

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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# Stewart Peddemors' Market Reports

## Detached

- [White Rock S Surrey](#)

## Attached

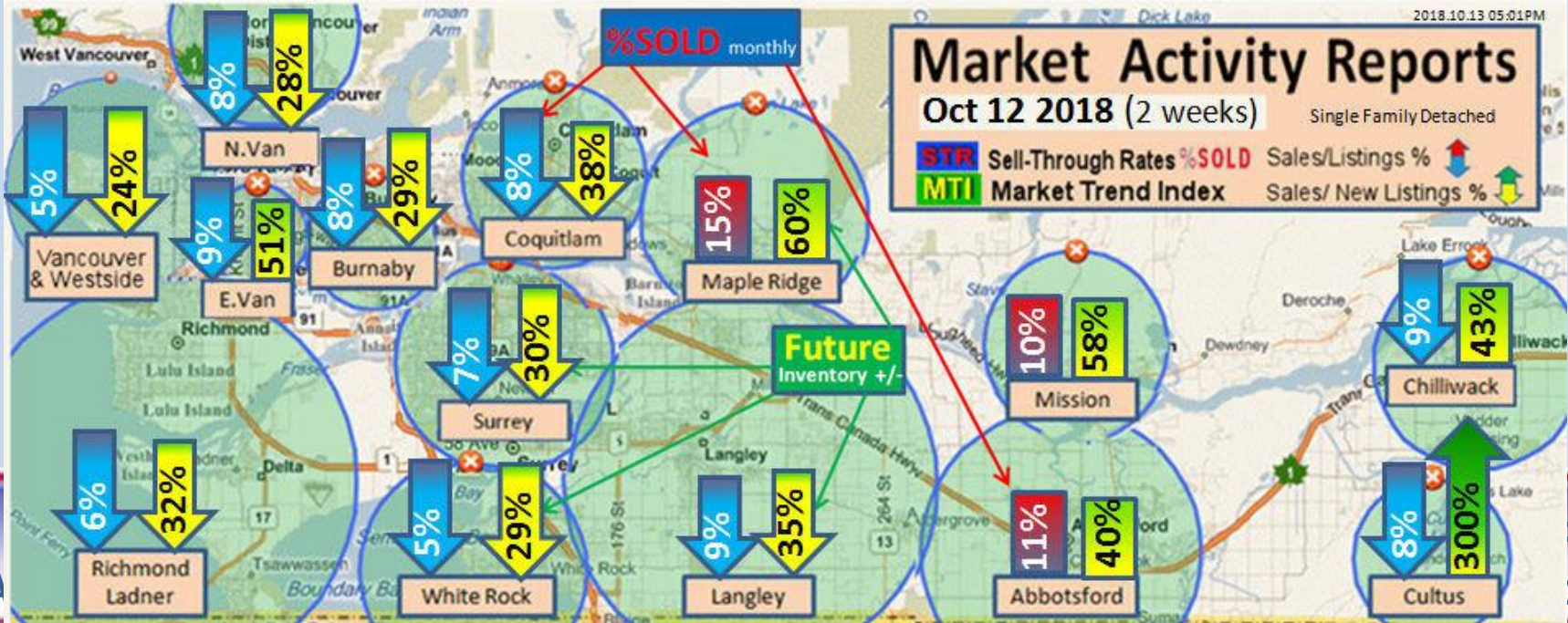
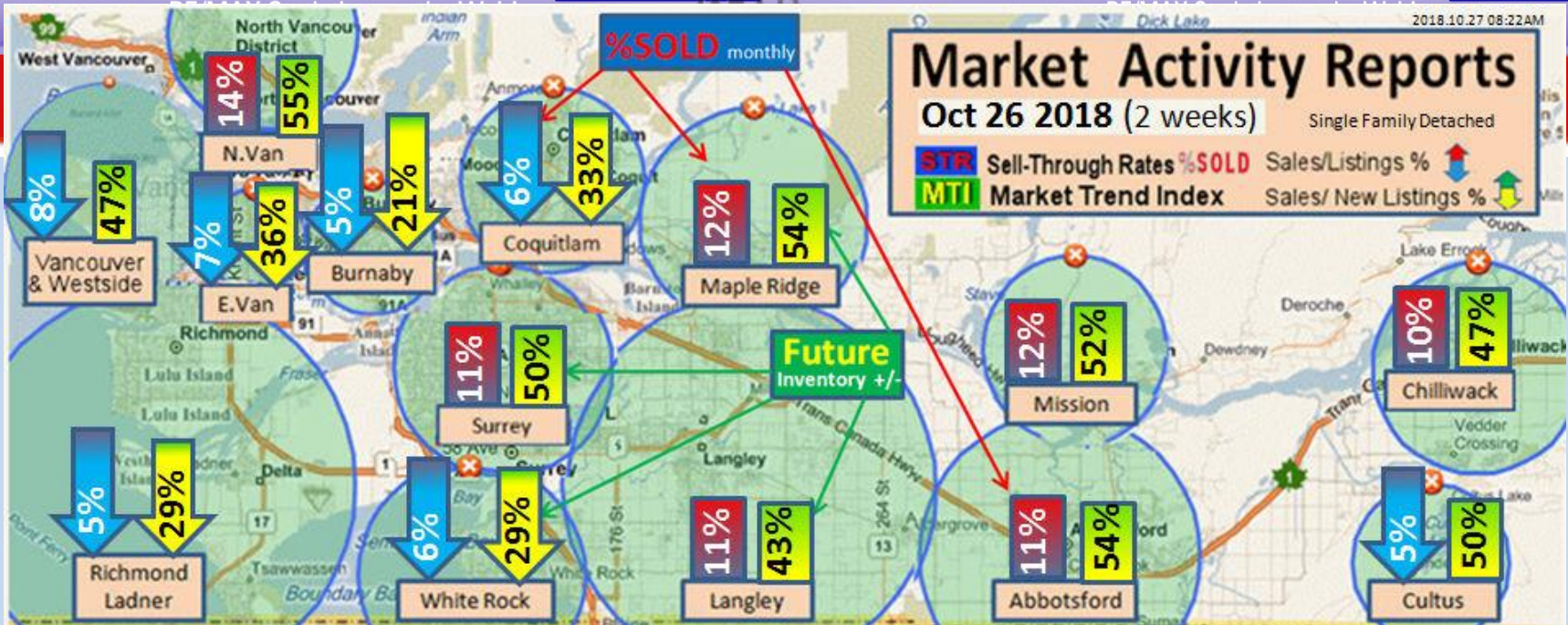
- [White Rock S Surrey](#)

**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

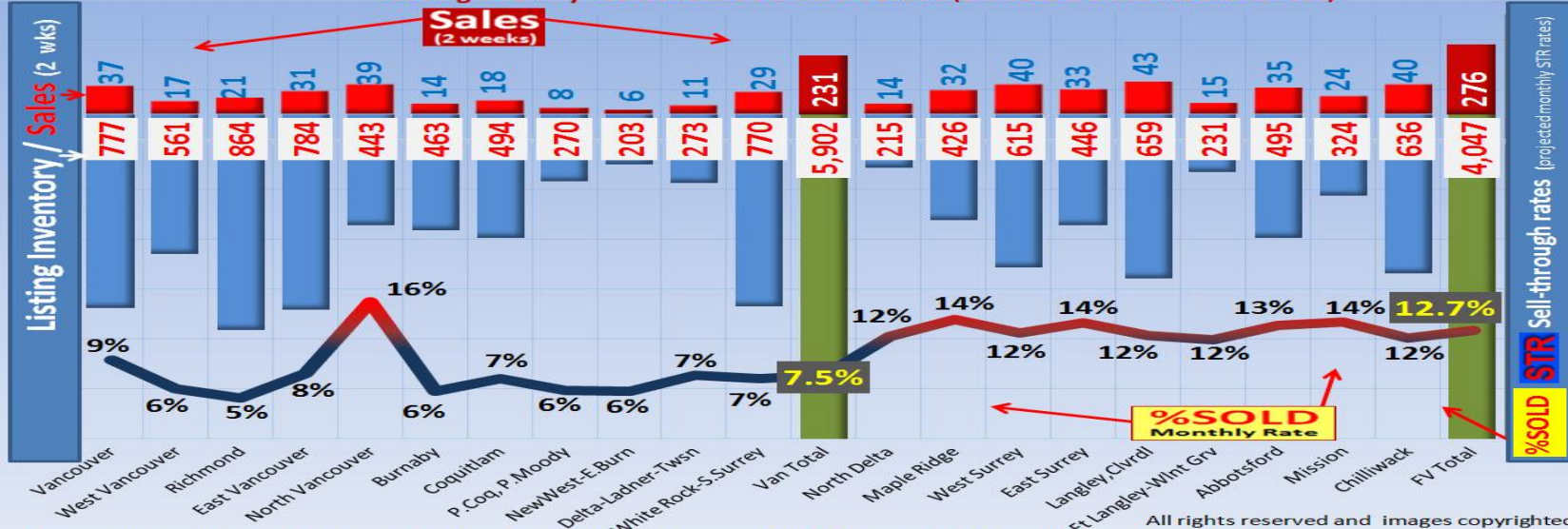
Oct 26 2018 (2 weeks)

%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)

