

Market Analysis and Forecasting

Market Analysis and Forecasting

Stewart Peddemors' Market Reports



Advanced Marketing Tools



Stewart Peddemors P.R.E.C.

Market Analysis and Forecasting

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Detached

- [White Rock S Surrey](#)

Attached

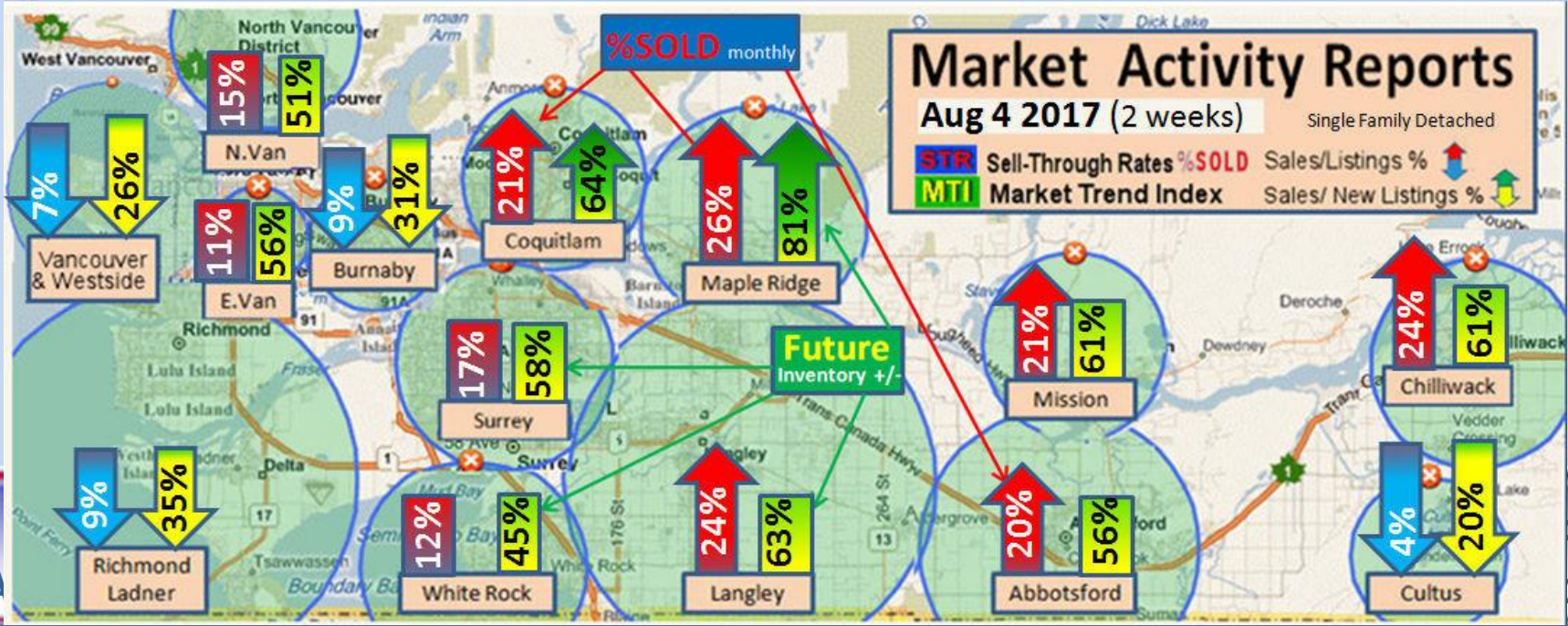
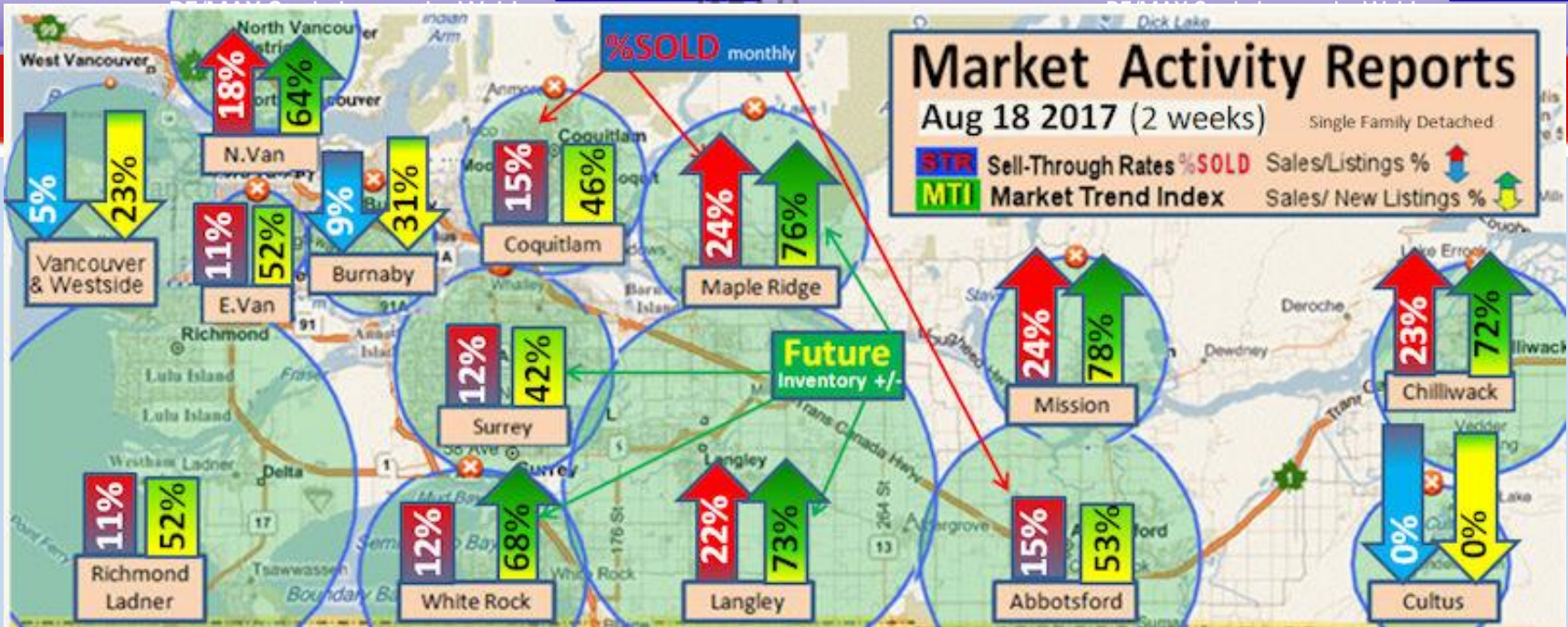
- [White Rock S Surrey](#)

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



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Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Aug 18 2017 (2 weeks)

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

Note: 2 week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)



