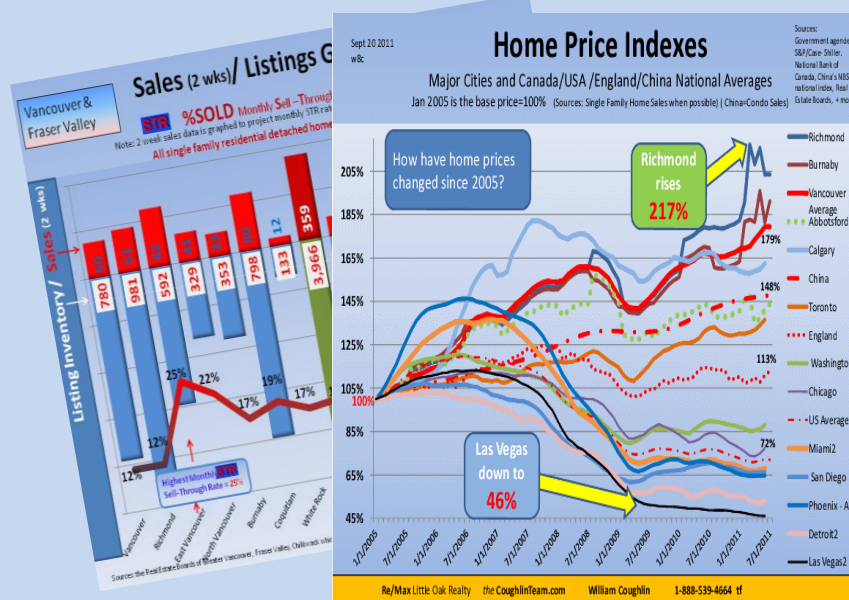


Kulbir Dhanju's Market Reports



Advanced Marketing Tools





Kulbir Dhanju's Market Reports

Detached

- [West Surrey](#)
- [North Delta](#)

Attached

- [West Surrey](#)

