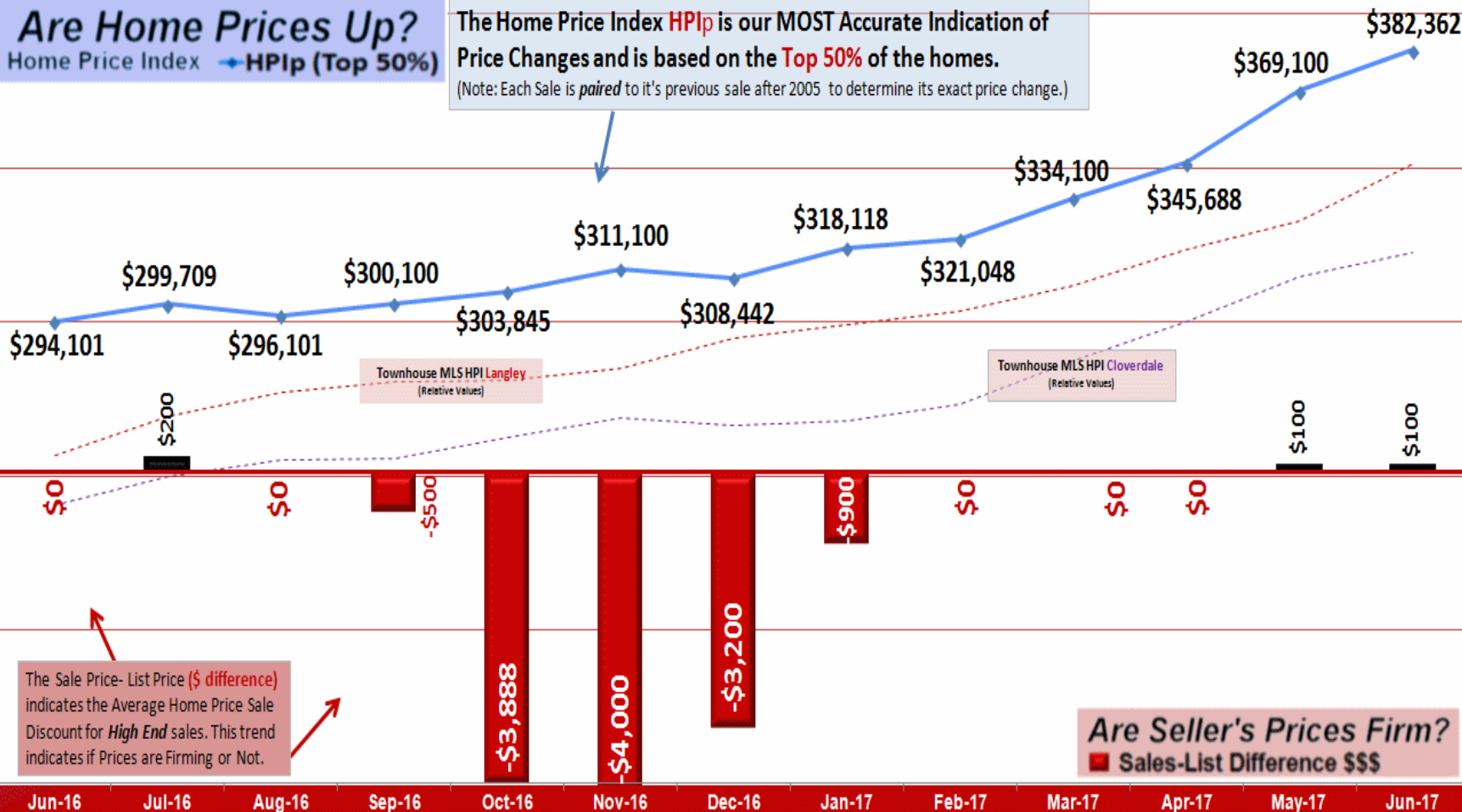
Attached Langley, Cloverdale Condos Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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



Condominiums

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

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

Vancouver Market Reports

attached homes

Statistics, on the Web!

