

Market Analysis and Forecasting

Market Analysis and Forecasting

# Tom Edwards' Market Reports



## Advanced Marketing Tools



produced for: **Tom Edwards**



Market Analysis and Forecasting

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## Detached

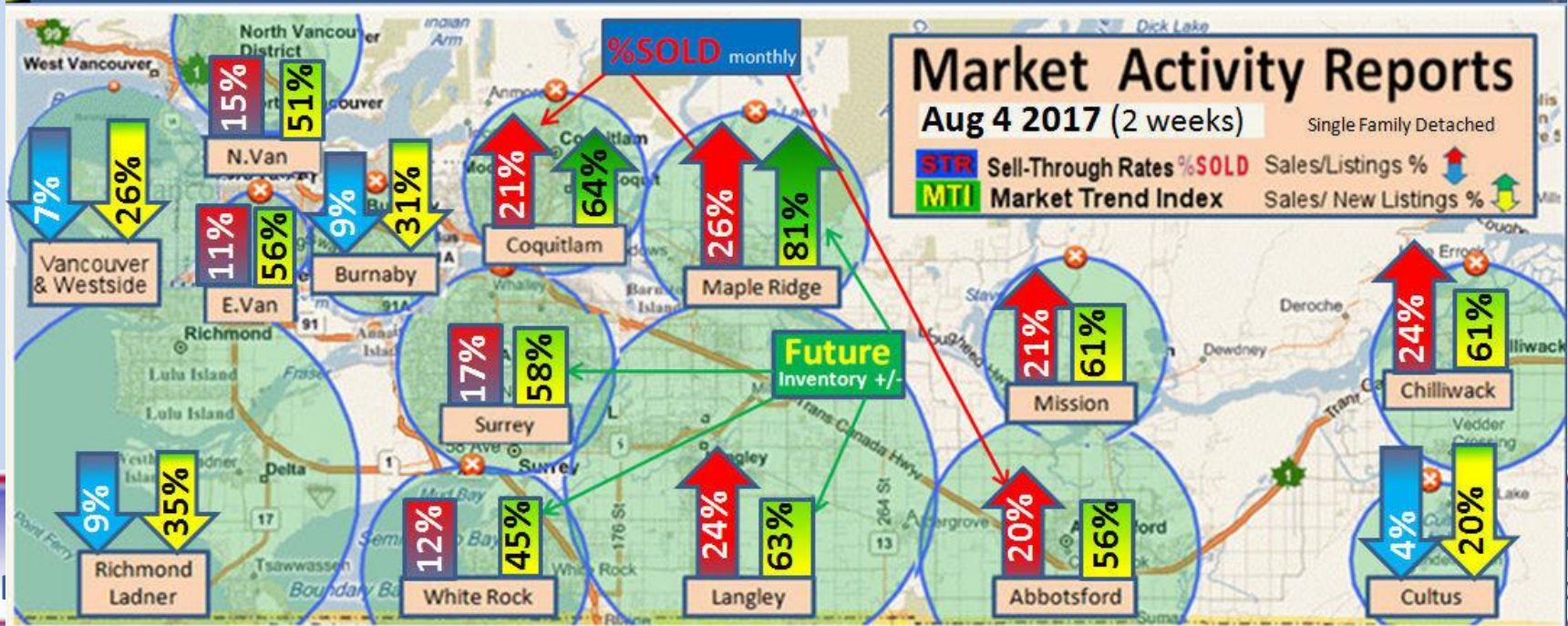
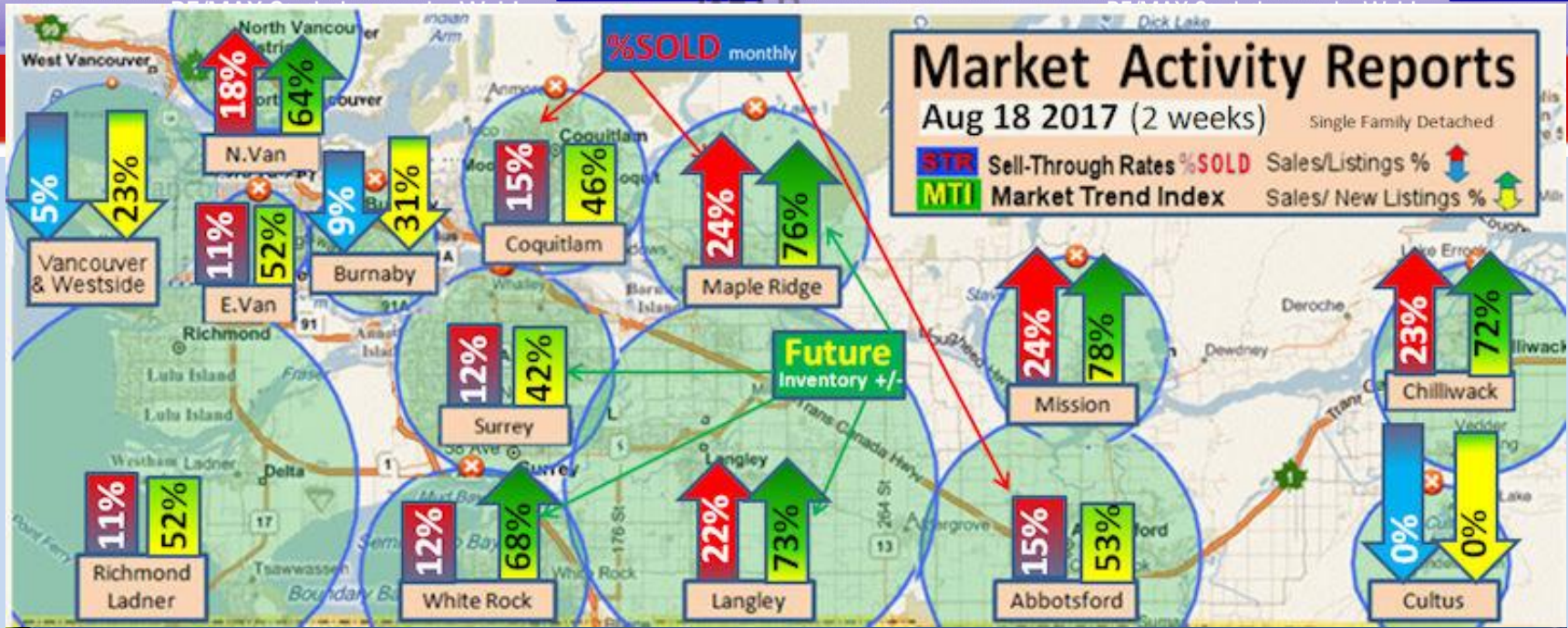
- [North Delta](#)
- [Surrey East](#)
- [Surrey West](#)
- [White Rock S Surrey](#)

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



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Vancouver & Fraser Valley

### Sales (2 wks)/ Listings Graph

Aug 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

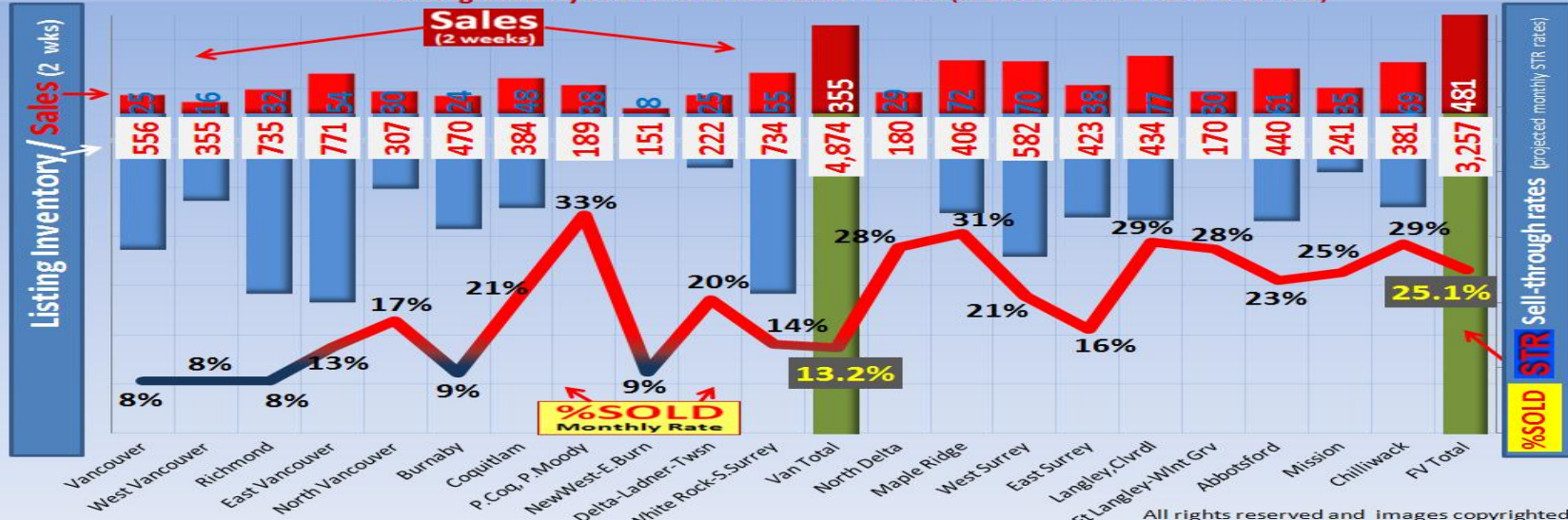
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North Delta Real Estate Price Changes (\$/%)

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 HPIp

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

价格变动 (1年)



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

High End Detached

高档独立屋



\$830,000

Low End Detached

低端独立屋



7.6%

2.0%

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

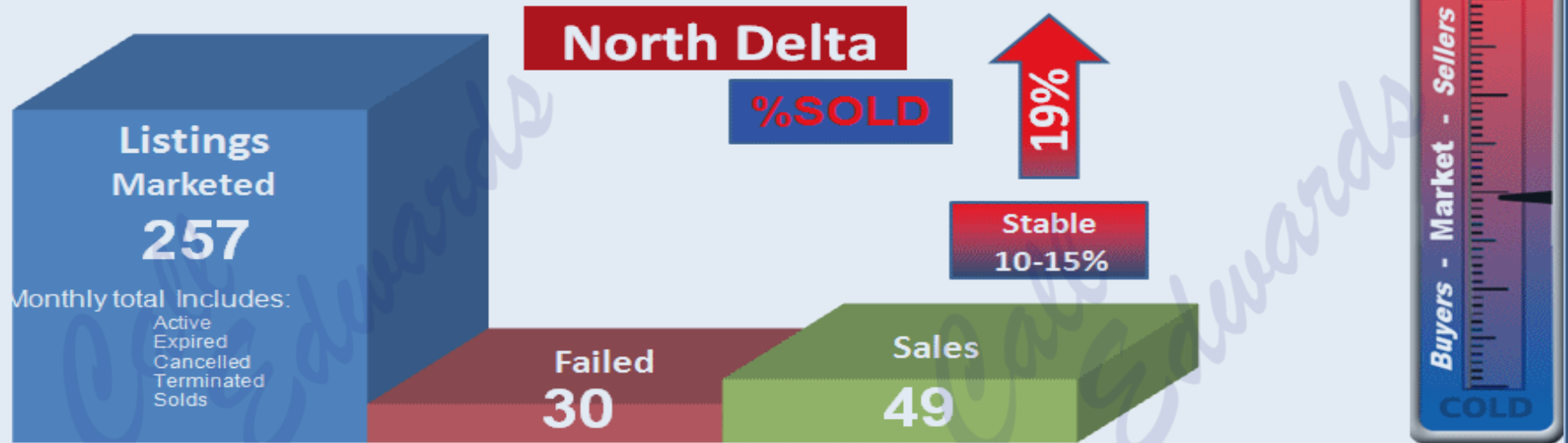
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Monthly Market Activity - July 2017 - Single Family



Aug 1 2017 N. Delta Market Update (Detached)

**Current:** N.Delta has a Sellers Market with **19 %SOLD** rate and a 100% Sell/List ratio. (This means that there is an average of a \$3,000 discount from the original list price)

*Most Active Price Range:* Homes between \$850,000 - \$925,000 have a high **30.9 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.2 mill. have **6.9 %SOLD** rate.

**History:** The North Delta Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$35,000.  
The North Delta Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$50,463.

