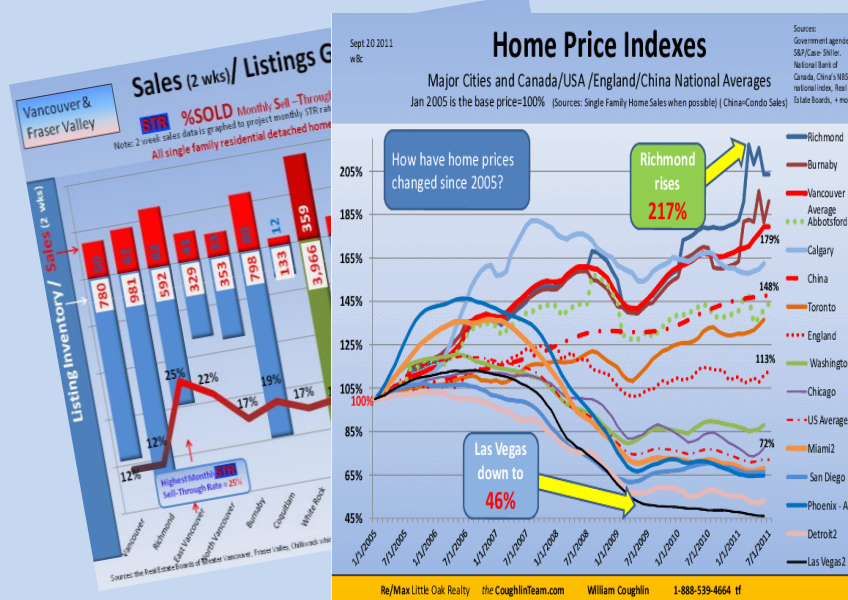


# AlNoor Teja's Market Reports



## Advanced Marketing Tools



AlNoor Teja





# AlNoor Teja's Market Reports

## Detached

- [East Surrey](#)
- [West Surrey](#)
- [Vancouver Westside](#)

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





# Vancouver Market Reports

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Vancouver & Fraser Valley

## Sales (2 wks) / Listings Graph

**%SOLD Monthly Sell-Through Rates STR** (absorption rates) **May 6 2022** (2-weeks)

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)

2022.05.07.9:00AM m7s



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Vancouver & Fraser Valley

## Sales (2 wks) / Listings Graph

**%SOLD Monthly Sell-Through Rates STR** (absorption rates) **Apr 22 2022** (2-weeks)

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)

2022.04.23.8:00AM m7s



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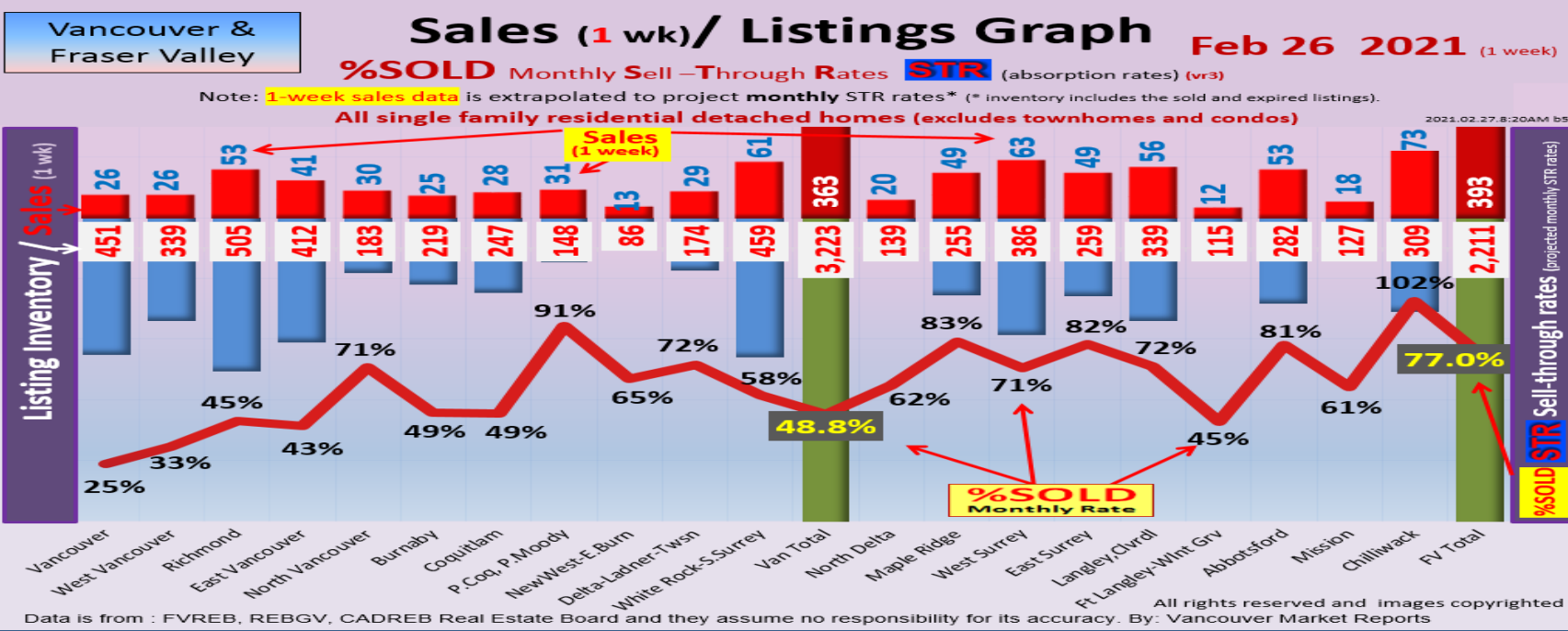
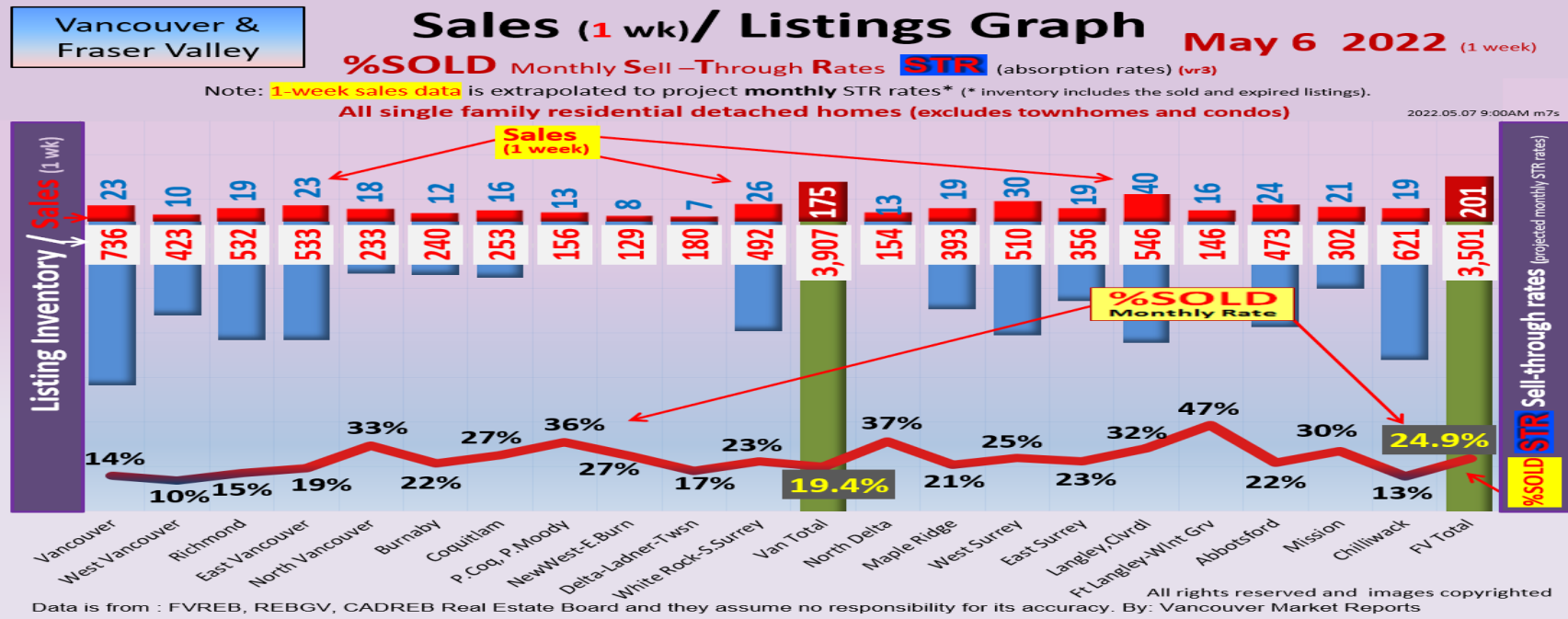
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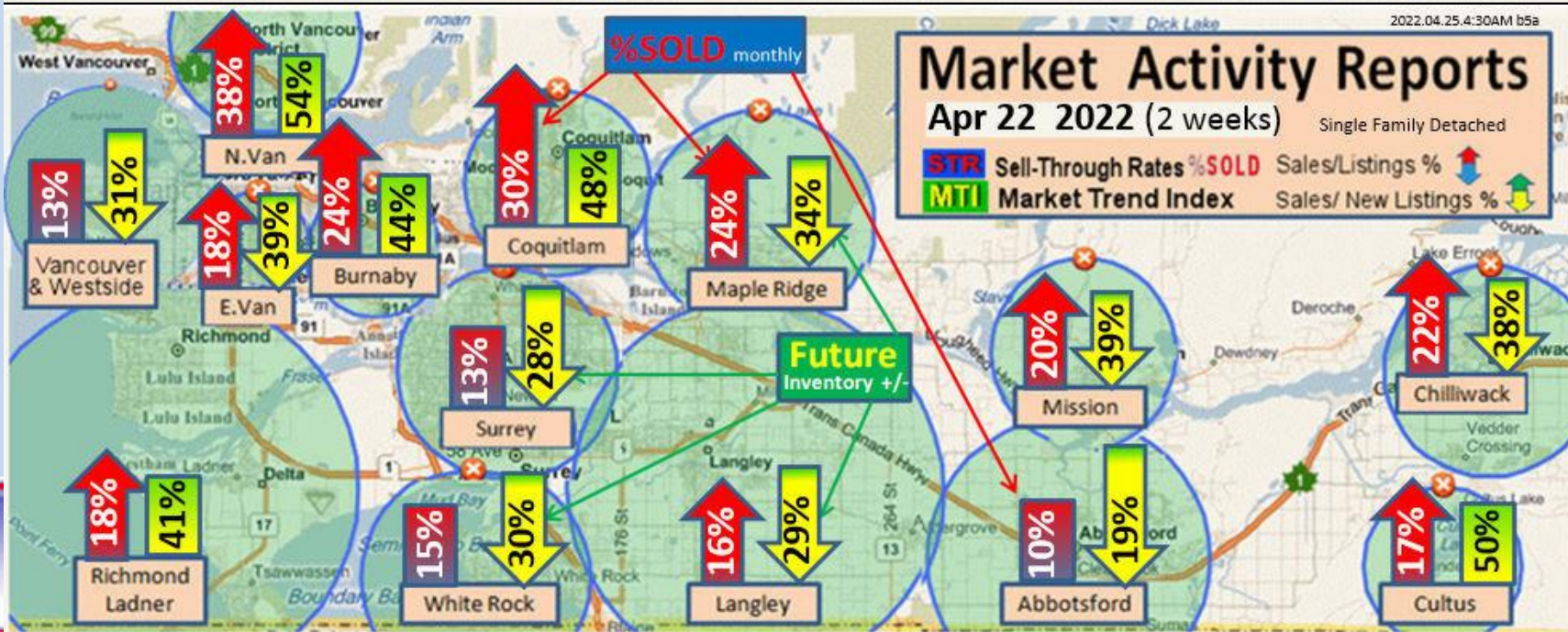
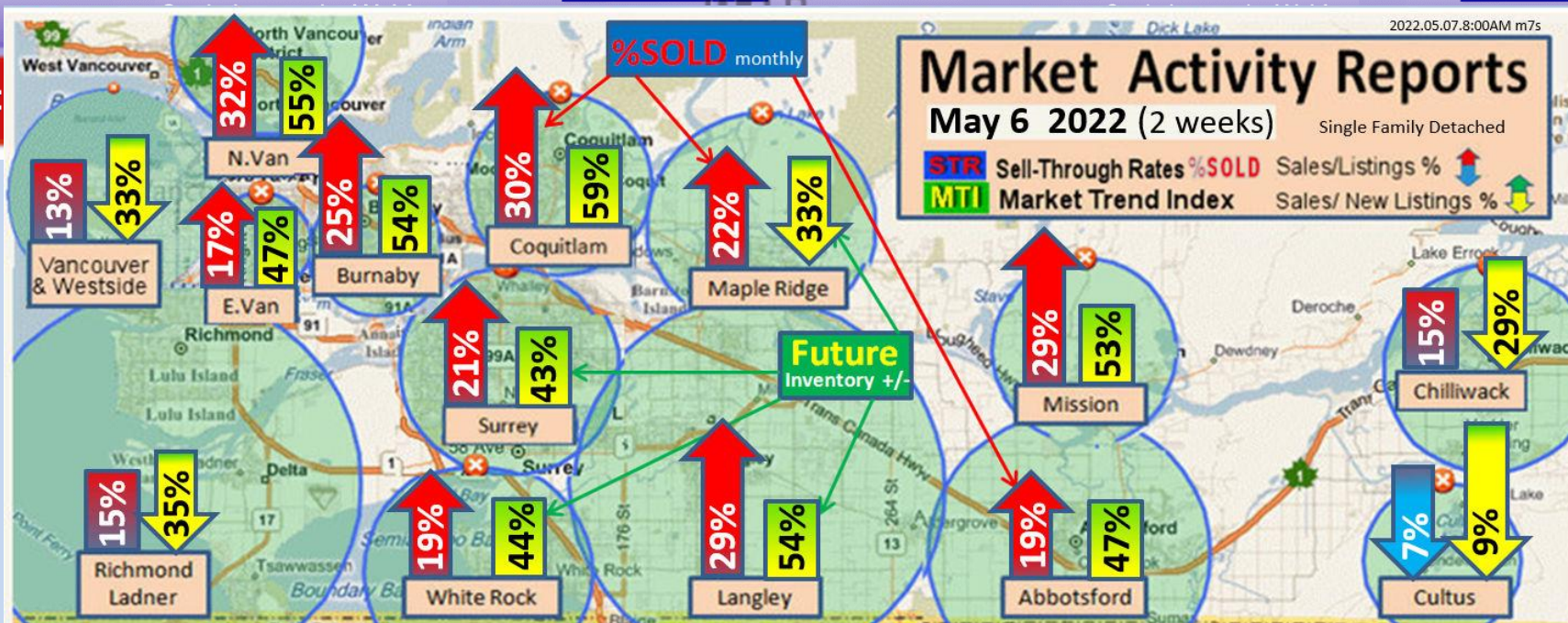
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Market Analysis and Forecasting