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

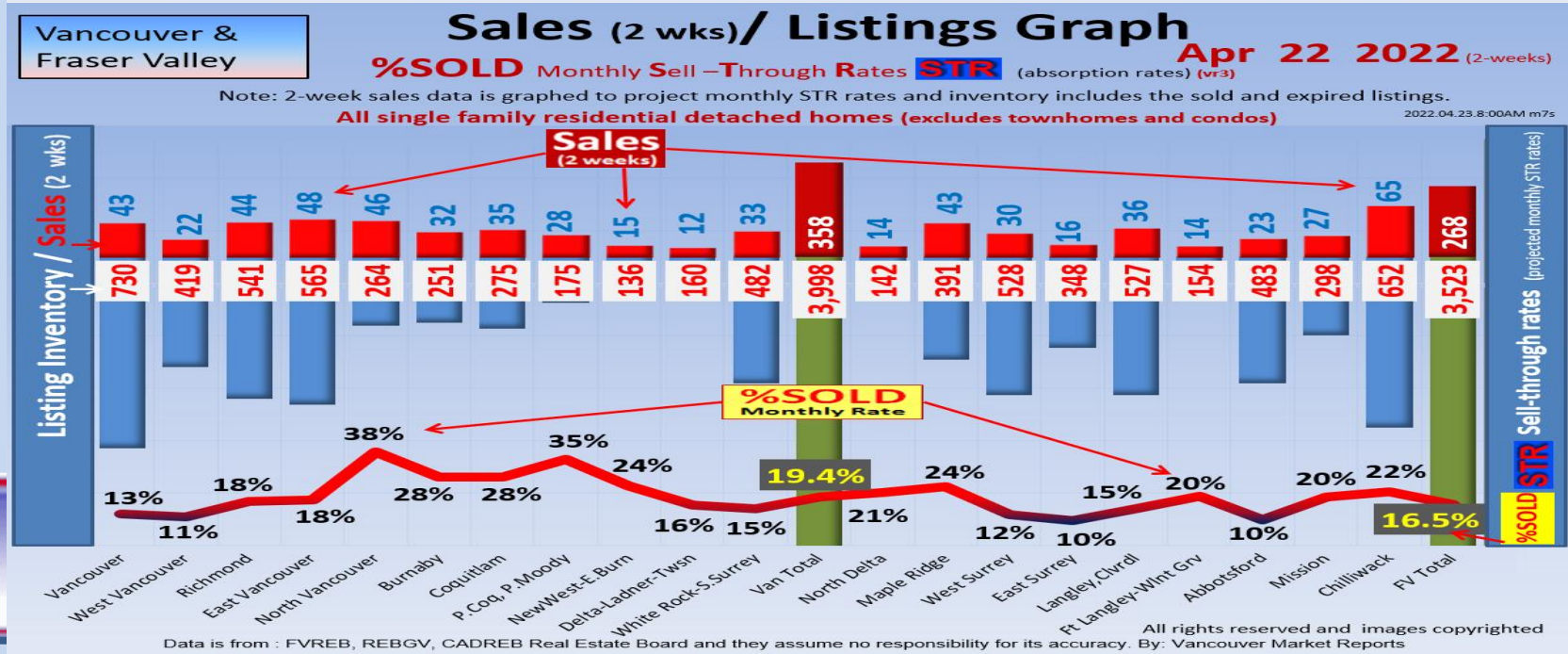