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



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

### N. Delta List Price Ranges Statistics - July 2017

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	42	12	6	103%	\$25,650	28.6%	↑
\$850,001-\$925,000	55	17	19	100%	-\$3,000	30.9%	↑
\$925,001-\$1,200,000	88	15	23	97%	-\$30,000	17.0%	↑
\$1,200,001 and more	72	5	33	96%	-\$49,900	6.9%	↓
<b>Total Activity</b>	<b>257</b>	<b>49</b>	<b>20</b>	<b>100%</b>	<b>-\$3,000</b>	<b>19%</b>	↑

## 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)	275	261	257		-4	↓
Active Listings (1st of the month)	158	98	174	178	4	↑
Solds	47	68	49		-19	↓
Days on Market (DOM)	11	9	20		11	↑
%SOLD (Sales/Listings /monthly rate)	17%	26%	19%		-7%	↓
<b>(Top 50%) Home Price Index HPIp</b>	\$978,100	\$995,298	\$1,013,100		\$17,802	↑
<b>(Lower 50%) Home Price Index HPIp</b>	\$721,239	\$768,100	\$771,702		\$3,602	↑

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

N. Delta Sub areas Statistics - July 2017					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	62	17	11	100%	\$100	27.4%
Nordel	76	14	23	99%	-\$6,900	18.4%
Scottsdale	65	7	19	100%	\$2,000	10.8%
Sunshine Hills Woods	54	11	25	98%	-\$25,000	20.4%
<b>Total Activity</b>	<b>257</b>	<b>49</b>	<b>20</b>	<b>100%</b>	<b>-\$3,000</b>	<b>19%</b>

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## Next Months Market Forecast

**Forecast:** North Delta has average Listing supply; 178 homes are for sale and with the **19 % SOLD** monthly rate gives us about ~5 months of inventory. 8% of the active listings have reduced their price by \$37,905 on average or \$22,000 on median for the last month. We project North Delta 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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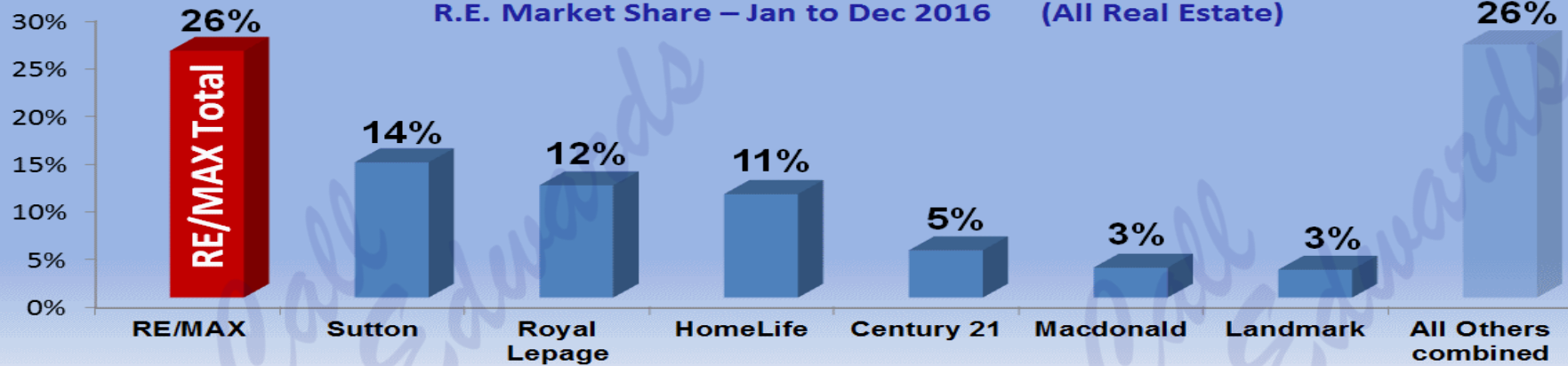
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#1 the RE/MAX Market Share Reports

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**

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Market Analysis and Forecasting Aug 1/17 North Delta

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



Sales / Listings  
Monthly Totals

Detached  
TOP 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. [More Details](#)  
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Detached N. Delta Total Listings \*\*, Sales, and %SOLD Rates



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. [More Details](#)  
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Detached

North Delta

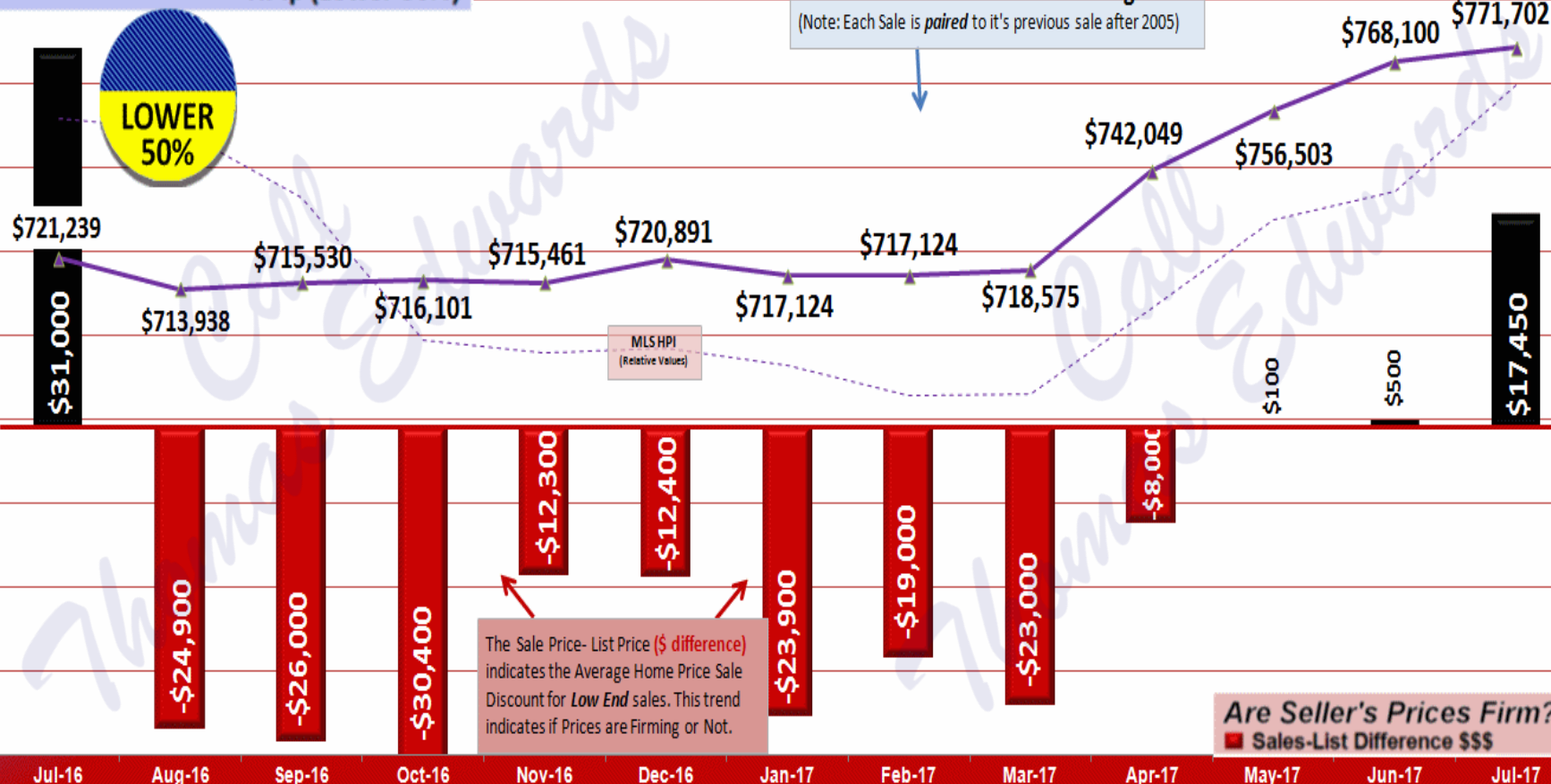
Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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 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 \$\$\$



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. [More Details](#)  
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Detached N. Delta Total Listings<sup>\*\*</sup>, Sales, and %SOLD Rates



Sales / Listings  
Monthly Totals



Detached



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



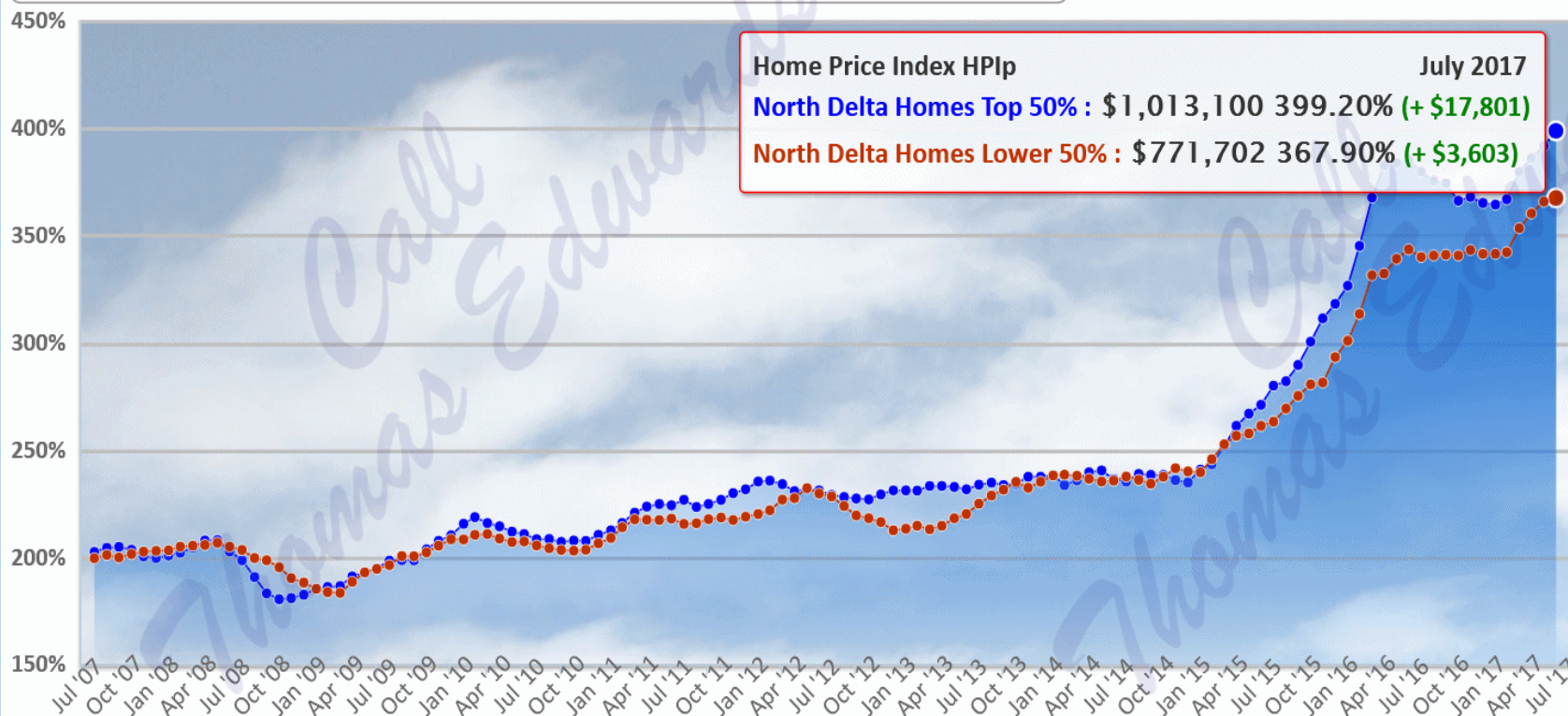
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Jul 2017	% 399.20
Jun 2017	% 392.20
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

<< < 1 2 3 > >>

Drag over area to zoom in



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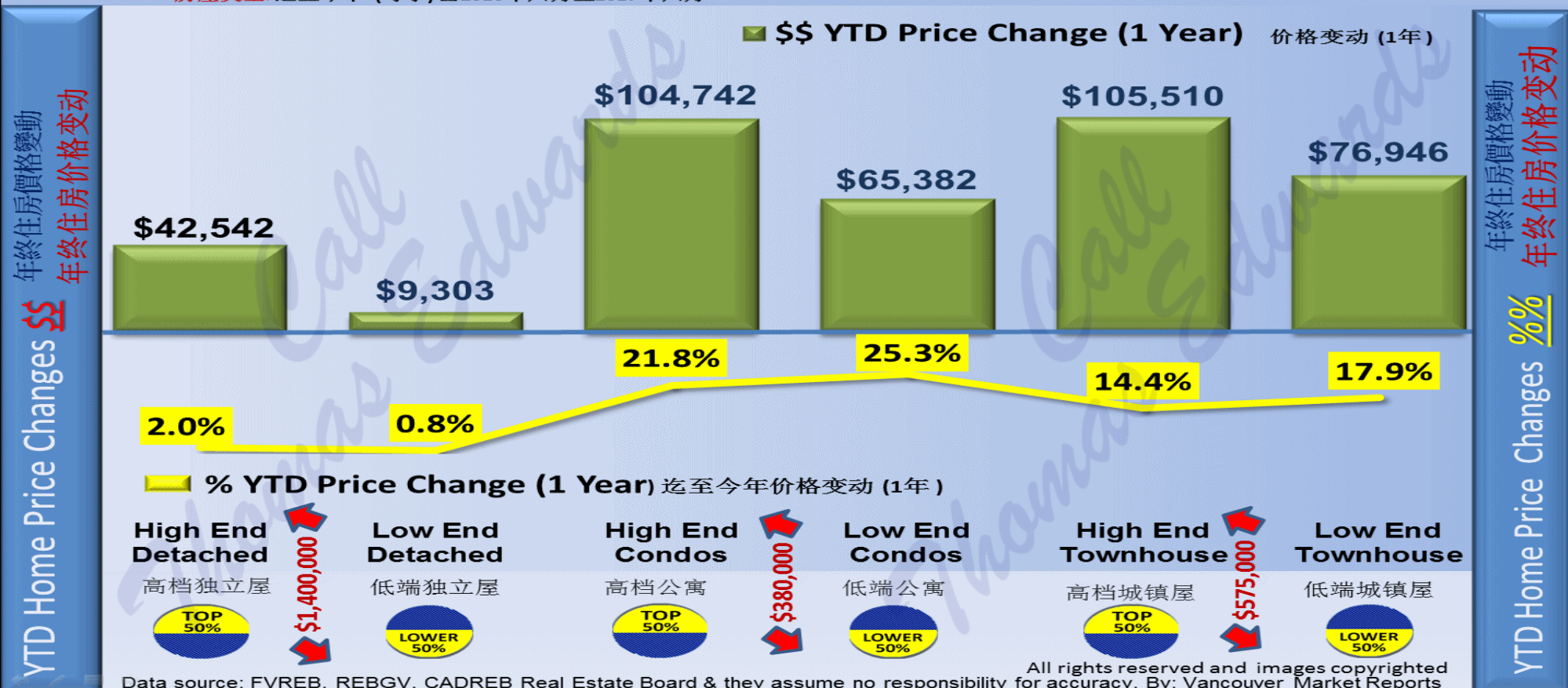
### South Surrey White Rock Real Estate Price Changes (\$/%)

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



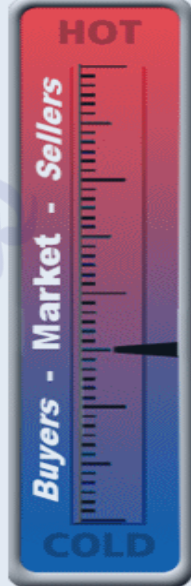
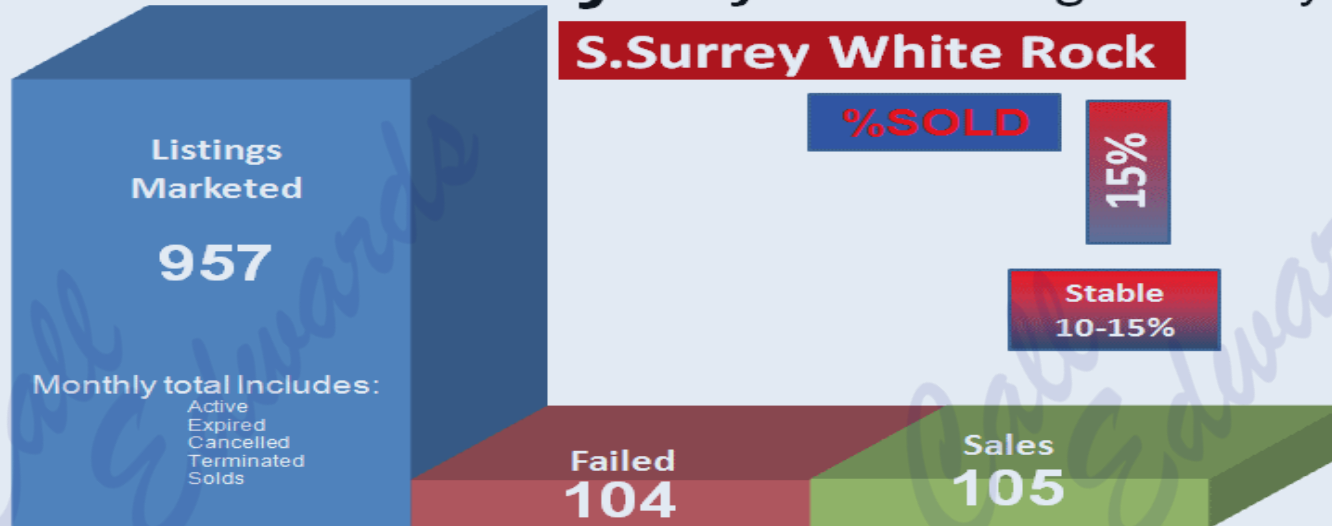
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Monthly Market Activity July 2017 - Single Family



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%	↓
<b>Total Activity</b>	<b>957</b>	<b>105</b>	<b>27</b>	<b>96%</b>	<b>-\$63,096</b>	<b>11%</b>	

## 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 <sub>p</sub>	\$2,296,100	\$2,226,100	\$2,170,903		-\$55,197	↓
(Lower 50%) Home Price Index HPI <sub>p</sub>	\$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%
<b>Total Activity</b>	<b>957</b>	<b>105</b>	<b>27</b>	<b>96%</b>	<b>-\$63,096</b>	<b>11%</b>

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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.