May 1/22 Vancouver Westside

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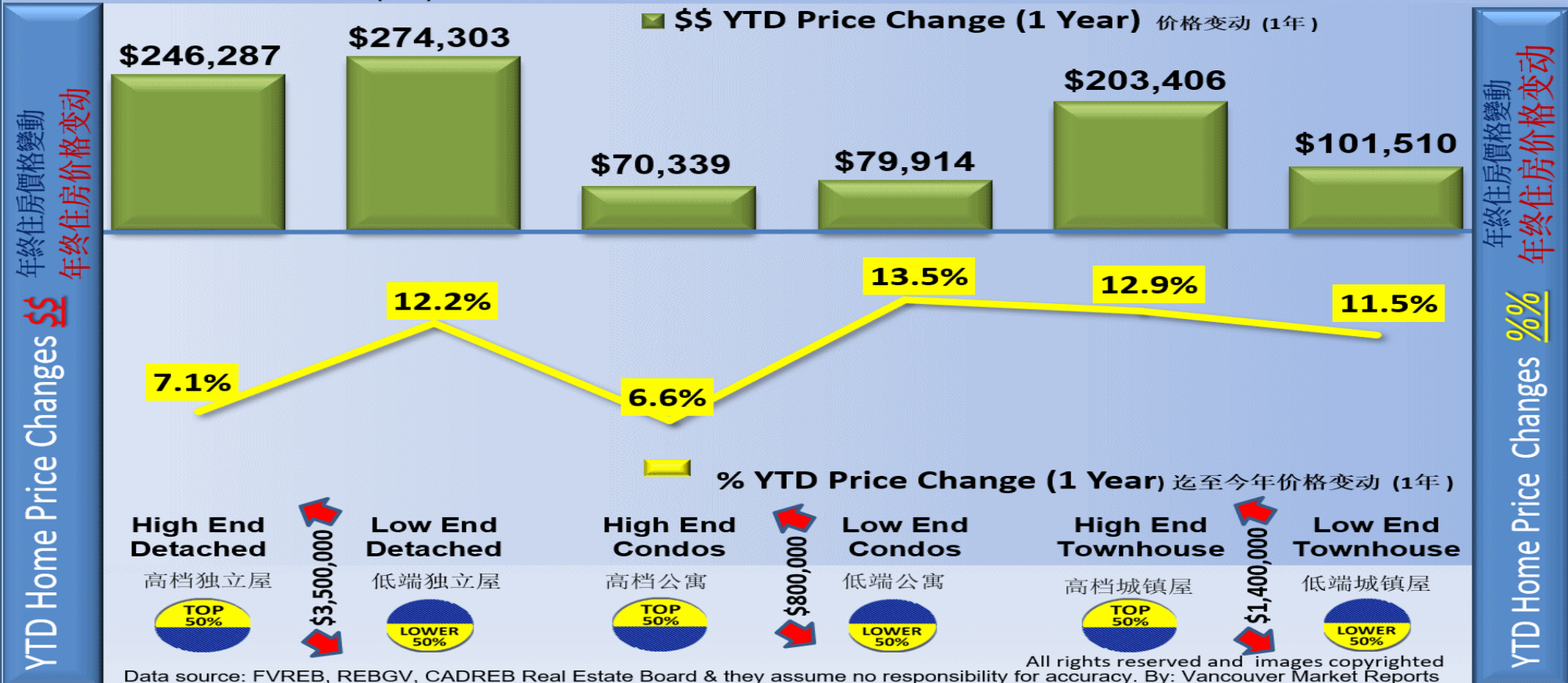
## Vancouver Westside Real Estate Price Changes(\$/%)

溫哥華西區房地產價格變動 / 溫哥華西區房地產價格變動

Housing Types: Year-To-Date Mar 2021 – Mar 2022 (Quarters)

房屋类型: 迄于今年 (每季) 由2020 三月至2021 三月

Powered by: Vancouver Market Reports HPIp



YTD Home Price Changes \$/ %

YTD Home Price Changes \$/ %

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

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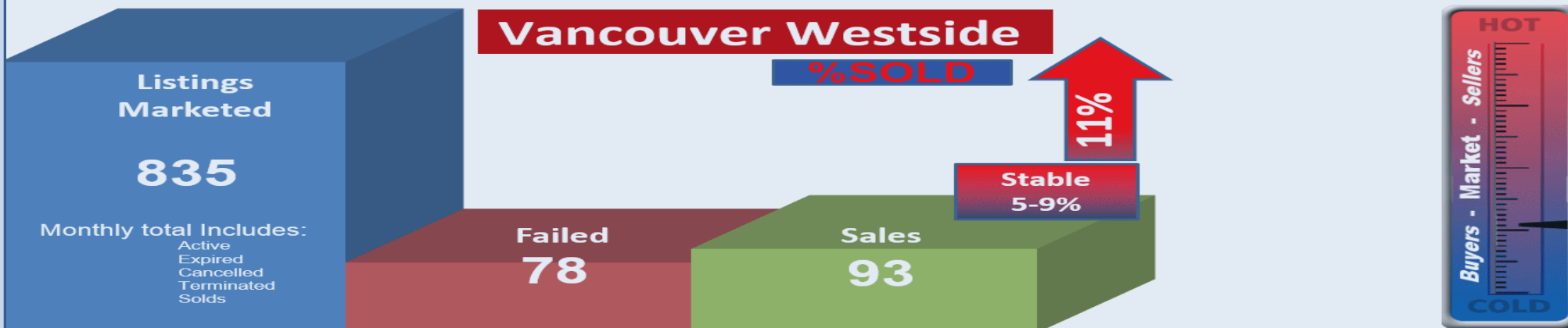
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Market Analysis and Forecasting

May 1/22 Vancouver Westside

## Monthly Market Activity - Apr 2022 - Single Family



May 1 2022 Vancouver Westside Market Update (Detached)

**Current:** Vancouver Westside ranges from a Buyer's High End Market to a Seler's Market with average **11 %SOLD** rate and a Sale Price /List Price of 98% or \$80,000 avg. sale price discount from original list price.  
*Most Active Price Range:* Homes between \$2.75 mill. - \$3.15 mill. have **22.4 %SOLD** rate.  
*Least Active Price Range:* Homes between \$4.3 mill. - \$4.8 mill. have **2.8 %SOLD** rate.

**History:** The Vancouver Westside Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$292,368.  
 The Vancouver Westside Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$190,765.  
 \*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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## Market Analysis and Forecasting

May 1/22 Vancouver Westside

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

Vancouver Westside Home Price Range	List Price Ranges Statistics - Apr 2022	Detached %SOLD
Home Price Range	Total Listings (/month) Sales DOM Sale Price /List Price Sell - List \$Difference	%SOLD
\$0-\$2,750,000	67 13 9 104%	19.4%
\$2,750,001-\$3,150,000	76 17 8 99%	22.4%
\$3,150,001-\$3,500,000	70 10 15 96%	14.3%
\$3,500,001-\$3,900,000	74 15 8 100%	20.3%
\$3,900,001-\$4,300,000	79 12 12 100%	15.2%
\$4,300,001-\$4,800,000	71 2 64 100%	2.8%
\$4,800,001-\$5,500,000	89 8 67 94%	9.0%
\$5,500,001-\$6,000,000	67 3 43 94%	4.5%
\$6,000,001-\$7,000,000	70 2 16 93%	2.9%
\$7,000,001-\$8,750,000	61 2 126 95%	3.3%
\$8,750,001-\$10,000,000	40 5 244 85%	12.5%
\$10,000,001 and more	71 4 80 86%	5.6%
<b>Total Activity</b>	<b>835 93 10 98%</b>	<b>11%</b>

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

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	5/1/2022	Change
Total Listings** (A,S,T,C,X)	848	781	835		54
Active Listings (1st of the month)	527	543	581	664	83
Solds	140	124	93		-31
Days on Market (DOM)	9	11	10		-1
%SOLD (Sales/ Listings /mnlthly rate)	17%	16%	11.1%		-5%
(Top 50%) Home Price Index HPIp	3,653,100	3,889,105	\$3,945,468		\$56,364
(Lower 50%) Home Price Index HPIp	2,394,100	2,583,801	\$2,584,865		\$1,064

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# Vancouver Market Reports

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Market Analysis and Forecasting

May 1/22 Vancouver Westside

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

Vancouver Westside Sub Areas Statistics - Apr 2022					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Arbutus	33	6	8	101%	\$40,000	18.2%
Cambie	68	11	21	93%	-\$199,000	16.2%
Dunbar	97	13	16	98%	-\$95,000	13.4%
Fairview VW-False Creek	1	0				0.0%
Kerrisdale	46	6	9	96%	-\$126,000	13.0%
Kitsilano	61	13	8	100%	\$0	21.3%
MacKenzie Heights	34	4	6	100%	\$2,500	11.8%
Mount Pleasant VW	6	2	34	100%	-\$41,000	33.3%
Marpole	69	6	69	93%	-\$256,500	8.7%
Oakridge VW	25	3	163	89%	-\$650,000	12.0%
Point Grey	107	11	11	102%	\$90,000	10.3%
Quilchena	32	2	9	103%	\$130,500	6.3%
South Cambie	9	2	21	98%	-\$39,000	22.2%
South Granville	85	3	68	91%	-\$1,050,000	3.5%
Shaughnessy	77	4	85	92%	-\$882,500	5.2%
Southlands	36	3	49	97%	-\$190,000	8.3%
S.W. Marine	23	2	7	97%	-\$81,500	8.7%
University VW	26	2	164	85%	-\$518,500	7.7%
<b>Total Activity</b>	<b>835</b>	<b>93</b>	<b>10</b>	<b>98%</b>	<b>-\$80,000</b>	<b>11%</b>



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Market Analysis and Forecasting

May 1/22 Vancouver Westside

## Next Months Market Forecast

**Forecast:** Vancouver Westside has average Listing Supply; 664 homes are for sale and with the **11 % SOLD** monthly rate gives us a ~5 months of inventory. 9% of the active listings have reduced their price by \$258,571 on average and \$208,000 median for the last month.

Vancouver home prices increased by just \$2,372 in April. This is a big drop from the \$59,777 increase that we saw in March. This is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. We are now forecasting that the majority of the Metro Vancouver Markets will be in a Buyer's Market the next month. The Fraser Valley has already switched to a Buyer's Market with prices dropping a whopping (\$43,918.)

Currently, the Condo Market is still Stable with an Average Price Increase of \$1,617. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (\$8,069) average price decrease. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. 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.

**Analytical Methods:** The Vancouver Westside 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 market into two parts with the **Vancouver Westside HPI Top 50%** representing the higher end sales and the **Vancouver Westside HPI 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. Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com Note: For a more accurate price change for your home request a Comparative Market Analysis.