2018.10.27.8:23AM



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

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Vancouver & Fraser Valley

### Sales (2 wks) / Listings Graph

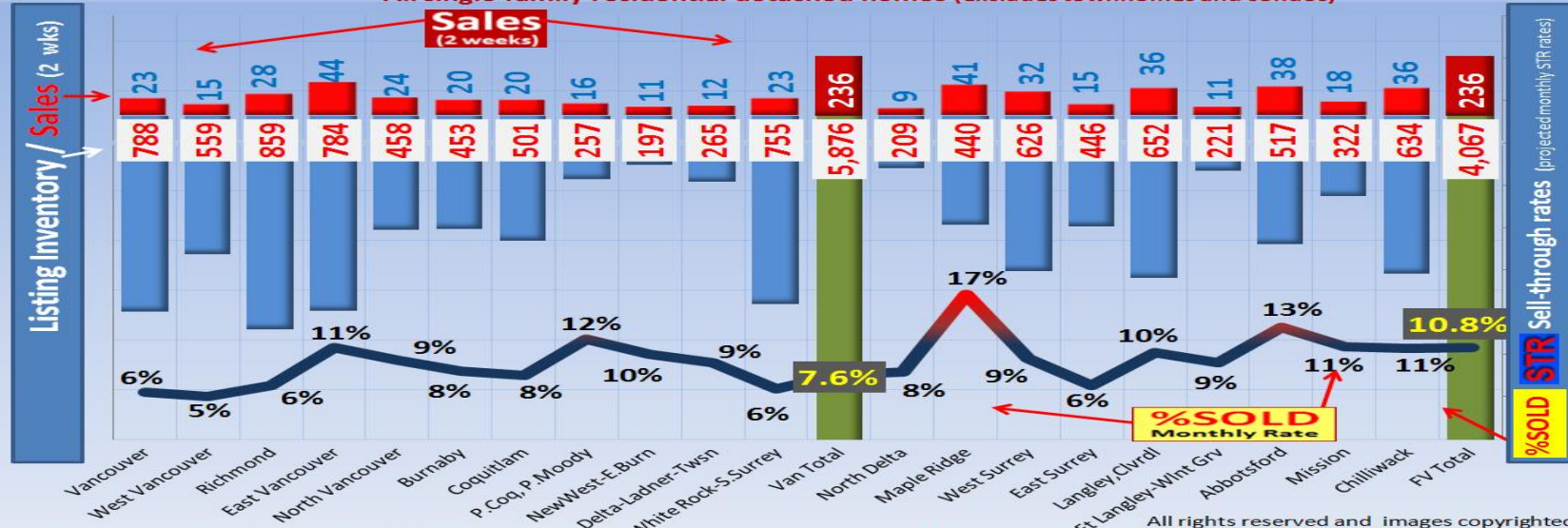
Oct 12 2018 (2 weeks)

%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)

2018.10.13.8:04PM



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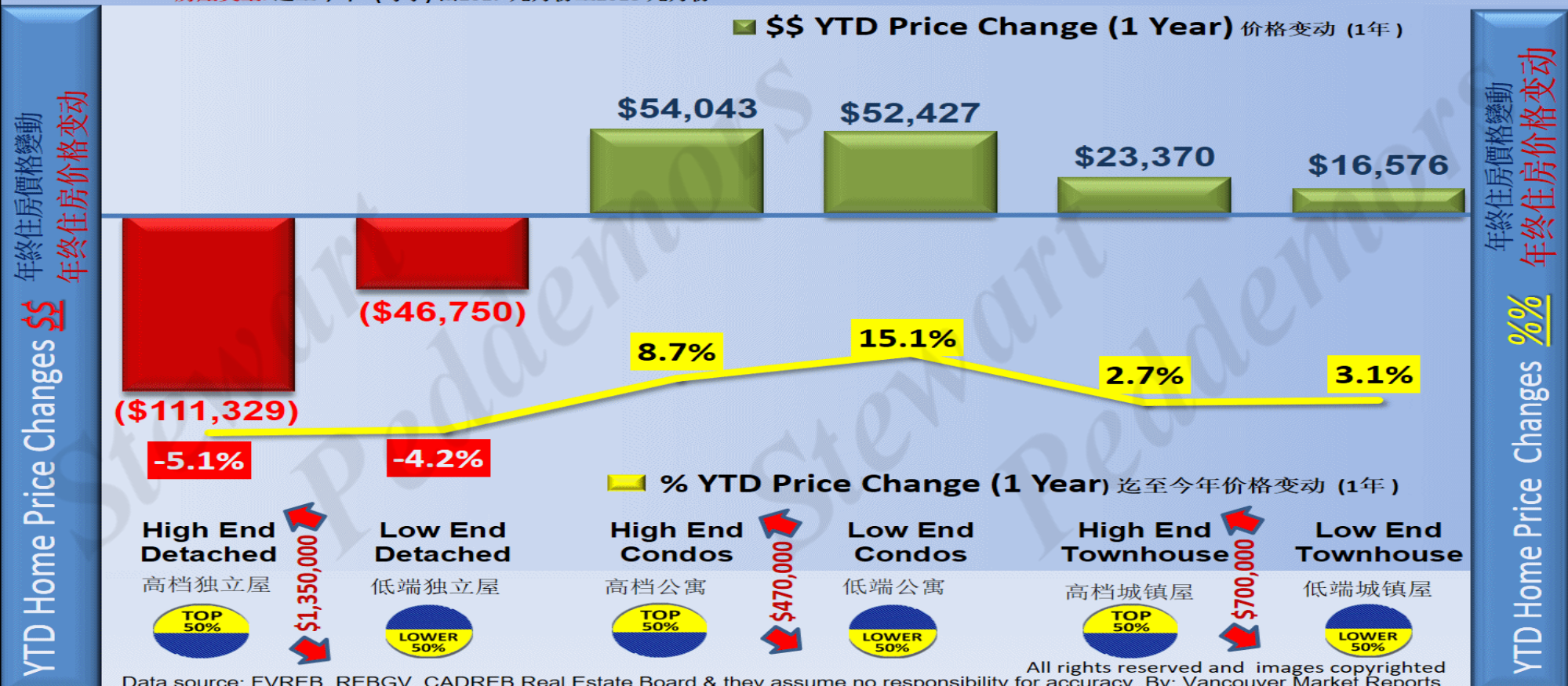
South Surrey White Rock Real Estate Price Changes (\$/%)

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 Sept 2017 – Sept 2018 (Quarters)

房屋类型: 迄于今年 (每季) 由2017 九月份至2018 九月份

Powered by: Vancouver Market Reports HPIp



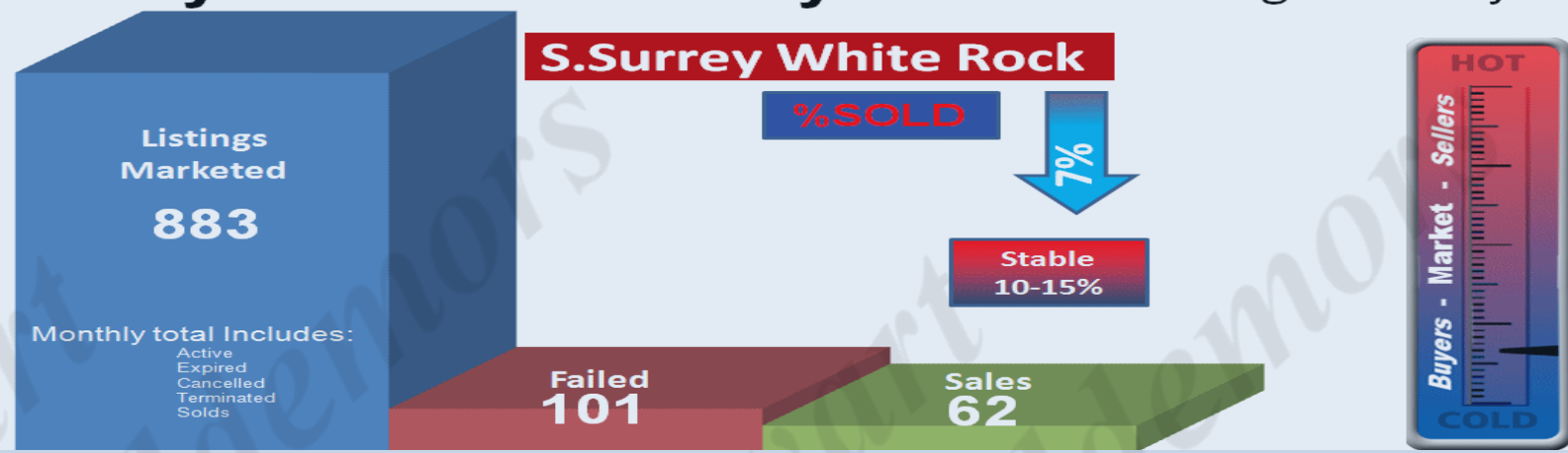
Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

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## Monthly Market Activity - Oct 2018- Single Family



Nov 1 2018 White Rock - South Surrey Market Update (Detached)

**Current:** White Rock South Surrey is in a Buyers Market with average listing inventories, **7 %SOLD** rate and a 93% Sell/List Ratio. (This means that there is an average of a \$96,500 discount on a sale from the original list price)  
**Most Active Price Range:** Homes below \$900,000 have **20.0 %SOLD** rate.  
**Least Active Price Range:** Homes between \$2.2 mill. - \$3 mill. have **1.7 %SOLD** rate.