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Vancouver & Fraser Valley

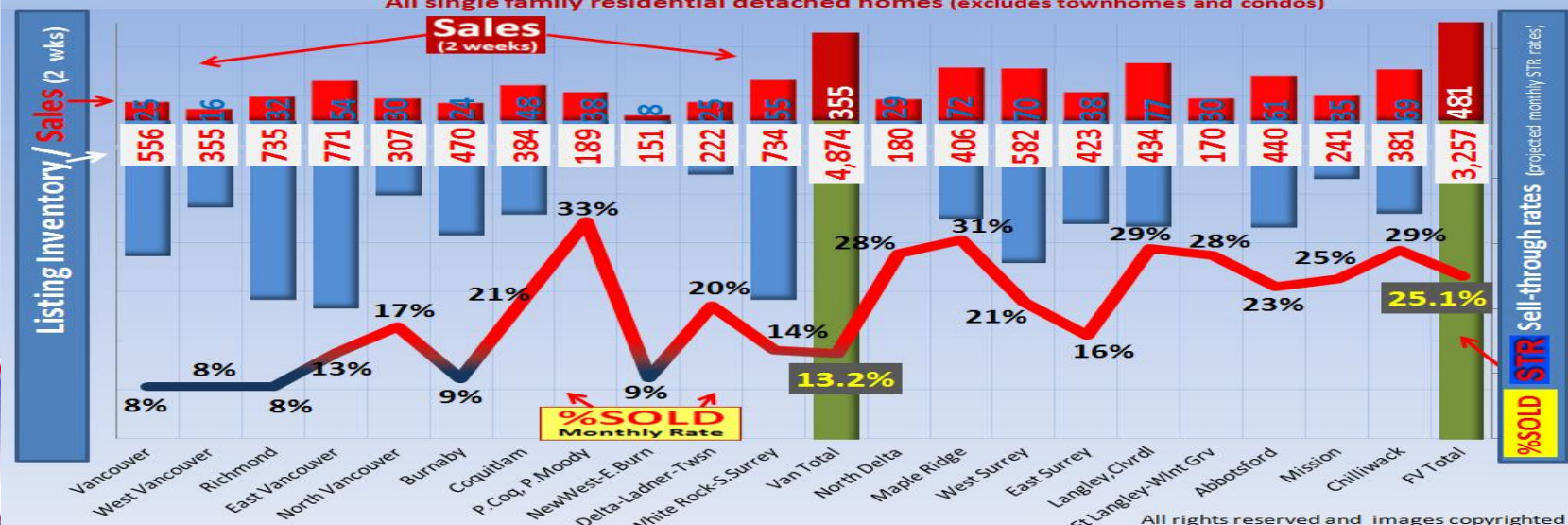
Sales (2 wks)/ Listings Graph

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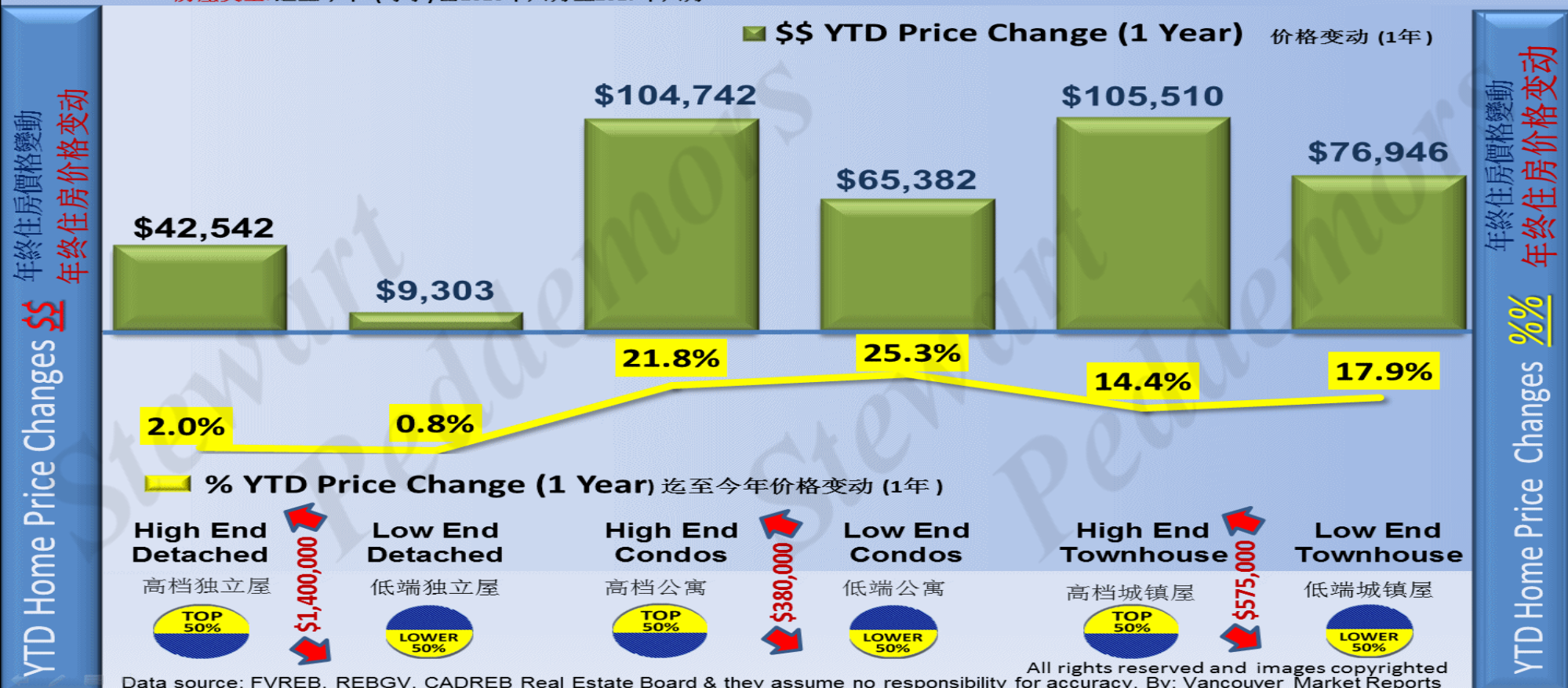
South Surrey White Rock Real Estate Price Changes (\$/%)

白石,南素里 房地產價格變動/白石,南素里 房地產價格變動

Housing Types: Year-To-Date 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 HPIp

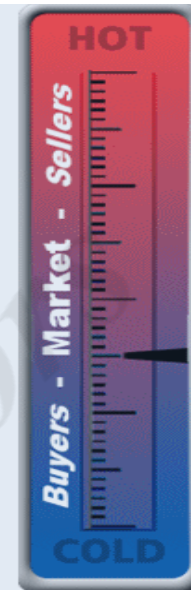
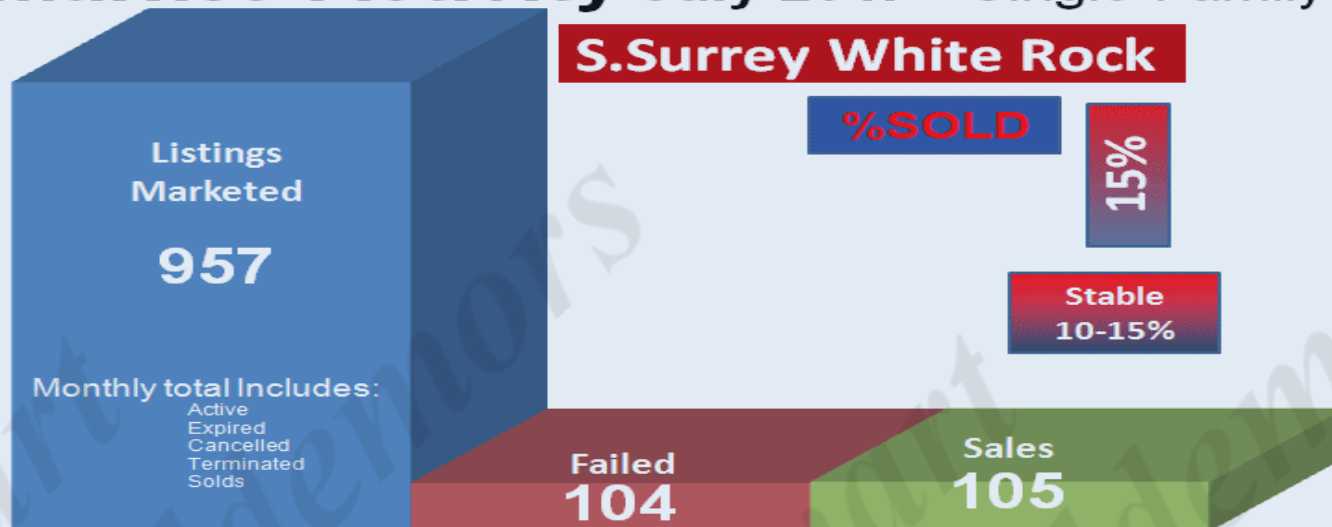


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Monthly Market Activity July 2017 - Single Family



Aug 1 2017 White Rock - South Surrey Market Update (Detached)

Current: White Rock South Surrey is in a Sellers Market with average listing inventories, **11 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$63,096 discount on a sale from the original list price)

Most Active Price Range: Homes below \$900,000 have **35.3 %SOLD** rate.

Least Active Price Range: Homes between \$2.2 mill. - \$2.75 mill. have **5.5 %SOLD** rate.

History: The S. Surrey White Rock Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$104,999. The S. Surrey White Rock Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$34,758.

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



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

White Rock - South Surrey List Price Ranges Statistics - July 2017							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$900,000	34	12	12	100%	\$0	35.3%	↑
\$900,001-\$1,100,000	53	8	13	98%	-\$18,950	15.1%	↓
\$1,100,001-\$1,300,000	107	12	17	98%	-\$27,000	11.2%	↓
\$1,300,001-\$1,500,000	143	18	16	97%	-\$48,250	12.6%	↓
\$1,500,001-\$1,800,000	139	22	51	93%	-\$112,450	15.8%	↑
\$1,800,001-\$2,200,000	119	10	85	94%	-\$110,000	8.4%	↓
\$2,200,001-\$2,750,000	127	7	36	94%	-\$138,000	5.5%	↓
\$2,750,001-\$3,500,000	125	9	41	91%	-\$278,000	7.2%	↓
\$3,500,001 and more	110	7	63	92%	-\$400,000	6.4%	↓
Total Activity	957	105	27	96%	-\$63,096	11%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/1/2017	Change	
Total Listings** (A,S,T,C,X)	829	930	957		27	↑
Active Listings (1st of the month)	541	297	705	748	43	↑
Solds	142	140	105		-35	↓
Days on Market (DOM)	13	21	27		6	↑
%SOLD (Sales/ Listings /mnlthly rate)	17.1%	15.1%	11.0%		-4.1%	↓
(Top 50%) Home Price Index HPI _p	\$2,296,100	\$2,226,100	\$2,170,903		-\$55,197	↓
(Lower 50%) Home Price Index HPI _p	\$1,091,101	\$1,125,101	\$1,125,859		\$758	↑

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What Sold in your Neighbourhood and for What Price?