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting

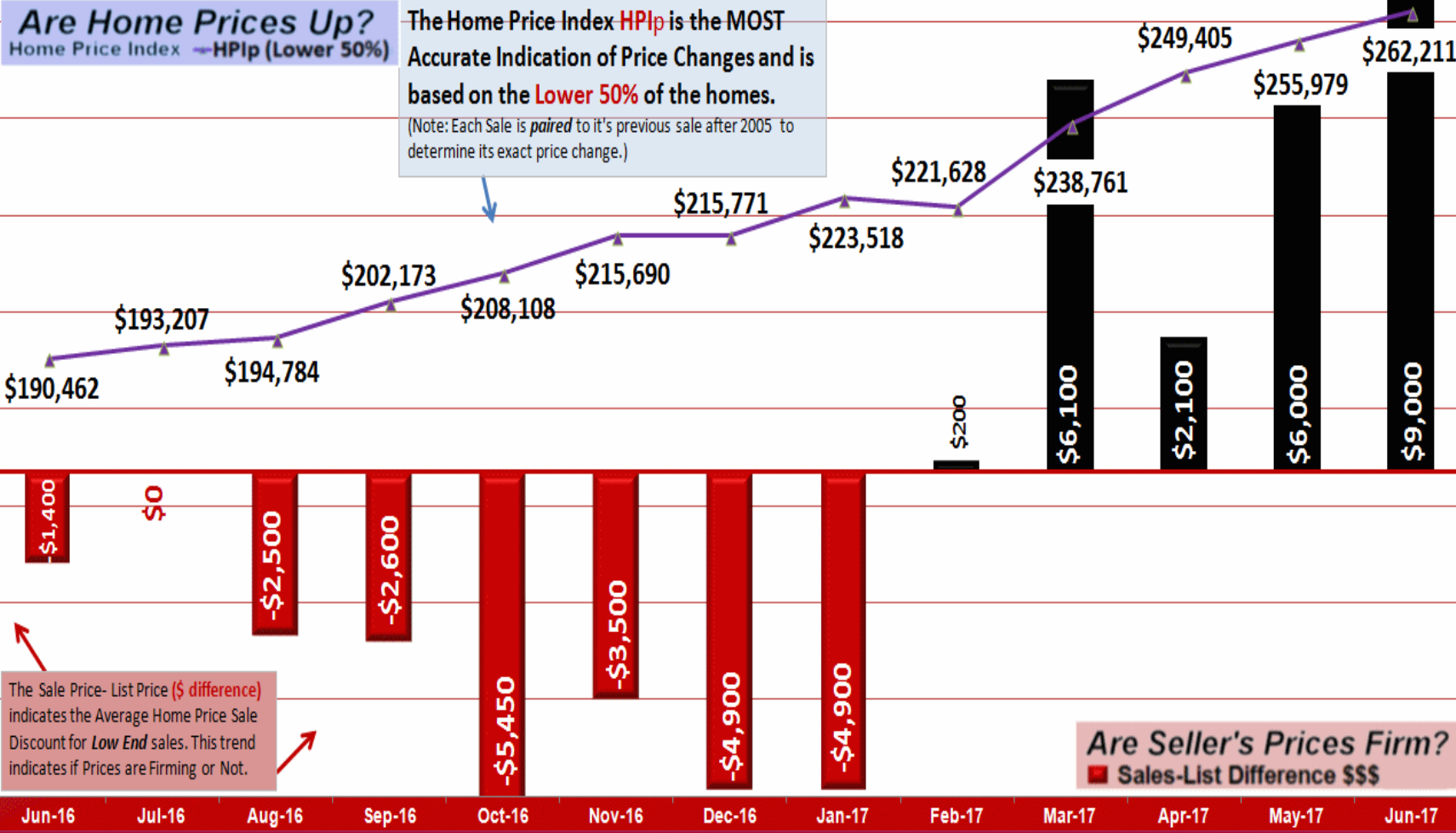
July 1/17 Langley, Cloverdale

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

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

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

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



The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for 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 **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting

July 1/17 Langley, Cloverdale

LORRI TERLECKI

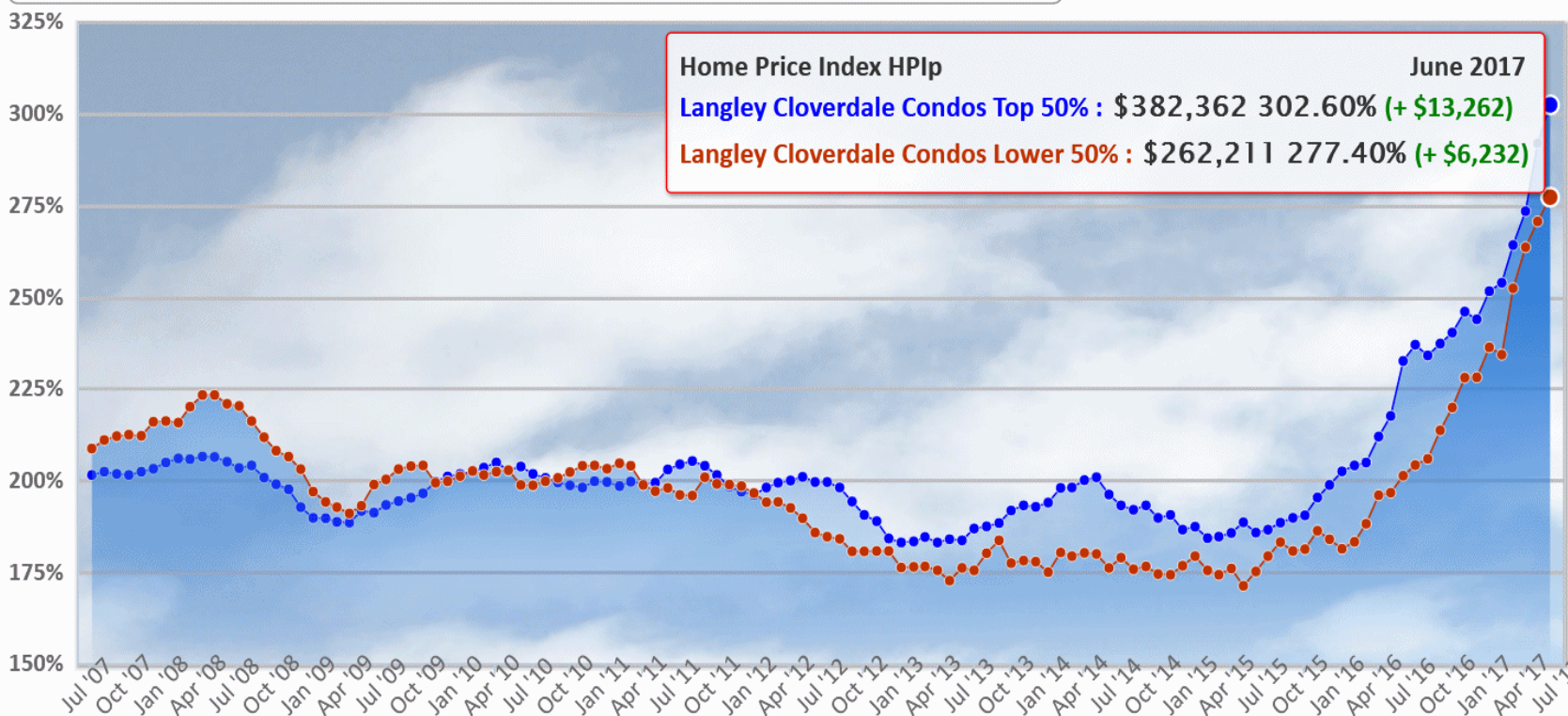
Selling Great Homes in Our Community!