**History:** The S. Surrey White Rock Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$132,943.  
 The S. Surrey White Rock Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$38,723.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

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

White Rock - South Surrey List Price Ranges Statistics - Oct 2018							Detached	
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD		
0-\$900,000	25	5	72	94%	-\$42,800	20.0%	↑	
\$900,001-\$1,100,000	65	12	22	92%	-\$82,000	18.5%	↑	
\$1,100,001-\$1,250,000	99	12	71	93%	-\$85,000	12.1%		
\$1,250,001-\$1,400,000	95	8	68	95%	-\$70,500	8.4%	↓	
\$1,400,001-\$1,600,000	93	6	53	94%	-\$83,860	6.5%	↓	
\$1,600,001-\$1,900,000	104	10	20	93%	-\$124,550	9.6%	↓	
\$1,900,001-\$2,200,000	81	3	38	93%	-\$158,000	3.7%	↓	
\$2,200,001-\$3,000,000	181	3	33	90%	-\$258,000	1.7%	↓	
\$3,000,001 and more	140	3	76	90%	-\$538,000	2.1%	↓	
<b>Total Activity</b>	<b>883</b>	<b>62</b>	<b>36</b>	<b>93%</b>	<b>-\$96,500</b>	<b>7%</b>	↓	

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

Monthly Changes Summary	Oct-17	Sep-18	Oct-18	11/1/2018	Change	
Total Listings** (A,S,T,C,X)	890	907	883		-24	↓
Active Listings (1st of the month)	718	738	737	720	-17	↓
Solds	69	45	62		17	↓
Days on Market (DOM)	27	51	36		-15	↓
%SOLD (Sales/ Listings /monthly rate)	7.8%	5.0%	7.0%		2.1%	↑
(Top 50%) Home Price Index HPIp	\$2,203,115	\$2,089,100	\$2,070,171		-\$18,929	↓
(Lower 50%) Home Price Index HPIp	\$1,092,101	\$1,040,100	\$1,053,378		\$13,278	↑

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

White Rock - South Surrey Sub areas Statistics - Oct 2018				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	138	4	8	96%	-\$78,650	2.9%
Sunnyside Pk Surrey	73	7	66	92%	-\$98,000	9.6%
Crescent Bch Ocean Pk.	152	16	26	93%	-\$105,500	10.5%
White Rock	214	10	42	89%	-\$142,050	4.7%
King George Corridor	99	15	38	93%	-\$95,000	15.2%
Hazelmere	14	1	90	82%	-\$388,000	7.1%
Grandview Surrey	83	4	55	95%	-\$74,000	4.8%
Morgan Creek	59	5	94	95%	-\$88,000	8.5%
Pacific Douglas	51	0				0.0%
<b>Total Activity</b>	<b>883</b>	<b>62</b>	<b>36</b>	<b>93%</b>	<b>-\$96,500</b>	<b>7%</b>

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## Next Months Market Forecast

**Forecast:** White Rock South Surrey has average Listing supply; 720 homes are for sale and with the **7 % SOLD** monthly rate gives us a ~14 months of inventory. 11% of the active listings have reduced their price by \$90,698 on average or \$70,000 median for the last month. We project White Rock South Surrey to be a continued Buyer market.

October's Real Estate Statistics shows **33%** of Fraser Valley's Detached Markets increased values in this last month. Overall, Single Family Homes in Fraser Valley have started to shift from a Buyer's Market to a Stable Market with an Average Monthly Price decrease of **\$4,586** which is less than the price drop of \$7,980 that we saw in the month prior. At the same time, the Vancouver Detached Markets showed an average price decrease of **\$7,184**. Consumer confidence has been boosted with our new NAFTA-USMCA trade agreement but offset with the continued tougher mortgage lending rules and interest rate increases. We are still forecasting a **Stable Market** across most Detached Markets for the following month.

Currently, the Condo Market continues to present a Cool Market with 63% of the Greater Vancouver (Lower Mainland) now decreasing. At the same time, 61% of the Townhouse Markets are decreasing (11 out of 28 Markets). We are still forecasting a Buyer's Market in all Condo/Townhouse Markets for the foreseeable future. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com



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Stewart Peddemors P.R.E.C.

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

detached homes

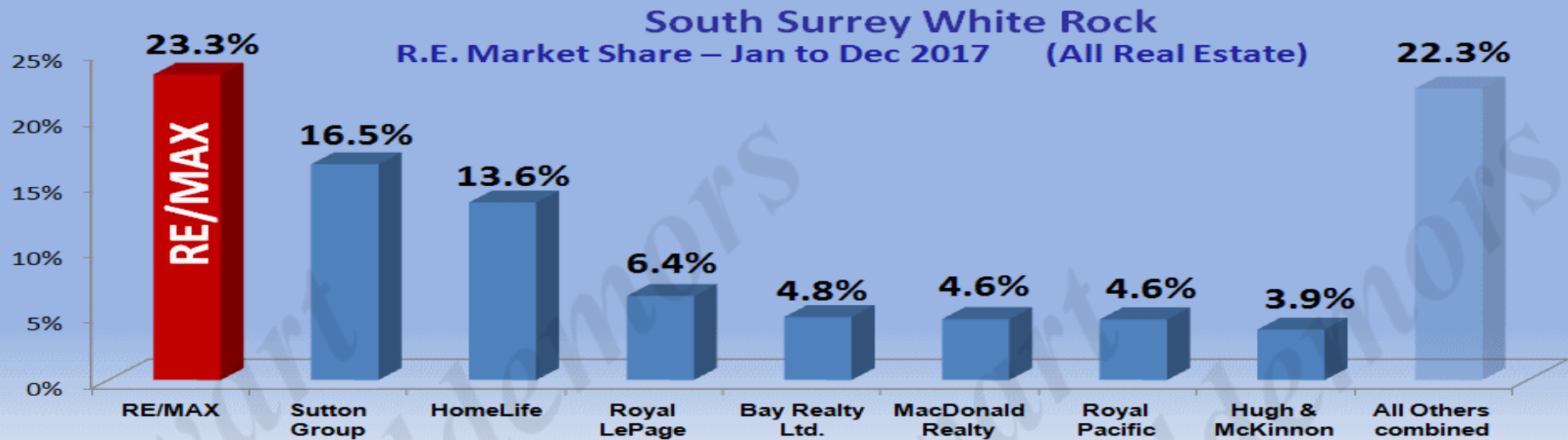


Stewart Peddemors  
YOUR REALTOR  
Personal Real Estate Corporation

Market Analysis and Forecasting Nov 1/18 White Rock & S. Surrey  
投資白石鎮/南素里房地產

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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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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



**Stewart Peddemors**  
YOUR REALTOR  
Personal Real Estate Corporation

**Market Analysis and Forecasting** Nov 1/18 **White Rock & S. Surrey**  
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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)

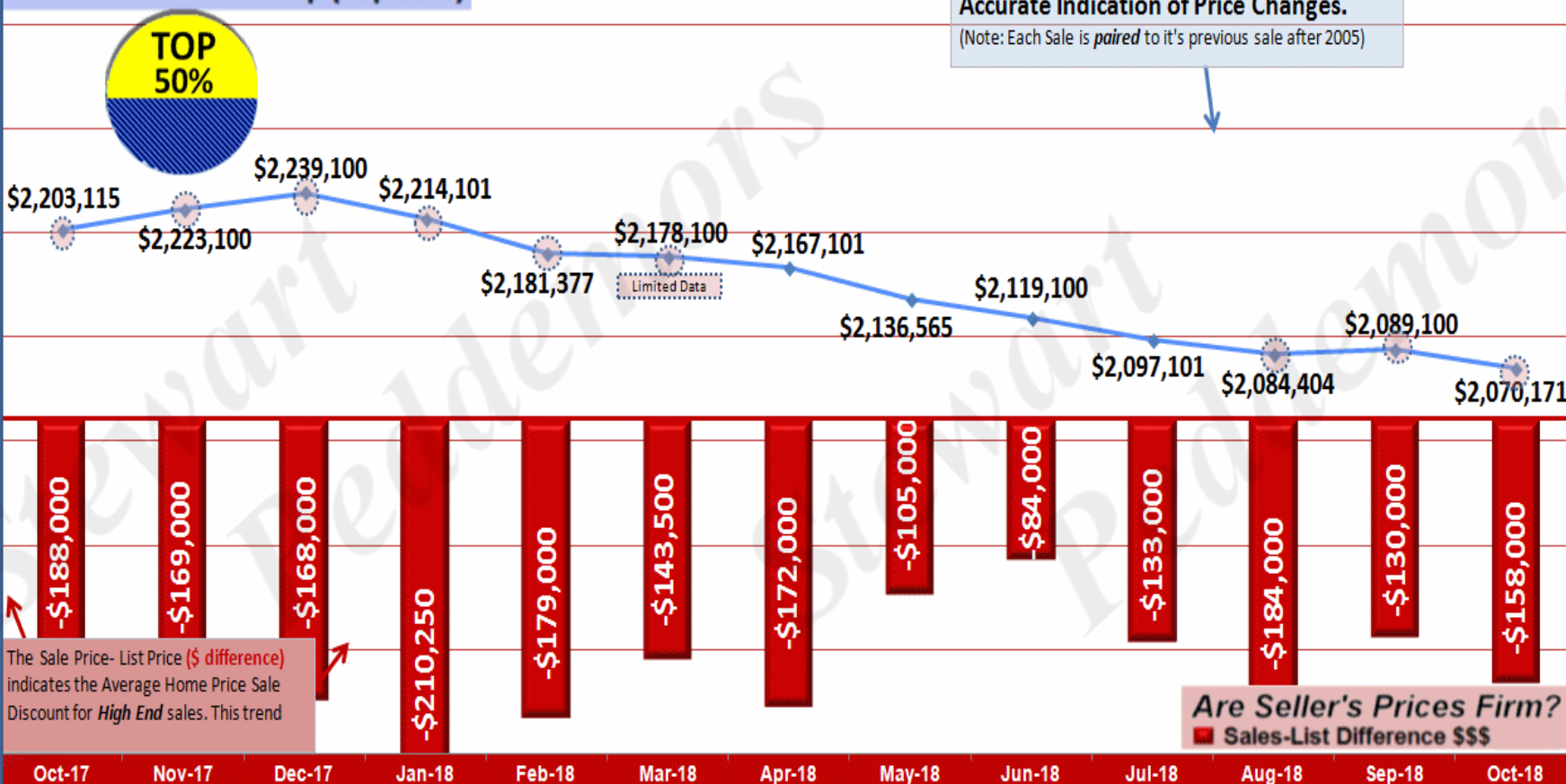
## Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,600,000

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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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