White Rock - South Surrey Sub areas Statistics - July 2017				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	157	7	24	92%	-\$218,600	4.5%
Sunnyside Pk Surrey	78	6	23	97%	-\$65,000	7.7%
Crescent Bch Ocean Pk.	152	19	16	95%	-\$98,000	12.5%
White Rock	217	17	33	95%	-\$87,000	7.8%
King George Corridor	95	23	15	99%	-\$11,500	24.2%
Hazelmere	25	3	22	99%	-\$25,000	12.0%
Grandview Surrey	102	18	56	94%	-\$113,950	17.6%
Morgan Creek	84	8	37	95%	-\$88,500	9.5%
Pacific Douglas	47	4	24	98%	-\$19,500	8.5%
Total Activity	957	105	27	96%	-\$63,096	11%

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Next Months Market Forecast

Forecast: White Rock South Surrey has average Listing supply; 748 homes are for sale and with the **11 % SOLD** monthly rate gives us a ~9 months of inventory. 10% of the active listings have reduced their price by \$74,213 on average or \$50,100 median for the last month. We project White Rock South Surrey to be a continued Sellers market.

July's Real Estate Statistics show 78% of Fraser Valley's Detached Markets increasing values in July; conversely just 52 % in the Vancouver Markets had price increases. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$6,045, which is a major decrease over the \$19,160 increase that we saw in June. Last year our 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.

Currently 88% of the Attached Markets are increasing at a fast pace in Greater Vancouver (51 of 58 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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#1 RE/MAX Market Reports
RE/MAX Statistics, on the Web!

detached homes

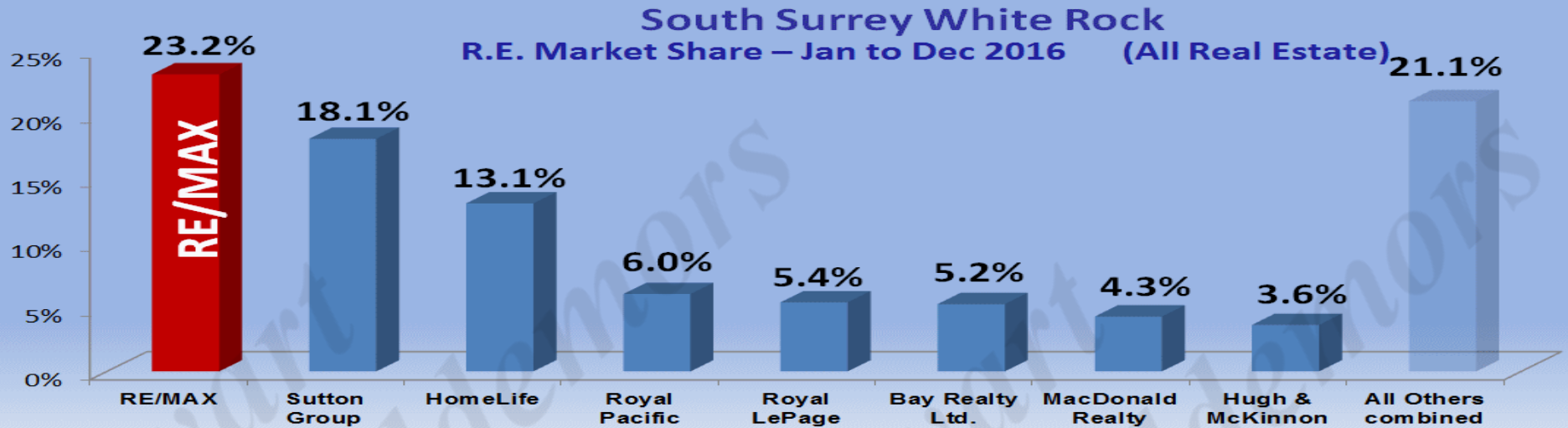


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Market Analysis and Forecasting Aug 1/17 White Rock & S. Surrey
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#1 the RE/MAX Market Share Reports



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

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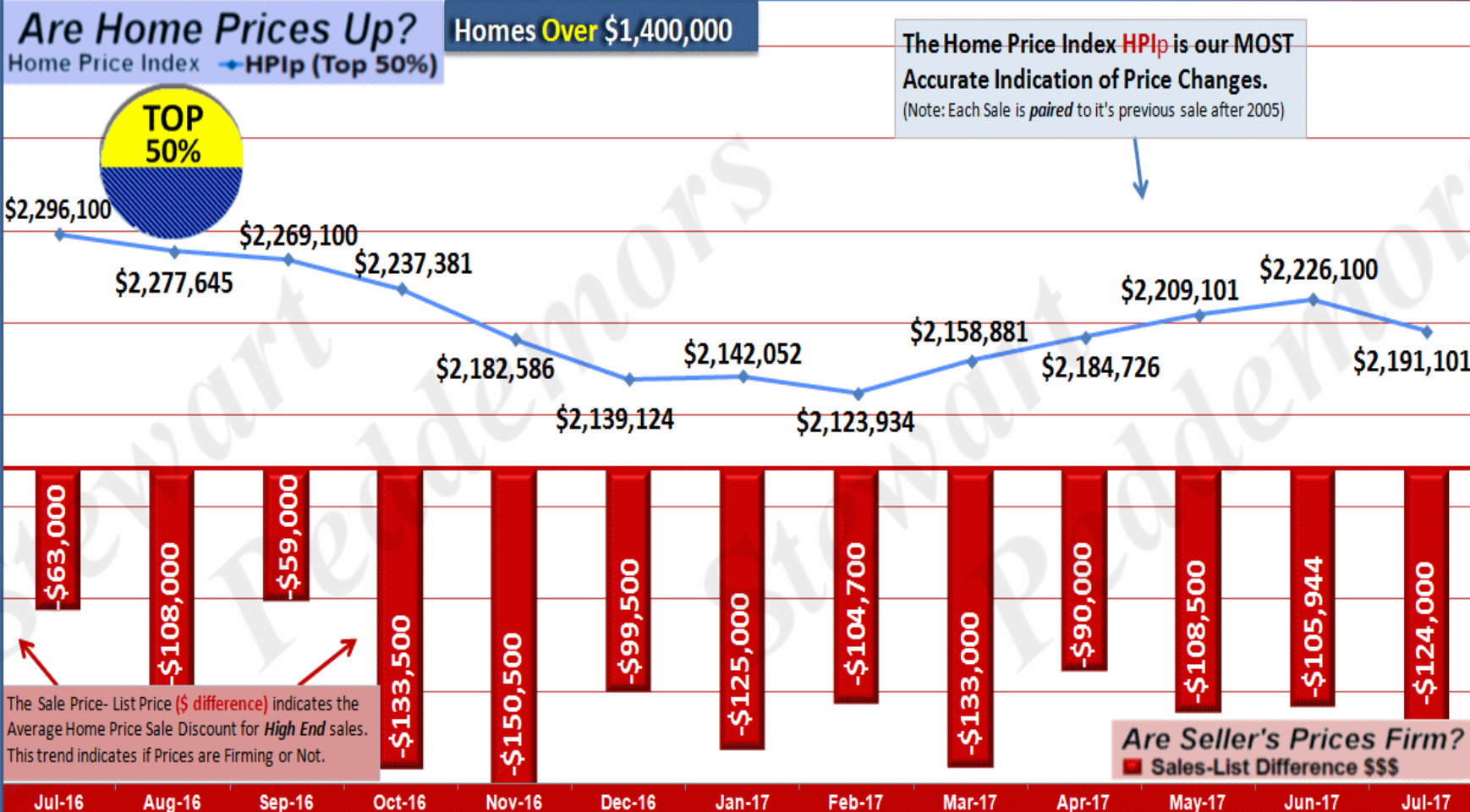
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Detached

White Rock - South Surrey

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

Home Price Changes
(Home Price Index Paired sales from 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.

The Home Price Index **HPIp** is our 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 \$\$\$