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## Market Analysis and Forecasting

May 1/22 Vancouver Westside

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Vancouver Westside

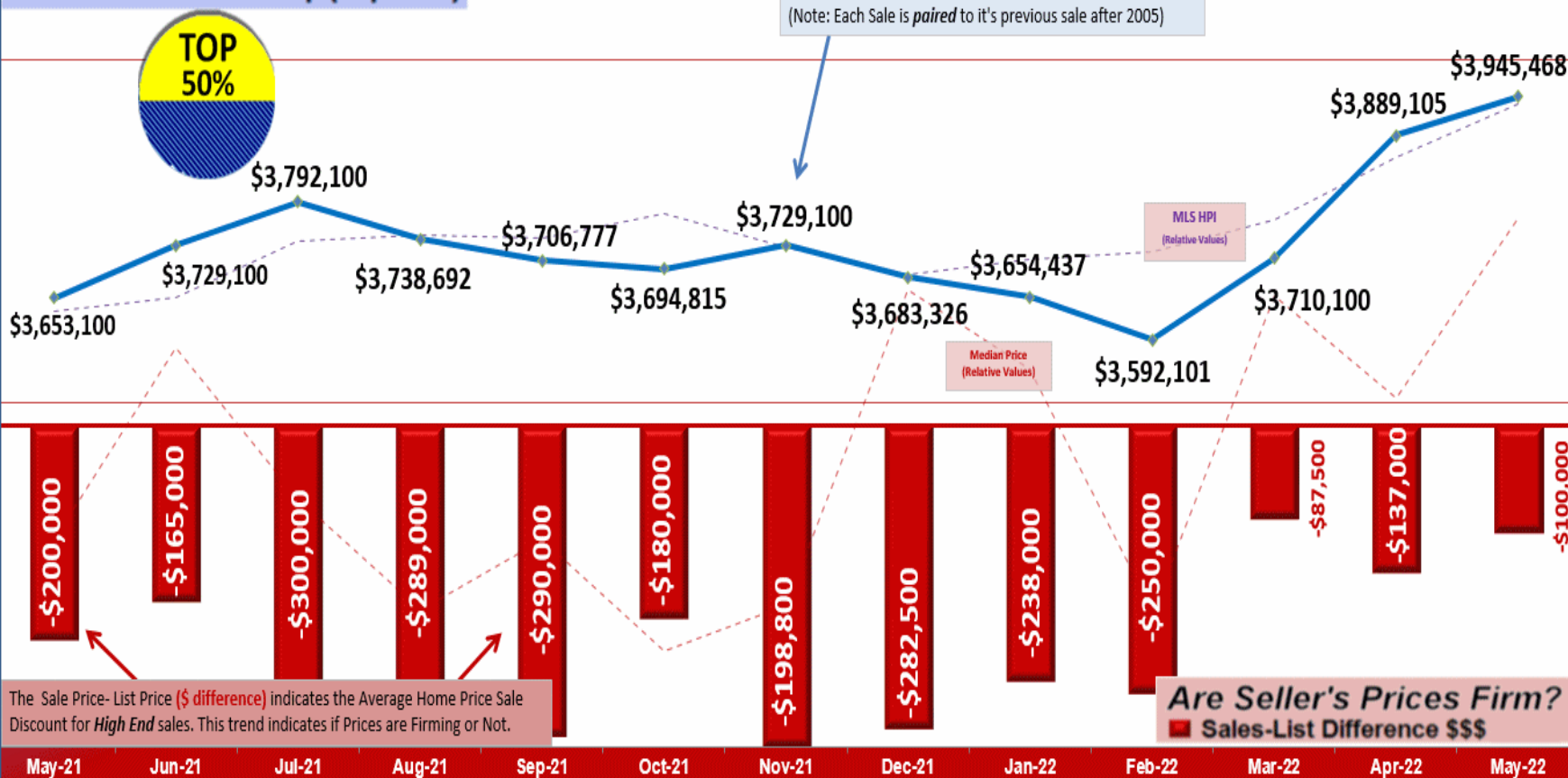
Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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

Homes Over \$3,500,000

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 \$\$\$



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.

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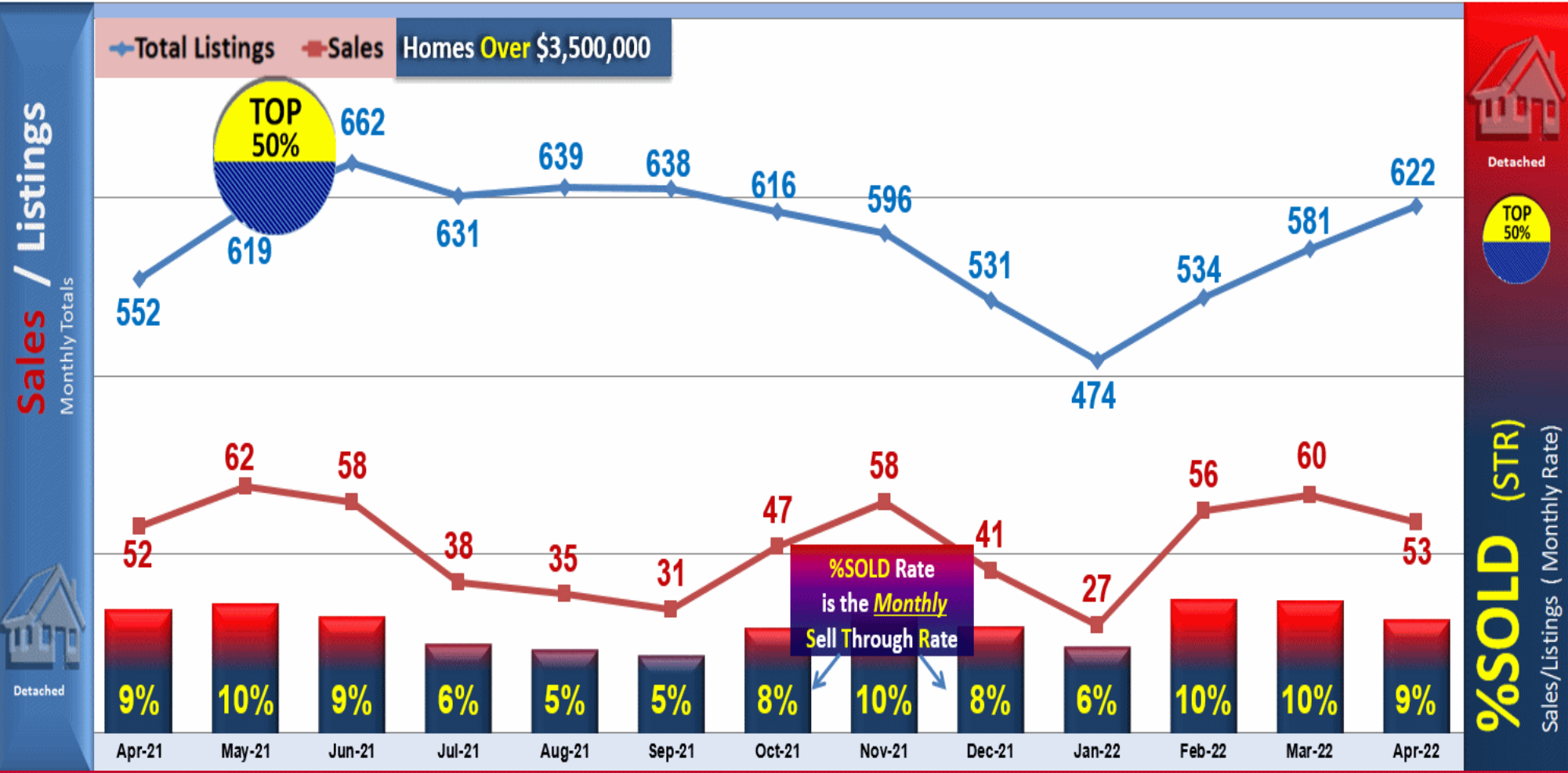
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## Market Analysis and Forecasting

May 1/22 Vancouver Westside

Detached Vancouver Westside Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached



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



Detached



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

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## Market Analysis and Forecasting

May 1/22 Vancouver Westside

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Vancouver Westside

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)

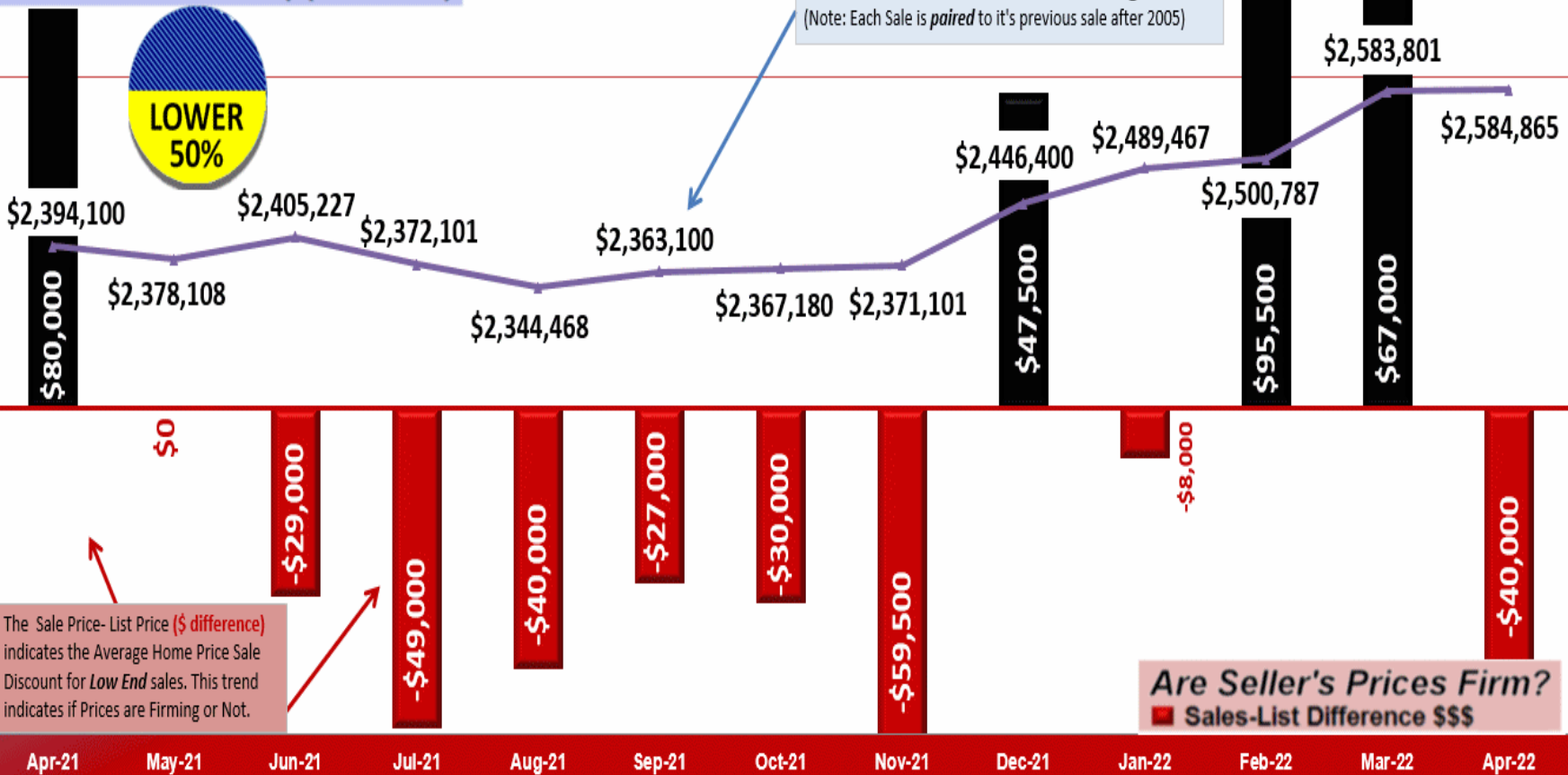
Home Price Changes  
(Home Price Index Paired sales from 2005)

### Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$3,500,000

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 \$\$\$



Detached



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



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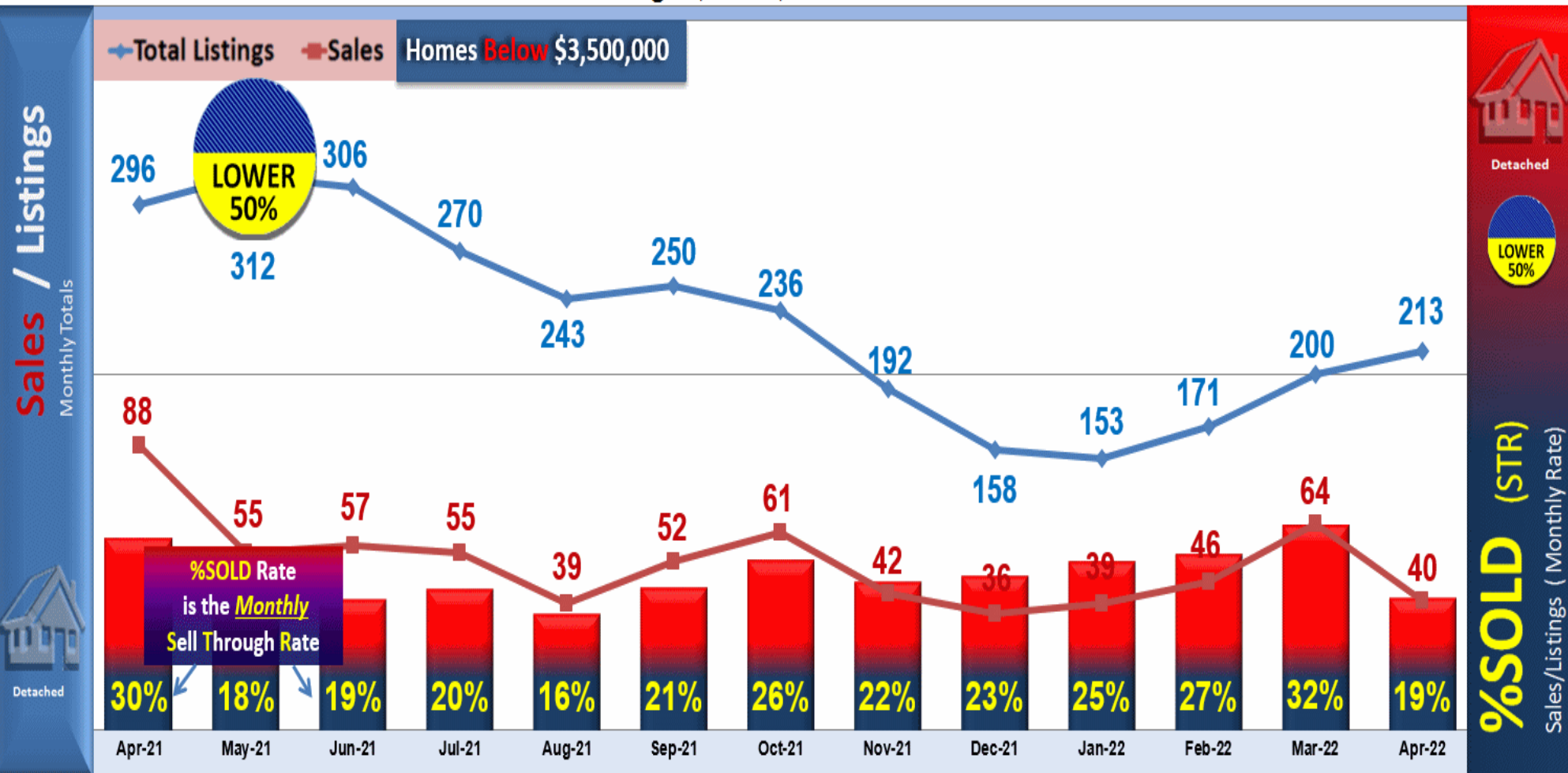
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## Market Analysis and Forecasting

May 1/22 Vancouver Westside

### Detached Vancouver Westside Total Listings\*\*, Sales, and %SOLD rates



Sales / Listings  
Monthly Totals



Detached



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.

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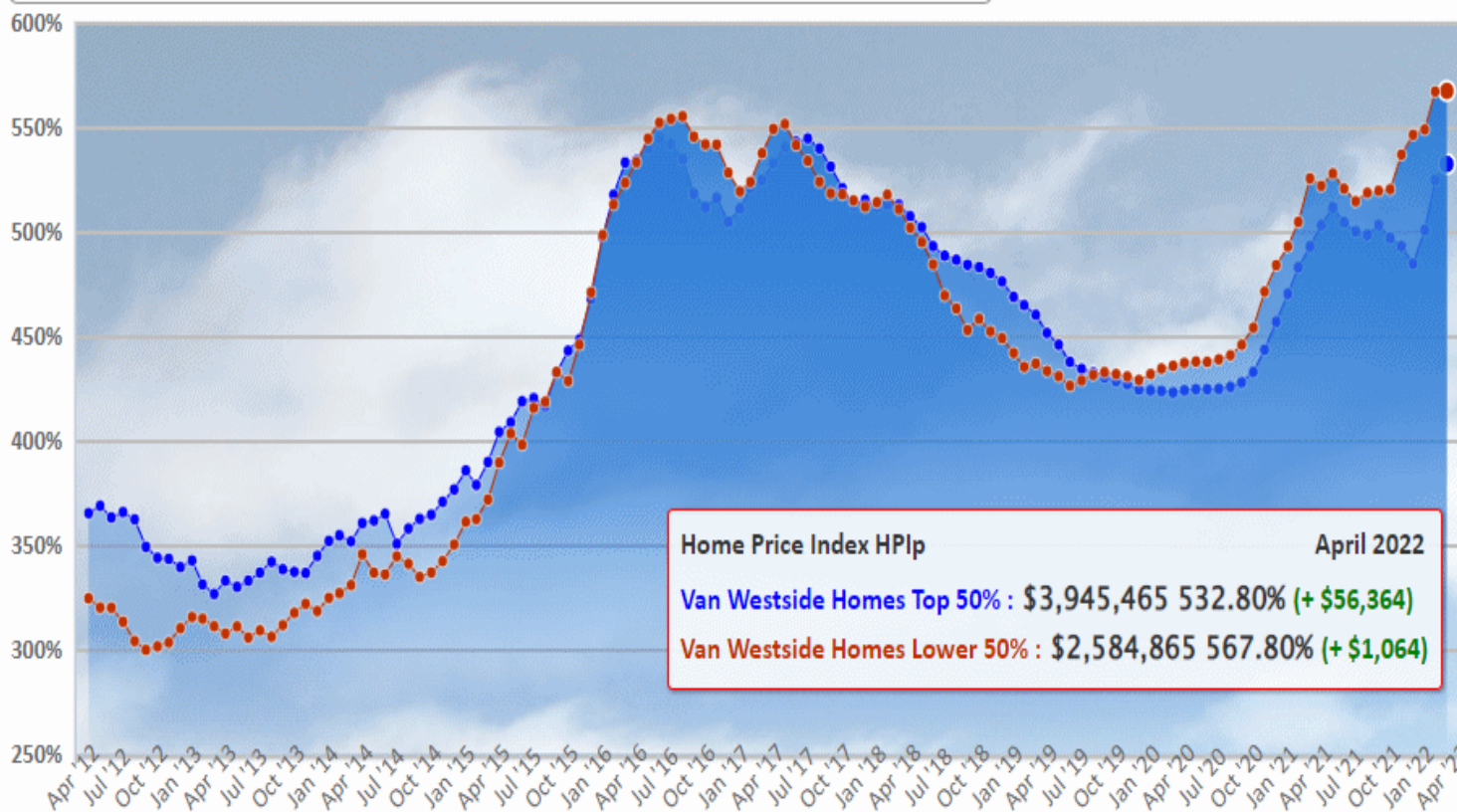
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## Market Analysis and Forecasting

May 1/22 Vancouver Westside

Powered by the Greater Vancouver Market Reports HPIp

Van Westside Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-  
 Van Westside Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Apr 2022	% 532.80
Mar 2022	% 525.20
Feb 2022	% 501.10
Jan 2022	% 485.10
Dec 2021	% 493.50
Nov 2021	% 497.40
Oct 2021	% 503.60
Sep 2021	% 499.00
Aug 2021	% 500.60
Jul 2021	% 504.90
Jun 2021	% 512.10
May 2021	% 503.60



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Market Analysis and Forecasting

May 1/22 West Surrey

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

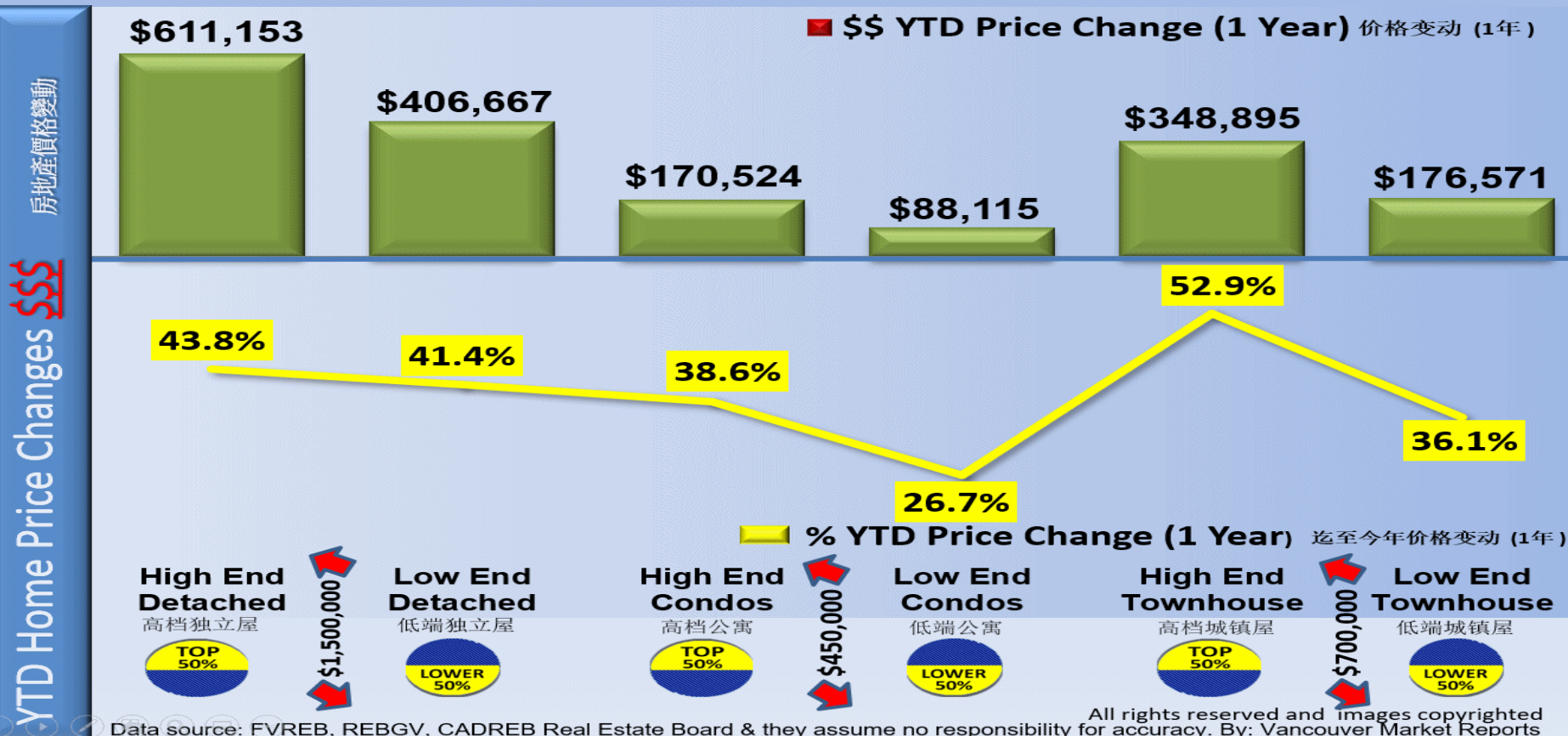
房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2021 – Mar 2022 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 三月至2021 三月

Powered by: Vancouver Market Reports HPIp

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



YTD Home Price Changes \$\$\$ 房地產價格變動

YTD Home Price Changes %%% 房地產價格變動

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

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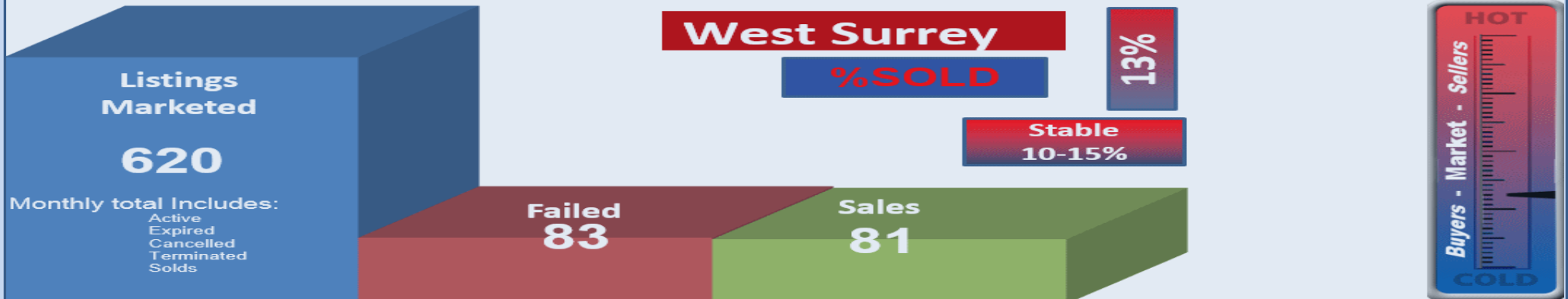
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## Market Analysis and Forecasting

May 1/22 West Surrey

### Monthly Market Activity - Apr 2022 - Single Family



#### May 1 2022 West Surrey Market Update (Detached)

**Current:** West Surrey is in a Seller Market with an average listing inventory, **13 %SOLD** rate and a 101% Sell/List Ratio. (This means that there is an average of a **\$16,000** sales discount from the original list price)

*Most Active Price Range:* Homes between \$1.35 mill. - \$1.5 mill. have **30.4 %SOLD** rate.

