Bill Coughlin's Market Reports

Advanced Marketing Tools

produced by: Bill Coughlin

RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com T:778-374-3744
Surrey East Real Estate Price Changes ($/%)  
**Housing Types:** Year-To-Date Mar 2018 – Mar 2019 (Quarters)  
**Sources:** The respective Real Estate Boards, which assume no responsibility for accuracy.  

**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  

powered by: Vancouver Market Reports  

**May 1/19 East Surrey**  

- **YTD Price Change (1 Year)**  
  - **High End Detached:** $1,000,000  
  - **Low End Detached:** $1,500,000  
  - **High End Condos:** $370,000  
  - **Low End Condos:** $180,000  
  - **High End Townhouse:** $550,000  
  - **Low End Townhouse:** $250,000  

**% YTD Price Change (1 Year)**  
- 1.5%  
- -4.5%  
- 10.6%  
- -3.6%  
- -3.1%  

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

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Bill Coughlin
**Monthly Market Activity - Apr 2019 - Single Family**

**East Surrey**

- **Listings Marketed**: 539
- **% SOLD**: 9%
- **Failed**: 60
- **Sales**: 51

**Market Update (Detached)**

East Surrey is in a Buyer Market with a 9% SOLD rate, 23 DOM and 97% Sell/List Ratio. (This means that there is an average (m) of a $40,000 discount from the original list price)

- **Most Active Price Range**: Homes between $800,000 - $900,000 have 15.7% SOLD rate.
- **Least Active Price Range**: Homes between $1.2 mill - $1.5 mill. have 4.4% SOLD rate.

**History**

The Surrey East Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased $47,000. The Surrey East Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices decreased $86,186.

*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.
1. How Many Sold During the Month and at What Price Range?

<table>
<thead>
<tr>
<th>Home Price Range</th>
<th>Total Listings (/month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price /List Price</th>
<th>Sell - List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-$800,000</td>
<td>18</td>
<td>2</td>
<td>6</td>
<td>100%</td>
<td>-$3,600</td>
<td>11.1%</td>
</tr>
<tr>
<td>$800,001-$900,000</td>
<td>51</td>
<td>8</td>
<td>10</td>
<td>98%</td>
<td>-$14,600</td>
<td>15.7%</td>
</tr>
<tr>
<td>$900,001-$1000,000</td>
<td>70</td>
<td>10</td>
<td>17</td>
<td>96%</td>
<td>-$35,950</td>
<td>14.3%</td>
</tr>
<tr>
<td>$1,000,001-$1,200,000</td>
<td>138</td>
<td>18</td>
<td>20</td>
<td>98%</td>
<td>-$25,500</td>
<td>13.0%</td>
</tr>
<tr>
<td>$1,200,001-$1,500,000</td>
<td>135</td>
<td>6</td>
<td>40</td>
<td>98%</td>
<td>-$29,558</td>
<td>4.4%</td>
</tr>
<tr>
<td>$1,500,001 and more</td>
<td>127</td>
<td>7</td>
<td>53</td>
<td>93%</td>
<td>-$121,334</td>
<td>5.5%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>539</strong></td>
<td><strong>51</strong></td>
<td><strong>23</strong></td>
<td><strong>97%</strong></td>
<td><strong>-$30,236</strong></td>
<td><strong>9%</strong></td>
</tr>
</tbody>
</table>

2. How Many Properties Were Available During the Month?

<table>
<thead>
<tr>
<th>Monthly Changes Summary</th>
<th>Apr-18</th>
<th>Mar-19</th>
<th>Apr-19</th>
<th>5/1/2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings** (A,S,T,C,X)</td>
<td>473</td>
<td>463</td>
<td>539</td>
<td>76</td>
<td><strong>+</strong></td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>266</td>
<td>334</td>
<td>349</td>
<td>428</td>
<td><strong>+</strong></td>
</tr>
<tr>
<td>Solds</td>
<td>97</td>
<td>76</td>
<td>51</td>
<td>-25</td>
<td><strong>-</strong></td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>12</td>
<td>33</td>
<td>23</td>
<td>-10</td>
<td><strong>-</strong></td>
</tr>
<tr>
<td>%SOLD (Sales/Listings/monthly rate)</td>
<td>20.5%</td>
<td>16.4%</td>
<td>9.5%</td>
<td>-7.0%</td>
<td><strong>-</strong></td>
</tr>
<tr>
<td><strong>(Top 50%)</strong> Home Price Index HPIp</td>
<td>$1,462,100</td>
<td>$1,408,100</td>
<td>$1,415,100</td>
<td>$7,000</td>
<td><strong>+</strong></td>
</tr>
<tr>
<td><strong>(Lower 50%)</strong> Home Price Index HPIp</td>
<td>$965,351</td>
<td>$886,994</td>
<td>$879,165</td>
<td>-$7,829</td>
<td><strong>-</strong></td>
</tr>
</tbody>
</table>

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

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RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey VancouverRealEstateInvestments.com T:778-374-3744
## What Sold in your Neighbourhood and for What Price?