Detached



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

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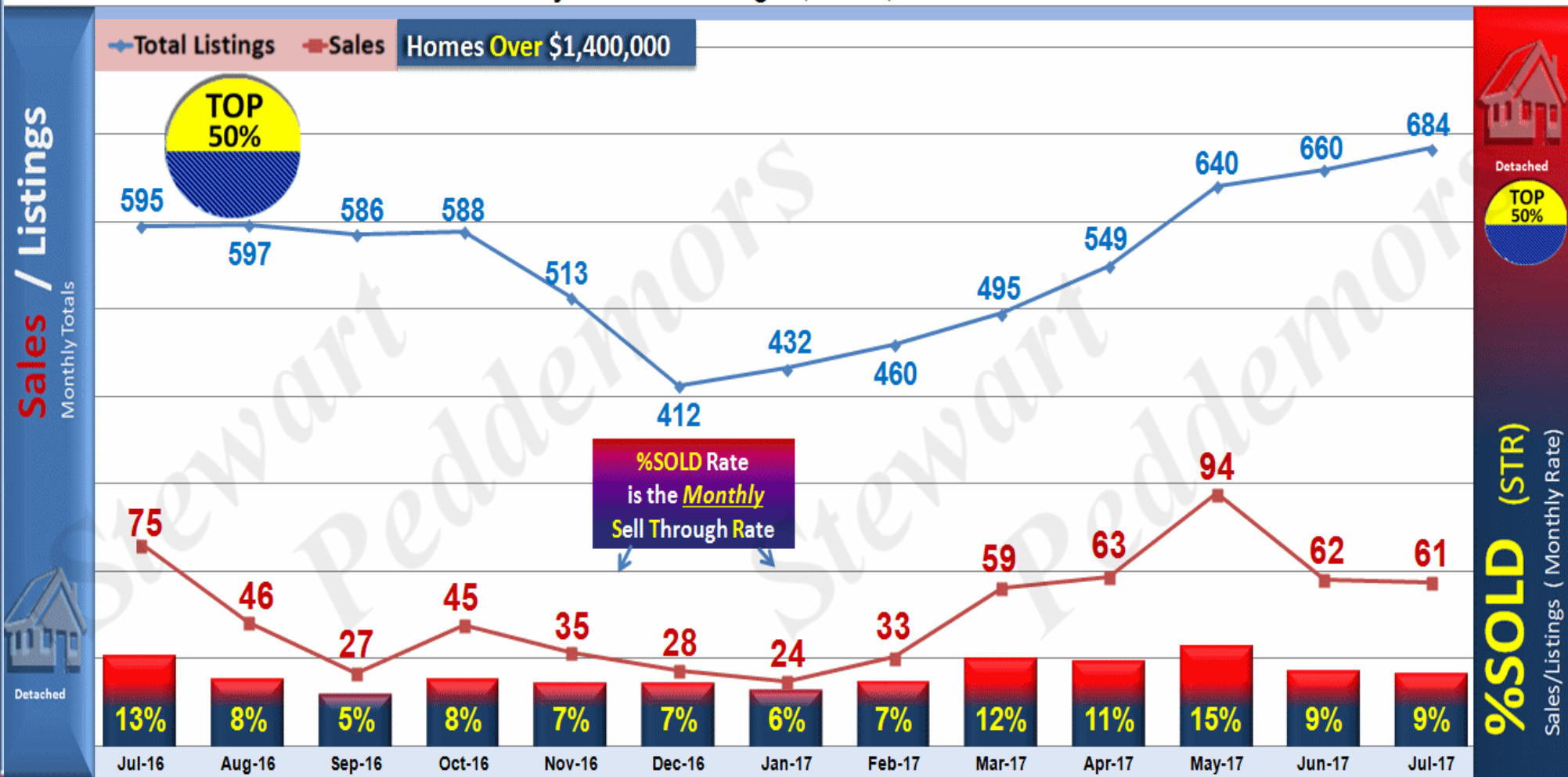
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Detached White Rock - South Surrey Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



Detached

TOP 50%

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

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Detached

White Rock - South Surrey

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

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

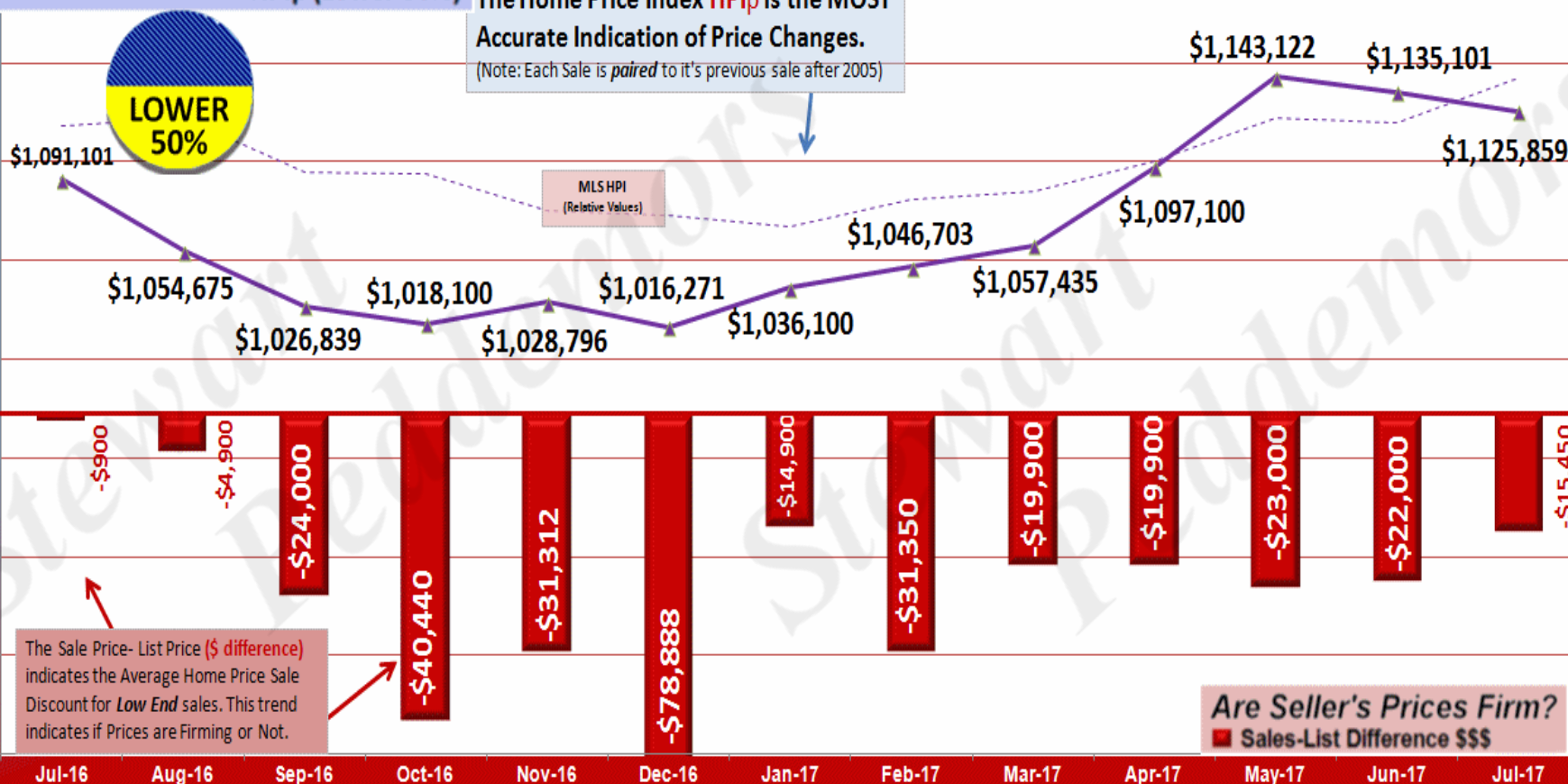
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$1,400,000

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

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



Detached

LOWER 50%

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

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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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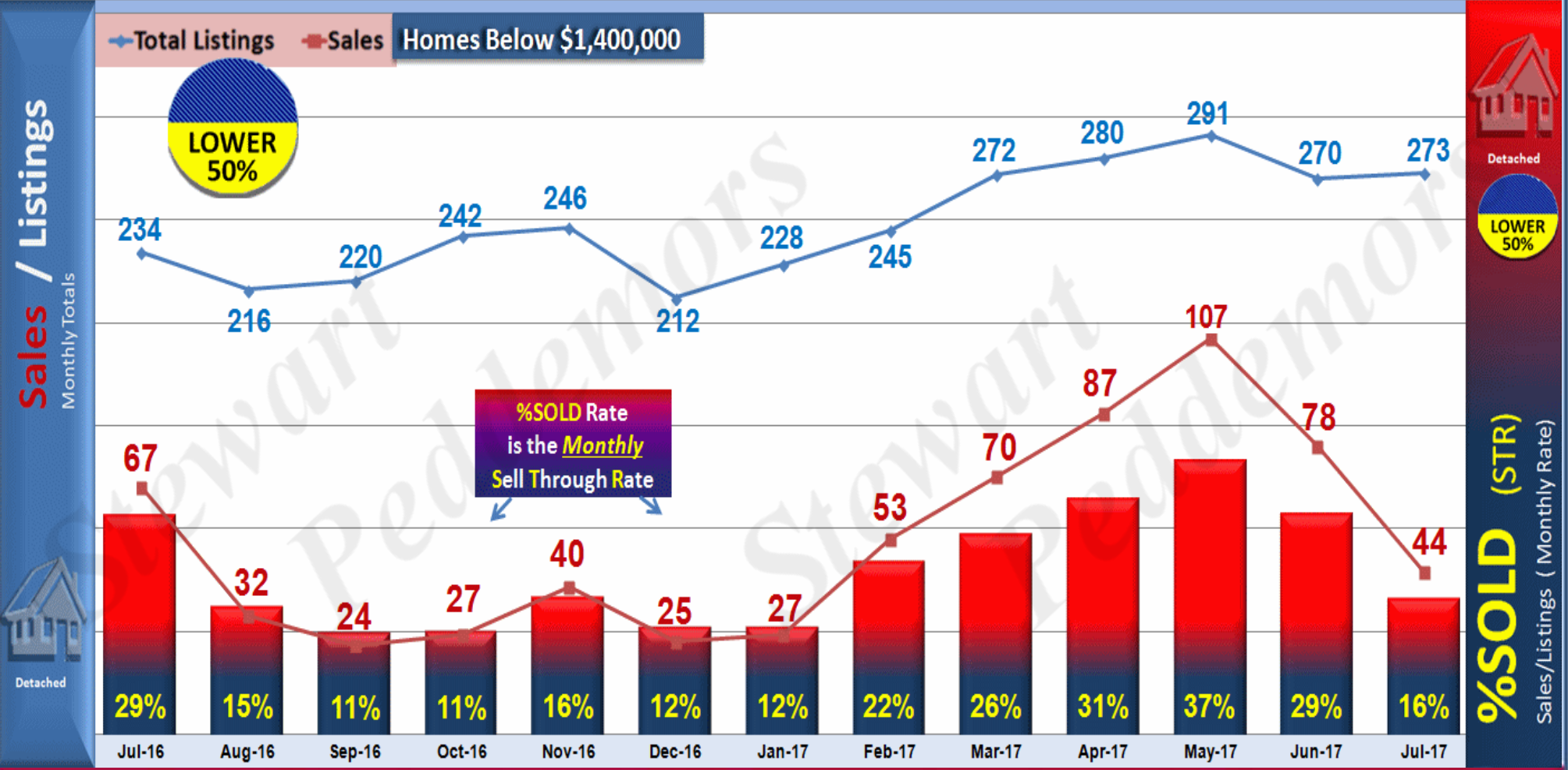