*Least Active Price Range:* Homes above \$2.6 mill. have **6.2 % SOLD** rate.

**History:** The Surrey West Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$464,897. The Surrey West Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$309,618.

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

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## Market Analysis and Forecasting

May 1/22 West Surrey

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

#### West Surrey List Price Ranges Statistics - Apr 2022

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,350,000	34	4	10	97%	-\$5,500	11.8%	↓
\$1,350,001-\$1,500,000	46	14	9	99%	-\$18,500	30.4%	↑
\$1,500,000-\$1,700,000	41	9	7	103%	\$40,000	22.0%	↑
\$1,700,000-\$1,850,000	61	11	7	103%	\$50,100	18.0%	↑
\$1,850,000-\$2,200,000	111	17	6	100%	\$0	15.3%	↑
\$2,200,000-\$2,600,000	182	17	11	100%	\$0	9.3%	↓
\$2,600,001 and more	145	9	13	101%	\$26,000	6.2%	↓
<b>Total Activity</b>	<b>620</b>	<b>81</b>	<b>8</b>	<b>101%</b>	<b>\$16,000</b>	<b>13%</b>	

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

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	5/1/2022	Change	
Total Listings** (A,S,T,C,X)	837	645	620		-25	↓
Active Listings (1st of the month)	392	329	412	456	44	↑
Solds	185	157	81		-76	↓
Days on Market (DOM)	7	7	8		1	↑
%SOLD (Sales/ Listings /mnlthly rate)	22.1%	24.3%	13.1%		-11%	↓
(Top 50%) Home Price Index HPIp	\$1,527,439	\$2,043,804	\$1,992,336		-\$51,468	↓
(Lower 50%) Home Price Index HPIp	\$1,039,101	\$1,396,828	\$1,348,719		-\$48,109	↓



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Market Analysis and Forecasting

May 1/22 West Surrey

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

### West Surrey Sub areas Statistics - Apr 2022

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	24	1	0	97%	-\$40,000	4.2%
Bolivar Heights	98	14	9	101%	\$12,500	14.3%
Royal Heights	20	2	17	101%	\$10,150	3.7%
Cedar Hills	54	11	8	103%	\$50,100	10.7%
Whalley	61	7	13	100%	\$0	14.8%
Queen Mary Park Surrey	60	13	7	101%	\$16,000	15.1%
Bear Creek Green Timbers	72	10	9	100%	\$0	9.2%
West Newton	97	13	9	99%	-\$19,900	11.3%
East Newton	134	10	8	102%	\$25,556	7.2%
<b>Total Activity</b>	<b>620</b>	<b>81</b>	<b>8</b>	<b>101%</b>	<b>\$16,000</b>	<b>13%</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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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# Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting

May 1/22 West Surrey

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## Next Months Market Forecast

**Forecast:** West Surrey has average Listing supply; 456 homes are for sale and with the **13 %SOLD** monthly rate gives us a ~8 months of inventory. 9% of the active listings have reduced their price by \$89,290 on average or \$68,100 median in the last month. We project West Surrey to be a Seller market.

The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (\$43,918) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months.

Currently, the Condo Market is still Stable with an Average Price Increase of \$1,617. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (\$8,069) average price decrease. We analyze and provide 97 individual City's Home Price Indexes to supply you with the MOST ACCURATE Market Trends every Saturday. 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.

**Analytical Methods:** The Surrey West 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 market into two parts with the **Surrey West HPIp Top 50%** representing the higher end sales and the **Surrey West 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 Board and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com



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## Market Analysis and Forecasting

May 1/22 West Surrey

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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)

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

### Are Home Prices Up?

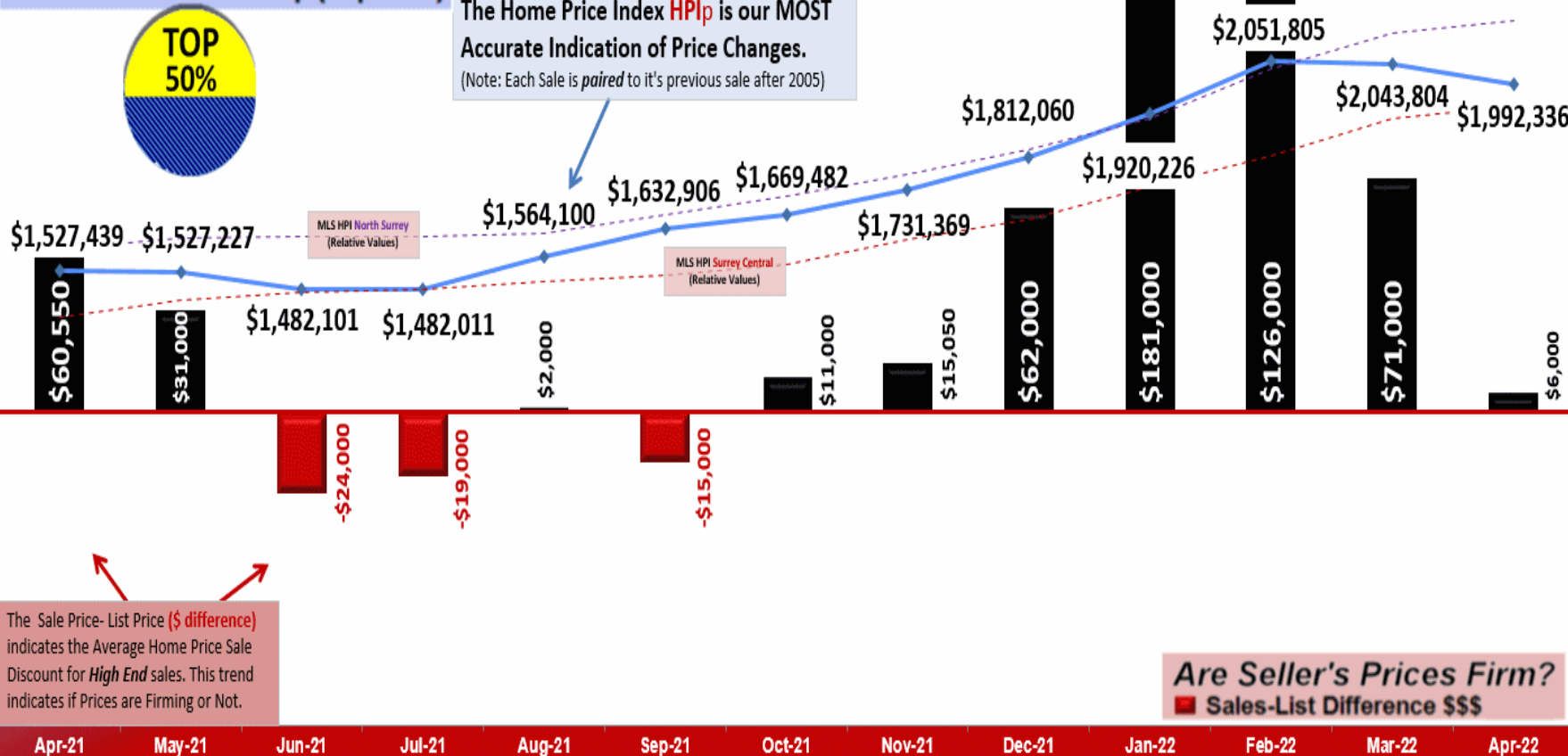
Home Price Index → HPIp (Top 50%)



### Homes Over \$1,500,000

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 \$\$\$



Detached



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

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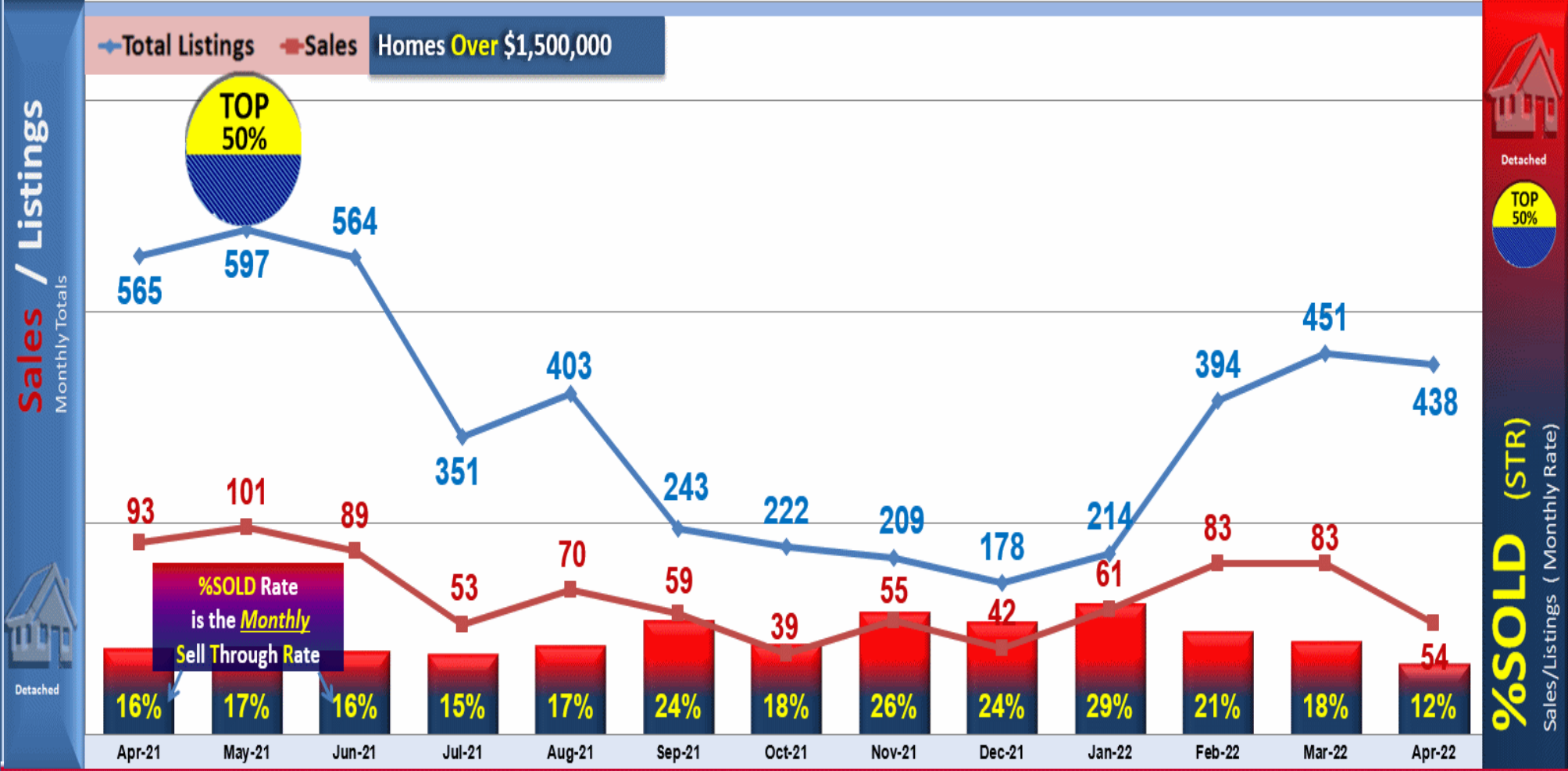
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## Market Analysis and Forecasting

May 1/22 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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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## Market Analysis and Forecasting

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### 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?