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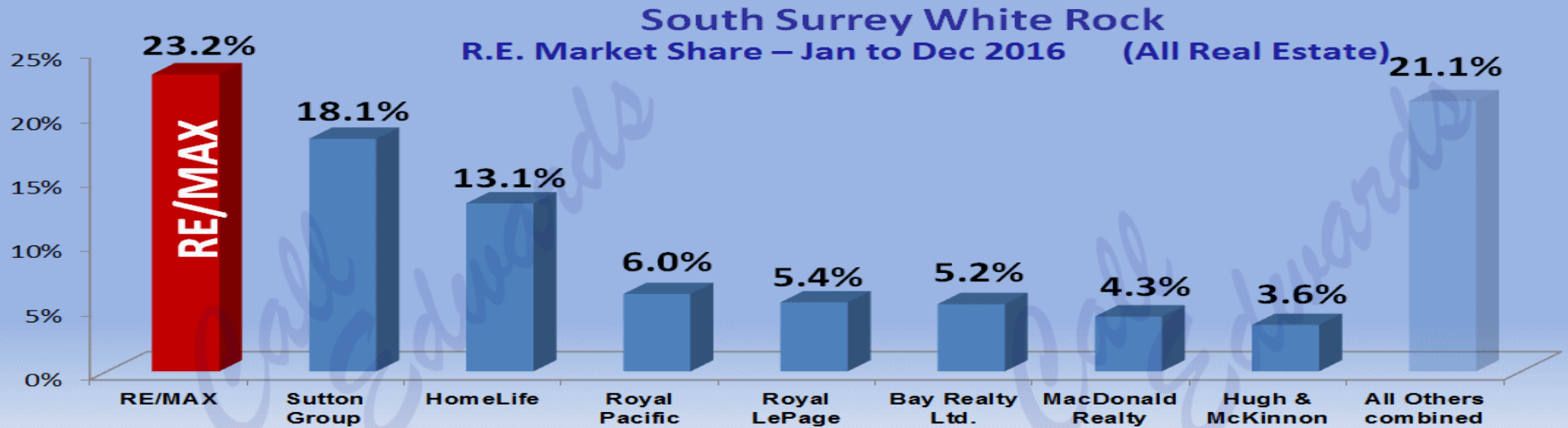
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## #1 the **RE/MAX** Market Share Reports



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

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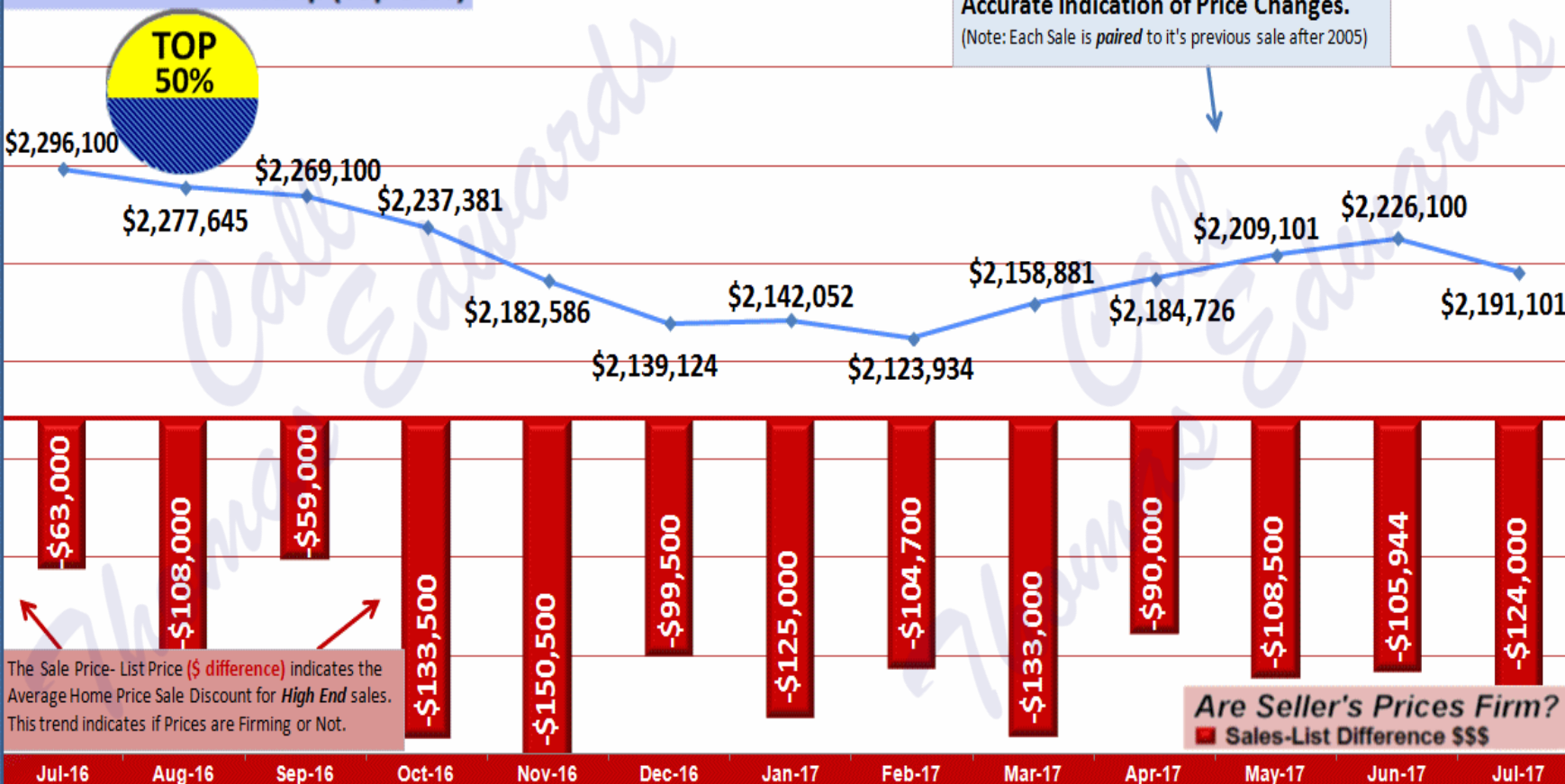
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Detached White Rock - South Surrey Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Are Home Prices Up? Homes Over \$1,400,000  
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 its 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 \$\$\$



Detached

TOP 50%

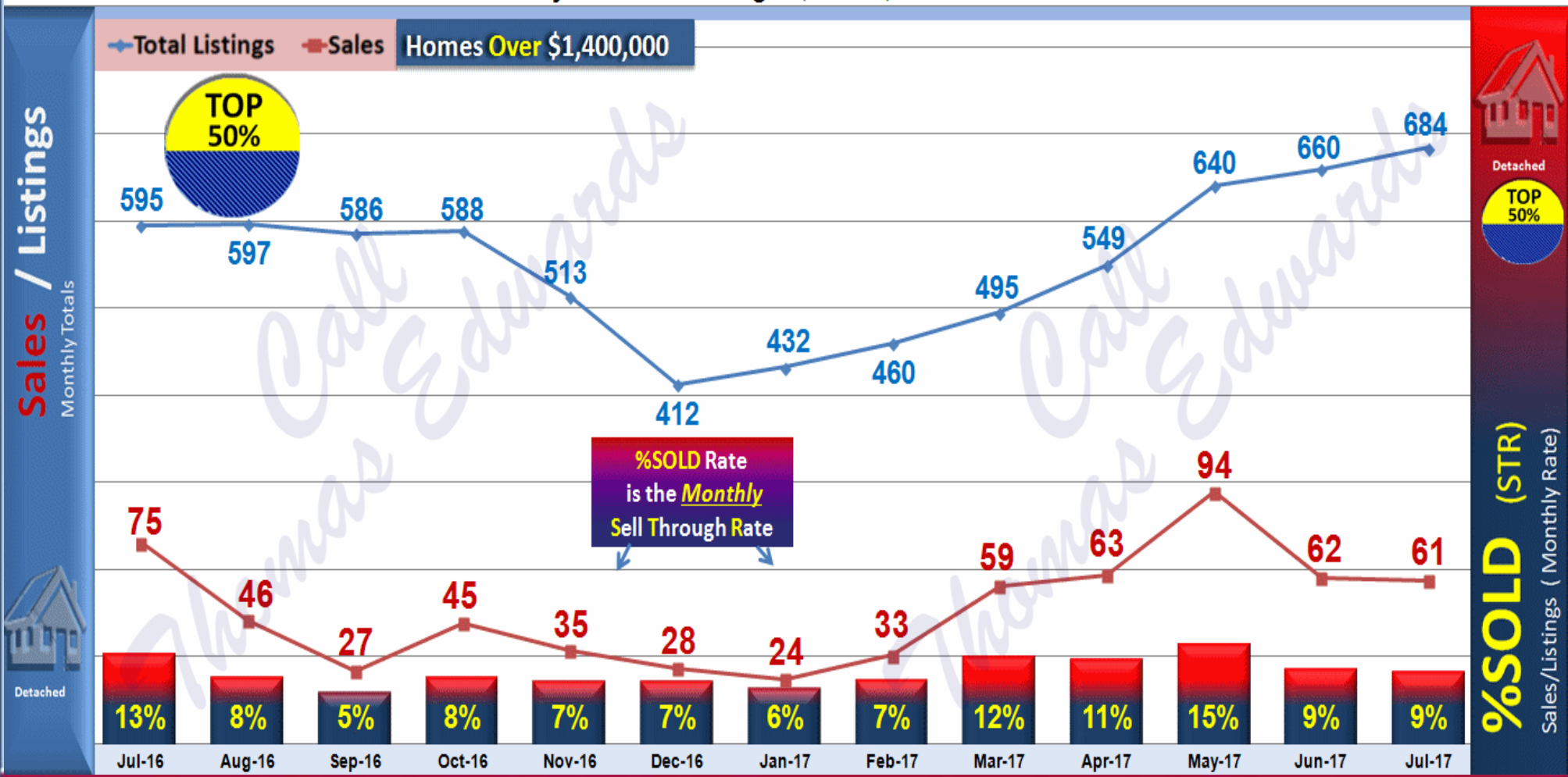
Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

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Market Analysis and Forecasting Aug 1/17 White Rock & S. Surrey

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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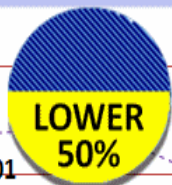
White Rock - South Surrey

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?