Powered by the Greater Vancouver Market Reports HPI



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



Monthly Home values

Date	Value
Jun 2017	% 302.60
May 2017	% 292.10
Apr 2017	% 273.60
Mar 2017	% 264.40
Feb 2017	% 254.10
Jan 2017	% 251.80
Dec 2016	% 244.10
Nov 2016	% 246.20
Oct 2016	% 240.50
Sep 2016	% 237.50
Aug 2016	% 234.30
Jul 2016	% 237.20

<< < 1 2 3 > >>

Drag over area to ZOOM in



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

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

attached homes

Statistics, on the Web!

Market Analysis and Forecasting

July 1/17

East Surrey

LORRI TERLECKI

Selling Great Homes in Our Community!



Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	8	2	52	102%	\$12,506	25.0%
Guildford	136	61	9	104%	\$12,100	44.9%
Fleetwood Tynehead	83	39	7	104%	\$18,200	47.0%
Panorama Ridge	24	12	3	100%	\$0	50.0%
Sullivan Station	100	47	9	101%	\$3,000	47.0%
Total Activity	351	161	8	102%	\$10,100	46%

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$200,000	8	3	7	115%	\$30,000	37.5%
\$200,001-\$300,000	49	24	11	105%	\$12,950	49.0%
\$300,001-\$400,000	61	25	9	101%	\$5,200	41.0%
\$400,001 and more	233	109	7	102%	\$10,000	46.8%
Total Activity	351	161	8	102%	\$10,100	46%

July 12017 East Surrey Market Update Attached Townhomes/Condos

Current: East Surrey is a Sellers Market with average listing inventory, a **46 %SOLD** rate and a 100% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging \$0)

Most Active Price Range: Homes between \$200,000 - \$300,000 have **49.0 %SOLD** rate.
Least Active Price Range: Homes between \$300,000 - \$400,000 have **37.5 %SOLD** rate.

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

HPIp (Top 50%) shows that prices are increased \$100,304.

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

HPIp (Lower 50%) shows that prices increased \$58,644.

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

HPIp (Top 50%) shows that prices increased \$90,699.

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

HPIp (Lower 50%) shows that prices are increased \$107,329.

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

Forecast: May's listing inventory is 4% more than the same month last year.

Monthly Changes Summary	Jun-16	May-17	Jun-17	7/1/2017	Change
Total Listings** (A,S,T,C,X)	338	335	351		16
Active Listings (1st of the month)	166	157	150	171	21
Solds	145	167	161		-6
Days on Market (DOM)	8	8	8		0
%SOLD (Sales/ Listings /mnlthly rate)	43%	50%	46%		-4%
Condos (Top 50%) Home Price Index HPI	\$267,635	\$348,865	\$367,940		\$19,075
Condos (Lower 50%) Home Price Index HF	\$172,972	\$222,258	\$231,616		\$9,359
Twnhs (Top 50%) Home Price Index HPIp	\$500,296	\$571,100	\$590,994		\$19,894
Twnhs (Lower 50%) Home Price Index HPIp	\$301,100	\$398,118	\$408,429		\$10,311

Lorri Terlecki, brings to the table more than 16 years of professional real estate expertise, along with a background in banking, and an extensive knowledge of residential construction. She specializes in residential homes for sale located in and around Cloverdale, Surrey, Langley, White Rock, Abbotsford and Chilliwack British Columbia. She has been a Medallion Club Member in the Fraser Valley since 1998 and is among the top 5% of Homelife Realtors in B.C. She can help you either in selling your home or finding you a new one. You will find her easy to work with and her thorough knowledge of this industry is second to none!

June's Real Estate Statistics show 29% of Vancouver's Detached Markets actually dropped values this last month, conversely only one City in the Fraser Valley saw a price drop. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$19,160, which is a small decrease over the \$25,106 increase that we saw in May, and is double the \$8,046 Average Increase in the Vancouver Markets. Last year our Emotionally Charged Single Family Markets peaked in July/ August and this year we are forecasting that we are at the end of the Sellers Market across most Detached Markets.

All 100% of the Attached Markets increased across Greater Vancouver's 58 Markets and we forecast a Sellers Market for yet another month. 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 East Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **East Surrey HPIp Top 50%** representing the higher end sales and the **East Surrey HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

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

The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.

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



HomeLife Benchmark Rlty (Clon)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

attached homes

Statistics, on the Web!