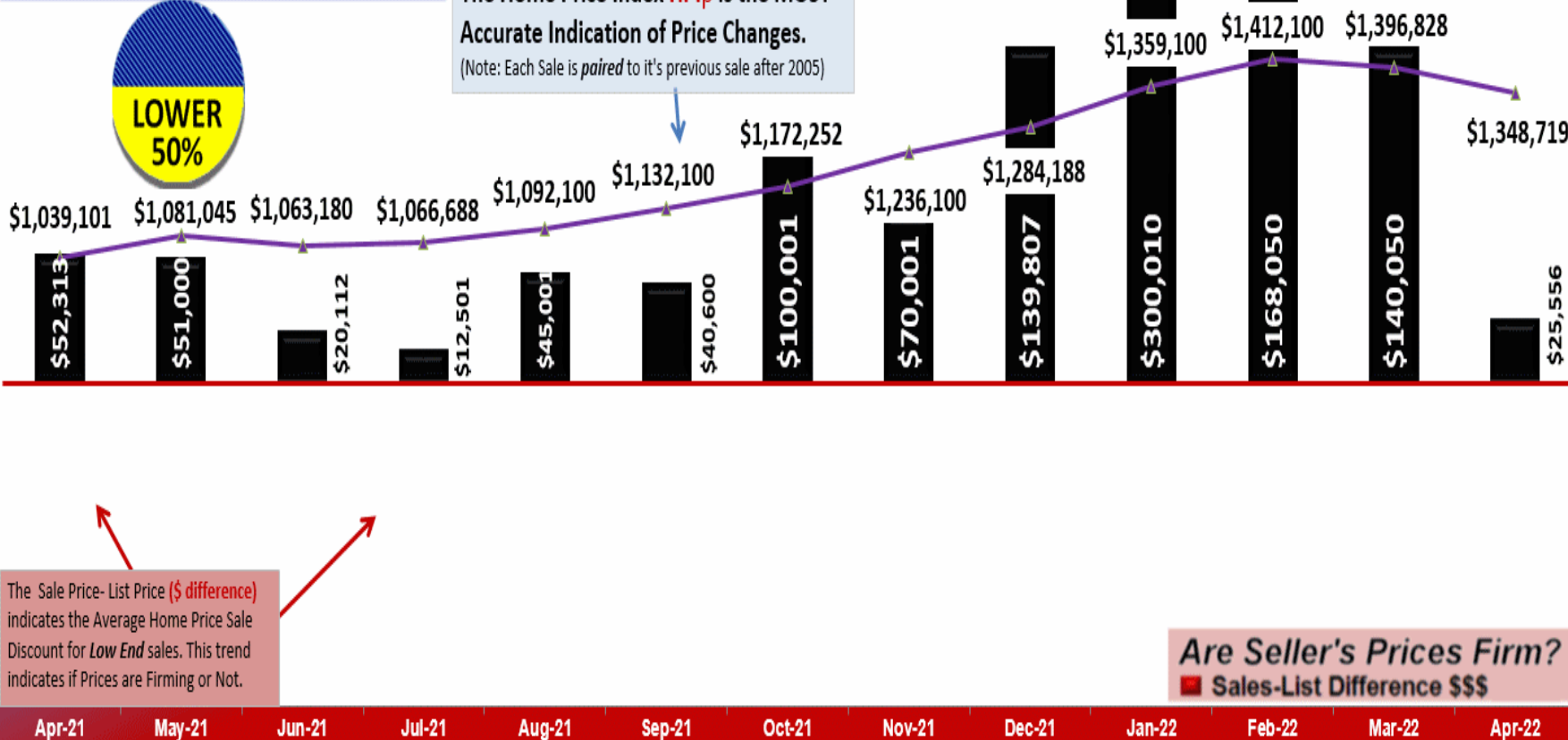
Home Price Index → HPIp (Lower 50%)



### Homes Below \$1,500,000

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.

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## Market Analysis and Forecasting

May 1/22 West Surrey

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

← Total Listings → Sales Homes Below \$1,500,000

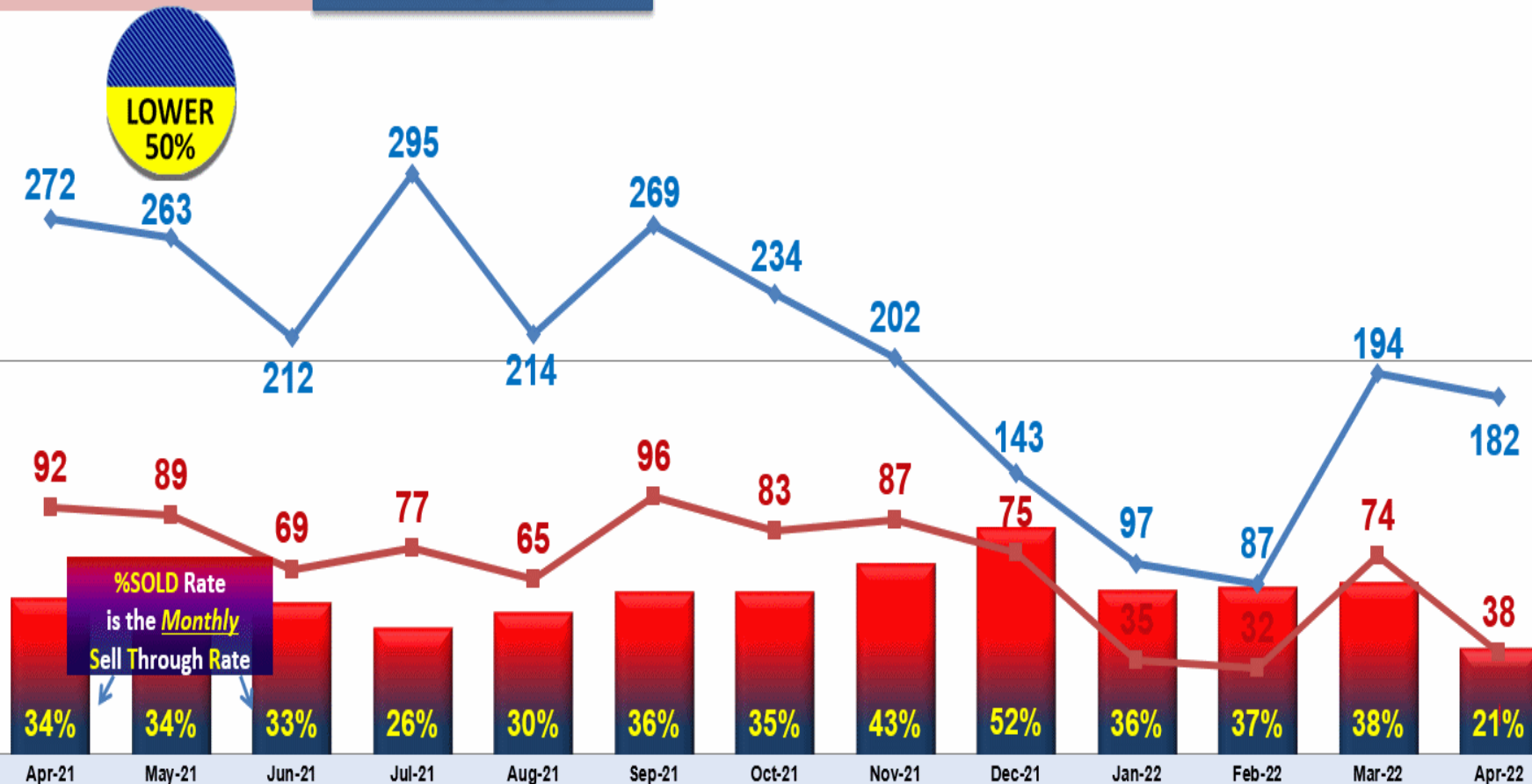
Sales / Listings  
Monthly Totals



Detached



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



Detached

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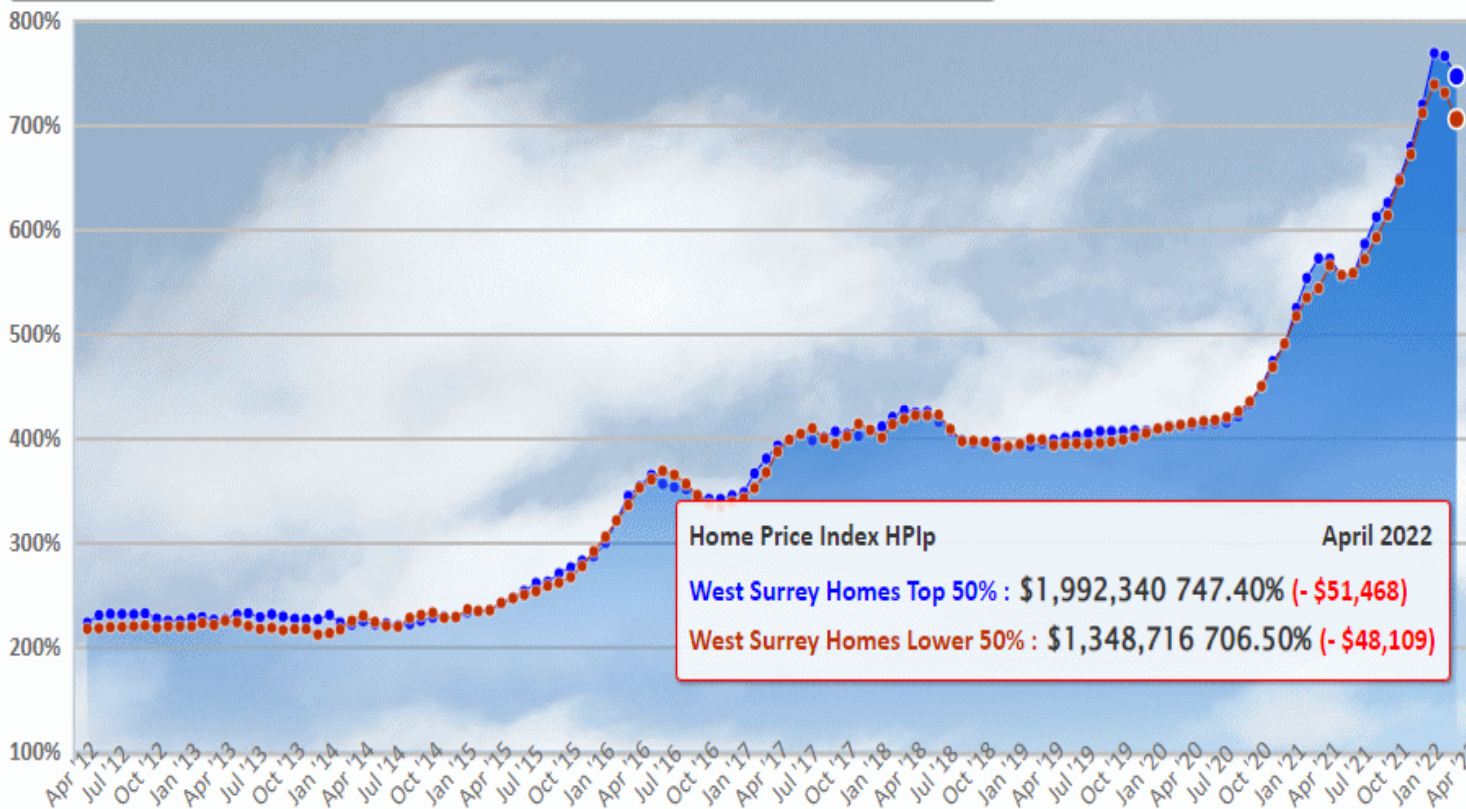
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## Market Analysis and Forecasting

May 1/22 West Surrey

Powered by the Greater Vancouver Market Reports HPIp

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



Monthly Home values

Date	Value
Apr 2022	% 747.40
Mar 2022	% 766.70
Feb 2022	% 769.70
Jan 2022	% 720.40
Dec 2021	% 679.80
Nov 2021	% 649.50
Oct 2021	% 626.30
Sep 2021	% 612.60
Aug 2021	% 586.80
Jul 2021	% 556.00
Jun 2021	% 556.00
May 2021	% 572.90