Detached

TOP 50%

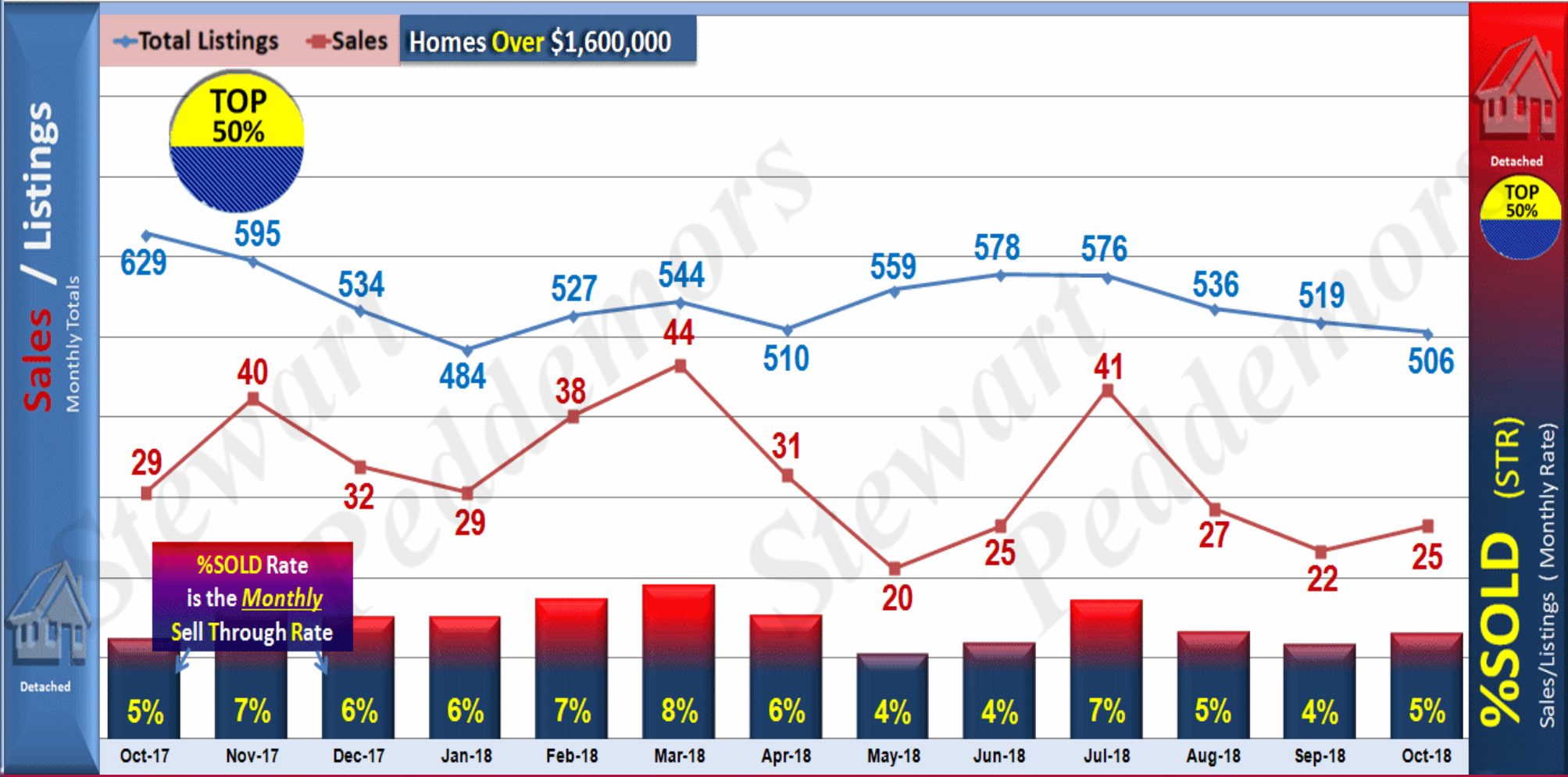
Sales Discount \$\$  
Sale Price - Original List Price (\$\$ difference)

\*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. [More Details](#)  
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Detached White Rock - South Surrey Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached  
TOP 50%

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

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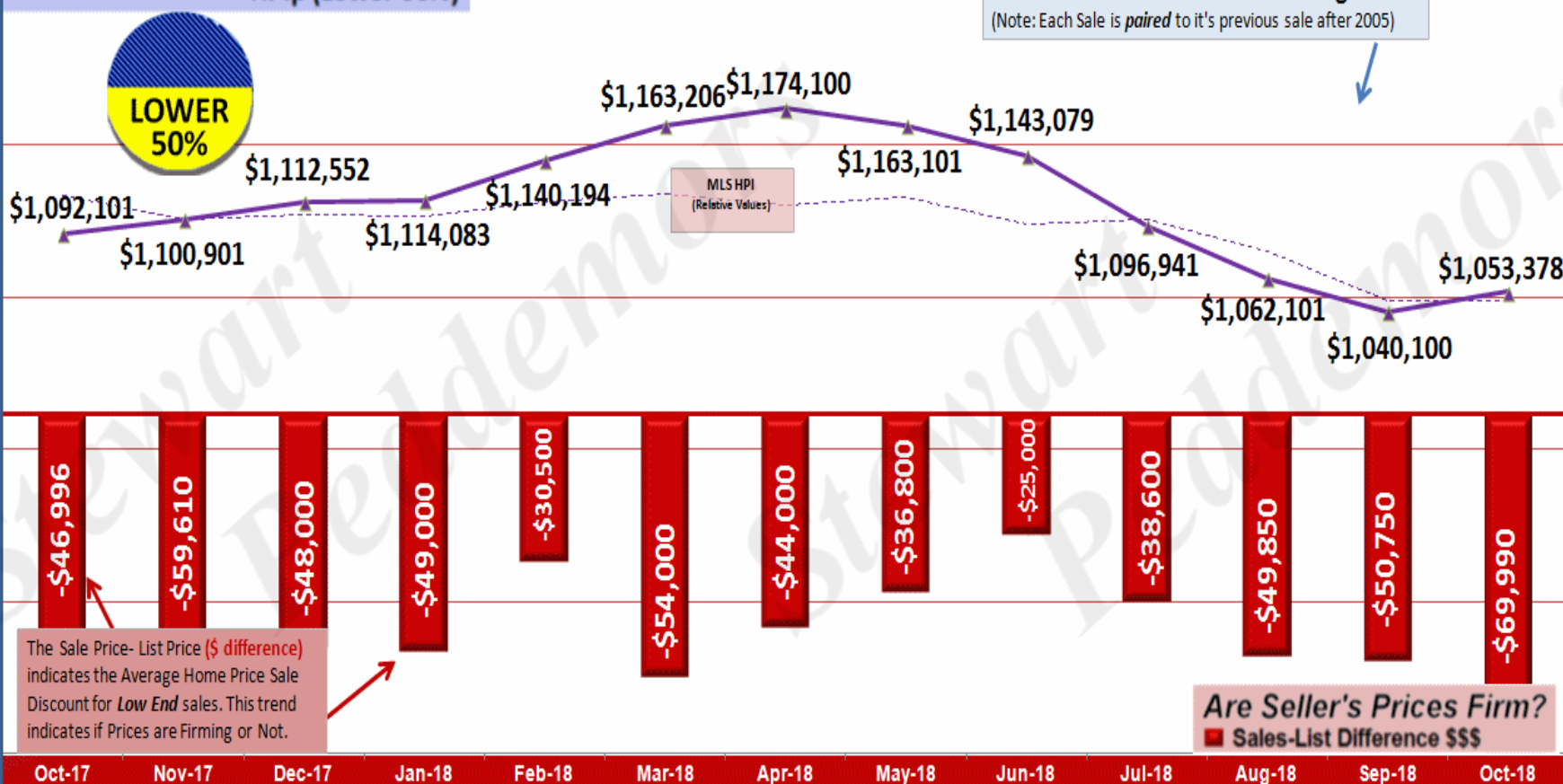
Detached White Rock - South Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home Sales)

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

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

Homes Below \$1,600,000

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



Detached



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

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

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

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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