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Detached White Rock - South Surrey Total Listings**, Sales, and %SOLD rates



Sales / Listings
Monthly Totals

Detached
LOWER 50%

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

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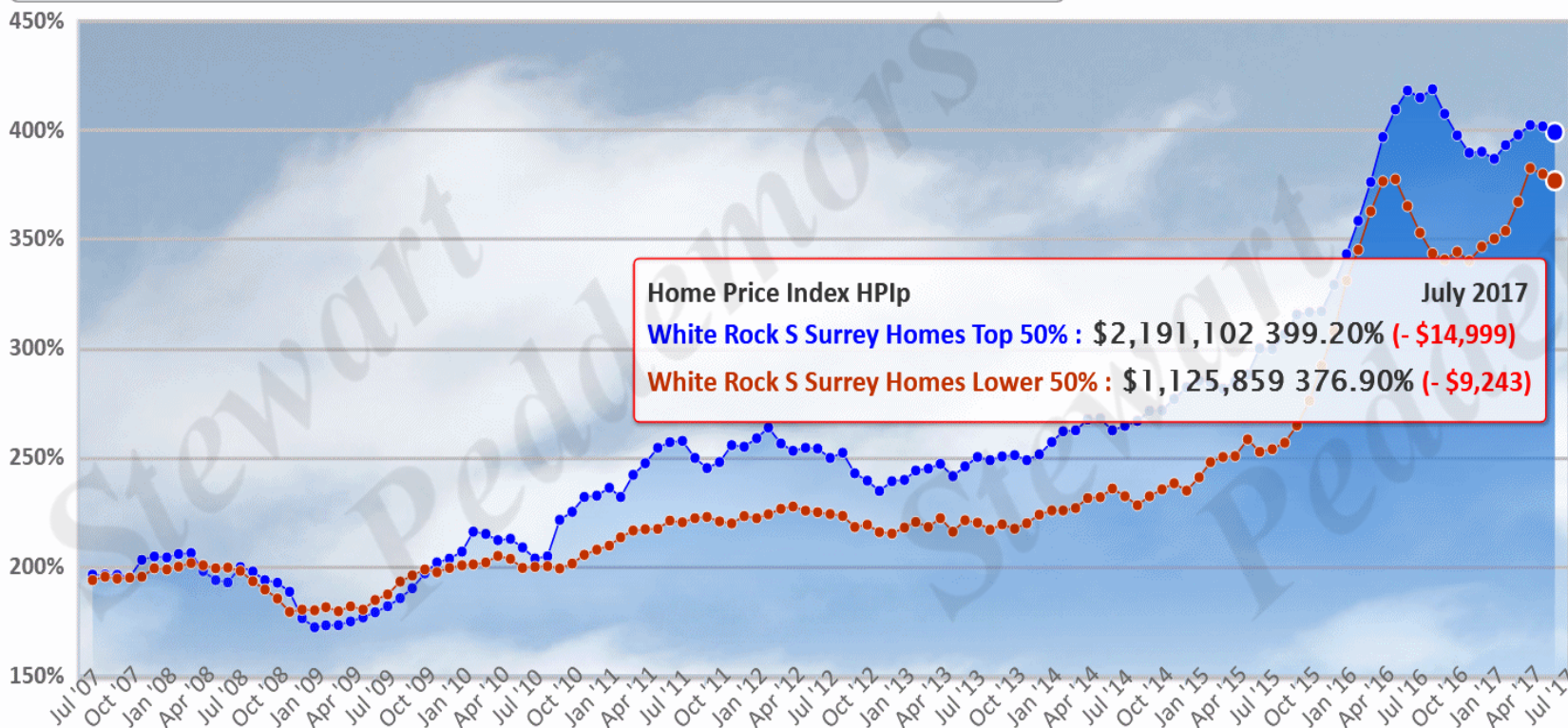
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values	
Date	Value
Jul 2017	% 399.20
Jun 2017	% 401.90
May 2017	% 402.50
Apr 2017	% 398.00
Mar 2017	% 393.30
Feb 2017	% 387.00
Jan 2017	% 390.30
Dec 2016	% 389.70
Nov 2016	% 397.70
Oct 2016	% 407.60
Sep 2016	% 418.90
Aug 2016	% 415.00

Drag over area to zoom in

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Market Analysis and Forecasting Aug 1/17 White Rock & S. Surrey
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Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD
Elgin Chantrell	4	1	8	101%	\$10,000	25.0%
Sunnyside Park Surrey	29	12	8	100%	\$0	41.4%
Crescent Bch Ocn Pk.	12	4	14	102%	\$33,106	33.3%
White Rock	159	50	17	98%	-\$7,500	31.4%
King George Corridor	83	29	9	100%	\$0	34.9%
Hazelmere	1	0				0.0%
Grandview Surrey	165	46	11	99%	-\$4,250	27.9%
Morgan Creek	32	15	13	100%	\$0	46.9%
Pacific Douglas	10	1	1	100%	\$0	10.0%
Total Activity	495	158	11	100%	-\$2,562	32%

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Differenc	%SOLD
\$0-\$200,000	1	1	5	100%	\$100	100.0%
\$200,001-\$300,000	28	15	12	98%	-\$4,900	53.6%
\$300,001-\$400,000	68	34	13	100%	\$0	50.0%
\$400,001-\$500,000	79	33	8	99%	-\$3,700	41.8%
\$500,001-\$600,000	67	20	8	100%	\$0	29.9%
\$600,001-\$700,000	76	19	14	99%	-\$7,500	25.0%
\$700,001 and more	176	36	15	99%	-\$9,000	20.5%
Total Activity	495	158	11	100%	-\$2,562	32%

Aug 12017 White Rock - South Surrey Market Update (Attached)

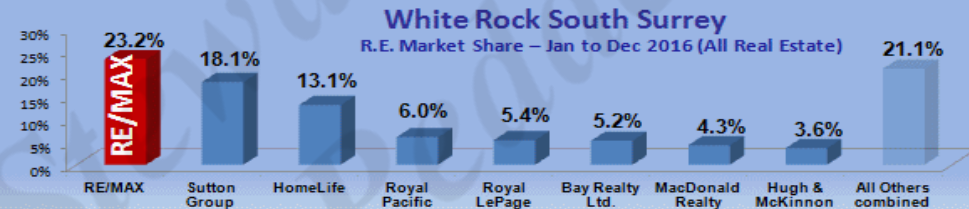
Current: White Rock South Surrey is in a Sellers Market with average listing inventories, **32 %SOLD** rate and a 100% Sell/List Ratio.
(This means that there is an average of \$2,562 discount on a sale from the original list price)
Most Active Price Range: Homes below \$200,000 have **100.0 %SOLD** rate.
Least Active Price Range: Homes above \$700,000 have **20.5 %SOLD** rate.

History: The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$84,944.
The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$75,966.
The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$51,404.
The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$53,867.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: White Rock has average Listing Inventories, 22% less than May 2016. The new listings exceeded the sales by 13.

Monthly Changes Summary	Jul-16	Jun-17	Jul-17	8/172017	Change
Total Listings (A,S,T,C,X)	406	497	495		-2
Active Listings	206	176	296	309	13
Solds	141	179	158		-21
Days on Market (DOM)	8	11	11		0
% SOLD (Sales/ Listings /mthly rate)	35%	36%	32%		-4%
Condos (Top 50%) Home Price Index HPIp	\$519,970	\$609,100	\$604,914		-\$4,186
Condos (Lower 50%) Home Price Index HPIp	\$267,775	\$336,101	\$343,741		\$7,640
Twnhs (Top 50%) Home Price Index HPIp	\$807,548	\$854,100	\$858,952		\$4,852
Twnhs (Lower 50%) Home Price Index HPIp	\$471,233	\$515,045	\$525,100		\$10,055

the RE/MAX Market Share Reports



July's Real Estate Statistics show 78% of Fraser Valley's Detached Markets increasing values in July; conversely just 52 % in the Vancouver Markets had price increases. Gone of the Exhausting Highly Emotional Charged Markets that we have seen in the last few years. Overall, Single Family Homes in the Fraser Valley experienced an Average Monthly Price Increase of \$6,045, which is a major decrease over the \$19,160 increase that we saw in June. Last year our 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.

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Analytical Methods: The White Rock South Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **White Rock South Surrey HPIp Top 50%** representing the higher end sales and the **White Rock South Surrey HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time.

Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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attached homes

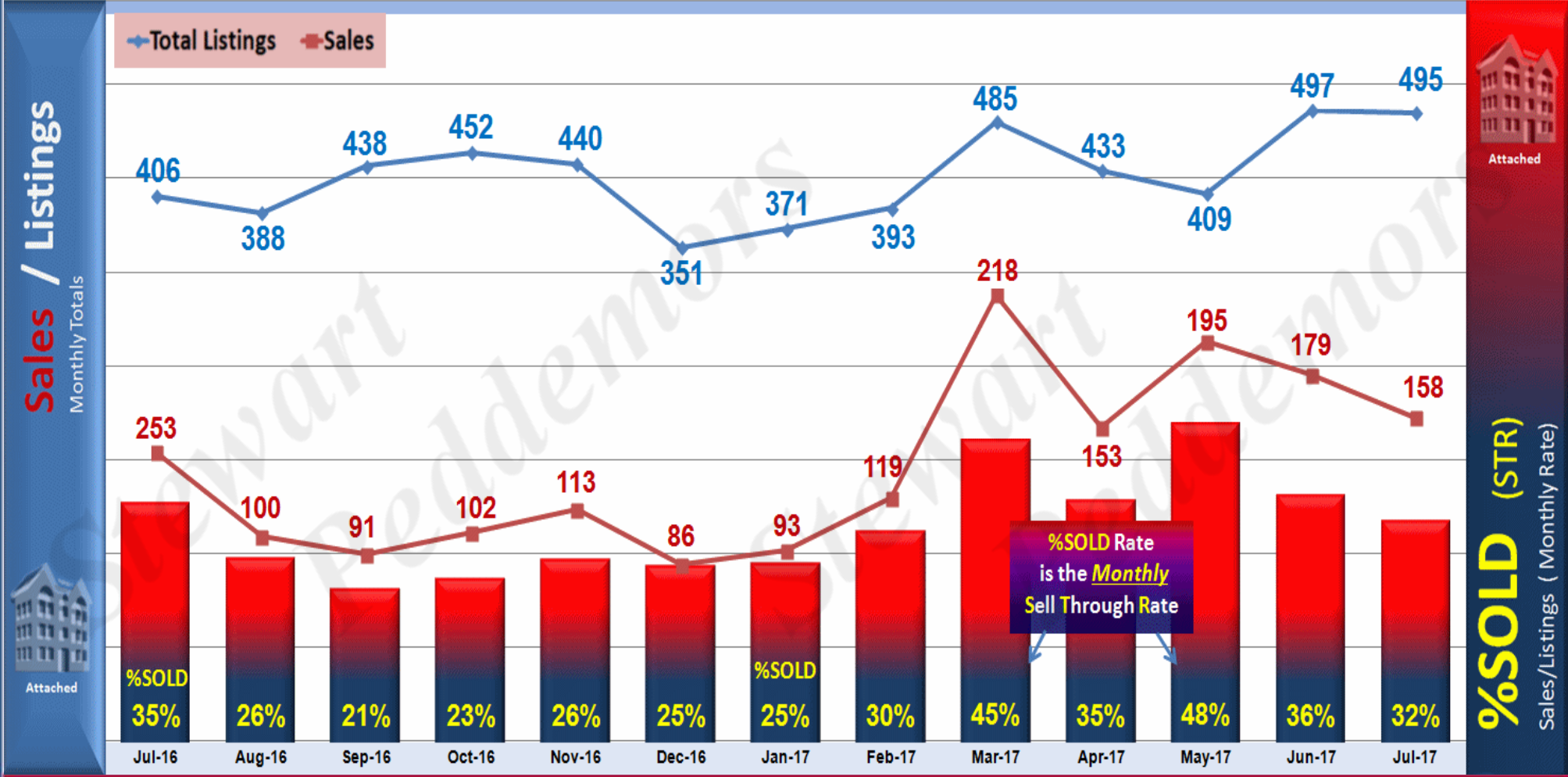


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Attached White Rock - South Surrey Total Listings**, Sales, and %SOLD rates



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

Home Price Changes

(Home Price Index Paired sales from 2005)



Condominiums

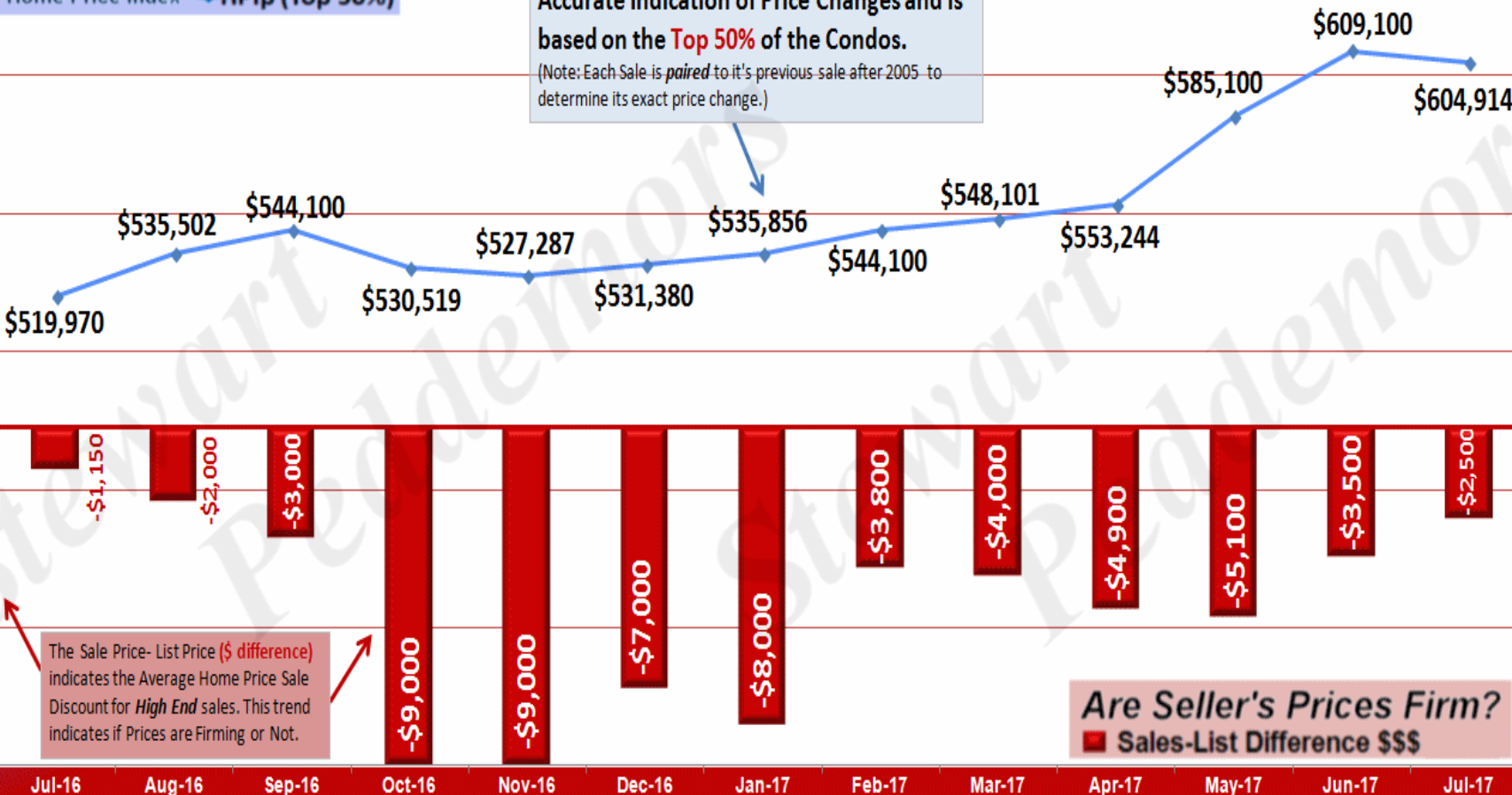
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

(Note: Each Sale is paired to 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 \$\$\$