### East Surrey Sub areas Statistics - Apr 2019

<table>
<thead>
<tr>
<th>Neighbourhoods</th>
<th>Total Listings (/month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price /List Price</th>
<th>Sell - List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fraser Heights</td>
<td>121</td>
<td>14</td>
<td>36</td>
<td>98%</td>
<td>-$28,940</td>
<td>11.6%</td>
</tr>
<tr>
<td>Guildford</td>
<td>44</td>
<td>5</td>
<td>7</td>
<td>99%</td>
<td>-$7,300</td>
<td>11.4%</td>
</tr>
<tr>
<td>Port Kells</td>
<td>16</td>
<td>1</td>
<td>9</td>
<td>98%</td>
<td>-$17,400</td>
<td>6.3%</td>
</tr>
<tr>
<td>Fleetwood Tynehead</td>
<td>169</td>
<td>20</td>
<td>26</td>
<td>96%</td>
<td>-$40,944</td>
<td>11.8%</td>
</tr>
<tr>
<td>Panorama Ridge</td>
<td>111</td>
<td>7</td>
<td>10</td>
<td>99%</td>
<td>-$8,800</td>
<td>6.3%</td>
</tr>
<tr>
<td>Sullivan Station</td>
<td>78</td>
<td>4</td>
<td>45</td>
<td>97%</td>
<td>-$42,618</td>
<td>5.1%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>539</strong></td>
<td><strong>51</strong></td>
<td><strong>23</strong></td>
<td><strong>97%</strong></td>
<td><strong>-$30,236</strong></td>
<td><strong>9%</strong></td>
</tr>
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</table>

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Next Months Market Forecast

Forecast: East Surrey has an average Listing Supply; 428 homes are for sale and with the 16% SOLD monthly rate gives us a 9 months of inventory. 15% of the active listings have reduced their price by $54,106 on average or $50,000 on median in the last month. We project East Surrey to be a continued Buyer market.

April’s Real Estate Statistics shows 56% of Fraser Valley’s Detached Markets values increased. Overall, Single Family Homes in the Fraser Valley Market shows a $1,019 monthly price increase which is a minimal decline from the $2,661 price increase last month. On Average, the Vancouver Detached Markets showed an average monthly price decrease of $8,007. We are forecasting for the following month: a Stable Detached Market in most of the Fraser Valley and a Buyers Market across most of Vancouver.

Currently, the Condo Market presents a Warm Market with 56% of the Greater Vancouver (Lower Mainland) are increasing prices. On the other hand, 63% of the Townhouse Markets are decreasing. (13 out of 28 Markets). We are forecasting a stable Market in most Condo and Townhouse Markets for the coming month. 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
RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand

Fraser Valley and Chilliwack R.E. Boards
R.E. Market Share – Jan to Dec 2018 (All Real Estate)

RE/MAX Total: 26.3%
Sutton: 15.7%
Royal Lepage: 12.9%
HomeLife: 8.6%
Century 21: 6.7%
Landmark: 3.1%
Macdonald: 2.2%
All Others combined: 24.4%

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

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Home Price Index (HPIp) (Top 50%)

Homes Over $1,000,000

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

Sales Discount $5
Sale Price – Original List Price ($5 difference)

Are Seller’s Prices Firm?
Sales-List Difference $$$

Home Price Changes
Home Price Index HPIp (Top 50%)

$1,462,100
$1,431,064
$1,414,879
$1,411,100
$1,408,147
$1,404,101
$1,405,135
$1,415,100
$1,395,022

May 1/19
East Surrey

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Top

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May 1/19 East Surrey

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Market Analysis and Forecasting

May 1/19  East Surrey

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

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
East Surrey Homes Top 50%: HPIp, Forecast+
East Surrey Homes Lower 50%: HPIp, Forecast-

Home Price Index HPIp

April 2019
East Surrey Homes Top 50%: $1,415,100 363.60% (+ $7,000)
East Surrey Homes Lower 50%: $879,165 350.90% (- $7,829)