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May 1/22 East Surrey

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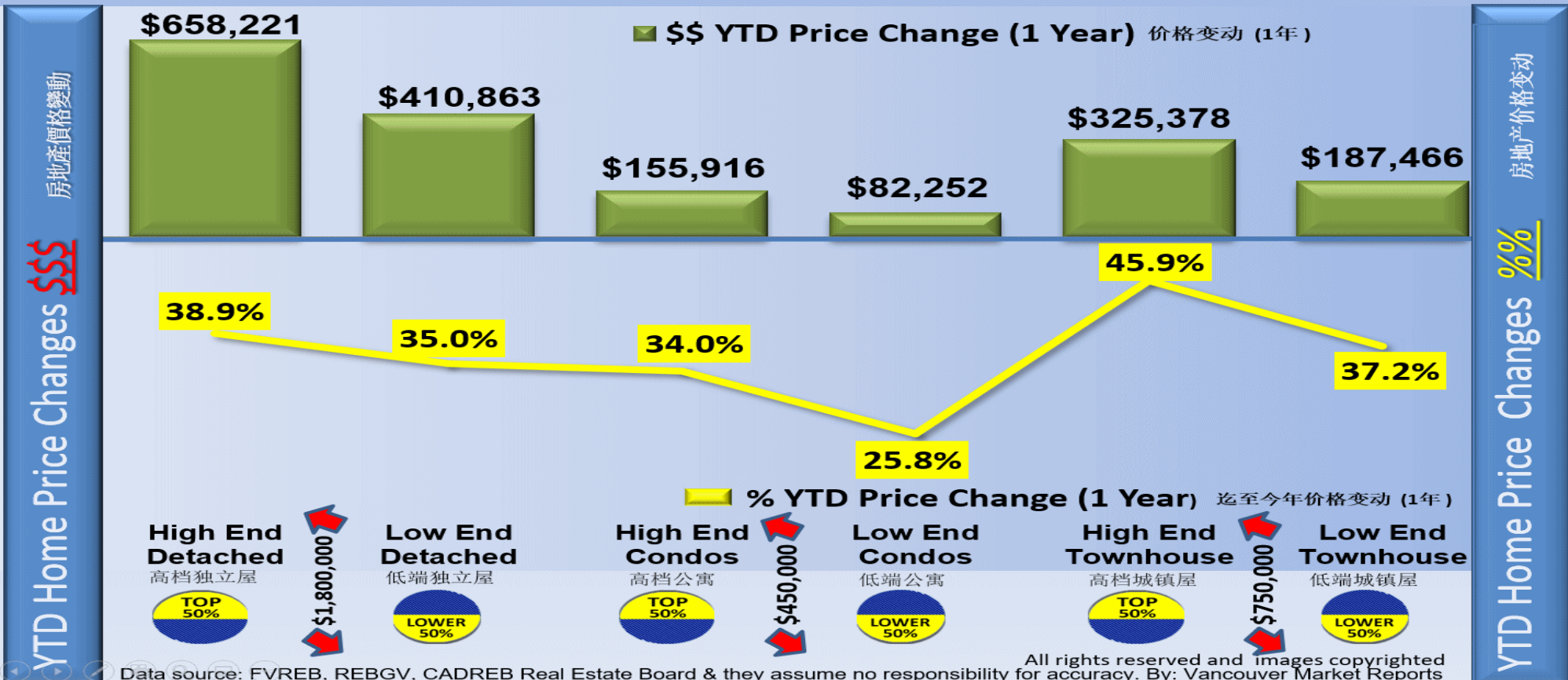
## Surrey East Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2021 – Mar 2022 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 三月至2021 三月

Powered by: Vancouver Market Reports HPIp



YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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

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Market Analysis and Forecasting

May 1/22 East Surrey

## Monthly Market Activity - Apr 2022 - Single Family



### May 1 2022 East Surrey Market Update (Detached)

**Current:** East Surrey is in a Seller Market with **13 % SOLD** rate, 7 DOM and 101% Sell/List Ratio.  
(This means that there is an average (m) of a **\$11,000** increase from the original list price)

*Most Active Price Range:* Homes below \$1.5 mill have **26.4 %SOLD** rate.

*Least Active Price Range:* Homes above \$3.2 mill. have **7.5 %SOLD** rate.

**History:** The Surrey East Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$537,396.  
The Surrey East Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$371,296.  
\*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



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## Market Analysis and Forecasting

May 1/22 East Surrey

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

#### East Surrey List Price Ranges Statistics - Apr 2022

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,500,000	53	14	9	107%	\$95,500	26.4%	↑
\$1,500,001-\$1,800,000	110	15	7	101%	\$13,000	13.6%	
\$1,800,001-\$2,000,000	85	8	9	100%	-\$1,950	9.4%	↓
\$2,000,001-\$2,300,000	54	7	8	98%	-\$50,000	13.0%	↓
\$2,300,001-\$3,200,000	82	8	6	100%	\$56	9.8%	↓
\$3,200,001 and more	40	3	55	95%	-\$239,000	7.5%	↓
<b>Total Activity</b>	<b>424</b>	<b>55</b>	<b>8</b>	<b>101%</b>	<b>\$11,000</b>	<b>13%</b>	

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

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	5/1/2022	Change	
Total Listings** (A,S,T,C,X)	595	363	424		61	↑
Active Listings (1st of the month)	271	209	259	299	40	↑
Solds	164	55	55		0	
Days on Market (DOM)	7	7	8		1	↑
%SOLD (Sales/ Listings /mnlthly rate)	27.6%	15.2%	13.0%		-2.2%	↓
(Top 50%) Home Price Index HPIp	\$1,871,100	\$2,407,368	\$2,408,496		\$1,127	↑
(Lower 50%) Home Price Index HPIp	\$1,261,641	\$1,623,988	\$1,632,937		\$8,948	↑



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Market Analysis and Forecasting

May 1/22 East Surrey

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

### East Surrey Sub areas Statistics - Apr 2022

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	57	9	11	99%	-\$14,000	15.8%
Guildford	69	7	21	100%	\$112	10.1%
Port Kells	8	0				0.0%
Fleetwood Tynehead	145	22	8	102%	\$28,600	15.2%
Panorama Ridge	77	12	9	100%	\$6,500	15.6%
Sullivan Station	68	5	7	106%	\$111,000	7.4%
<b>Total Activity</b>	<b>424</b>	<b>55</b>	<b>8</b>	<b>101%</b>	<b>\$11,000</b>	<b>13%</b>



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## Next Months Market Forecast

**Forecast:** East Surrey has an average Listing Supply; 299 homes are for sale and with the **13 %SOLD** monthly rate gives us a ~8 months of inventory. 6% of the active listings have reduced their price by \$137,953 on average and \$100,000 on median in the last month. We project East Surrey to be a continued Seller market.

The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (\$43,918) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months.

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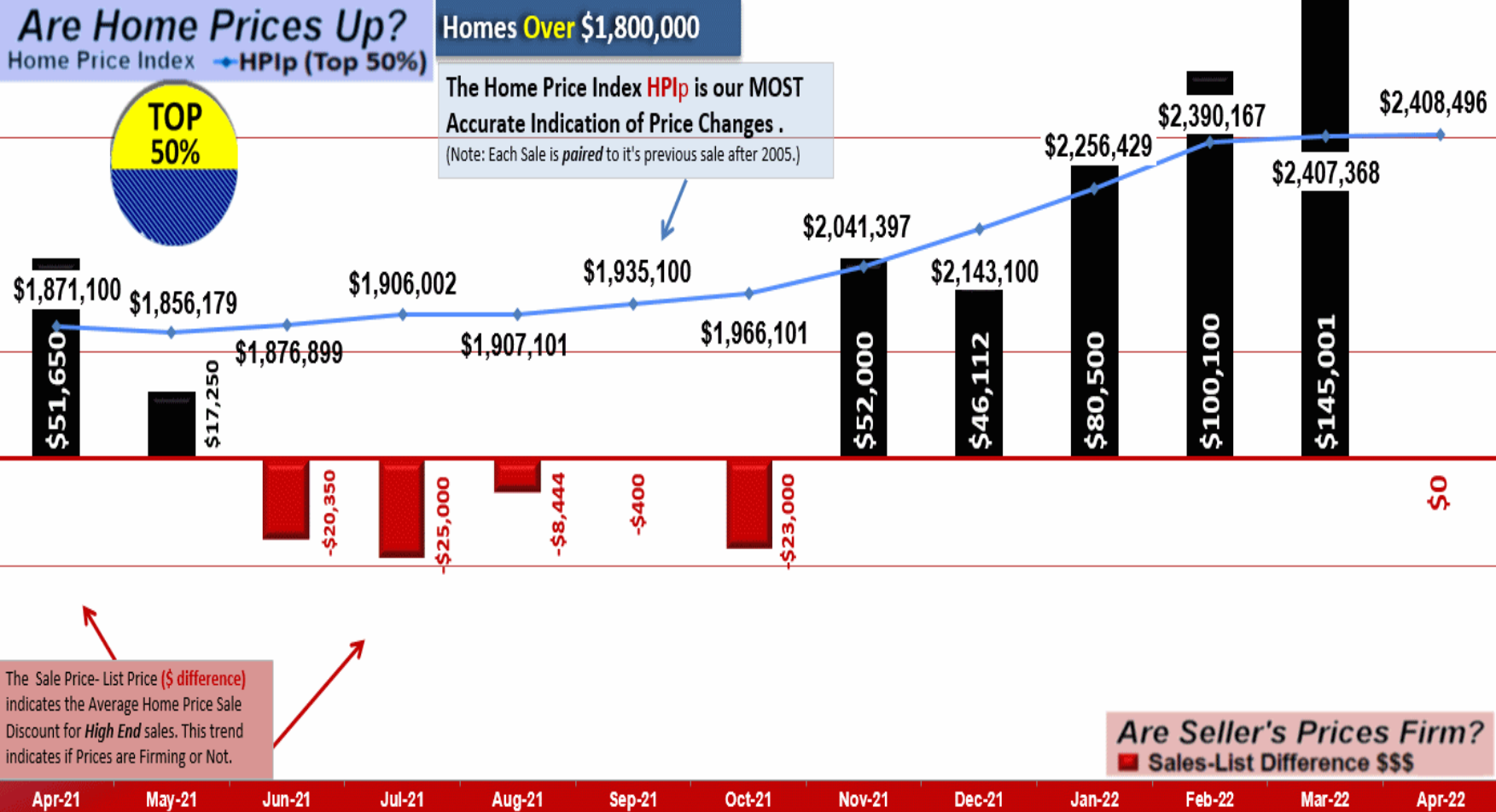
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Detached East Surrey Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)

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



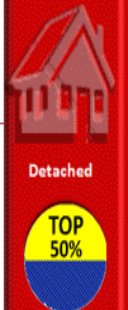
Are Home Prices Up?  
Home Price Index → HPIp (Top 50%)



Homes Over \$1,800,000  
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 \$\$\$



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



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## Market Analysis and Forecasting

May 1/22 East Surrey

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

← Total Listings → Sales Homes Over \$1,800,000

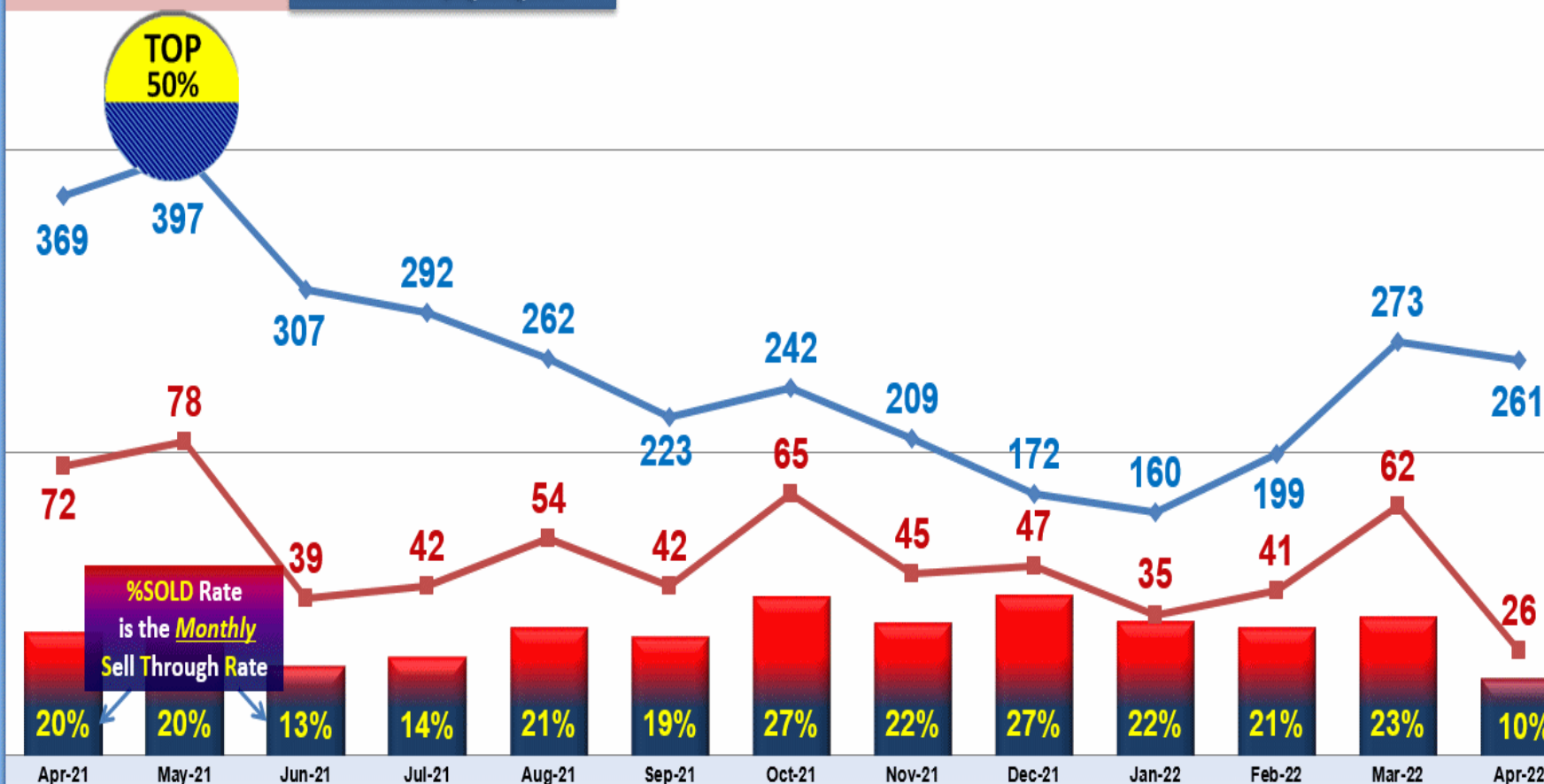
Sales / Listings  
Monthly Totals



Detached

TOP 50%

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



Detached

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## Market Analysis and Forecasting