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

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

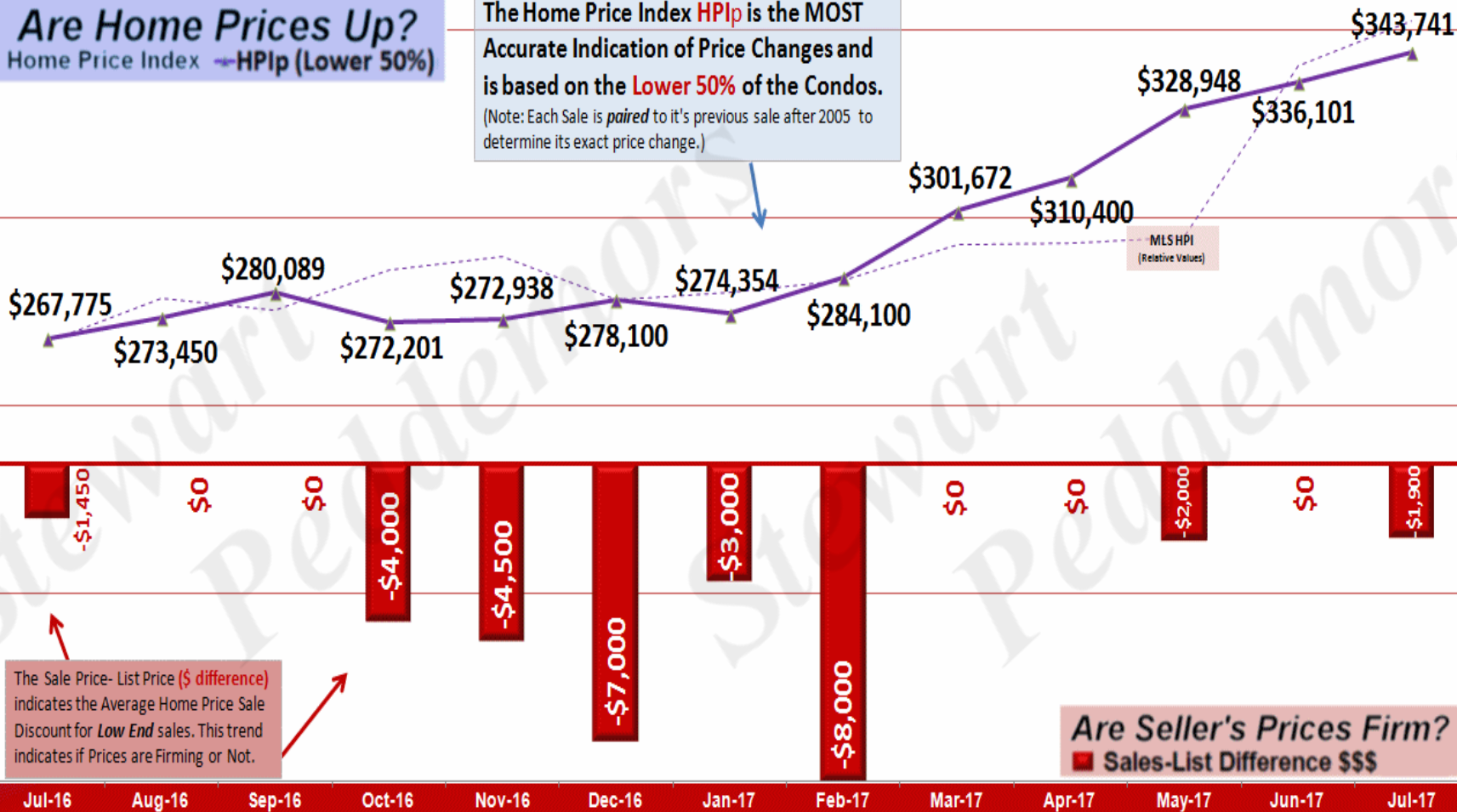


Condominiums

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

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

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



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

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

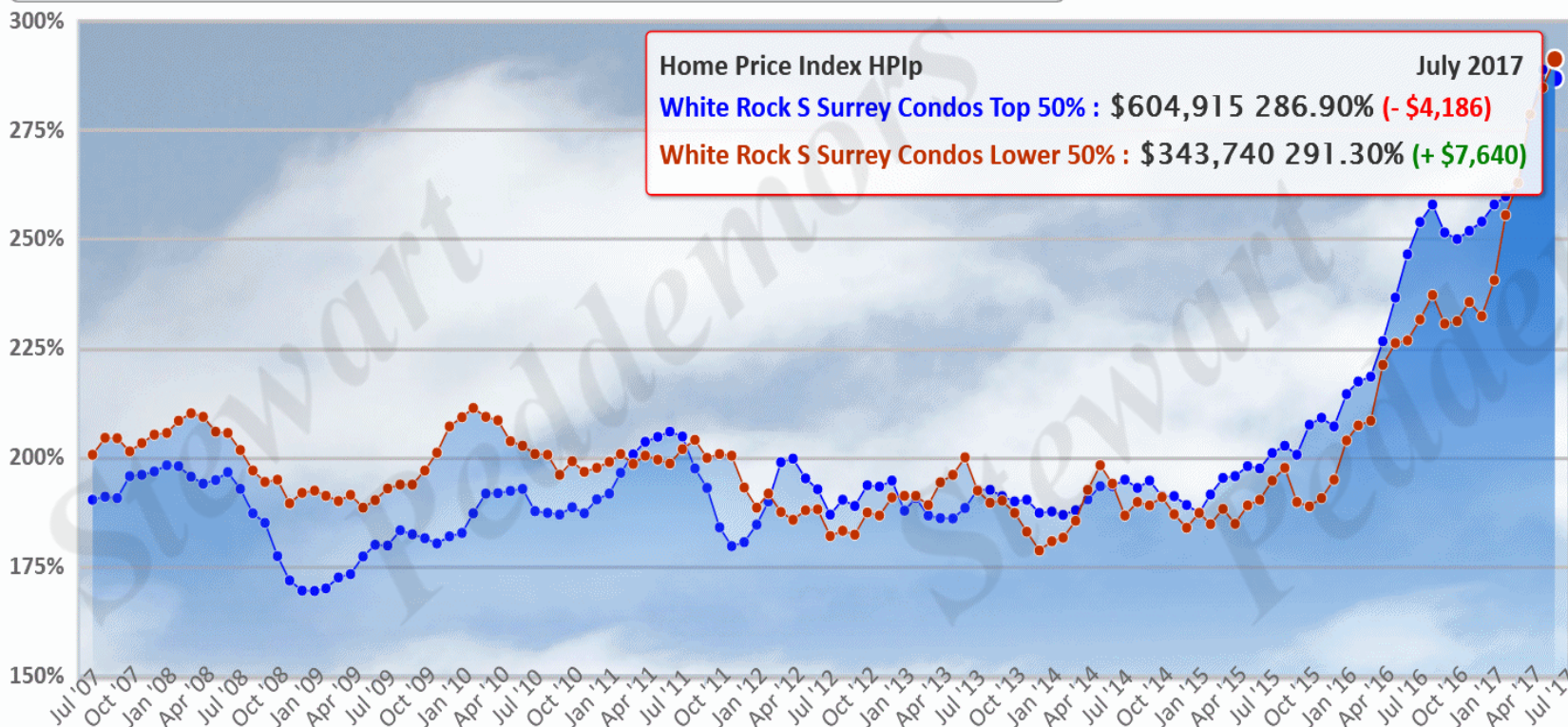
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)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



Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jul 2017	% 286.90
Jun 2017	% 288.90
May 2017	% 277.50
Apr 2017	% 262.40
Mar 2017	% 259.90
Feb 2017	% 258.00
Jan 2017	% 254.10
Dec 2016	% 252.00
Nov 2016	% 250.10
Oct 2016	% 251.60
Sep 2016	% 258.00
Aug 2016	% 254.00

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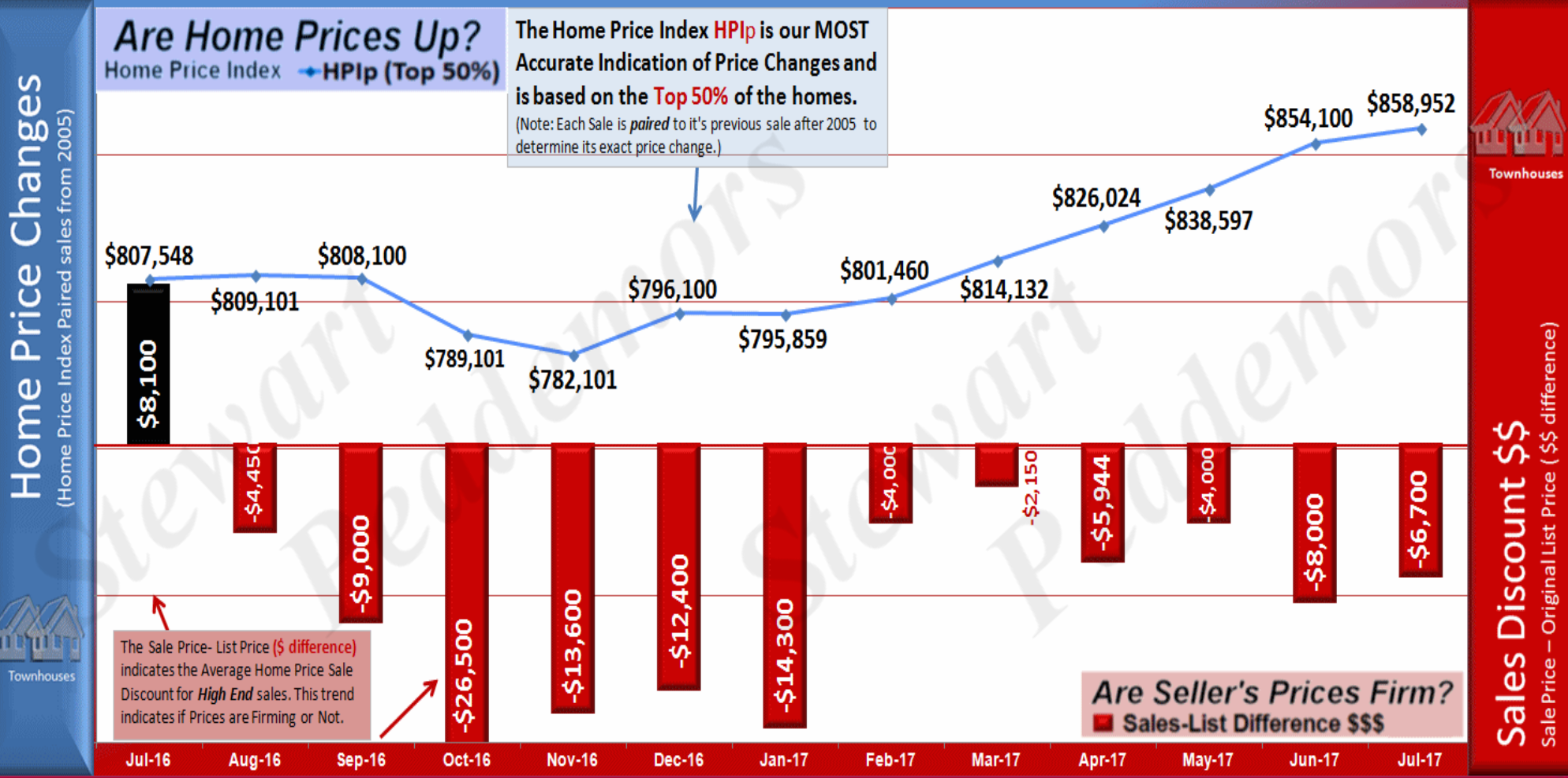
Drag over area to ZOOM in