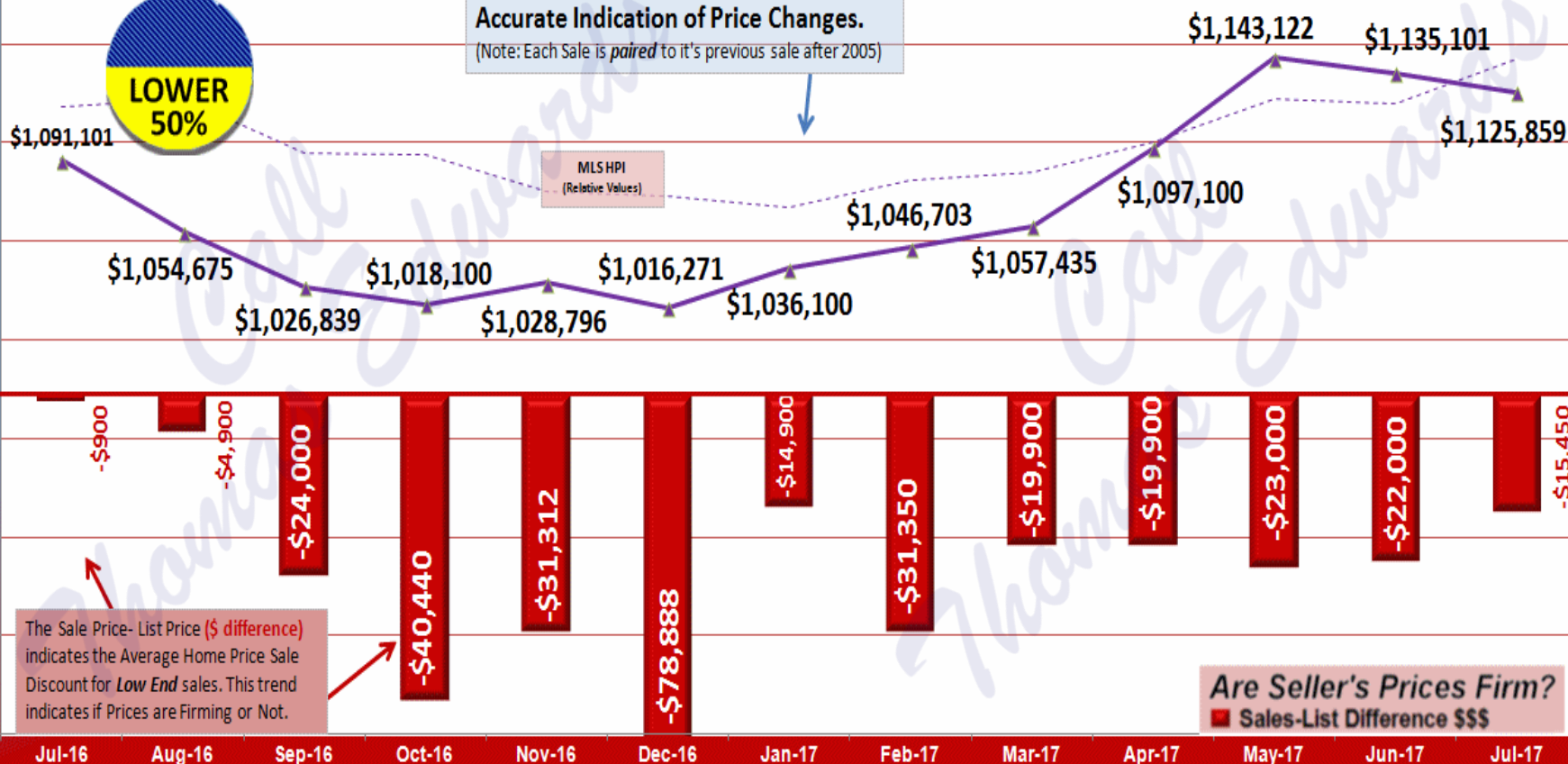
Home Price Index → HPIp (Lower 50%)



### 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 \$\$\$

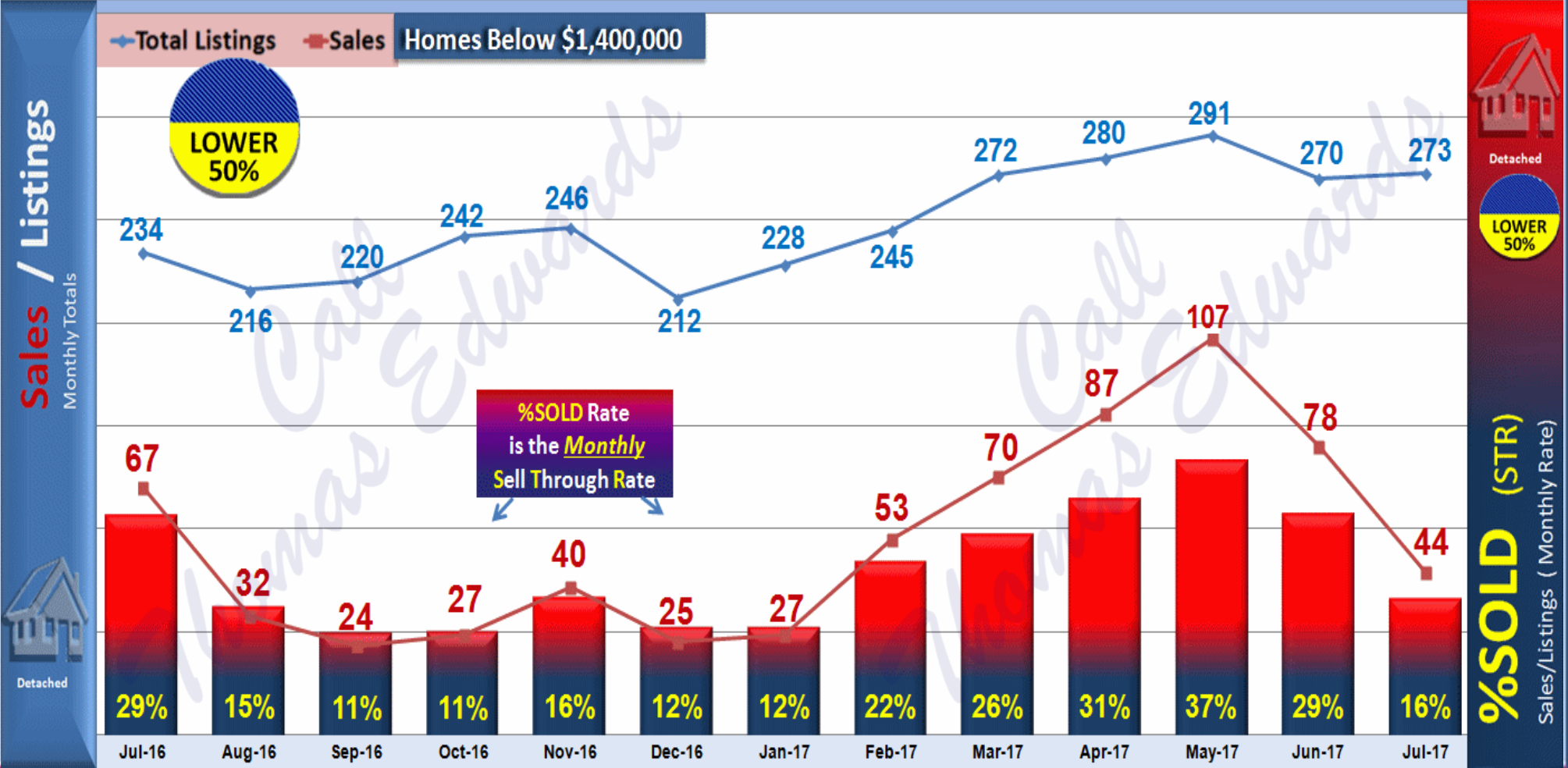
\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)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

produced for: Tom Edwards

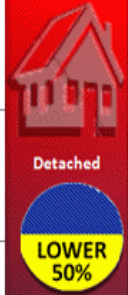


Market Analysis and Forecasting Aug 1/17 White Rock & S. Surrey

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



Sales / Listings  
Monthly Totals



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

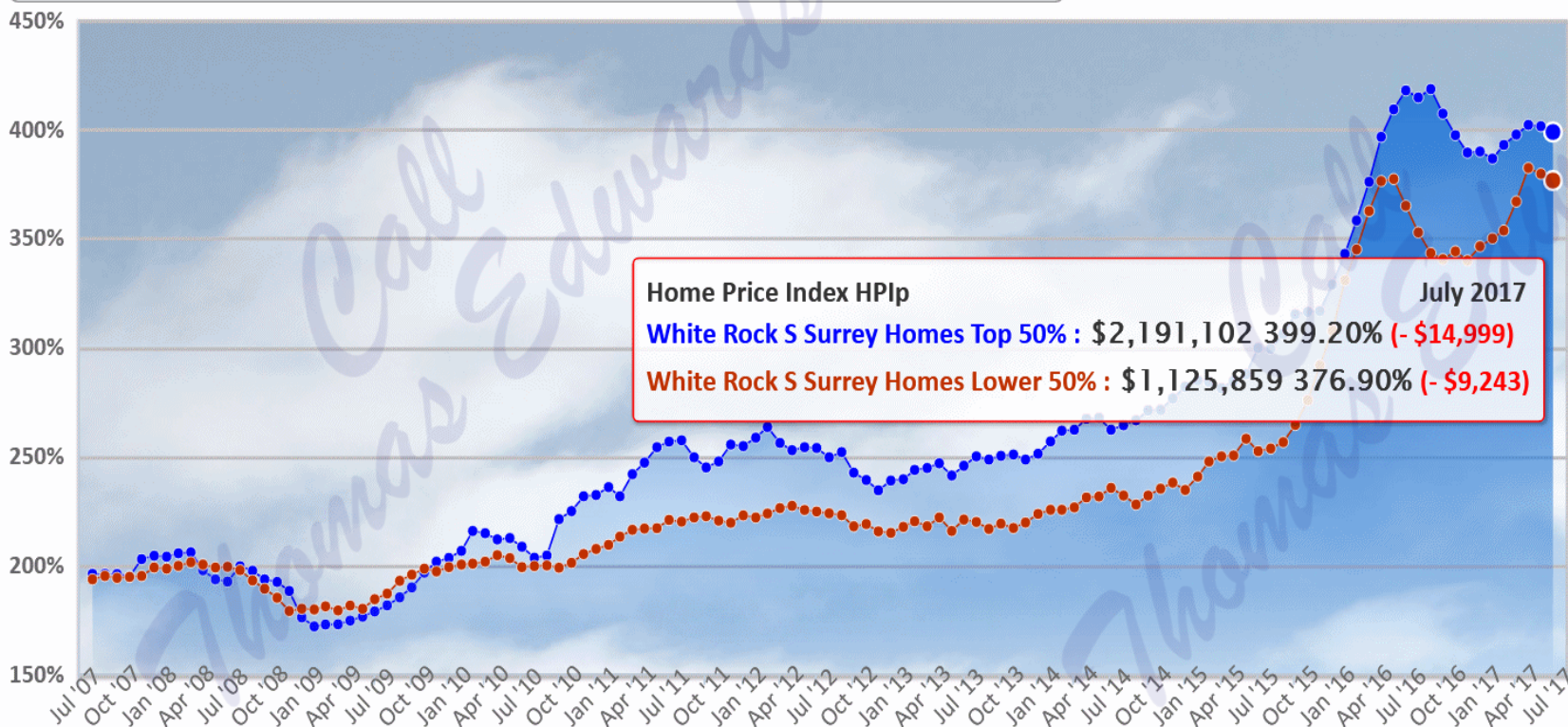
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White Rock S Surrey Homes Top 50% : HPIp Forecast+ Forecast-  
White Rock S Surrey Homes Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp  
**White Rock S Surrey Homes Top 50% : \$2,191,102 399.20% (- \$14,999)**  
**White Rock S Surrey Homes Lower 50% : \$1,125,859 376.90% (- \$9,243)**

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

<< < 1 2 3 > >>

Drag over area to ZOOM in



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produced for: **Tom Edwards**

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

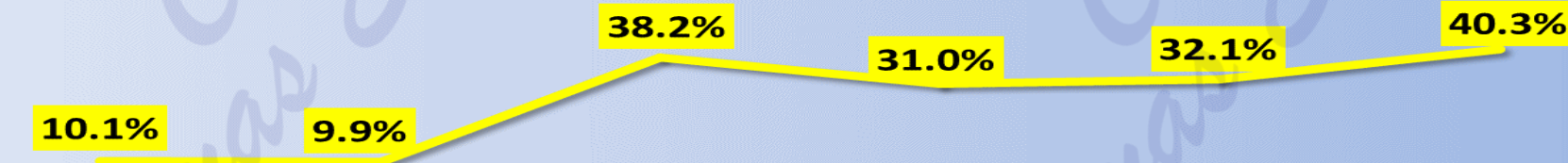
房地产价格变动(\$/%)

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<sup>®</sup>

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



■ % YTD Price Change (1 Year)

迄至今年价格变动 (1年)

High End Detached  
高档独立屋



\$825,000

Low End Detached  
低端独立屋



High End Condos  
高档公寓



\$250,000

Low End Condos  
低端公寓



High End Townhouse  
高档城镇屋



\$450,000

Low End Townhouse  
低端城镇屋



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

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

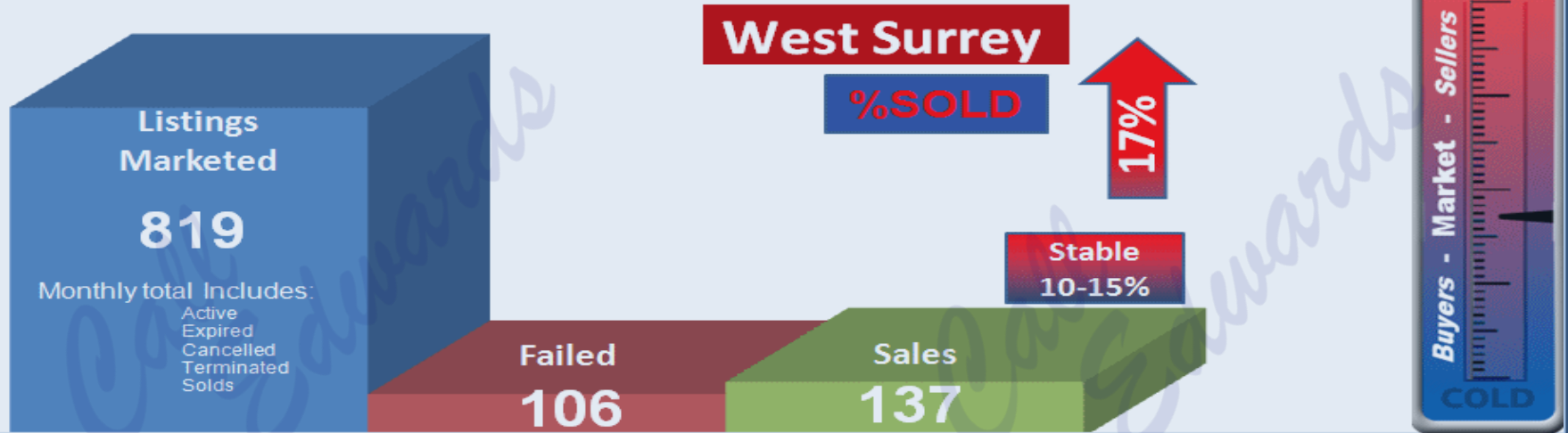
YTD Home Price Changes %%



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produced for: Tom Edwards

## Monthly Market Activity - July 2017 - Single Family



Aug 1 2017 West Surrey Market Update

(Detached)

**Current:** West Surrey is in a Sellers Market with an average listing inventory, **17 %SOLD** rate and a 99% Sell/List Ratio. (This means that there is an average of a \$4,999 sales discount from the original list price)

*Most Active Price Range:* Homes between \$675,000 - \$740,000 have **35.5 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.1 mill. have **11.7 % SOLD** rate.

**History:** The Surrey West Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$127,999.  
The Surrey West Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$67,754.