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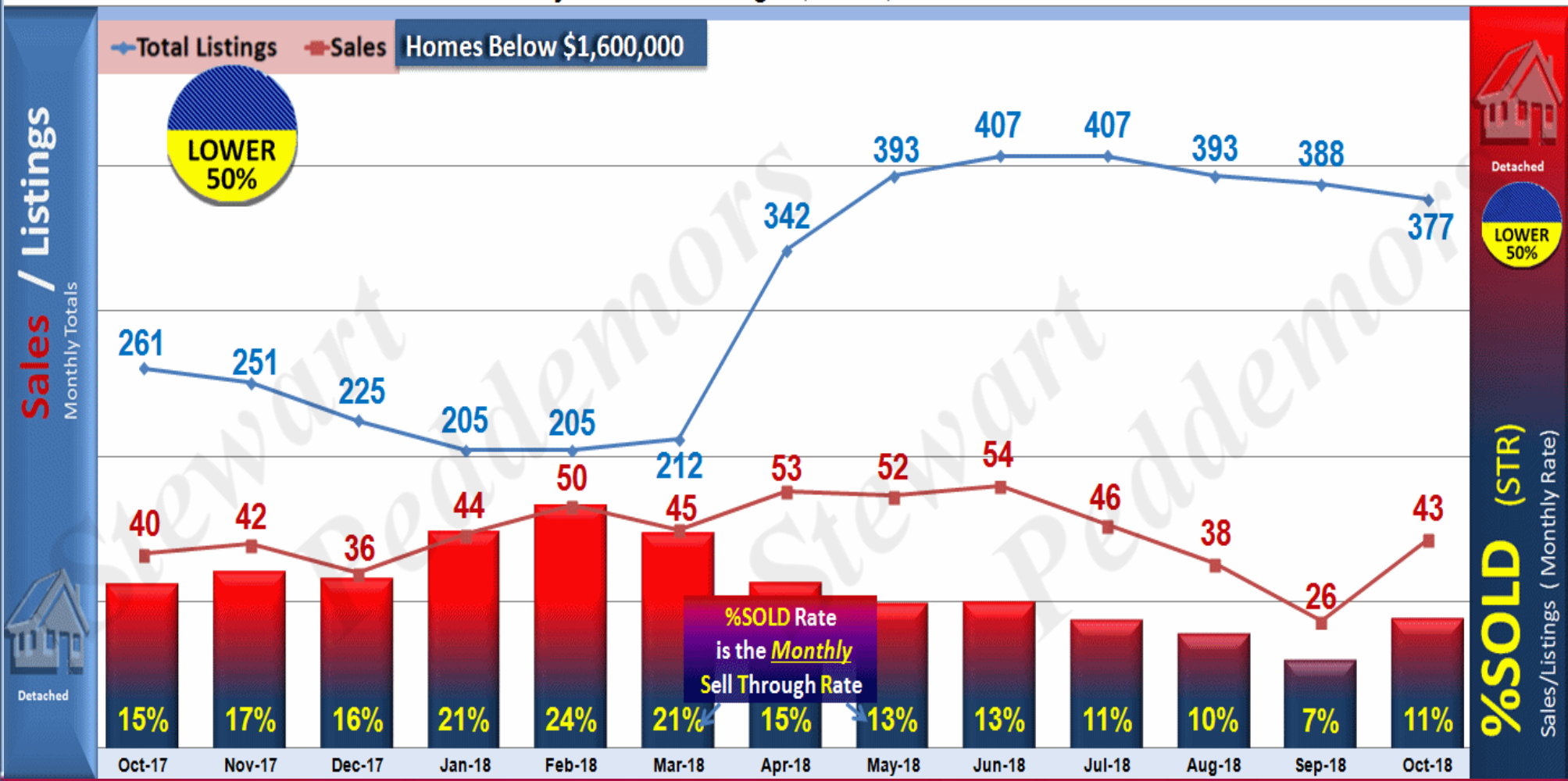
Market Analysis and Forecasting Nov 1/18 White Rock & S. Surrey

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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)

%SOLD Rate is the Monthly Sell Through Rate

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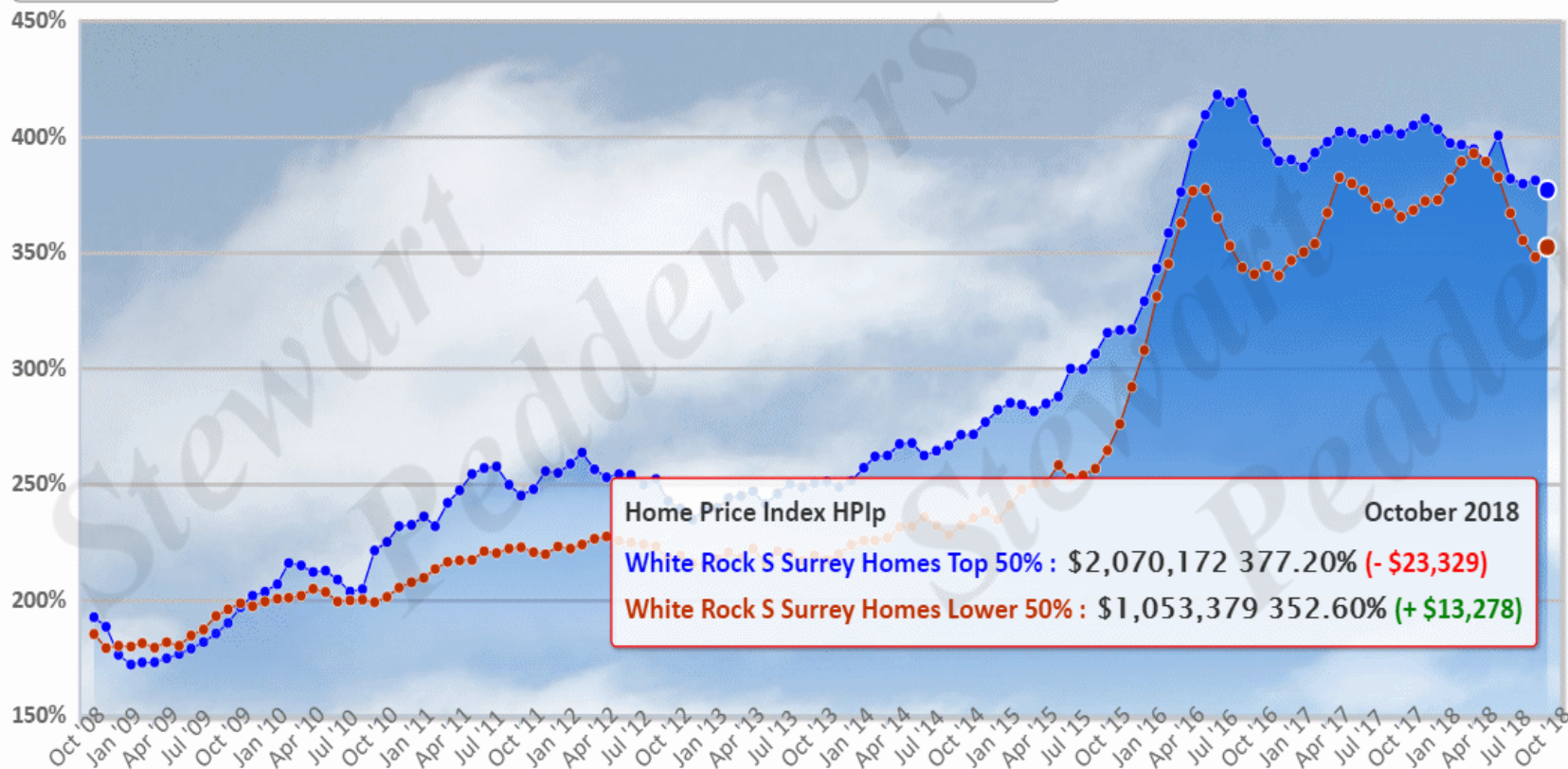
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Powered by the Greater Vancouver Market Reports HPIp



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
Oct 2018	% 377.20
Sep 2018	% 381.40
Aug 2018	% 379.80
Jul 2018	% 382.10
Jun 2018	% 400.70
May 2018	% 389.30
Apr 2018	% 394.80
Mar 2018	% 396.80
Feb 2018	% 397.40
Jan 2018	% 403.40
Dec 2017	% 408.00
Nov 2017	% 405.00

<<< 1 2 3 >>>

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# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



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Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD
Elgin Chantrell	7	0				0.0%
Sunnyside Park Surrey	54	8	18	95%	-\$26,000	14.8%
Crescent Bch Ocn Pk.	18	2	13	102%	\$9,550	11.1%
White Rock	184	21	28	94%	-\$27,800	11.4%
King George Corridor	147	14	21	96%	-\$18,500	9.5%
Hazelmere	0	0				0.0%
Grandview Surrey	174	17	15	98%	-\$14,000	9.8%
Morgan Creek	51	5	33	97%	-\$18,000	9.8%
Pacific Douglas	22	2	29	99%	-\$9,950	9.1%
<b>Total Activity</b>	<b>657</b>	<b>69</b>	<b>22</b>	<b>97%</b>	<b>-\$19,000</b>	<b>11%</b>

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Differenc	%SOLD
\$0-\$400,000	64	12	12	97%	-\$8,000	18.8%
\$400,001-\$500,000	113	11	22	95%	-\$19,000	9.7%
\$500,001-\$590,000	87	7	13	97%	-\$18,000	8.0%
\$590,001-\$675,000	99	14	31	96%	-\$22,450	14.1%
\$675,001-\$800,000	114	9	51	98%	-\$14,000	7.9%
\$800,001-\$950,000	130	12	23	96%	-\$37,950	9.2%
\$950,001 and more	50	4	44	91%	-\$105,500	8.0%
<b>Total Activity</b>	<b>657</b>	<b>69</b>	<b>22</b>	<b>97%</b>	<b>-\$19,000</b>	<b>11%</b>

### Nov 1 2018 White Rock - South Surrey Market Update (Attached)

**Current:** White Rock South Surrey is in a Stable Market with average listing inventories, **11 %SOLD** rate and a 97% Sell/List Ratio.  
(This means that there is an average of \$19,000 discount on a sale from the original list price)

**Most Active Price Range:** Homes below \$400,000 have **18.8 %SOLD** rate.

**Least Active Price Range:** Homes above \$950,000 have **8.0 %SOLD** rate.

**History:** The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$50,710.

The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$47,085.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices decreased \$8,000.

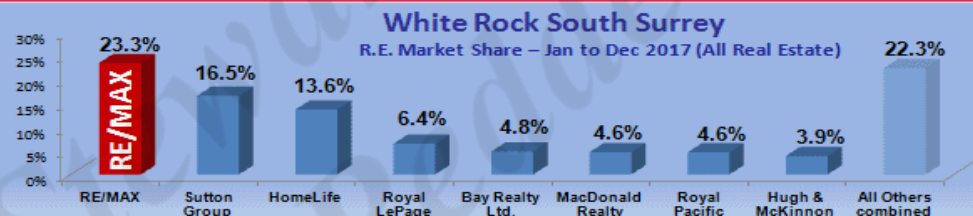
The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$11,722.

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

**Forecast:** White Rock has average Listing Inventories, 32% more last year. The Active Listings is 33 more in count compared last month.