May 1/22 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)

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

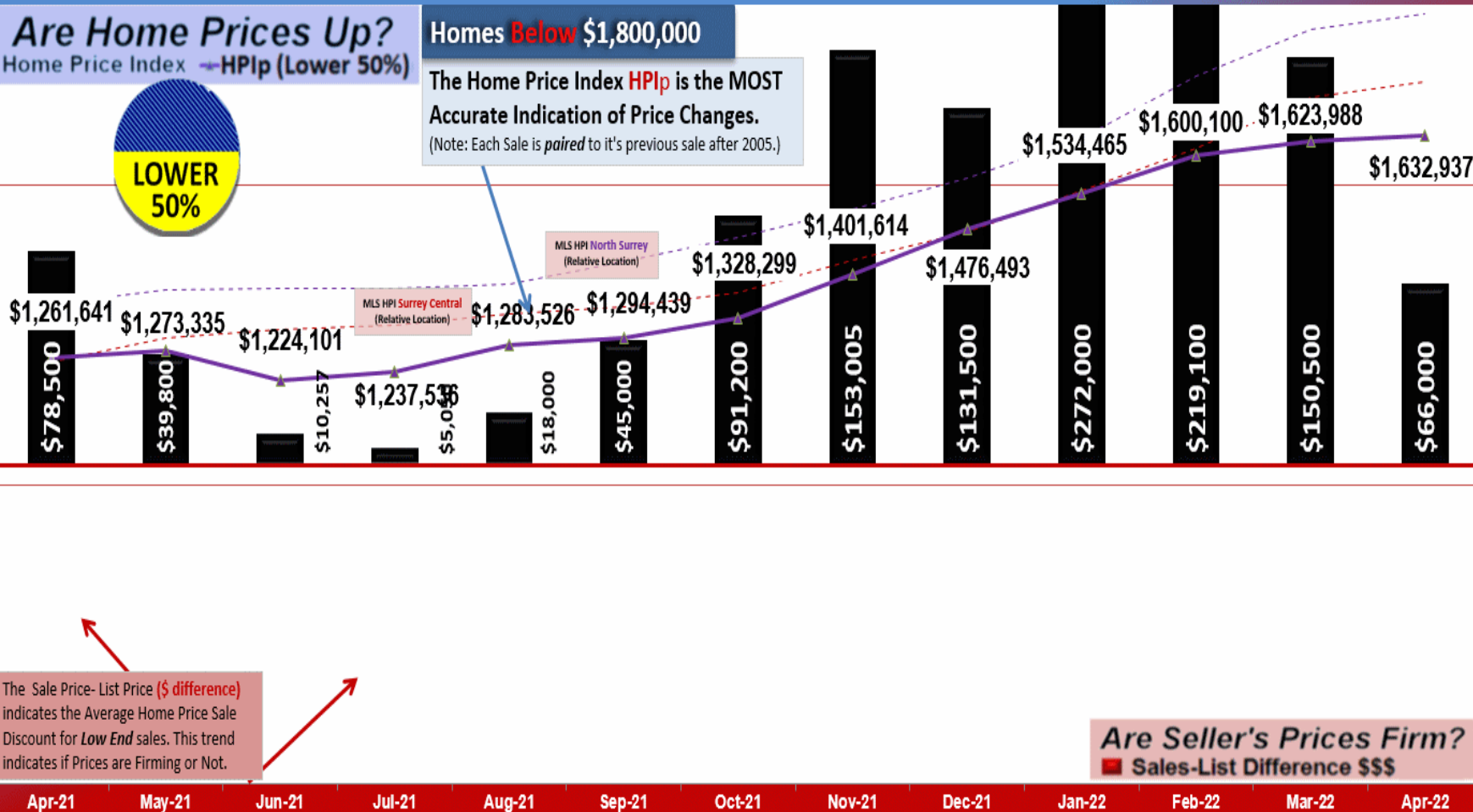
### Are Home Prices Up? Home Price Index → HPIp (Lower 50%)



#### Homes Below \$1,800,000

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

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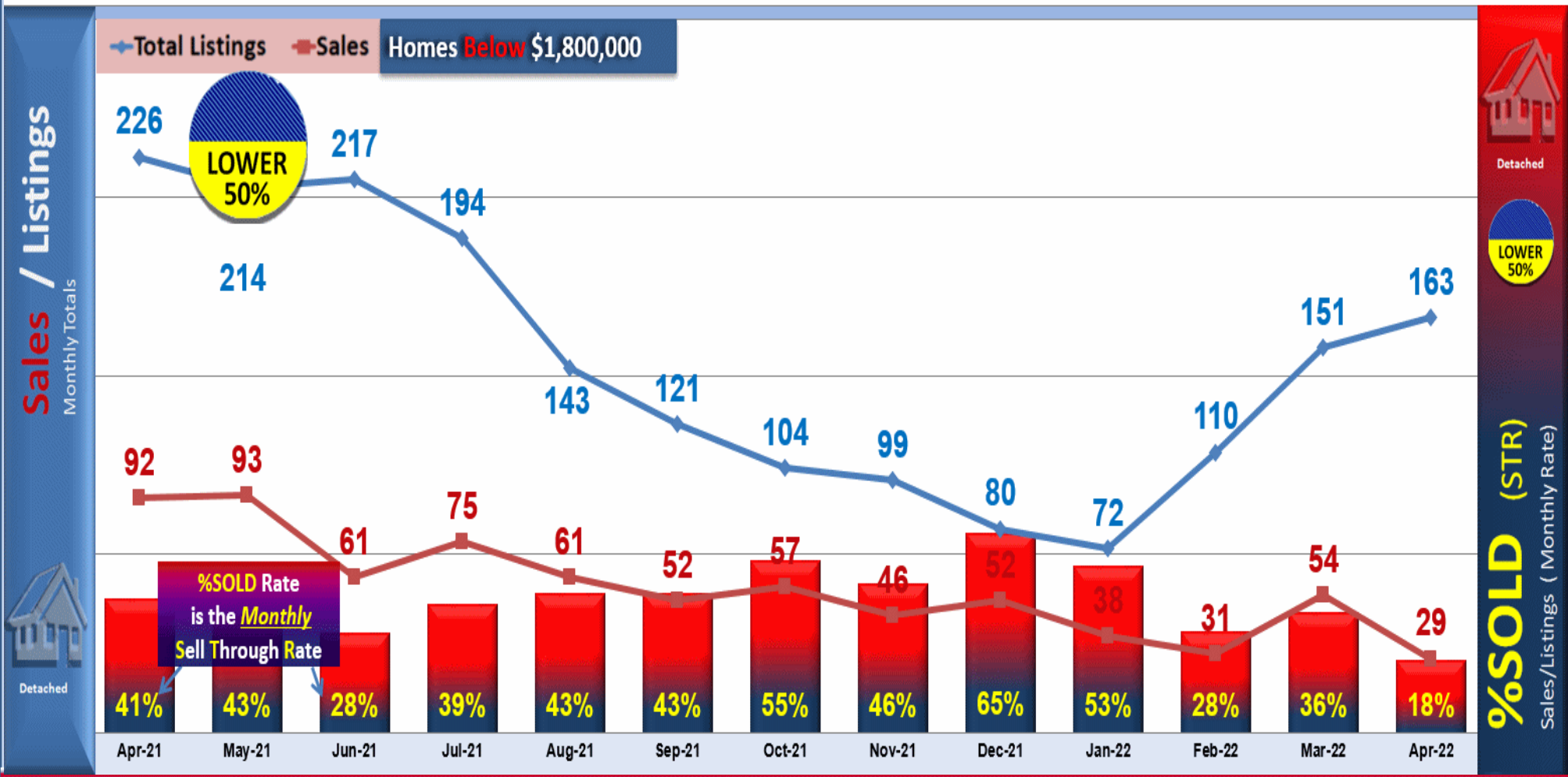
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## Market Analysis and Forecasting

May 1/22 East Surrey

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



Sales / Listings Monthly Totals



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LOWER 50%

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



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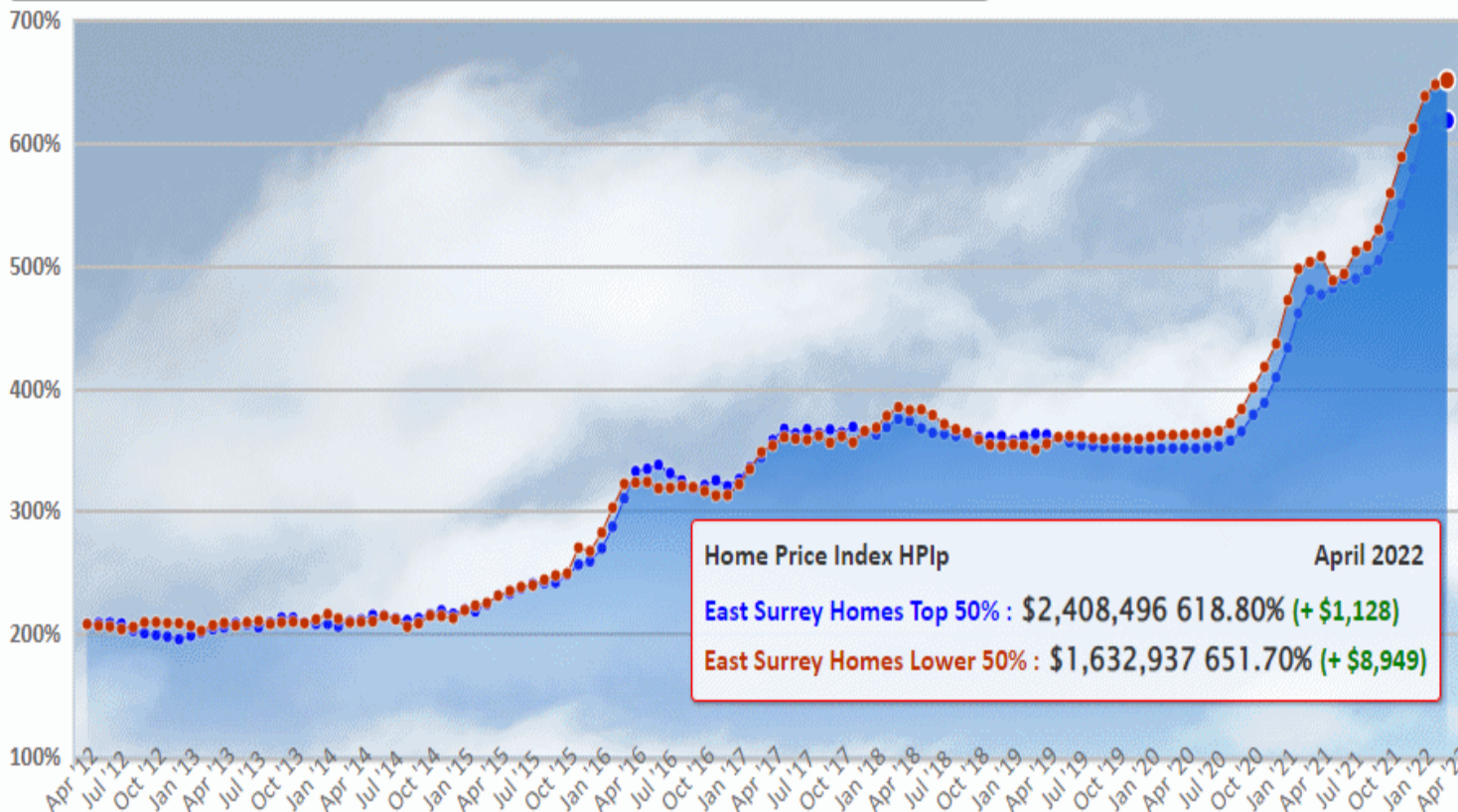
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May 1/22 East Surrey

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



Monthly  Home values

Date	Value
Apr 2022	% 618.80
Mar 2022	% 618.50
Feb 2022	% 614.10
Jan 2022	% 579.80
Dec 2021	% 550.60
Nov 2021	% 524.50
Oct 2021	% 505.20
Sep 2021	% 497.20
Aug 2021	% 490.00
Jul 2021	% 489.70
Jun 2021	% 482.20
May 2021	% 476.90



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