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

produced for: **Tom Edwards**

## 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	
0-\$600,000	23	7	6	98%	-\$3,800	30.4%	↑
\$600,001-\$675,000	9	1	3	102%	\$10,367	11.1%	
\$675,001-\$740,000	31	11	10	99%	-\$4,900	35.5%	↑
\$740,001-\$800,000	88	19	11	99%	-\$4,000	21.6%	↑
\$800,001-\$925,000	190	40	10	100%	\$0	21.1%	↑
\$925,001-\$1,100,000	163	22	16	99%	-\$13,900	13.5%	
\$1,100,001 and more	315	37	22	98%	-\$23,000	11.7%	
<b>Total Activity</b>	<b>819</b>	<b>137</b>	<b>12</b>	<b>99%</b>	<b>-\$4,999</b>	<b>17%</b>	↑

## 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)	932	839	819		-20	↓
Active Listings (1st of the month)	594	483	515	576	61	↑
Solds	124	226	137		-89	↓
Days on Market (DOM)	16	11	12		2	↑
%SOLD (Sales/Listings/mnthly rate)	13%	27%	17%		-10%	↓
(Top 50%) Home Price Index HPIp	\$951,101	\$1,062,926	\$1,079,100		\$16,174	↑
(Lower 50%) Home Price Index HPIp	\$705,318	\$762,653	\$773,072		\$10,419	↑

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

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

West Surrey Sub areas Statistics - July 2017					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	25	8	12	100%	\$1,000	32.0%
Bolivar Heights	85	23	11	98%	-\$14,000	27.1%
Royal Heights	36	4	12	99%	-\$16,400	3.7%
Cedar Hills	93	14	11	100%	\$50	10.7%
Whalley	72	10	15	100%	-\$1,500	14.8%
Queen Mary Park Surrey	108	13	11	97%	-\$22,000	15.1%
Bear Creek Green Timbers	114	16	13	100%	\$2,300	9.2%
West Newton	125	20	17	98%	-\$18,944	11.3%
East Newton	161	29	17	98%	-\$14,000	7.2%
<b>Total Activity</b>	<b>819</b>	<b>137</b>	<b>12</b>	<b>99%</b>	<b>-\$4,999</b>	<b>17%</b>

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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 produced for: **Tom Edwards**

## Next Months Market Forecast

**Forecast:** West Surrey has average Listing supply; 576 homes are for sale and with the **17 %SOLD** monthly rate gives us a ~6 months of inventory. 7% of the active listings have reduced their price by \$34,694 on average or \$30,000 median in the last month. We project West Surrey to be a 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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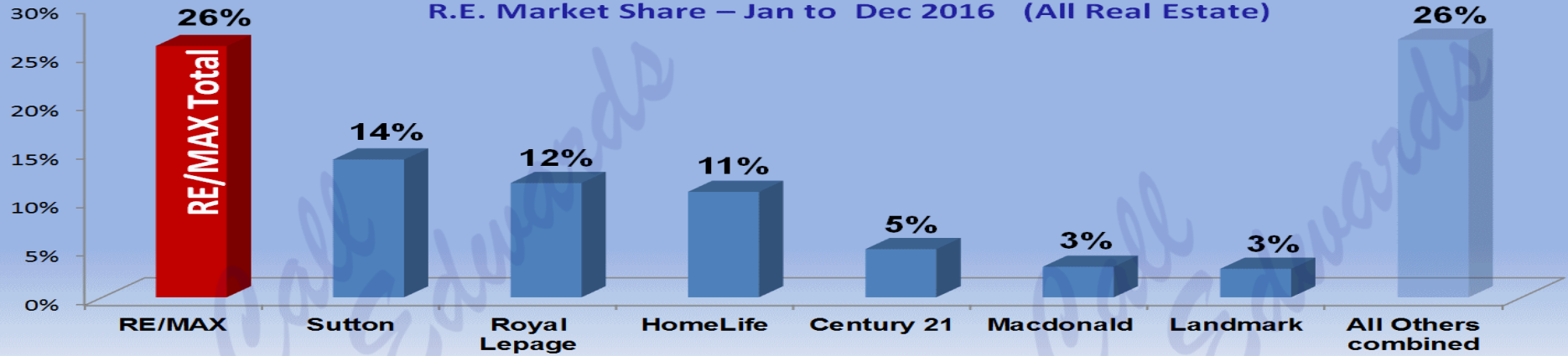
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produced for: **Tom Edwards**



## #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. [More Details](#)  
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Detached

West Surrey

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

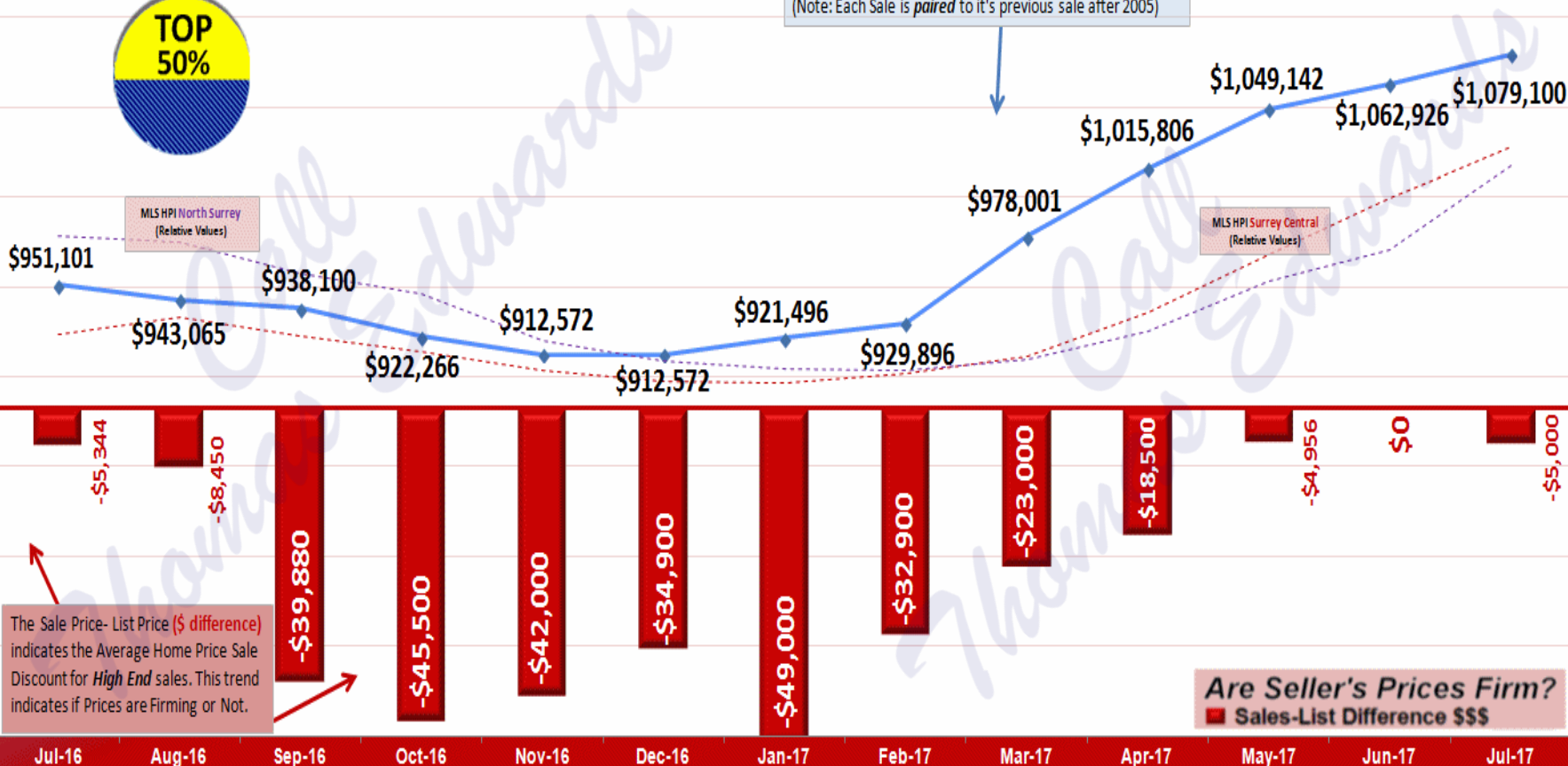
### Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$775,000

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

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



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



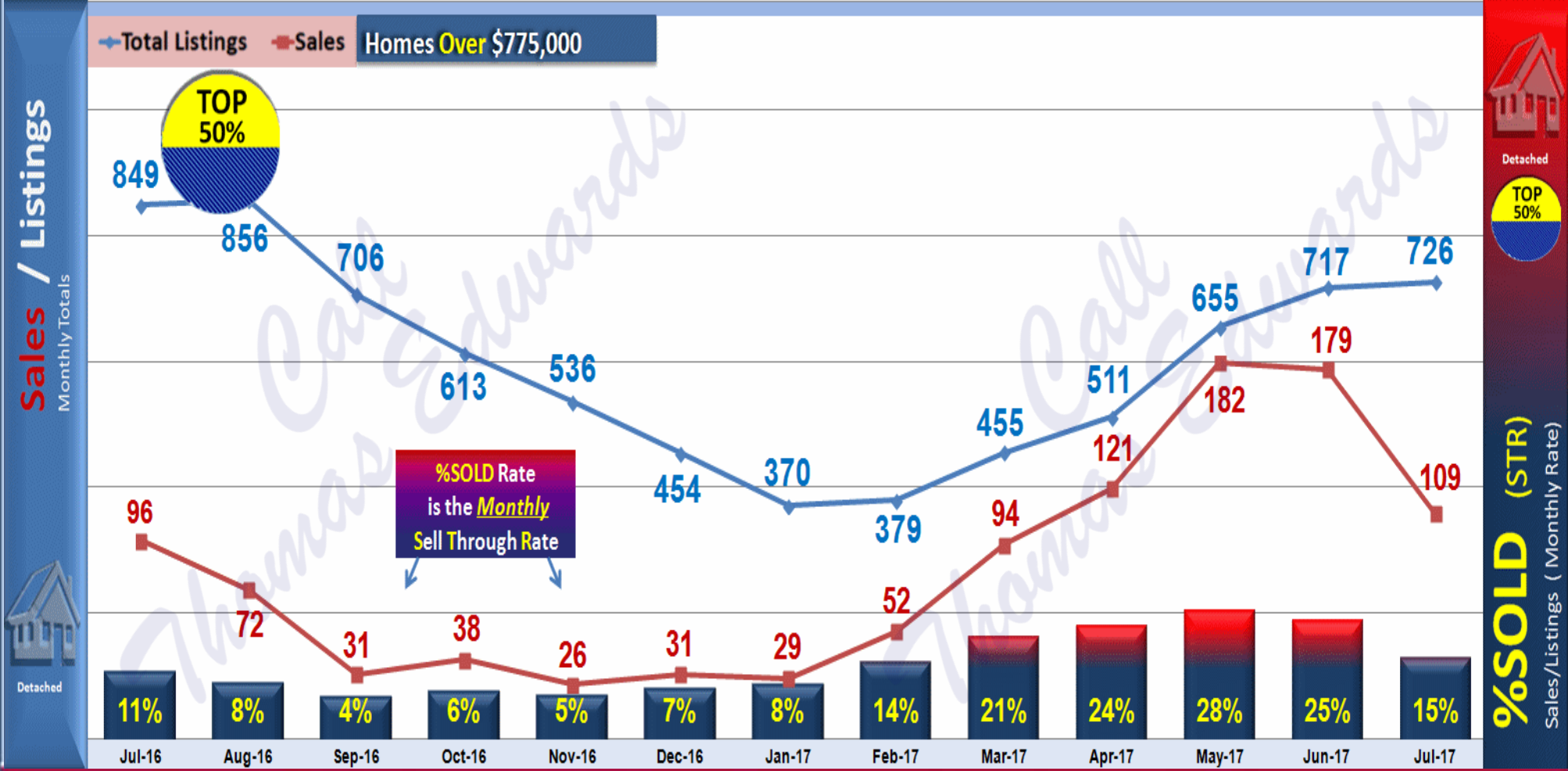
Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

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

produced for: Tom Edwards

Market Analysis and Forecasting Aug 1/17 West Surrey

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



Sales / Listings  
Monthly Totals

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

produced for: Tom Edwards

Detached

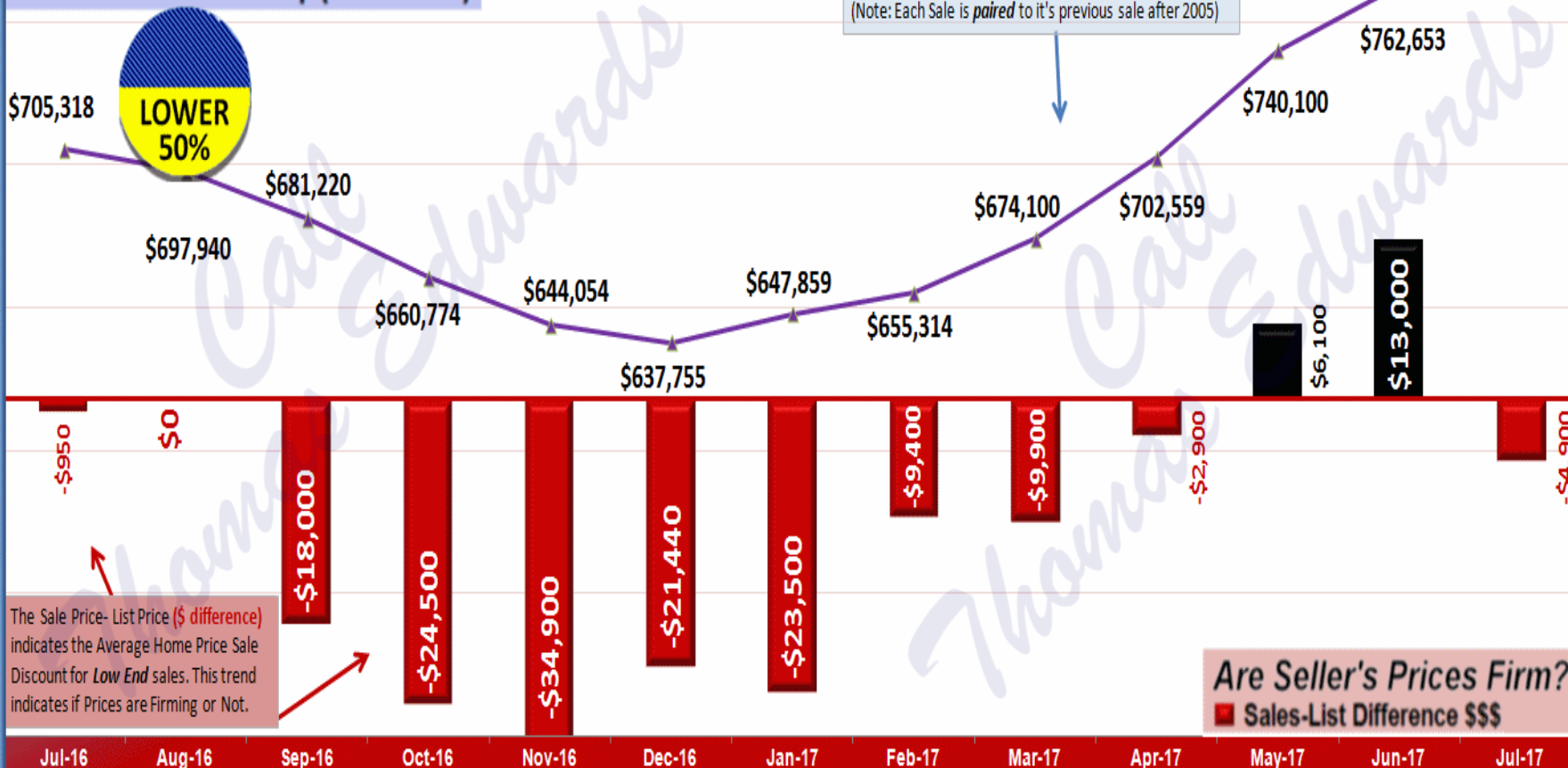
West Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