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17

East Surrey

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

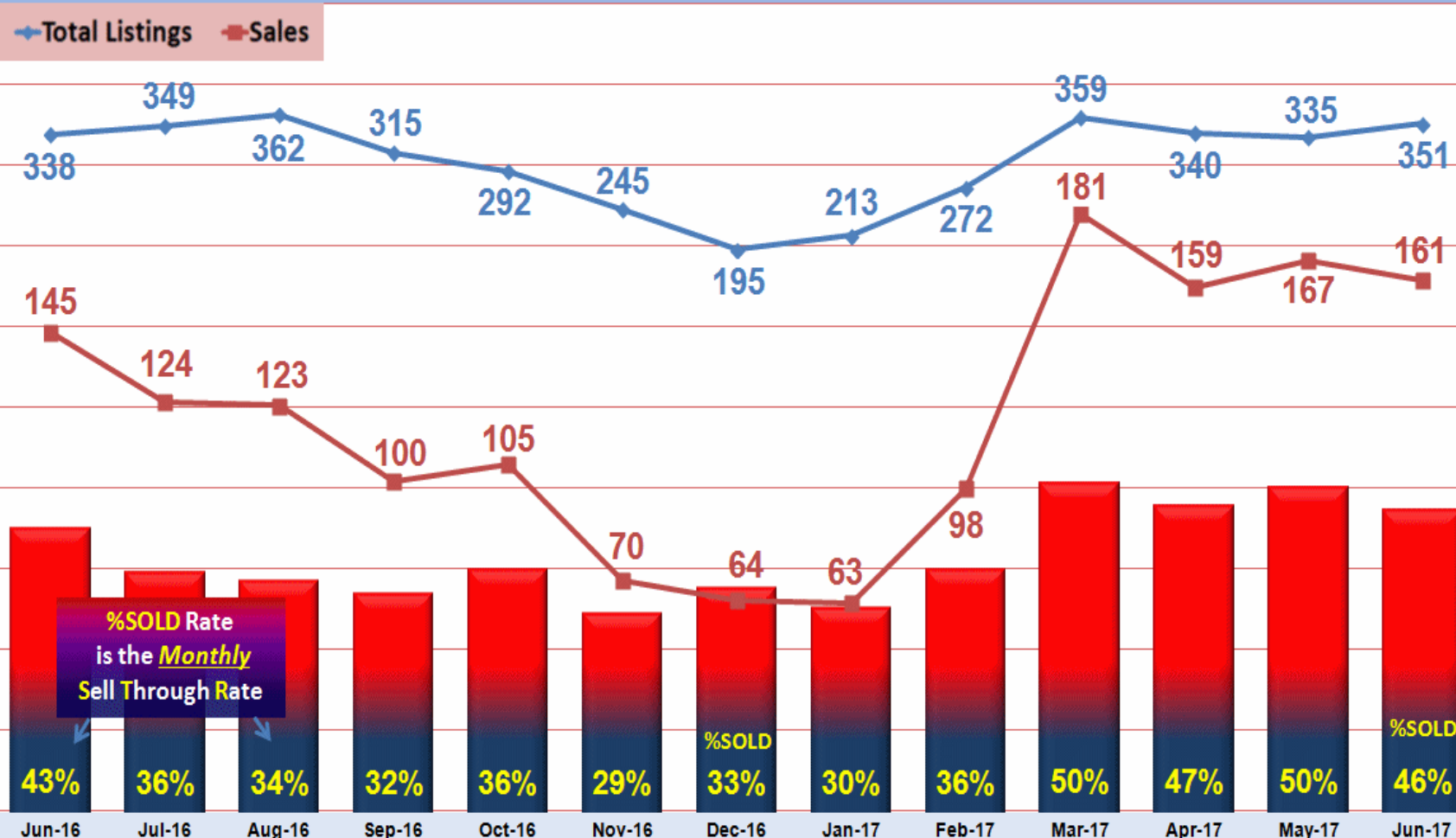
Sales / Listings

Monthly Totals



Attached

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



%SOLD Rate is the *Monthly* Sell Through Rate



Attached



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

HomeLife Benchmark Rlty (Clow)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: *Lorri Terlecki*

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

attached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17

East Surrey

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

Home Price Changes

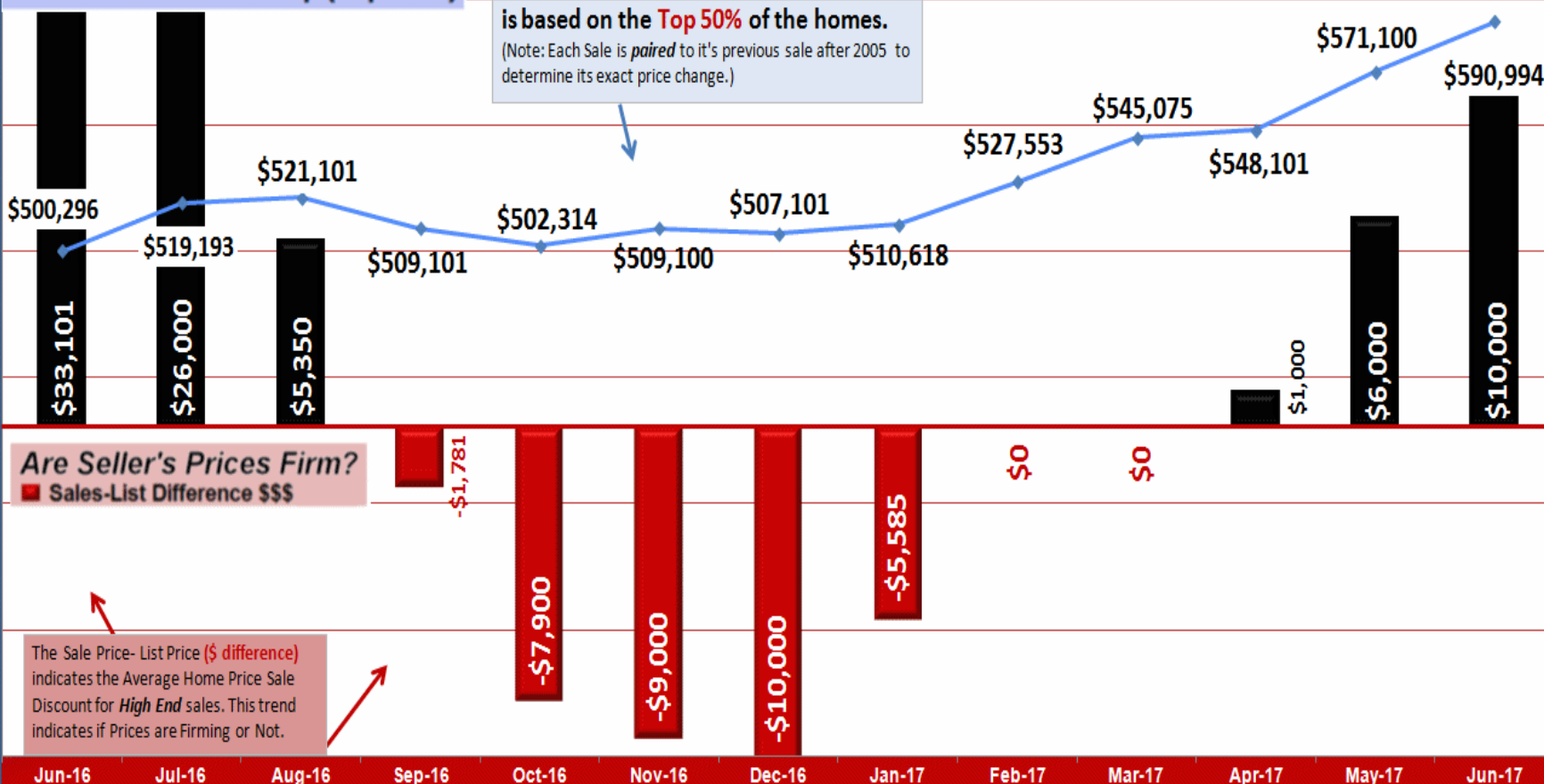
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