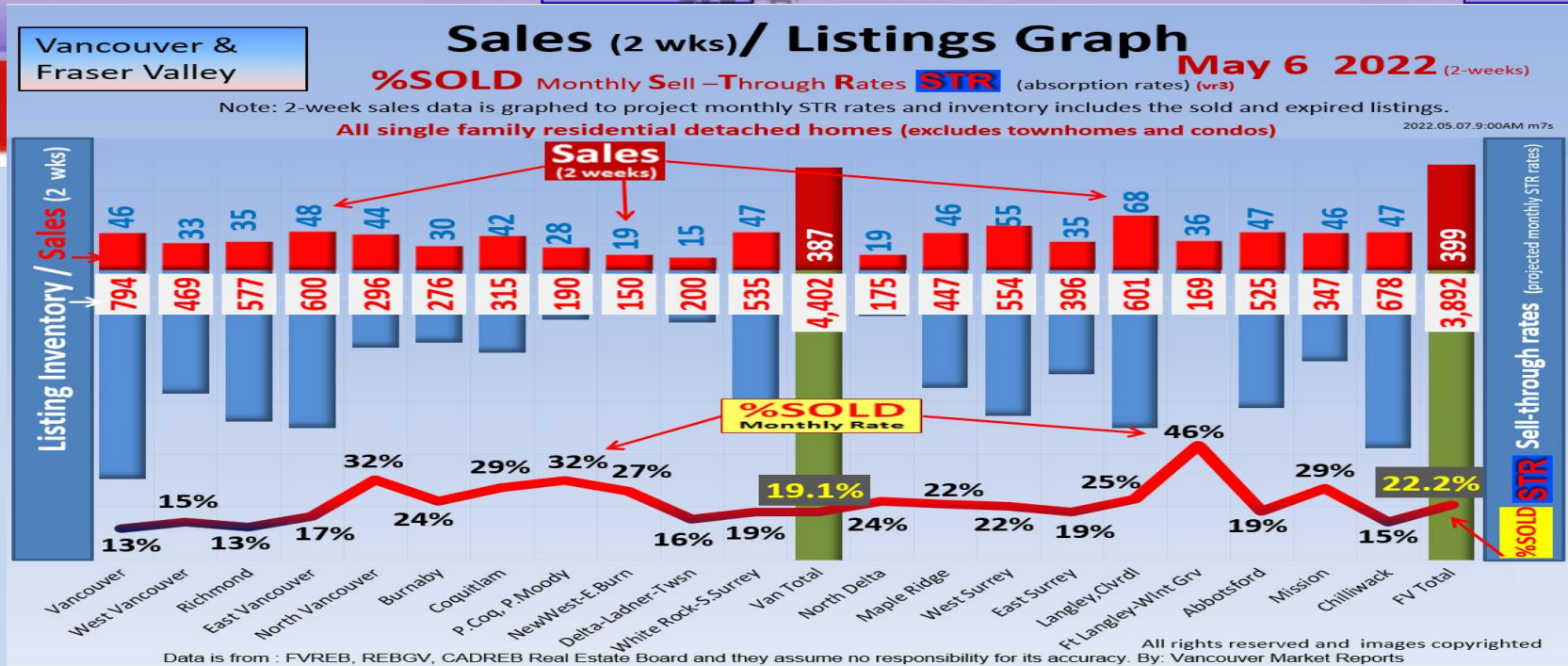
detached homes