Monthly Changes Summary	Oct-17	Sep-18	Oct-18	11/2018	Change
Total Listings (A,S,T,C,X)	499	653	657		4
Active Listings	315	431	486	519	33
Solds	139	99	69		-30
Days on Market (DOM)	12	23	22		-1
%SOLD (Sales/ Listings /monthly rate)	28%	15%	11%		-4.7%
<b>Condos (Top 50%)</b> Home Price Index <b>HPIp</b>	\$622,101	\$669,540	\$672,811		\$3,272
<b>Condos (Lower 50%)</b> Home Price Index <b>HPIp</b>	\$356,071	\$401,100	\$403,156		\$2,056
<b>Twnhs (Top 50%)</b> Home Price Index <b>HPIp</b>	\$882,101	\$892,634	\$874,101		-\$18,533
<b>Twnhs (Lower 50%)</b> Home Price Index <b>HPIp</b>	\$535,101	\$544,495	\$546,823		\$2,328

### the RE/MAX Market Share Reports



October's Real Estate Statistics shows 33% of Fraser Valley's Detached Markets increased values in this last month. Overall, Single Family Homes in Fraser Valley have started to shift from a Buyer's Market to a Stable Market with an Average Monthly Price decrease of \$4,586 which is less than the price drop of \$7,980 that we saw in the month prior. At the same time, the Vancouver Detached Markets showed an average price decrease of \$7,184. Consumer confidence has been boosted with our new NAFTA-USMCA trade agreement but offset with the continued tougher mortgage lending rules and interest rate increases. We are still forecasting a **Stable Market** across most Detached Markets for the following month.

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

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

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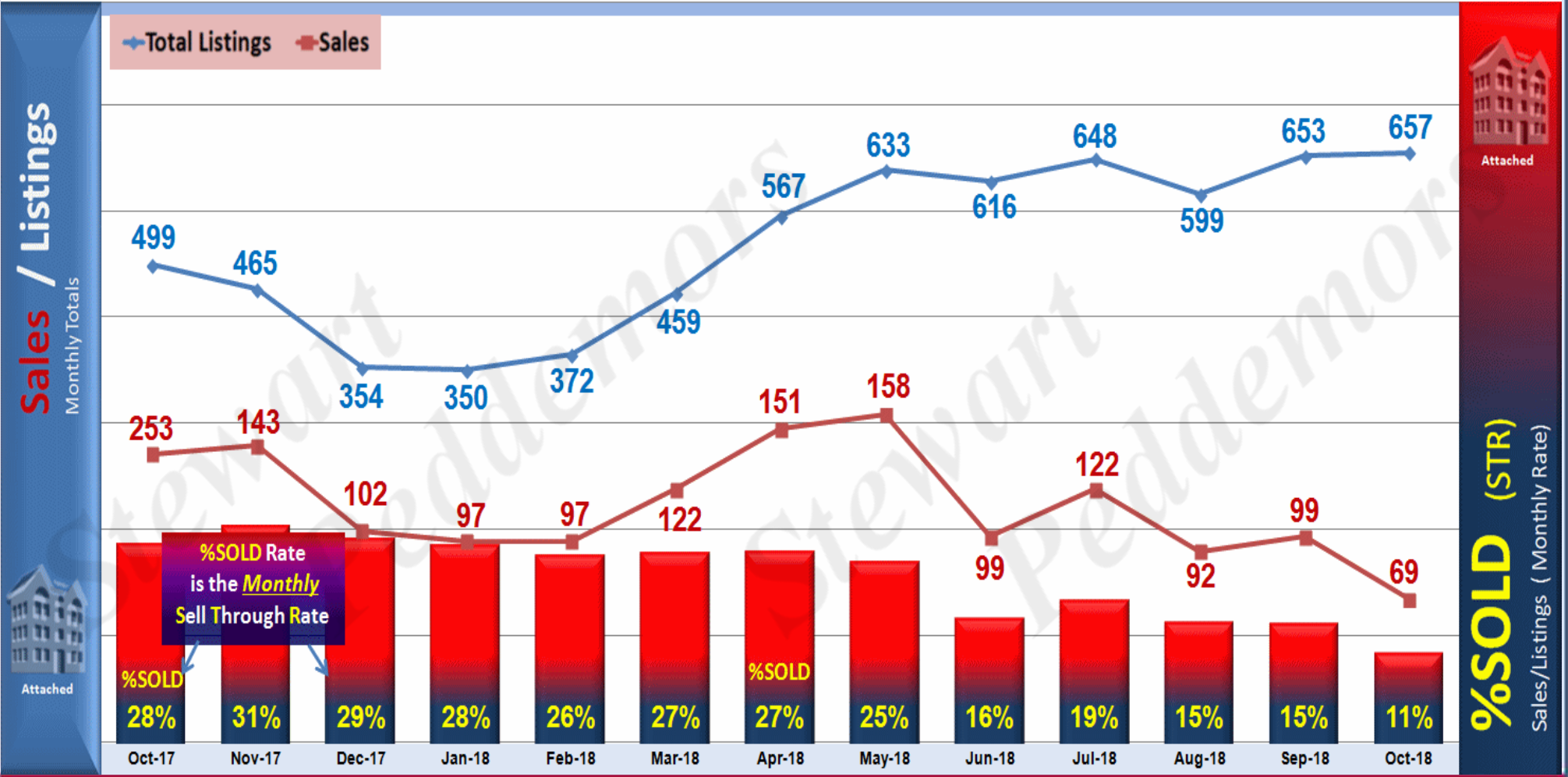




Market Analysis and Forecasting Nov 1/18 White Rock & S. Surrey  
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Attached White Rock - South Surrey Total Listings\*\*, Sales, and %SOLD rates



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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)

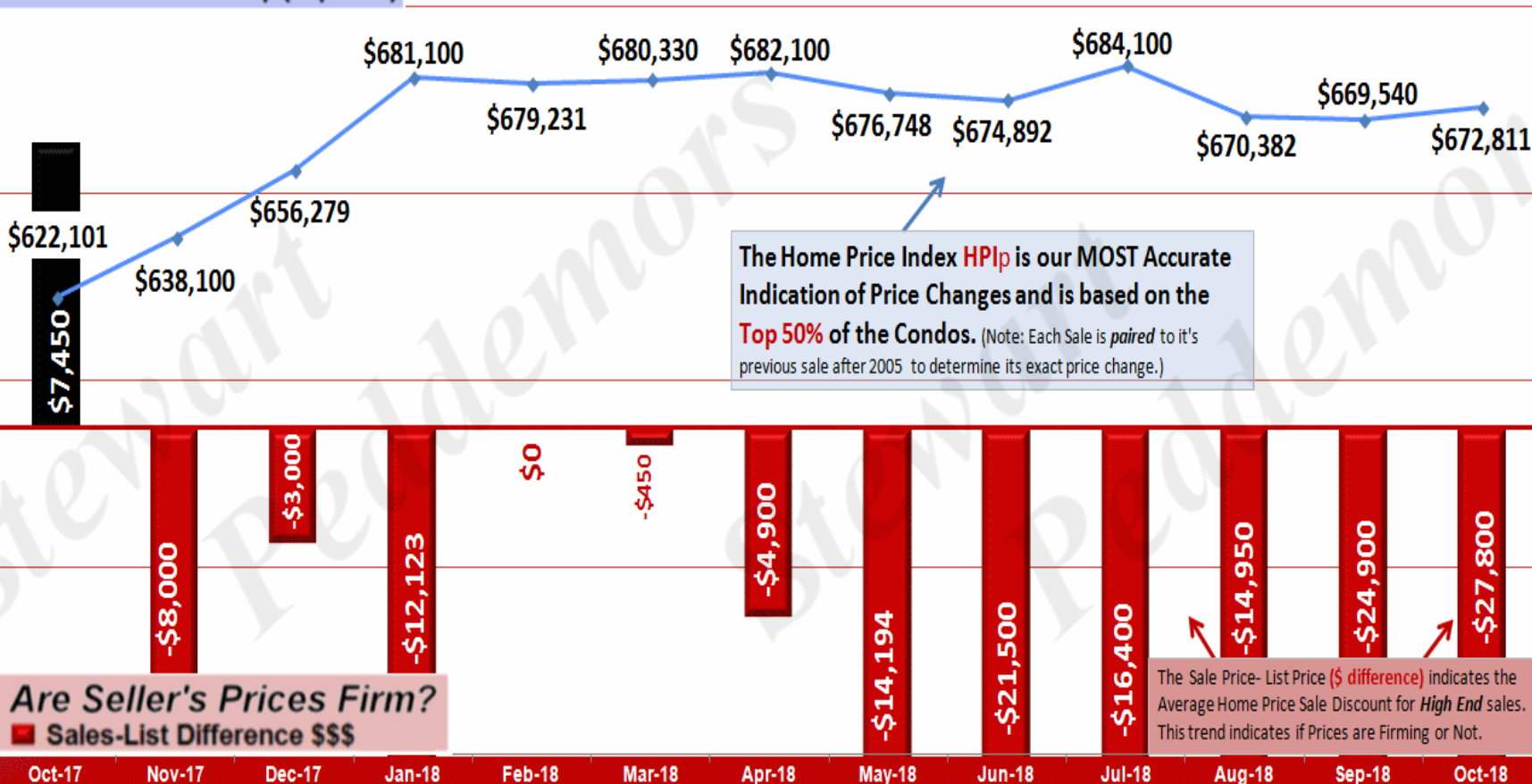
Home Price Changes  
(Home Price Index Paired sales from 2005)



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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

\*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.