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



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



Townhouses

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

produced for: **Lorri Terlecki**

HomeLife Benchmark Rlty (Clv) lterlecki@shaw.ca LorriTerlecki.com

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

attached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting July 1/17 East Surrey

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

Home Price Changes

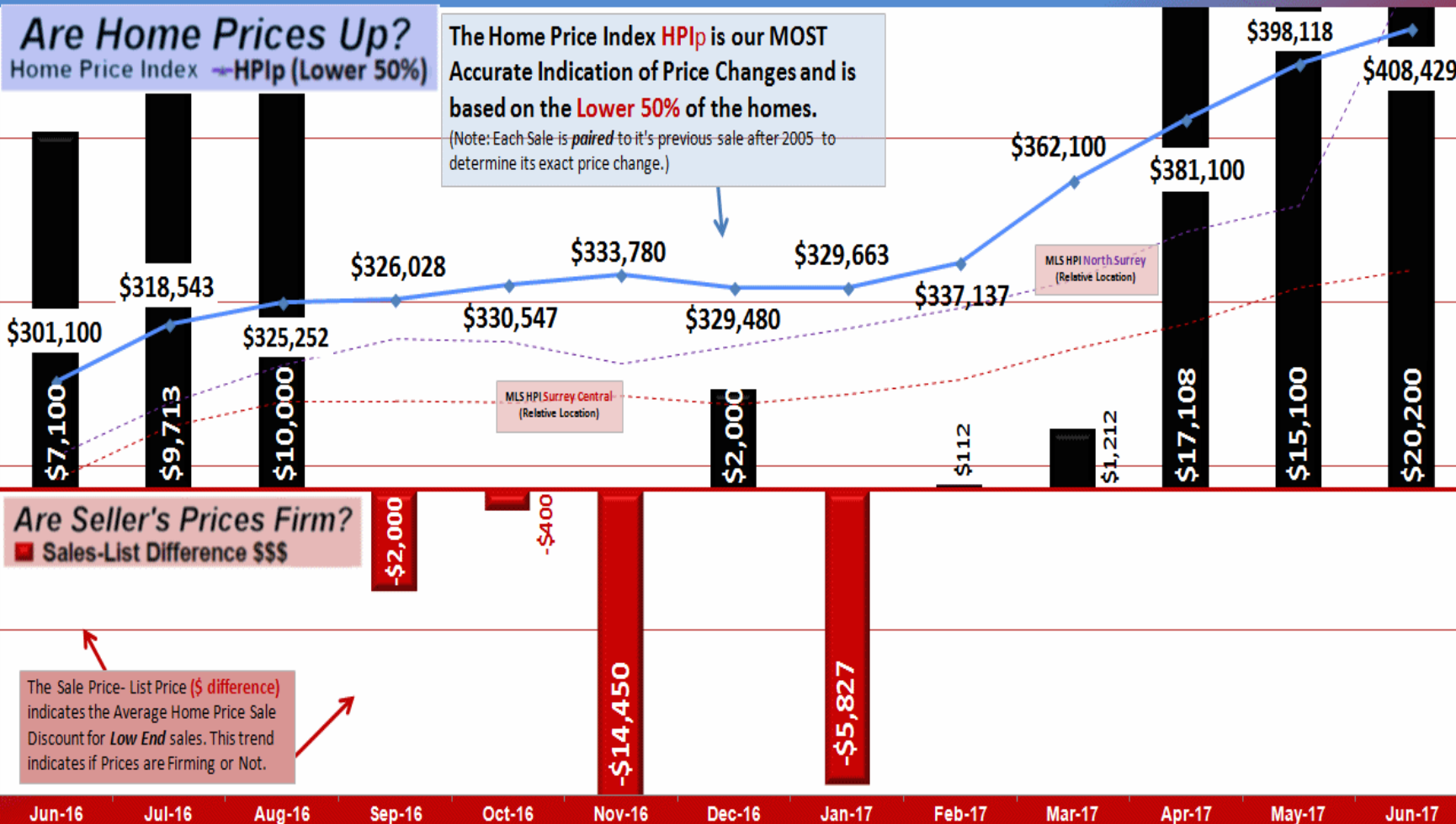
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