May 1/19

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

May 1/19 West Surrey

**West Surrey Sub areas Statistics - Apr 2019**

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<thead>
<tr>
<th>Neighbourhoods</th>
<th>Total Listings (month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price/List Price $/Difference</th>
<th>Sell - List $/Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bridgesview</td>
<td>1</td>
<td>1</td>
<td>20</td>
<td>57%</td>
<td>$110,000</td>
<td>0.0%</td>
</tr>
<tr>
<td>Bolivar Heights</td>
<td>13</td>
<td>5</td>
<td>40</td>
<td>96%</td>
<td>$10,000</td>
<td>38.5%</td>
</tr>
<tr>
<td>Royal Heights</td>
<td>2</td>
<td>0</td>
<td></td>
<td>0%</td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Cedar Hills</td>
<td>6</td>
<td>1</td>
<td>21</td>
<td>97%</td>
<td>$7,000</td>
<td>16.7%</td>
</tr>
<tr>
<td>Whalley</td>
<td>431</td>
<td>57</td>
<td>23</td>
<td>97%</td>
<td>$140,000</td>
<td>13.2%</td>
</tr>
<tr>
<td>Queen Mary Park Sur</td>
<td>91</td>
<td>21</td>
<td>25</td>
<td>88%</td>
<td>$12,500</td>
<td>23.1%</td>
</tr>
<tr>
<td>Bear Creek Green Tim</td>
<td>16</td>
<td>2</td>
<td>122</td>
<td>95%</td>
<td>$31,500</td>
<td>12.5%</td>
</tr>
<tr>
<td>West Newton</td>
<td>142</td>
<td>27</td>
<td>26</td>
<td>97%</td>
<td>$13,000</td>
<td>19.0%</td>
</tr>
<tr>
<td>East Newton</td>
<td>128</td>
<td>20</td>
<td>19</td>
<td>97%</td>
<td>$16,000</td>
<td>15.9%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>1,378</strong></td>
<td><strong>143</strong></td>
<td><strong>25</strong></td>
<td><strong>97%</strong></td>
<td><strong>$14,000</strong></td>
<td><strong>16%</strong></td>
</tr>
</tbody>
</table>

May 1 2019 West Surrey Market Update Attached Townhouses/Condos

**Current:**

West Surrey is a Seller Market with average listing inventory, a 16% SOLD rate and a 97% Sell/List Ratio. (This means the discount on a sale from the original list price averaging $14,000.)

**Most Active Price Range:** Homes below $350,000 have 21.9% SOLD rate. Least Active Price Range: Homes between $450,000-$550,000 have 8.8% SOLD rate.

**History:**

The West Surrey's Condos Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased 25.092.

The West Surrey's Condos Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices decreased 33.599.

The West Surrey's Townhouses Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased 31.945.

The West Surrey's Top Condos Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices decreased 17.185.

**Forecast:**

Current month’s listing inventory is 46% more than the same month last year.

Apulis Real Estate Statistics shows 58% of Fraser Valley’s Detached Markets values increased. Overall, Single Family Homes in the Fraser Valley market shows $1,019 monthly price increase which is a minimal decline from the $2,661 price increase last month. On average, the Vancouver Detached Markets showed an average monthly price decrease of $8,007.

We are forecasting for the following month: A Stable Detached Market in most of the Fraser Valley and a Buyers Market across most of Vancouver.

Currently, the Condo Market presents a Warm Market with 56% of the Greater Vancouver (Lower Mainland) are increasing prices. On the other hand, 63% of the Townhouse Markets are decreasing. (13 out of 28 Markets). We are forecasting a stable Market in most Condo and Townhouse Markets for the coming month. 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.

Analytical Methods: West 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 West Surrey HPIp Top 50% representing the higher end sales and the West Surrey HPIp Lower 50% representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce 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: VRAR, REBAR, CADREX Real Estate Boards, and they assume no responsibility for its accuracy.

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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)

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

Home Price Changes

- $10,000
- $8,900
- $17,300
- $17,900
- $19,000
- $18,340
- $18,500
- $16,500
- $16,900
- $15,000

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


- $10,000
- $10,000
- $8,900

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

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes. (Note: Each Sale is paired to it’s previous sale after 2005 to determine its exact price change.)

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

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

$464,100 $465,258 $466,370

$457,101 $456,101 $456,100

$454,100 $453,644 $454,532

$446,558 $445,101 $442,101

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West Surrey Townhomes Top 50%:

- Home Price Index (HPIp) increase of 329.30% (+$3,816)

West Surrey Townhomes Lower 50%:

- Home Price Index (HPIp) increase of 357.10% (+$5,999)

Date | Value
--- | ---
Apr 2019 | %329.30
Mar 2019 | %327.10
Feb 2019 | %328.80
Jan 2019 | %329.90
Dec 2018 | %329.40
Nov 2018 | %332.70
Oct 2018 | %335.50
Sep 2018 | %340.30
Aug 2018 | %344.20
Jul 2018 | %346.60
Jun 2018 | %345.60
May 2018 | %347.00

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West Surrey

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

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

$445,412

$455,100 $458,073

$459,853 $452,101 $443,838

$435,396 $425,025

$421,587 $418,008

**Sales Discount $S**

- $10,000

- $11,900

- $14,944

- $22,400

- $13,700

- $14,950

- $19,000

**Are Seller’s Prices Firm?**

- $5,000

- $9,950

- $20,000

- $24,000

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Powered by the Greater Vancouver Market Reports HPIp

**West Surrey Condos Top 50%:** $418,009 380.40% (-$6,344)

**West Surrey Condos Lower 50%:** $314,100 419.00% (-$4,786)
Supply and Demand

How %SOLD Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

What percentage (%) of homes sales/month change the market?

- Decreasing
  - 10-14% selling
  - 15-20% selling
  - 21-40% selling

- Increasing

100 Listings

Monthly Homes sales (%) percentage