### Are Home Prices Up?

Homes Below \$775,000

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

Home Price Index → HPIp (Lower 50%)



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



Detached



Detached

LOWER 50%

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

### Are Seller's Prices Firm?

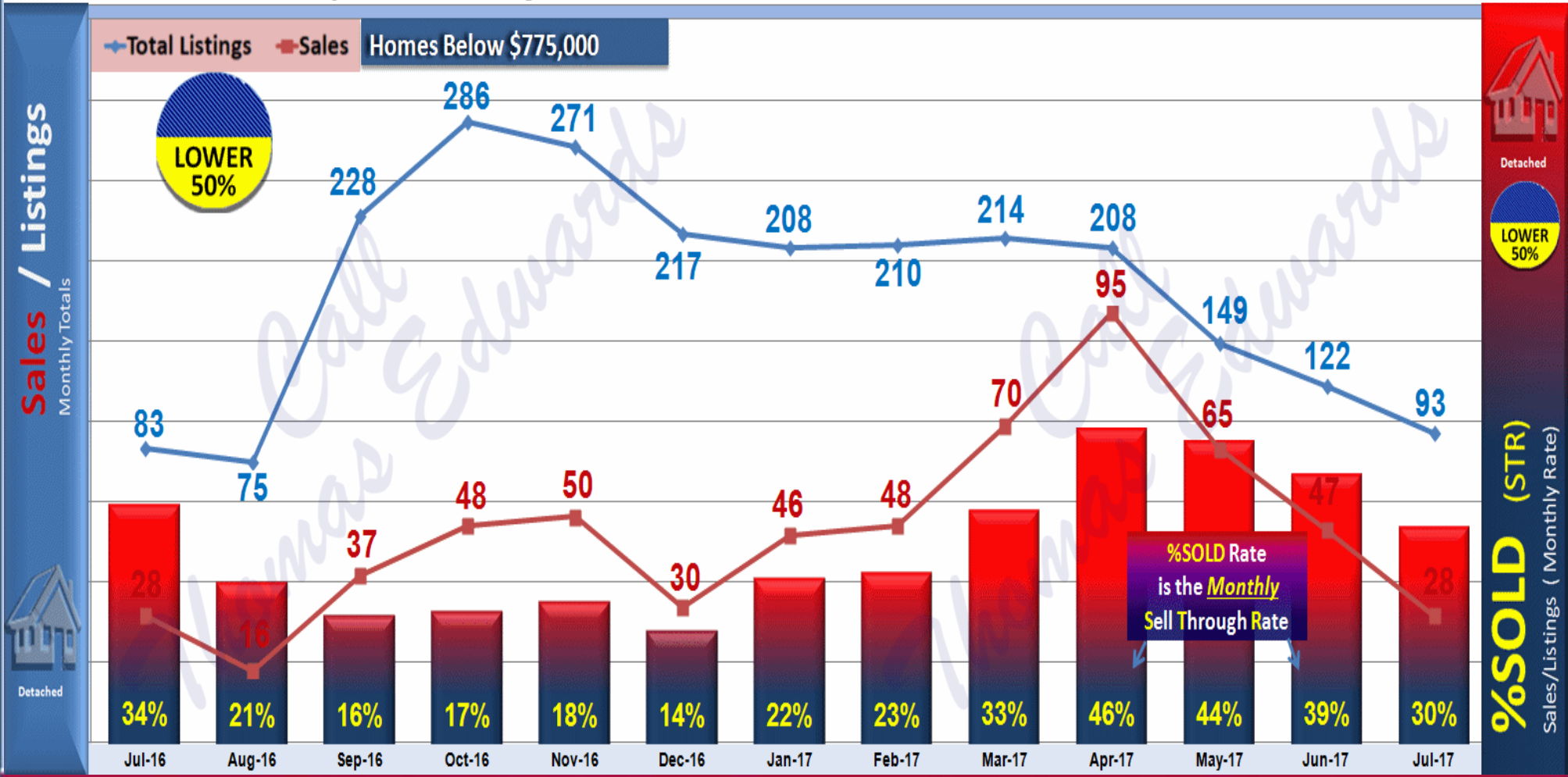
■ Sales-List Difference \$\$\$

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produced for: Tom Edwards

Market Analysis and Forecasting Aug 1/17 West Surrey

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



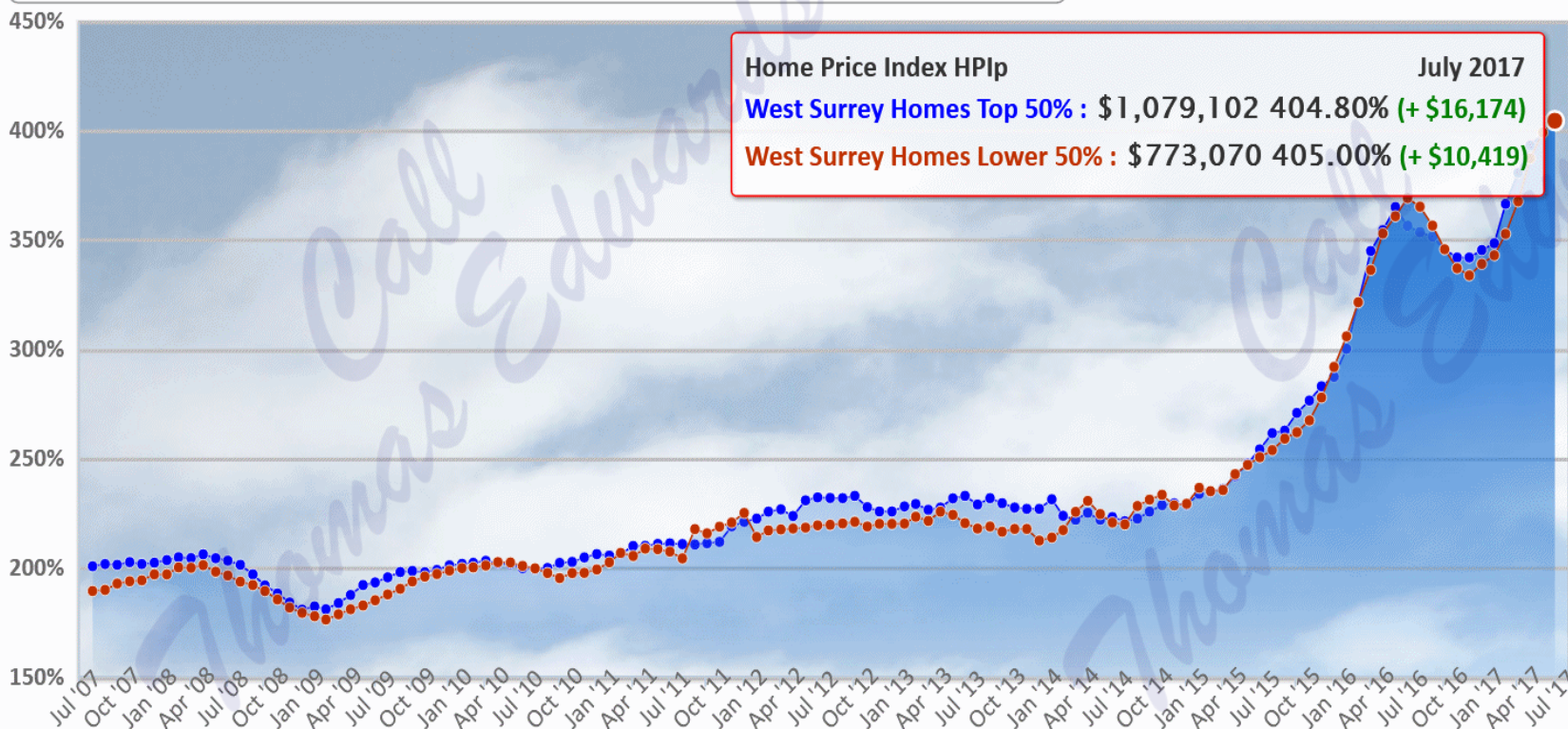
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West Surrey Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 West Surrey Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jul 2017	% 404.80
Jun 2017	% 398.70
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

<< < 1 2 3 > >>

Drag over area to zoom in



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produced for: **Tom Edwards**

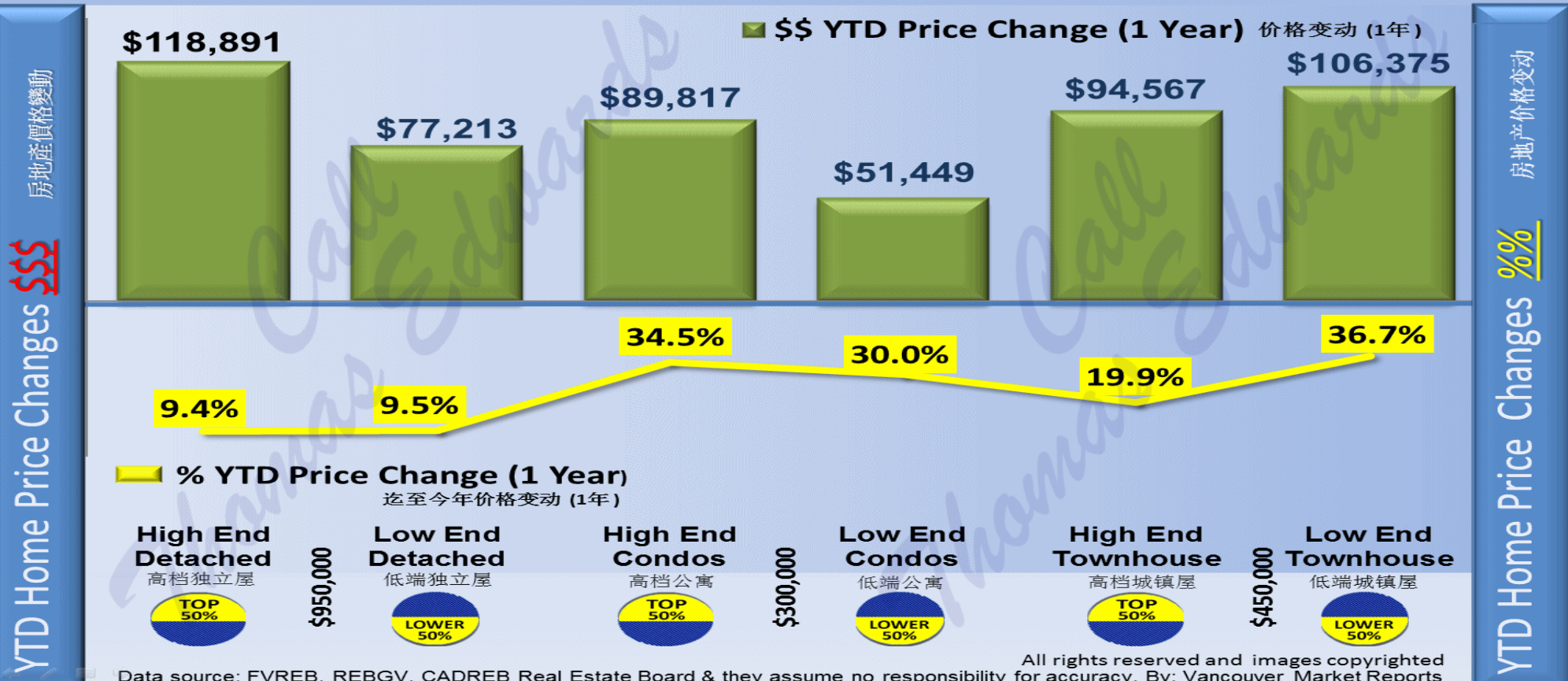
Surrey East Real Estate Price Changes (\$/%)

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

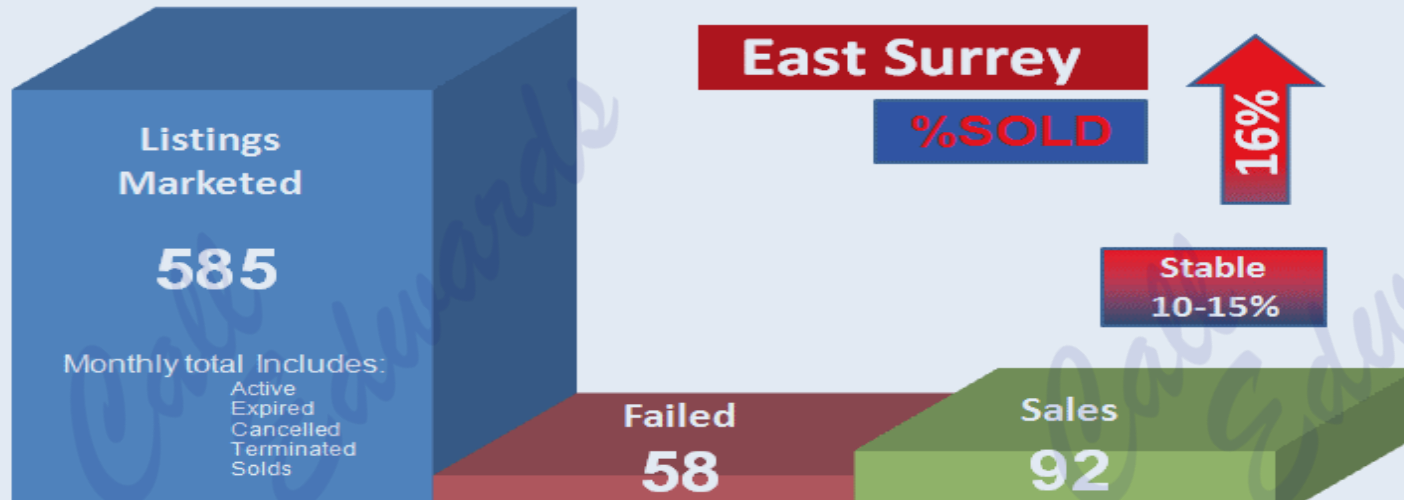


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produced for: Tom Edwards

# Monthly Market Activity - July 2017 - Single Family



Aug 1 2017 East Surrey Market Update (Detached)

**Current:** East Surrey is in a Sellers Market with **16% SOLD** rate, 11 DOM and 99% Sell/List Ratio.

(This means that there is an average (m) of a \$9,000 discount from the original list price)

*Most Active Price Range:* Homes below \$750,000 have **33.3 %SOLD** rate.