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



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)



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

Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting

July 1/17

East Surrey

LORRI TERLECKI

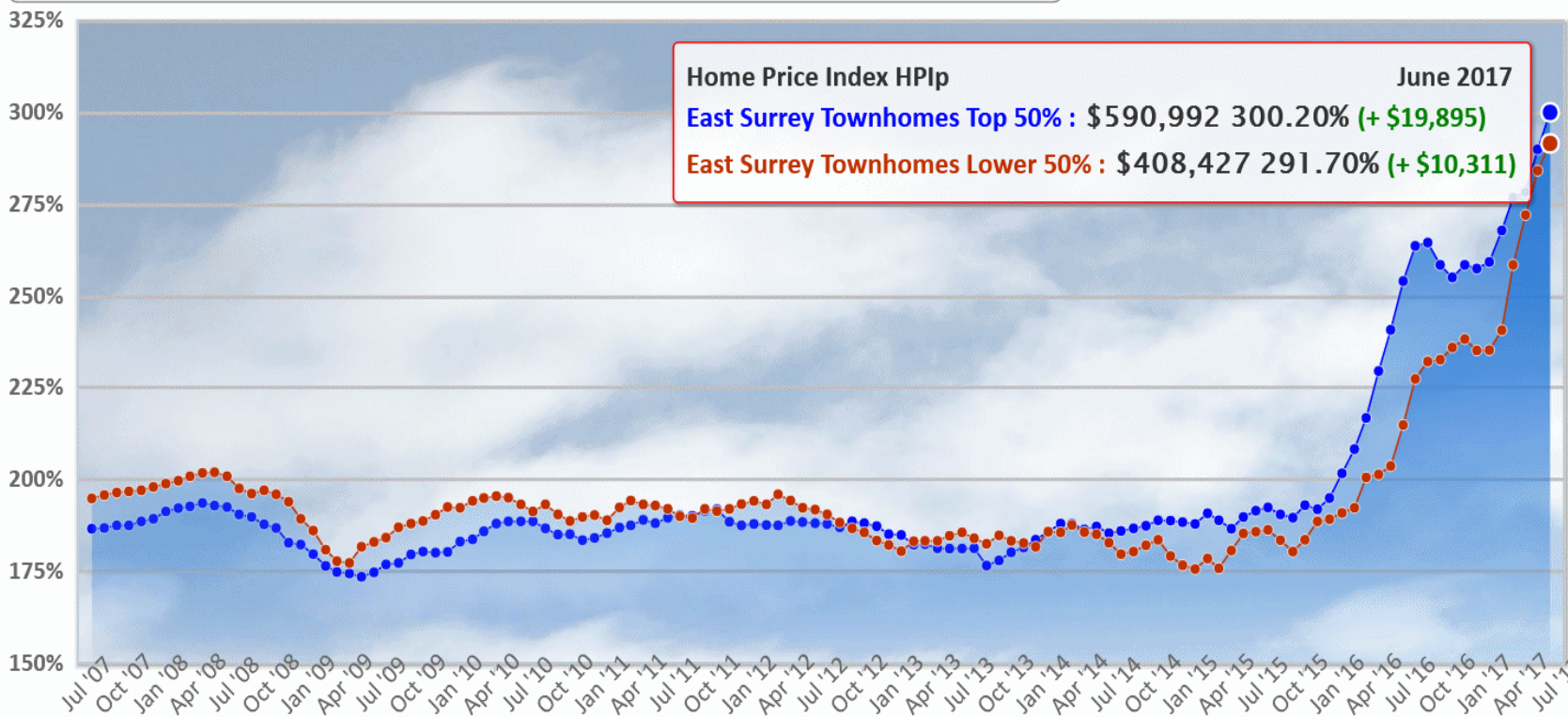
Selling Great Homes in Our Community!



Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jun 2017	% 300.20
May 2017	% 290.10
Apr 2017	% 278.40
Mar 2017	% 276.90
Feb 2017	% 268.00
Jan 2017	% 259.40
Dec 2016	% 257.60
Nov 2016	% 258.60
Oct 2016	% 255.20
Sep 2016	% 258.60
Aug 2016	% 264.70
Jul 2016	% 263.80