# #1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



**Stewart Peddemors**  
YOUR REALTOR  
Personal Real Estate Corporation

**Market Analysis and Forecasting** Nov 1/18 **White Rock & S. Surrey**  
投資白石鎮/南素里房地產

Cell: 604-329-6759 Off: 604-541-4888  
StewartP@remax.net

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)

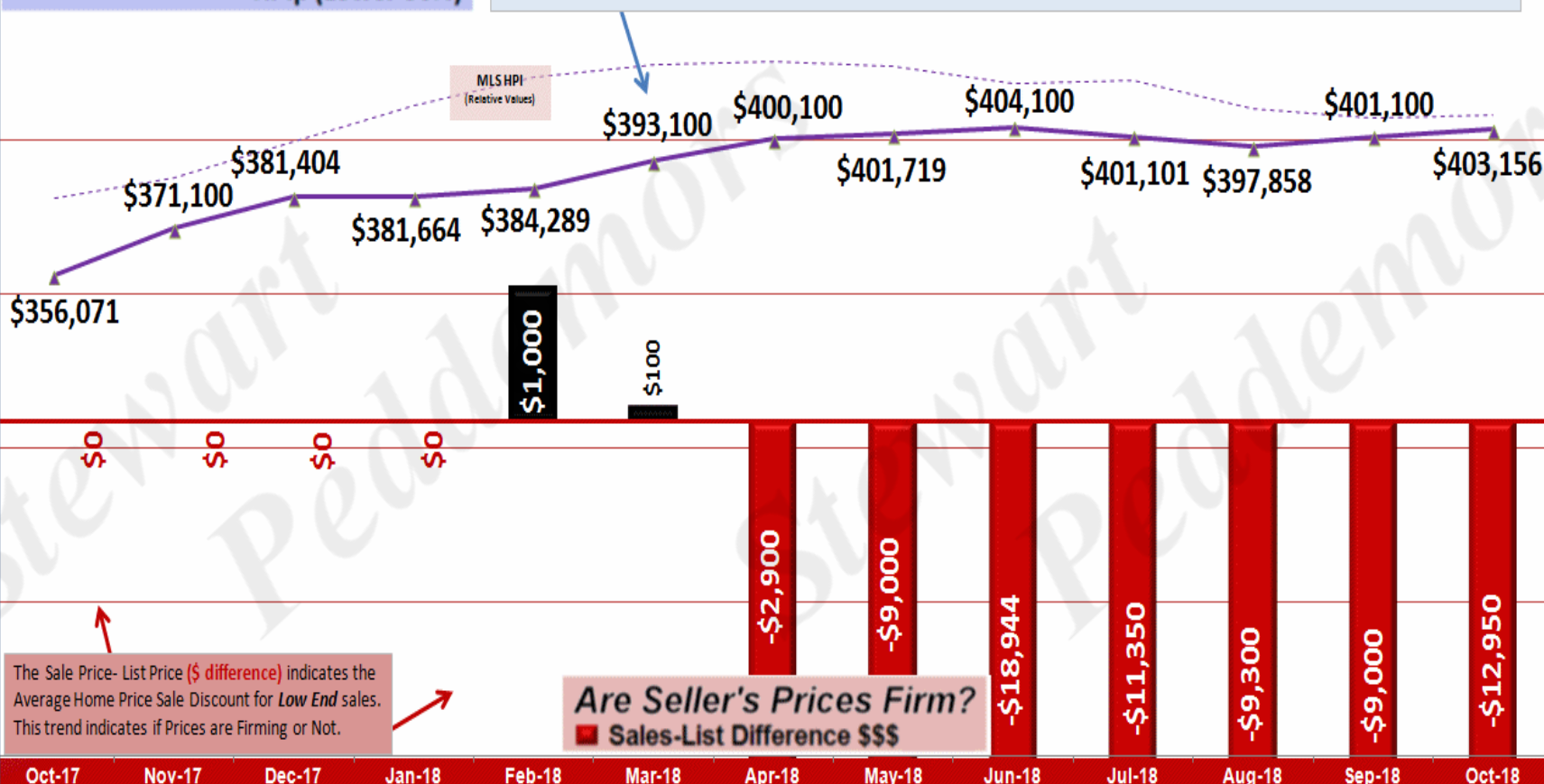


Condominiums

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 \$\$\$

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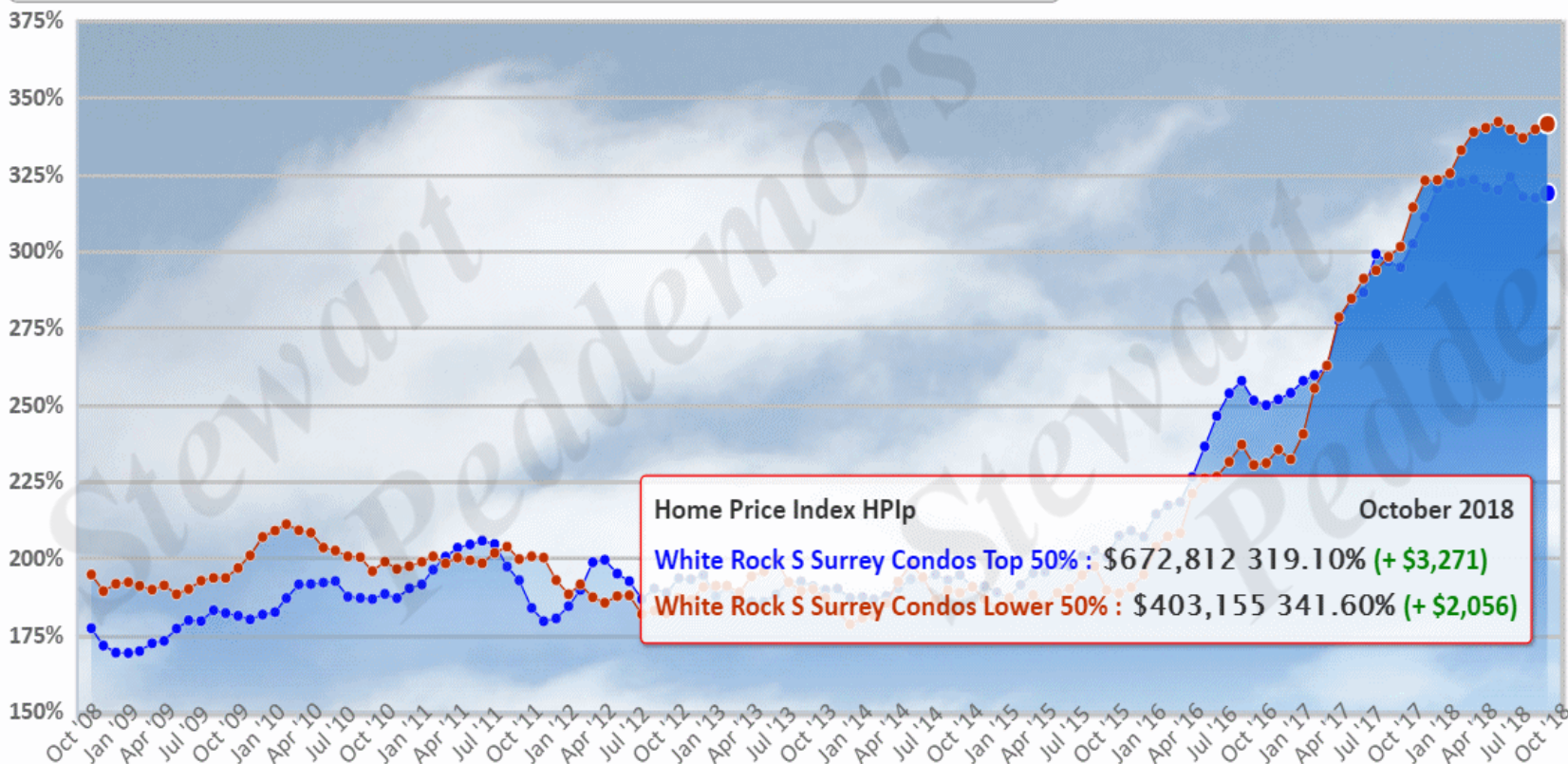
**Stewart Peddemors P.R.E.C.**



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
Oct 2018	% 319.10
Sep 2018	% 317.50
Aug 2018	% 317.90
Jul 2018	% 324.40
Jun 2018	% 320.10
May 2018	% 320.90
Apr 2018	% 323.50
Mar 2018	% 322.60
Feb 2018	% 322.10
Jan 2018	% 320.60
Dec 2017	% 311.20
Nov 2017	% 302.60

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# #1 RE/MAX Market Reports

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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)

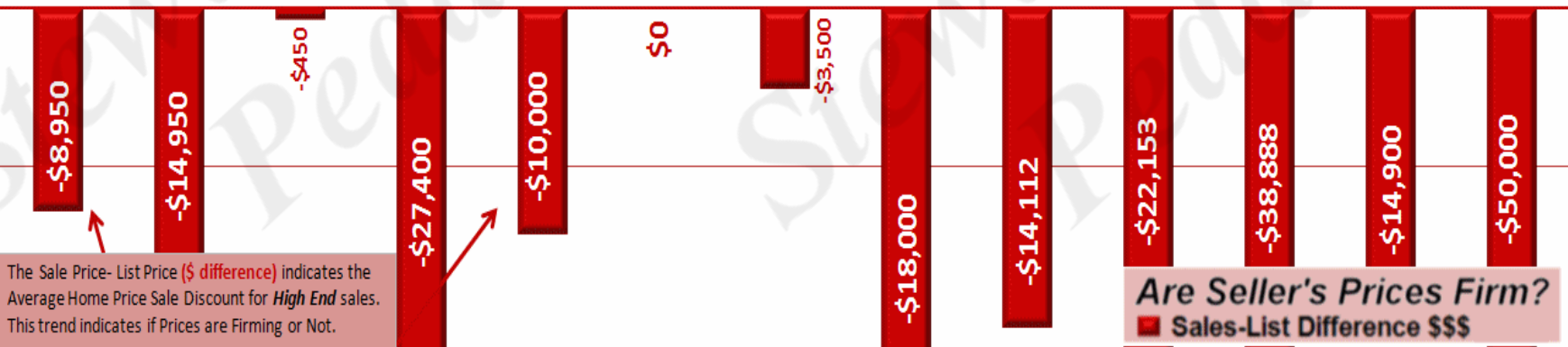
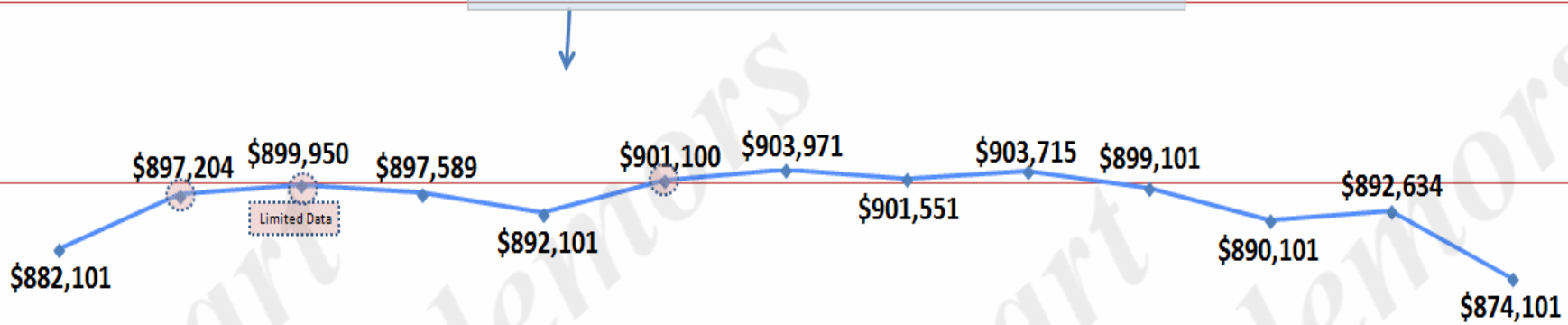
Home Price Changes  
(Home Price Index Paired sales from 2005)