Vancouver Market Reports

attached homes

Kulbir Dhanju
Sutton West Coast Realty 604-725-0107

Kulbir Dhanju
Sutton West Coast Realty 604-725-0107



Vancouver Market Reports

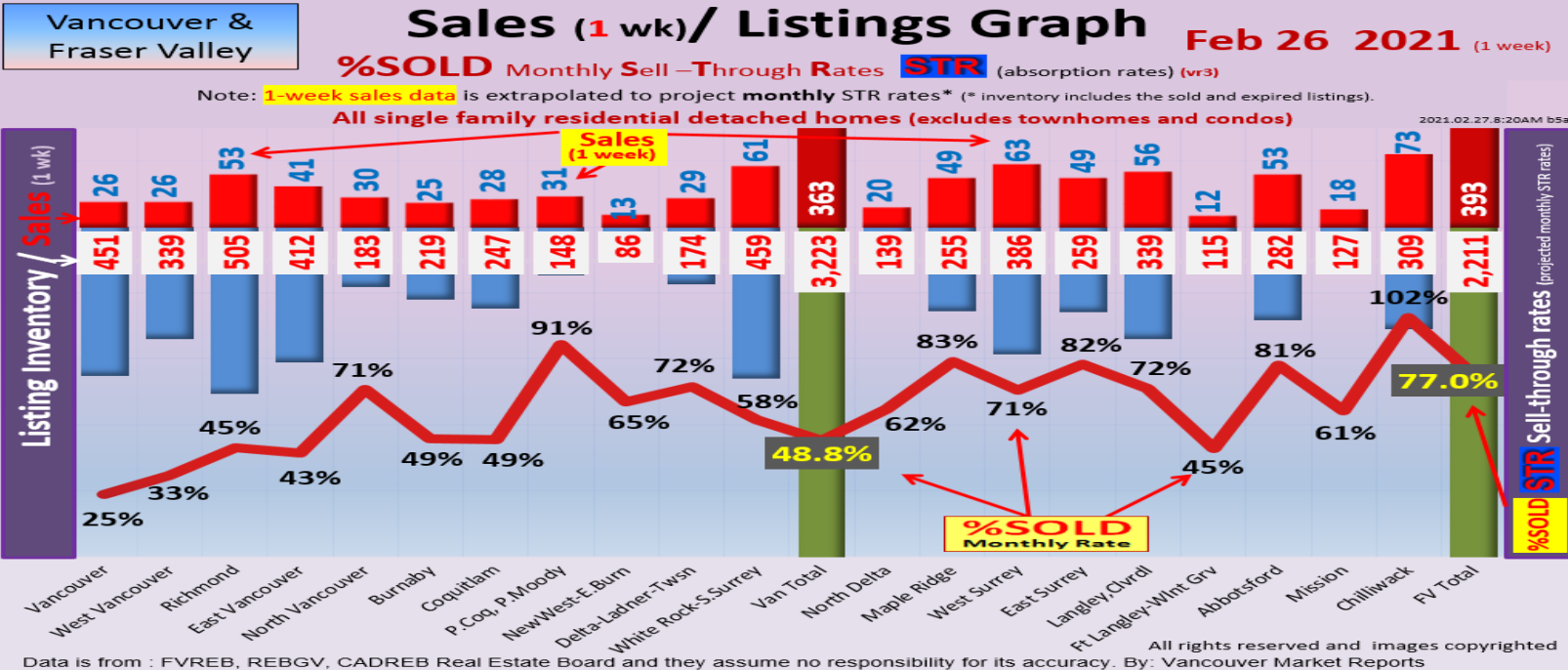
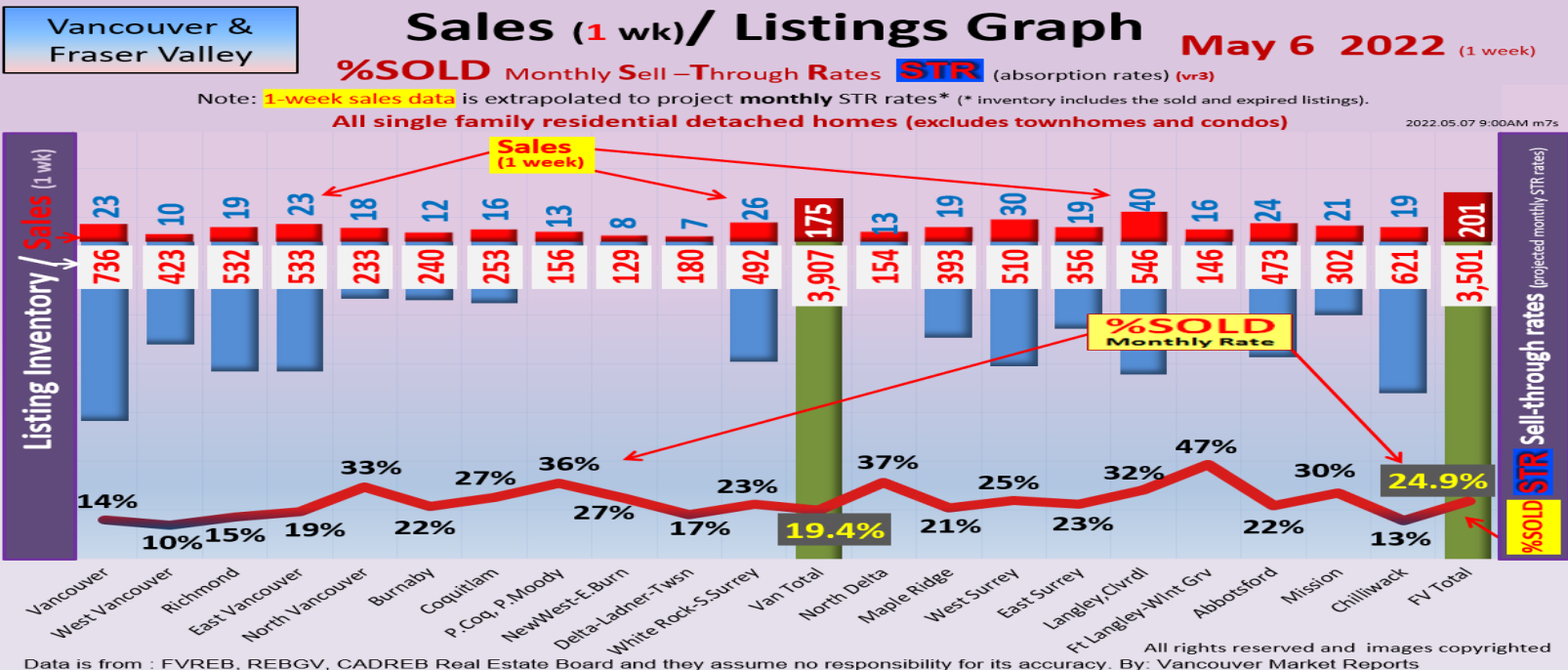
detached homes

