RE/MAX Market Reports

Advanced Marketing Tools

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Monthly Market Activity - July 2013 - Single Family

Ladner, Tsawwassen & S.Delta

**% SOLD**

- **14%**

**Stable**

- **10-15%**

**Listings Marketed**

- **337**

- Monthly total includes: Active, Expired, Cancelled, Terminated, Solds

**Failed**

- **27**

**Sales**

- **47**

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**Current:** Ladner, Tsawwassen and S.Delta residential detached housing market has a **14% SOLD** rate, making it a Stable Market. (This means 14 homes out of 100 sold last month with an average $26,800 sales discount from the original list price).

**Most Active Price Range:** Homes below $600,000 range have a **28.6% SOLD** rate.

**Least Active Price Range:** Homes above $900,000 have a **6.4% SOLD** rate.

**History:** Ladner, Tsawwassen and S.Delta Year-To-Date RMR HPI* shows that prices decreased $2,109.

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

**Forecast:** Ladner, Tsawwassen and S.Delta have 263 homes for sale and with the stable **14% SOLD** monthly rate gives us ~7 months of inventory. At this sell through rate approximately 147 of these listings will not sell. 13% of the active listings have reduced their price by $44,326 on average or $30,000 median in the last month.

The Lower Mainland is experiencing a near normal activity levels. Many buyers are taking advantage of the sharper prices and today's still very low interest rates. This may make it one of the greatest Move-Up Real Estate Market opportunities in decades as buyers take advantage of these sharp prices.

*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, & 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 its accuracy. Copyright: RMXReports.com

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Aug. 1/13 Ladner, S. Delta

Ladner, Tsawwassen & S. Delta Market Update (detached)

Current: Ladner, Tsawwassen and S. Delta residential detached housing market has a 14% SOLD rate making it a Stable Market. (This means 14 homes out of 100 sold last month with an average $268,800 sales discount from the original list price.)

Most Active Price Range: Homes below $600,000 range have 28.6% SOLD rate.

Least Active Price Range: Homes above $900,000 have 6.4% SOLD rate.

History: Ladner, Tsawwassen and S. Delta Year-To-Date RMR HPI* shows that prices decreased 2.109.

Forecast: Ladner, Tsawwassen and S. Delta have 263 homes for sale and with the stable 14% SOLD monthly rate gives us ~7 months of inventory. At this sell through rate approximately 147 of these listings will not sell. 13% of the active listings have reduced their price by $44,326 on average or $30,000 median in the last month.

The Lower Mainland is experiencing a near normal activity levels. Many buyers are taking advantage of the sharper prices and todays still very low interest rates. This may make it one of the greatest Move-Up Real Estate Market opportunities in decades as buyers take advantage of these sharp prices.

Note: The Home Price Index (HPI) is all the detached home sales averaged & adjusted for finished sqft. age and lot size. This HPI excludes the mobile home, duplexes and the house and acreage sales. For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). This data is from the respective Real Estate Boards. REB, REBOS, REBDA and they assume no responsibility for its accuracy. Copyright: RE/MAX Reports.com
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Supply and Demand

How %SOLD Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

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

- Increasing
  - 21-40% selling
- Decreasing
  - 15-20% selling, stable
  - 10-14% selling
  - 0-10% selling

100 Listings

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