## 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.)



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 \$\$\$

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

\*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings \*\*includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)  
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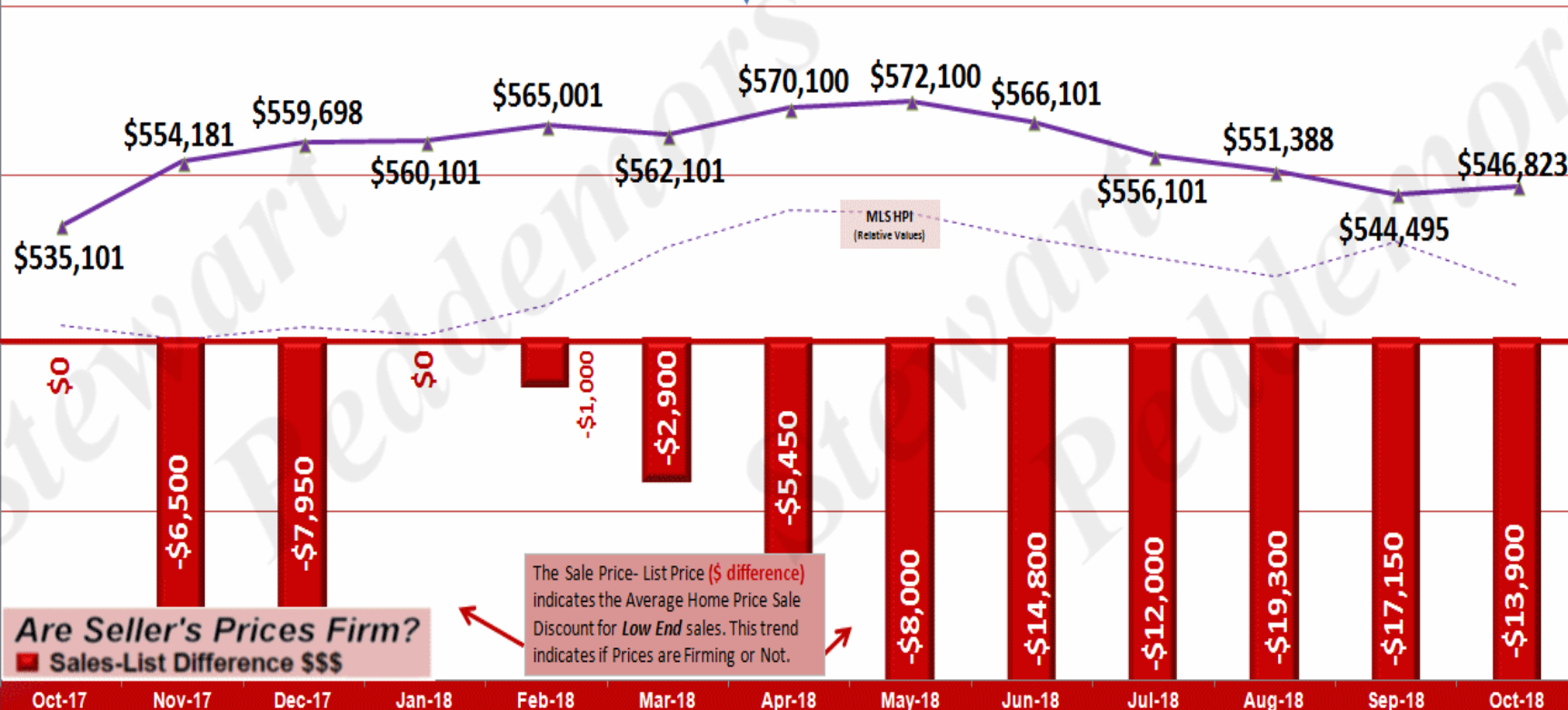
Attached White Rock - South Surrey Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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

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

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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

Sales Discount \$\$

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

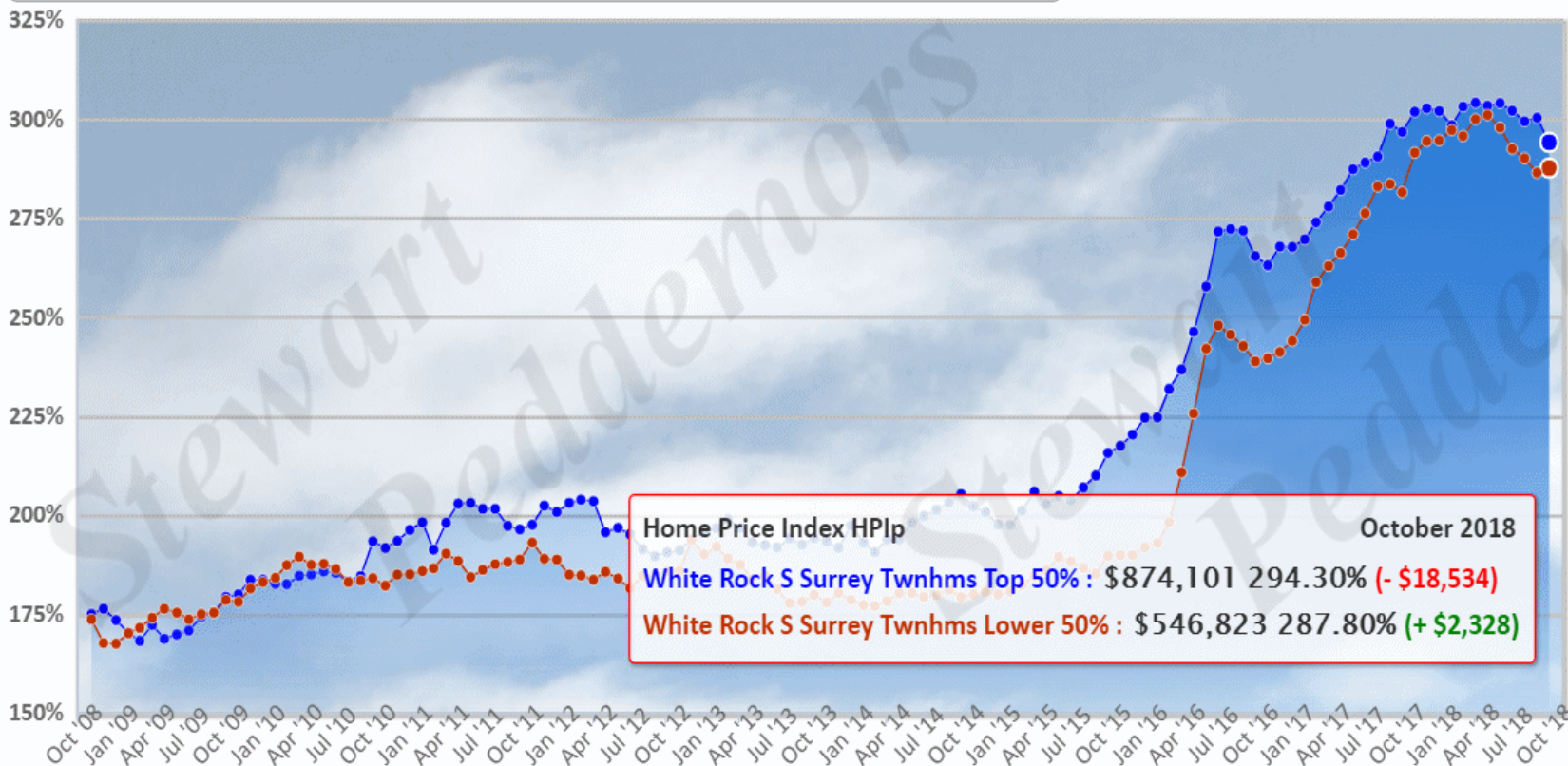
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Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Oct 2018	% 294.30
Sep 2018	% 300.50
Aug 2018	% 299.60
Jul 2018	% 302.30
Jun 2018	% 304.20
May 2018	% 303.50
Apr 2018	% 304.30
Mar 2018	% 303.30
Feb 2018	% 298.60
Jan 2018	% 302.20
Dec 2017	% 302.90
Nov 2017	% 302.00

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

Market Analysis and Forecasting

# Supply and Demand

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