Vancouver Market Reports

attached homes

Sutton West Coast Realty 604-725-0107
Kulbir Dhanju

Sutton West Coast Realty 604-725-0107
Kulbir Dhanju



Vancouver Market Reports

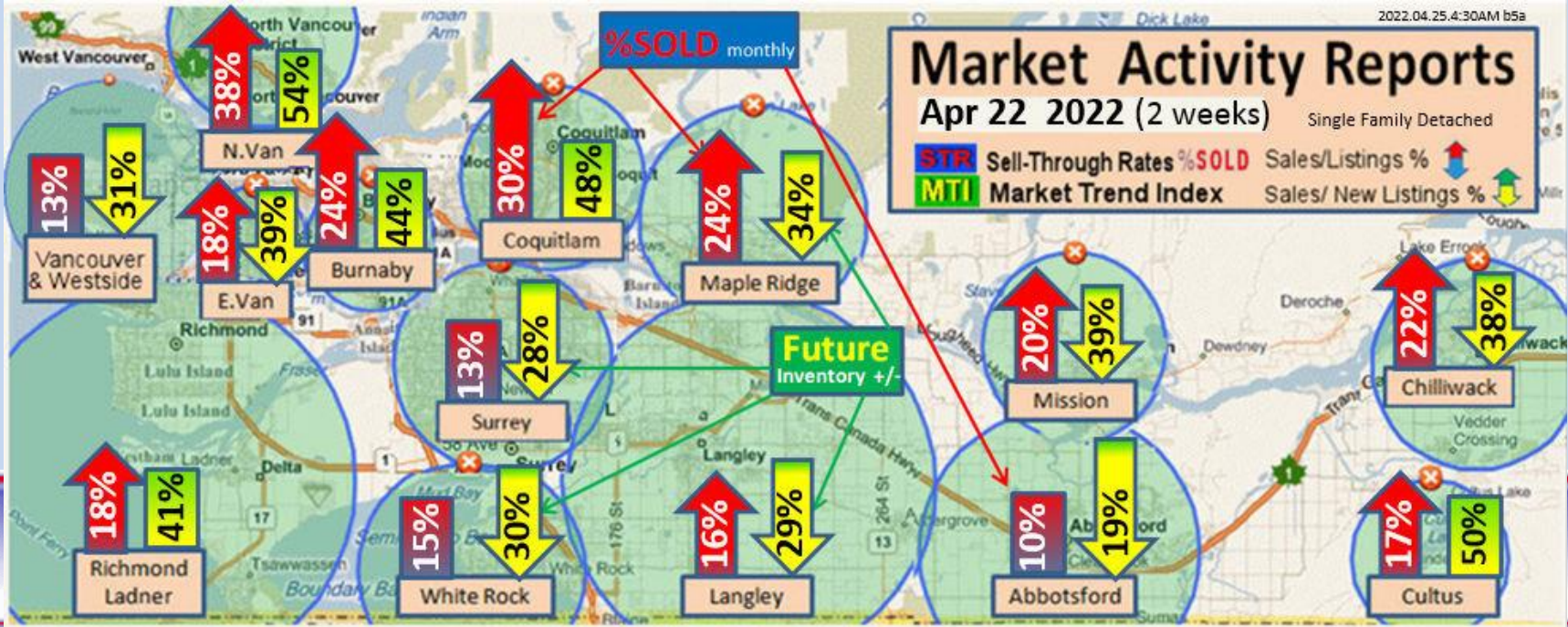
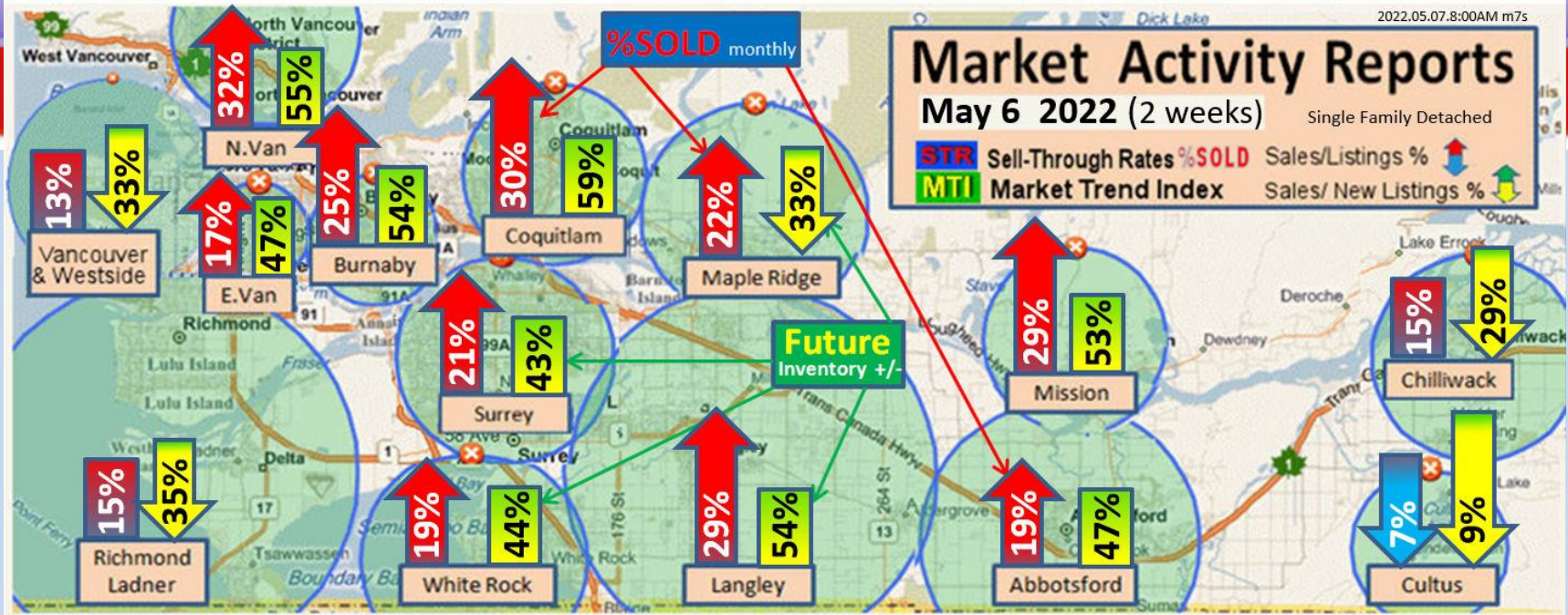
detached homes