<< < 1 2 3 > >>

Drag over area to ZOOM in



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

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

attached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



Market Analysis and Forecasting

July 1/17

East Surrey

Attached

East Surrey

Condos

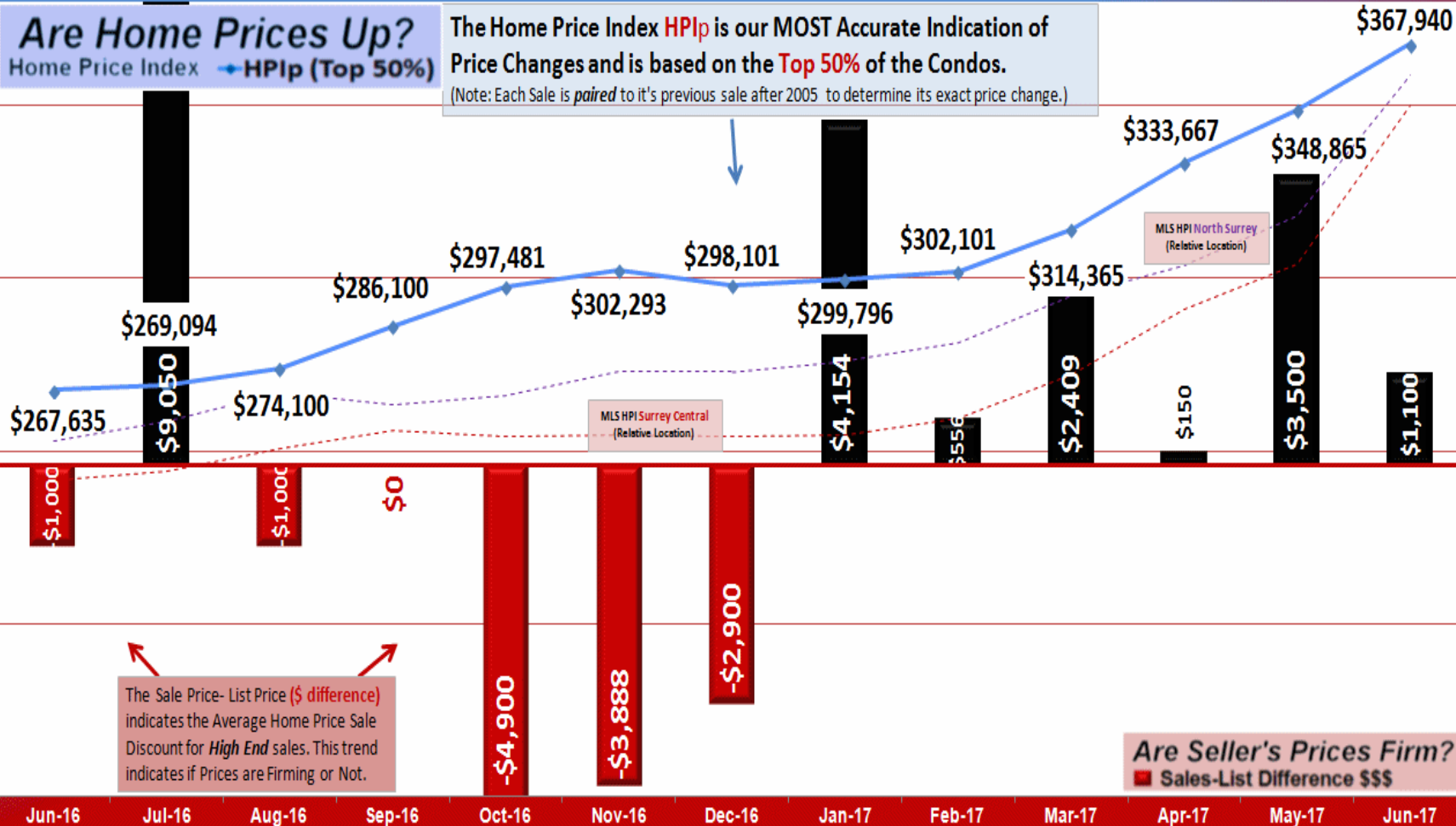
Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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



Condominiums

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



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

HomeLife Benchmark Rlty (Clov)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Vancouver Market Reports

Statistics, on the Web!

attached homes

LORRI TERLECKI

Selling Great Homes in Our Community!



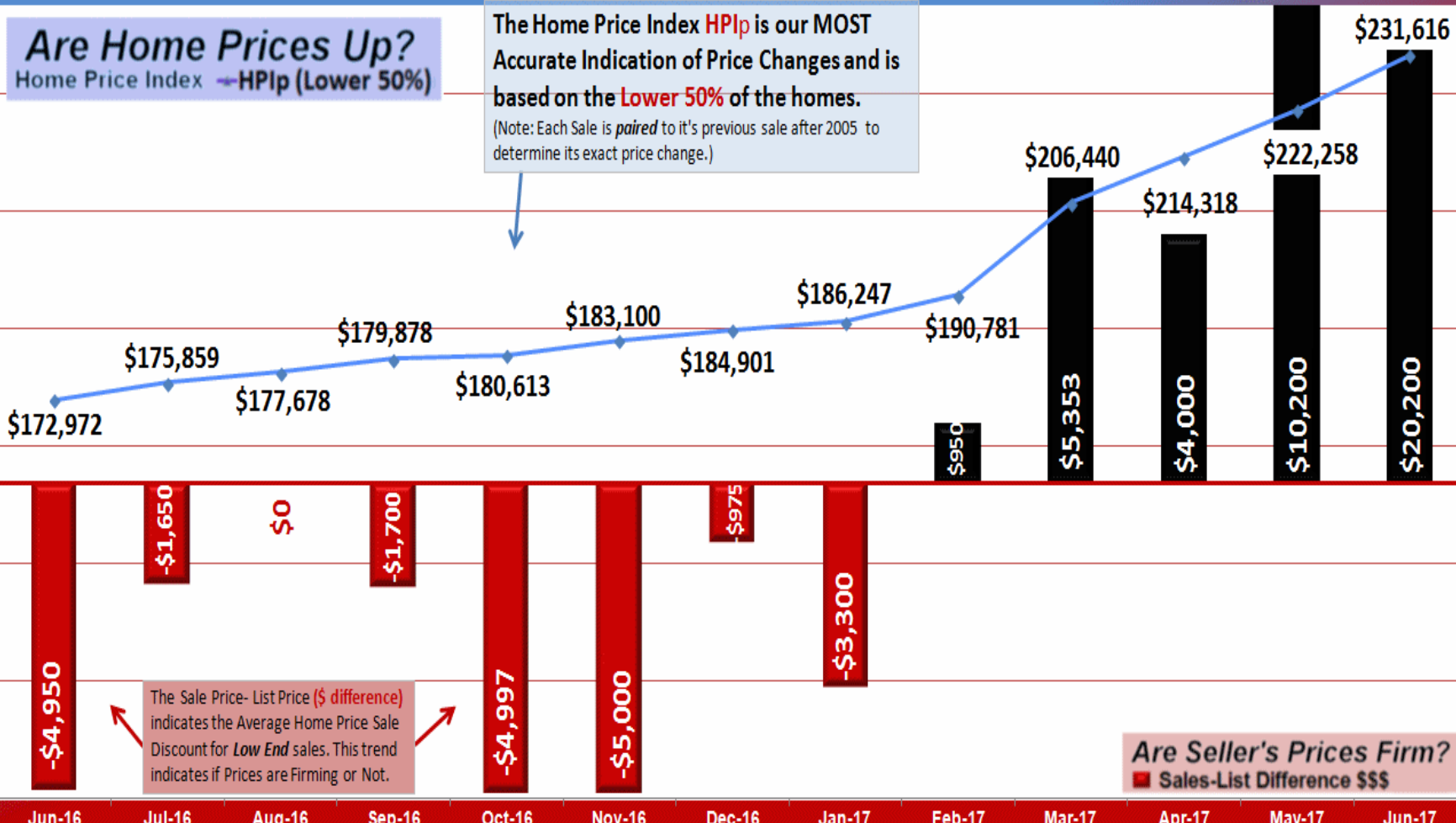
Market Analysis and Forecasting July 1/17 East Surrey