*Least Active Price Range:* Homes above \$1.6 mill. have **4.5 %SOLD** rate.

**History:** The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$100,131.

The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$100,707.

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



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

produced for: **Tom Edwards**

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

East 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-\$750,000	12	4	9	103%	\$28,300	33.3%	↑
\$750,001-\$850,000	37	10	10	99%	-\$10,950	27.0%	↑
\$850,001-\$950,000	68	16	4	101%	\$7,050	23.5%	↑
\$950,001-\$1,150,000	100	27	13	100%	-\$1,900	27.0%	↑
\$1,150,001-\$1,600,000	213	28	15	98%	-\$29,750	13.1%	
\$1,600,001 and more	155	7	12	95%	-\$84,000	4.5%	↓
<b>Total Activity</b>	<b>585</b>	<b>92</b>	<b>11</b>	<b>99%</b>	<b>-\$9,000</b>	<b>16%</b>	↑

## 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)	601	545	585		40	↑
Active Listings (1st of the month)	380	168	365	435	70	↑
Solds	98	125	92		-33	↓
Days on Market (DOM)	11	8	11		3	↑
%SOLD (Sales/Listings /monthly rate)	16.3%	22.9%	15.7%		-7.2%	↓
(Top 50%) Home Price Index HPIp	\$1,316,100	\$1,431,100	\$1,416,231		-\$14,869	↓
(Lower 50%) Home Price Index HPIp	\$800,101	\$904,100	\$900,808		-\$3,292	↓

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

### East Surrey Sub areas Statistics - July 2017

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Fraser Heights	118	22	26	98%	-\$23,950	18.6%
Guildford	41	9	14	99%	-\$12,000	22.0%
Port Kells	19	2	31	100%	-\$79,950	10.5%
Fleetwood Tynehead	179	31	8	100%	-\$3,800	17.3%
Panorama Ridge	153	15	4	98%	-\$19,000	9.8%
Sullivan Station	75	13	8	99%	-\$7,400	17.3%
<b>Total Activity</b>	<b>585</b>	<b>92</b>	<b>11</b>	<b>99%</b>	<b>-\$9,000</b>	<b>16%</b>

\*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.

produced for: **Tom Edwards**

## Next Months Market Forecast

**Forecast:** East Surrey has an average Listing Supply; 435 homes are for sale and with the **16 % SOLD** monthly rate gives us a 6 months of inventory. 6% of the active listings have reduced their price by \$54,644 on average or \$50,000 on median in the last month. We project East 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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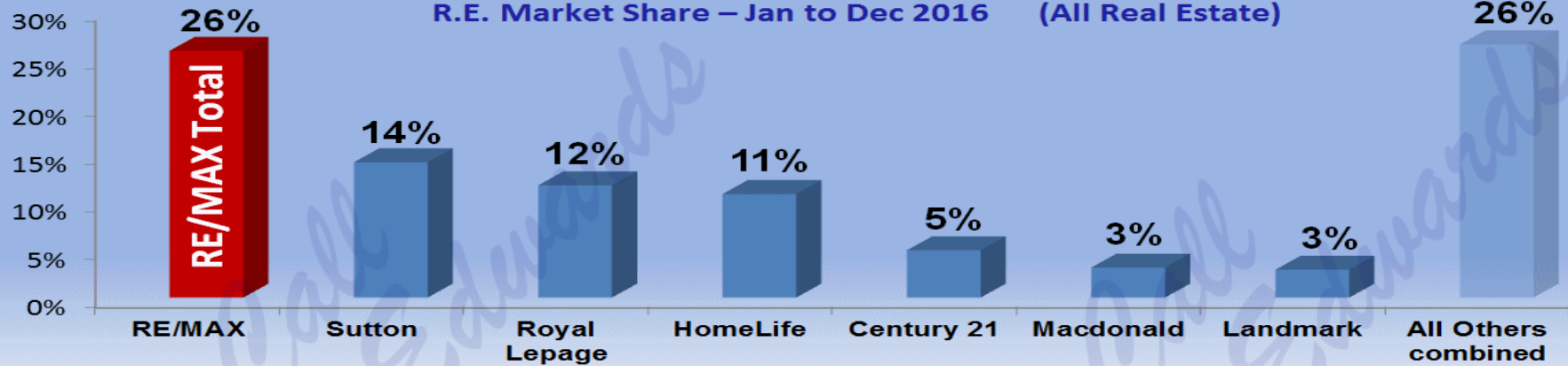


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produced for: **Tom Edwards**

#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**

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

### Are Home Prices Up?

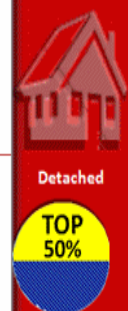
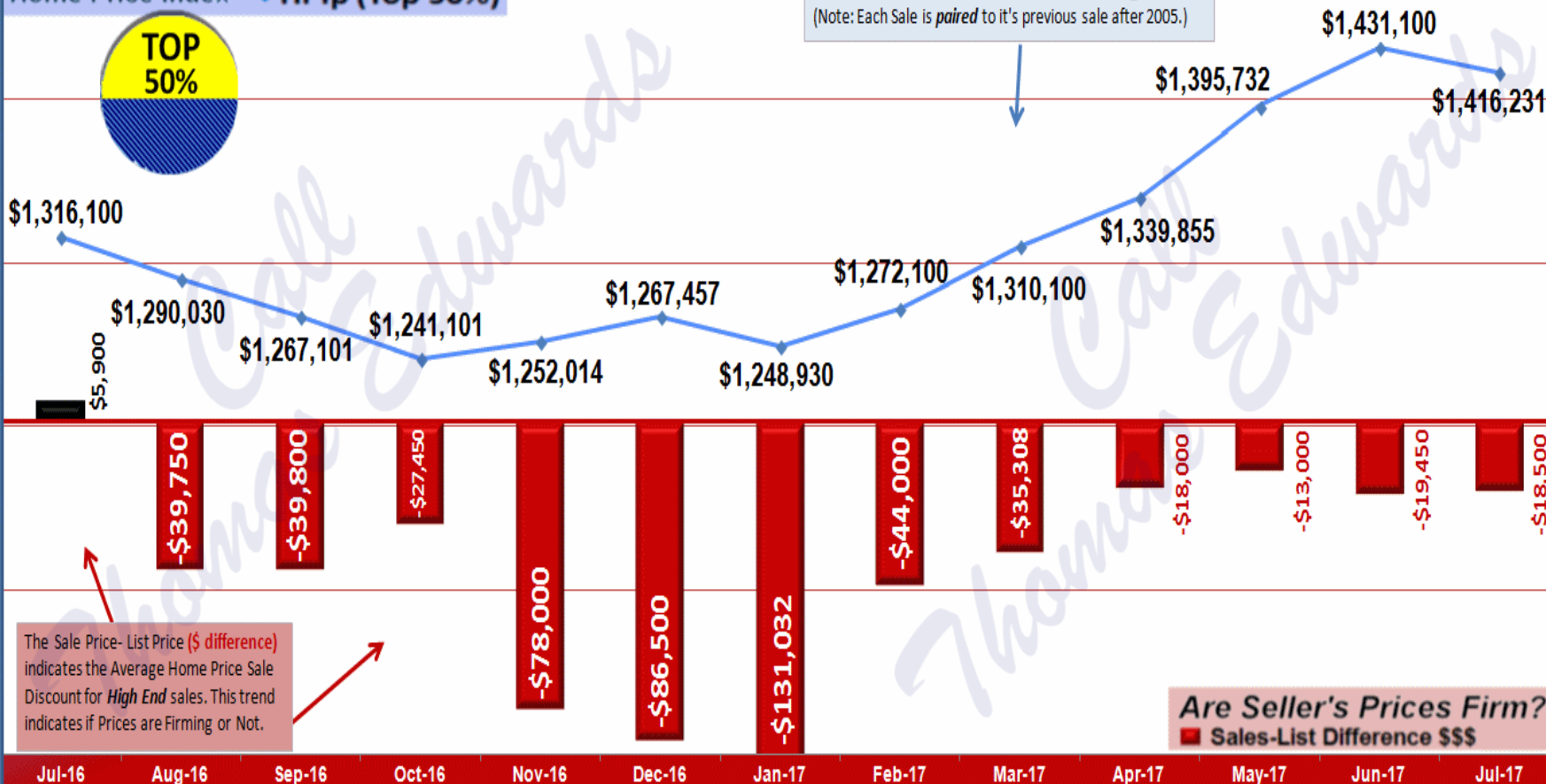
Home Price Index → HPIp (Top 50%)

Homes Over \$950,000

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

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

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.

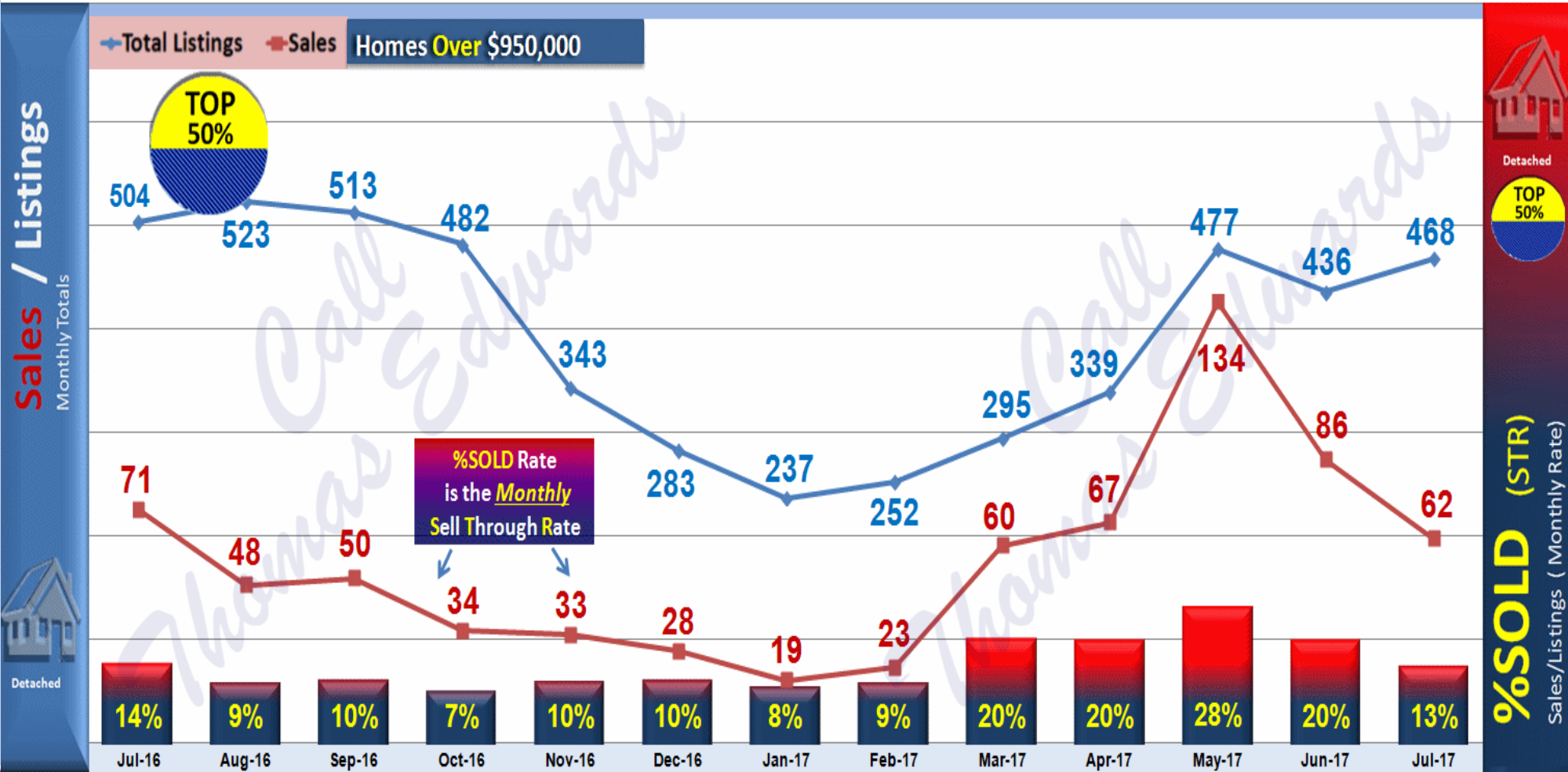
### Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

\*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.