*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. [More Details](#)
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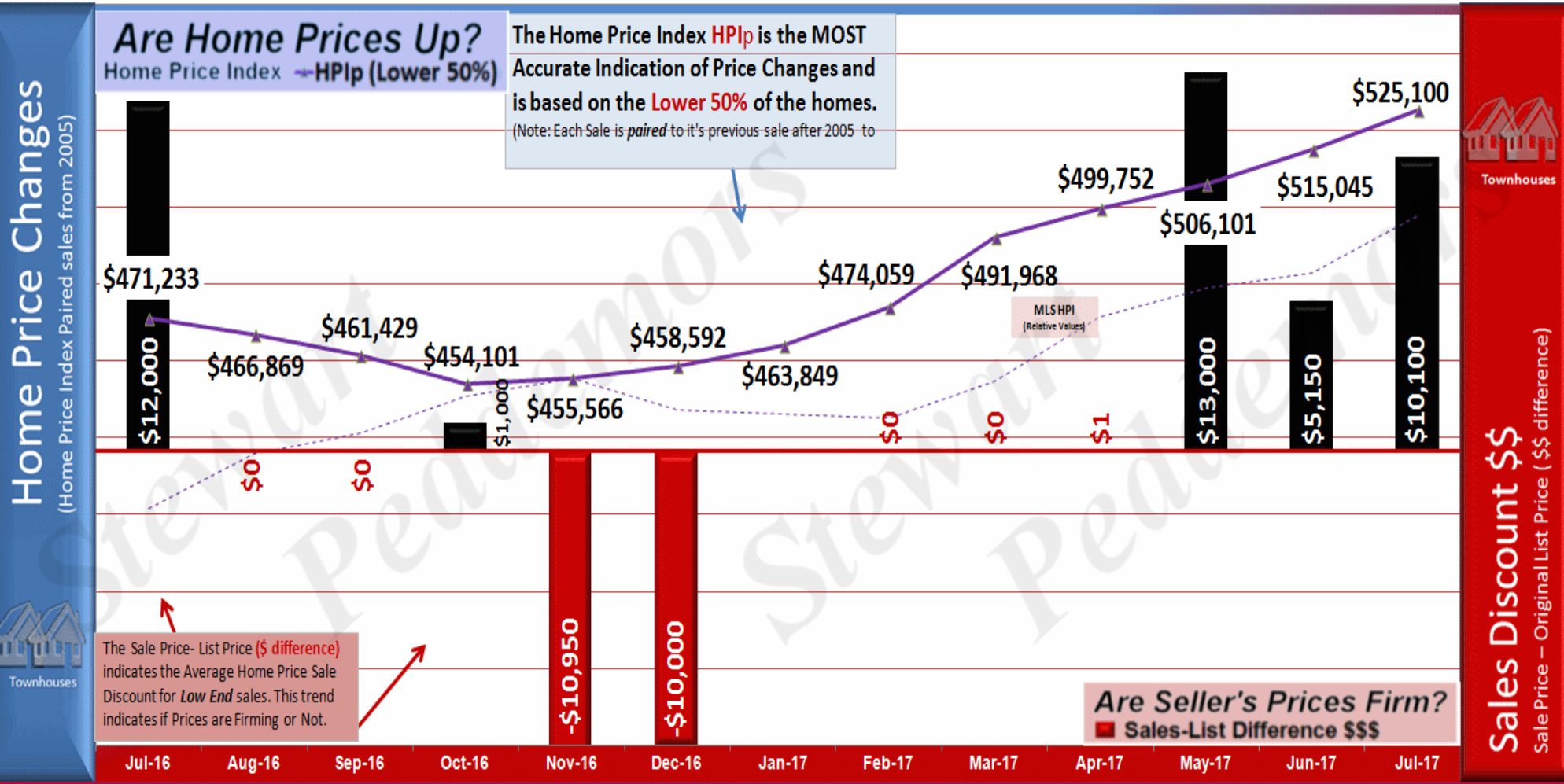
Attached White Rock - South Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)



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



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



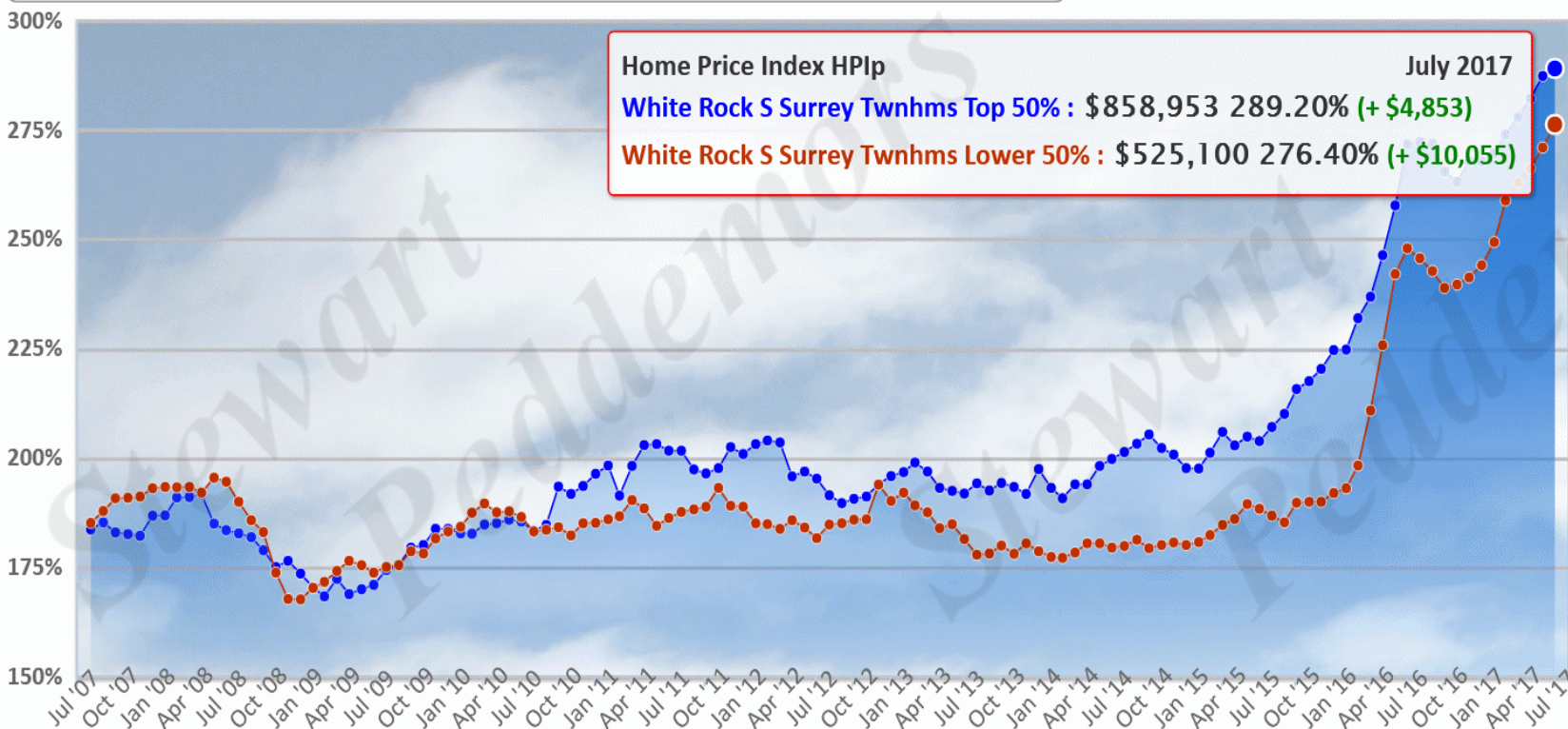
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
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White Rock S Surrey Twnhms Top 50% : HPIp Forecast+ Forecast-
White Rock S Surrey Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jul 2017	% 289.20
Jun 2017	% 287.50
May 2017	% 282.30
Apr 2017	% 278.10
Mar 2017	% 274.10
Feb 2017	% 269.80
Jan 2017	% 267.90
Dec 2016	% 268.00
Nov 2016	% 263.30
Oct 2016	% 265.60
Sep 2016	% 272.00
Aug 2016	% 272.40

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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. [More Details](#)
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Market Analysis and Forecasting

Market Analysis and Forecasting

Supply and Demand

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