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

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

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

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

Vancouver Market Reports

Statistics, on the Web!

attached homes

Market Analysis and Forecasting

July 1/17

East Surrey

LORRI TERLECKI

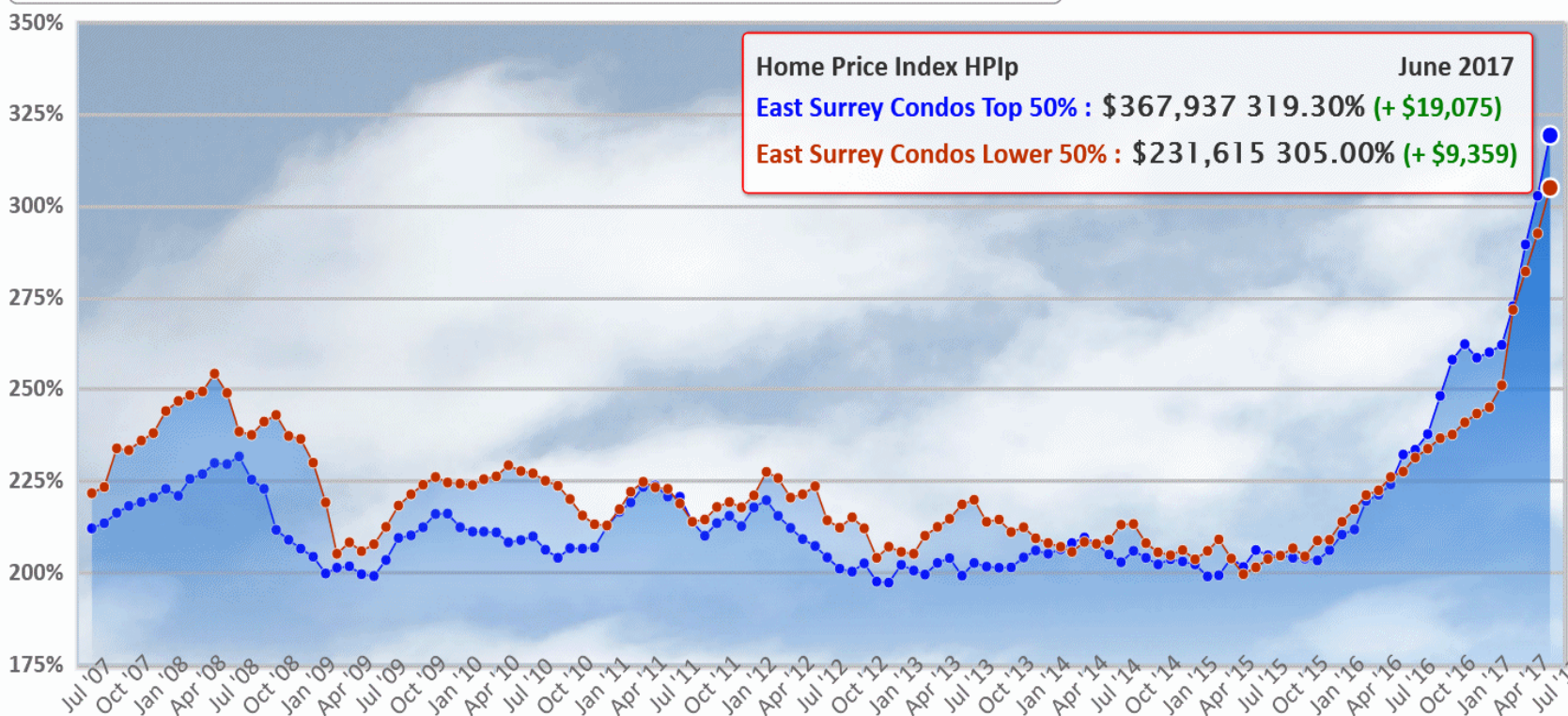
Selling Great Homes in Our Community!



Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jun 2017	% 319.30
May 2017	% 302.80
Apr 2017	% 289.60
Mar 2017	% 272.80
Feb 2017	% 262.20
Jan 2017	% 260.20
Dec 2016	% 258.70
Nov 2016	% 262.40
Oct 2016	% 258.20
Sep 2016	% 248.30
Aug 2016	% 237.90
Jul 2016	% 233.60

<< < 1 2 3 > >>

Drag over area to ZOOM in



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

HomeLife Benchmark Rlty (Clv)

lterlecki@shaw.ca

LorriTerlecki.com

produced for: **Lorri Terlecki**

Off: 604-856-3162, Cell: 604-574-0161

Supply and Demand

How %SOLD Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