produced for: Tom Edwards

Detached East Surrey Total Listings<sup>\*\*</sup>, Sales, and %SOLD Rates



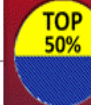
Sales / Listings  
Monthly Totals



Detached



Detached

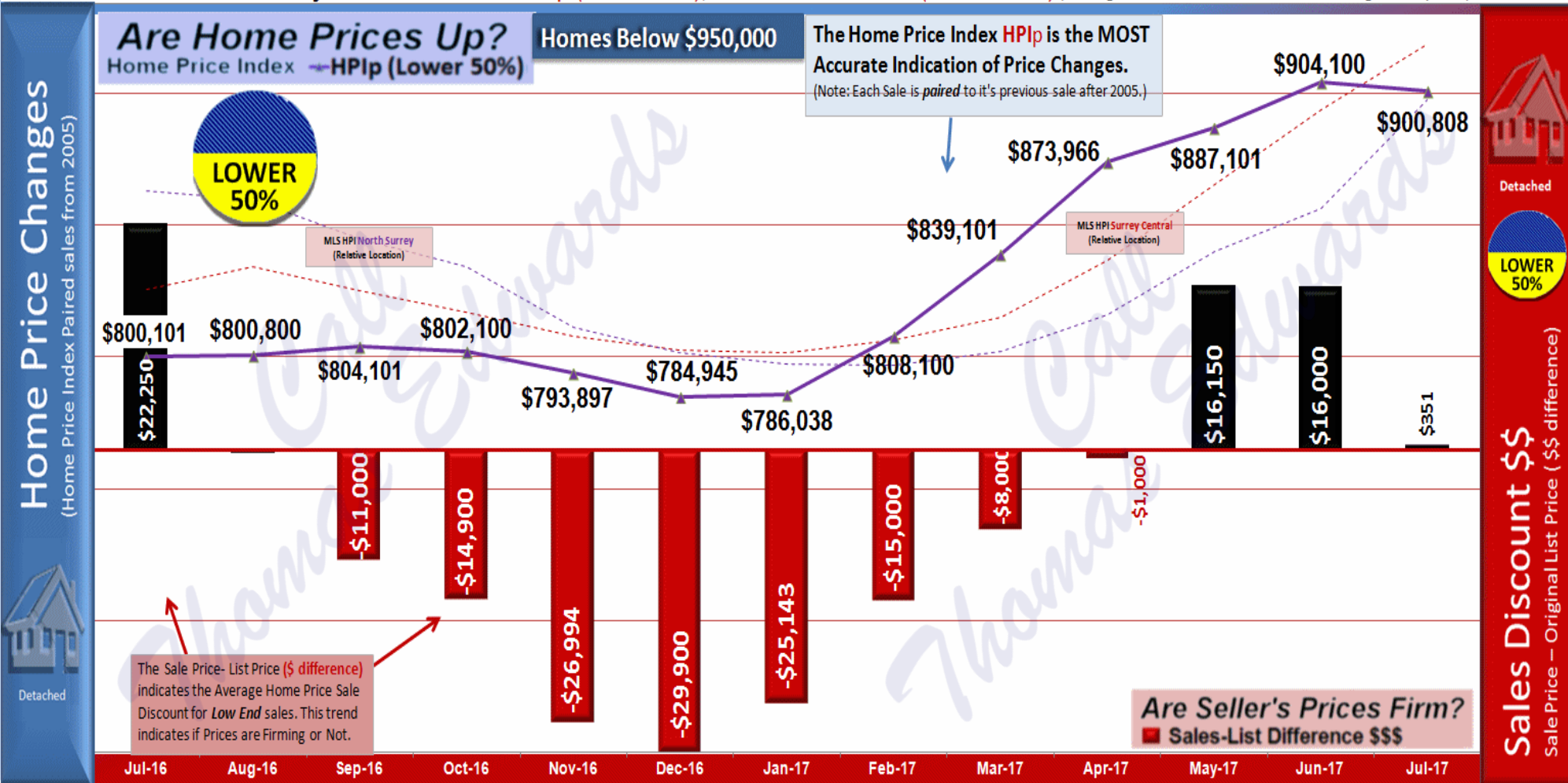


%SOLD (STR)  
Sales/Listings (Monthly Rate)

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



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



Detached



Detached

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

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.)

MLS HPI North Surrey (Relative Location)

MLS HPI Surrey Central (Relative Location)

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](#)  
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Market Analysis and Forecasting Aug 1/17 East Surrey

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

Total Listings Sales Homes Below \$950,000

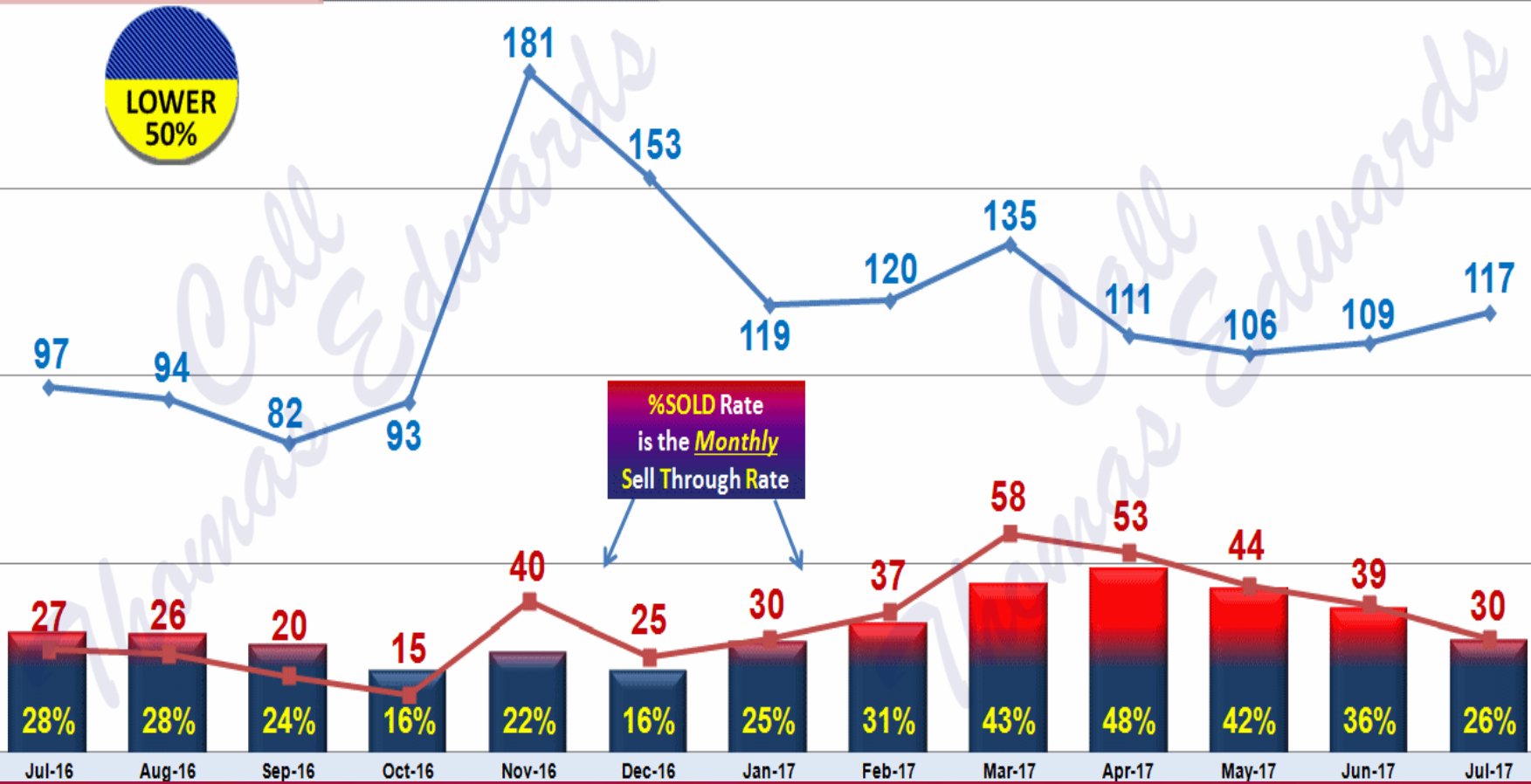


Detached



Sales / Listings  
Monthly Totals

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



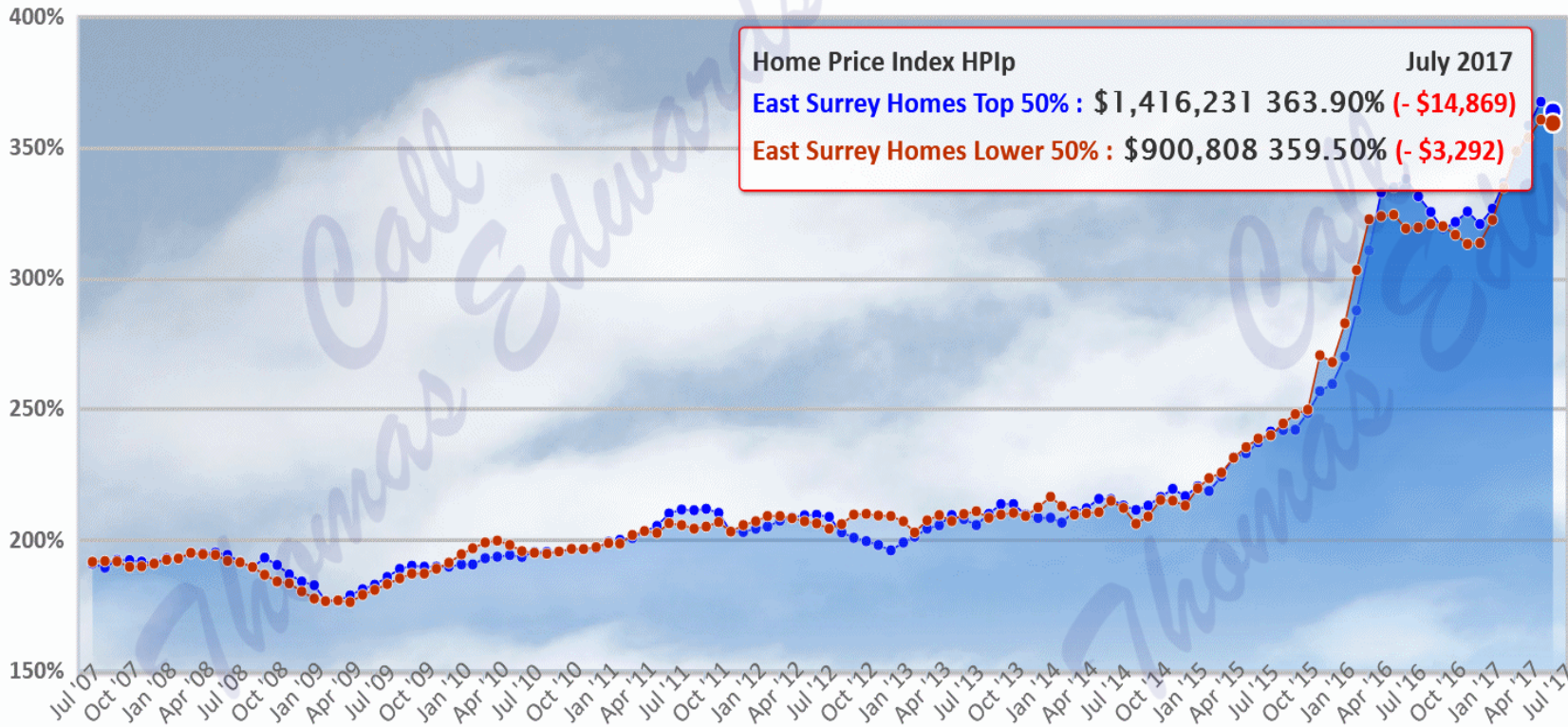
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Powered by the Greater Vancouver Market Reports HPIp



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



**Home Price Index HPIp**  
**East Surrey Homes Top 50% :** \$1,416,231 363.90% (- \$14,869)  
**East Surrey Homes Lower 50% :** \$900,808 359.50% (- \$3,292)

Monthly Home values

Date	Value
Jul 2017	% 363.90
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

<< < 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. [More Details](#)  
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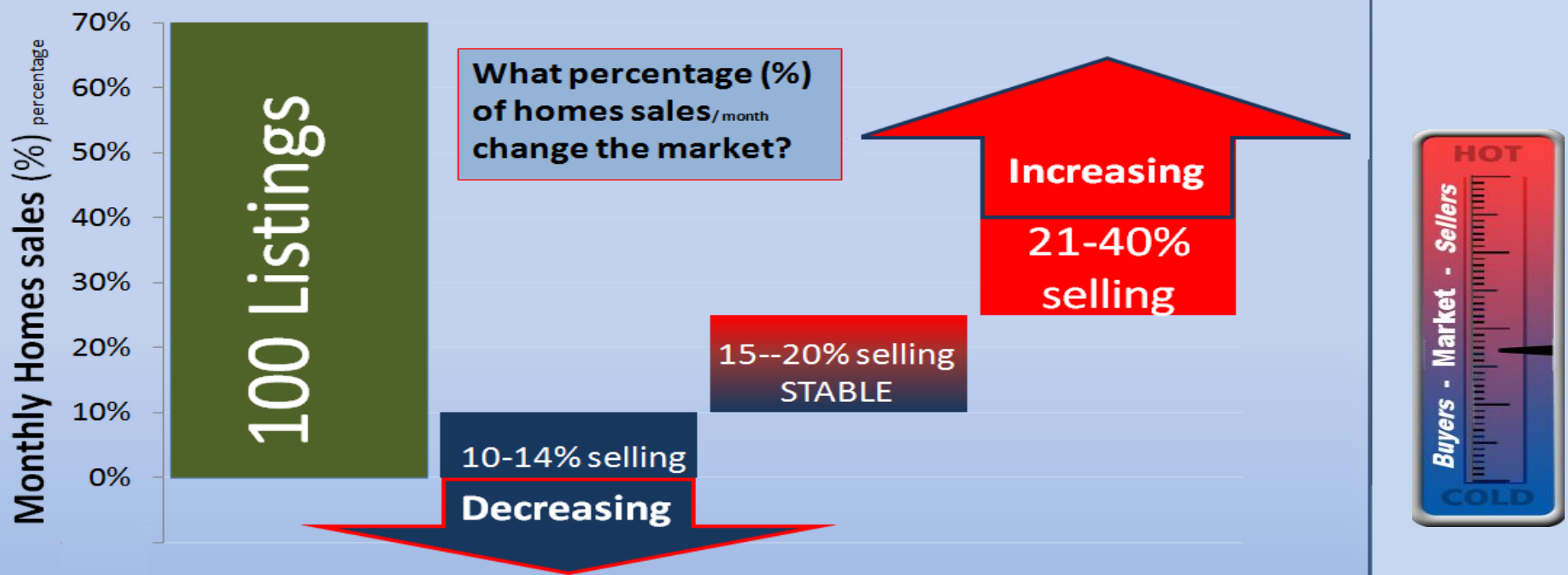


Market Analysis and Forecasting

Market Analysis and Forecasting

# Supply and Demand

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



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