Vancouver Market Reports

attached homes

Kulbir Dhanju
Sutton West Coast Realty 604-725-0107

Kulbir Dhanju
Sutton West Coast Realty 604-725-0107



Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22 West Surrey

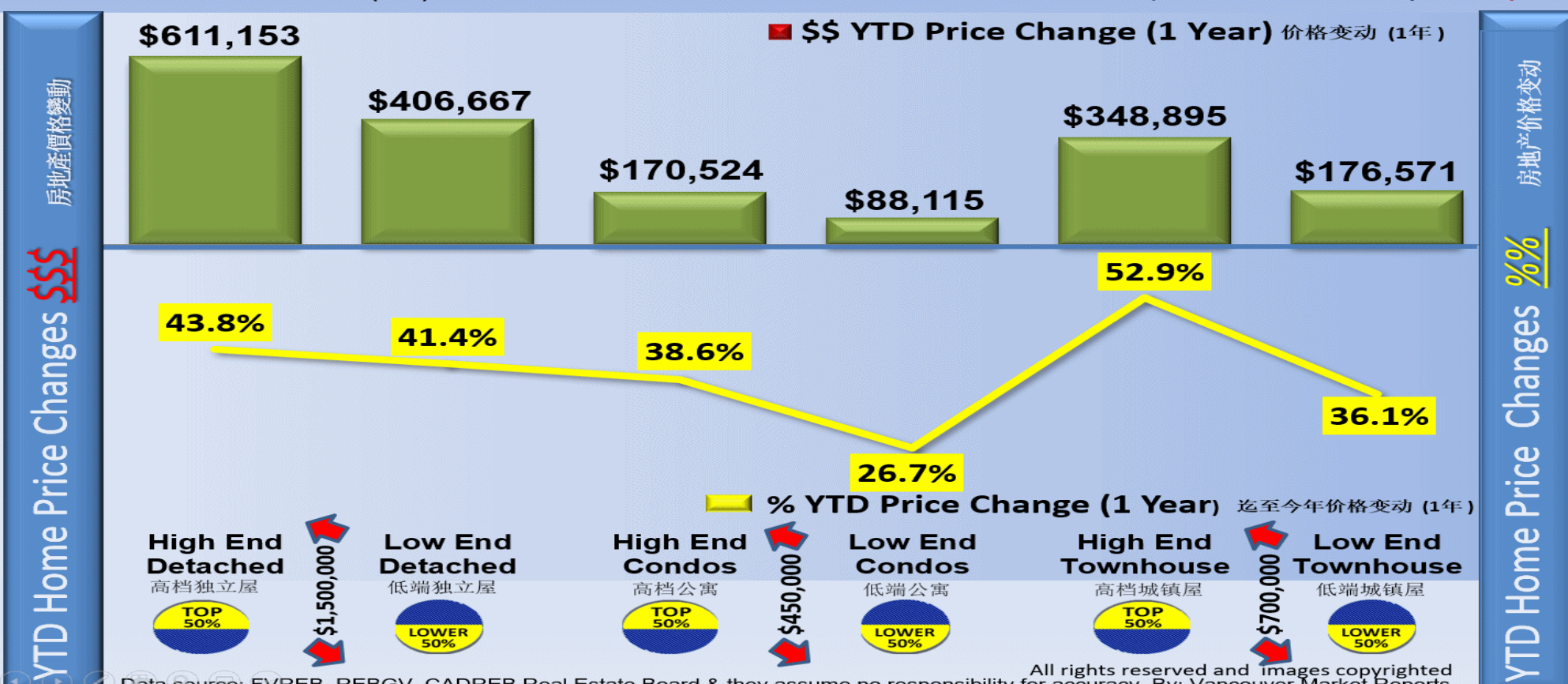
Surrey West Real Estate Price Changes (\$/%)

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 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

All rights reserved and images copyrighted

*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.

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

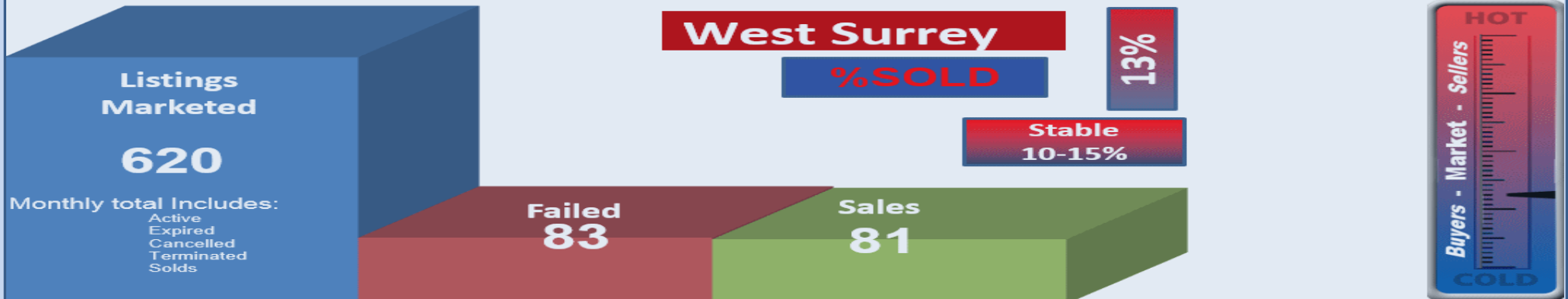
604-725-0107



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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



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%	↓
Total Activity	620	81	8	101%	\$16,000	13%	

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	↓

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107

Sutton

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%
Total Activity	620	81	8	101%	\$16,000	13%

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107

Sutton

Market Analysis and Forecasting

May 1/22 **West Surrey**

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 HPI Top 50%** representing the higher end sales and the **Surrey West 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. 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

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: **604-725-0107**

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22 **West Surrey**

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)

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

Are Home Prices Up?

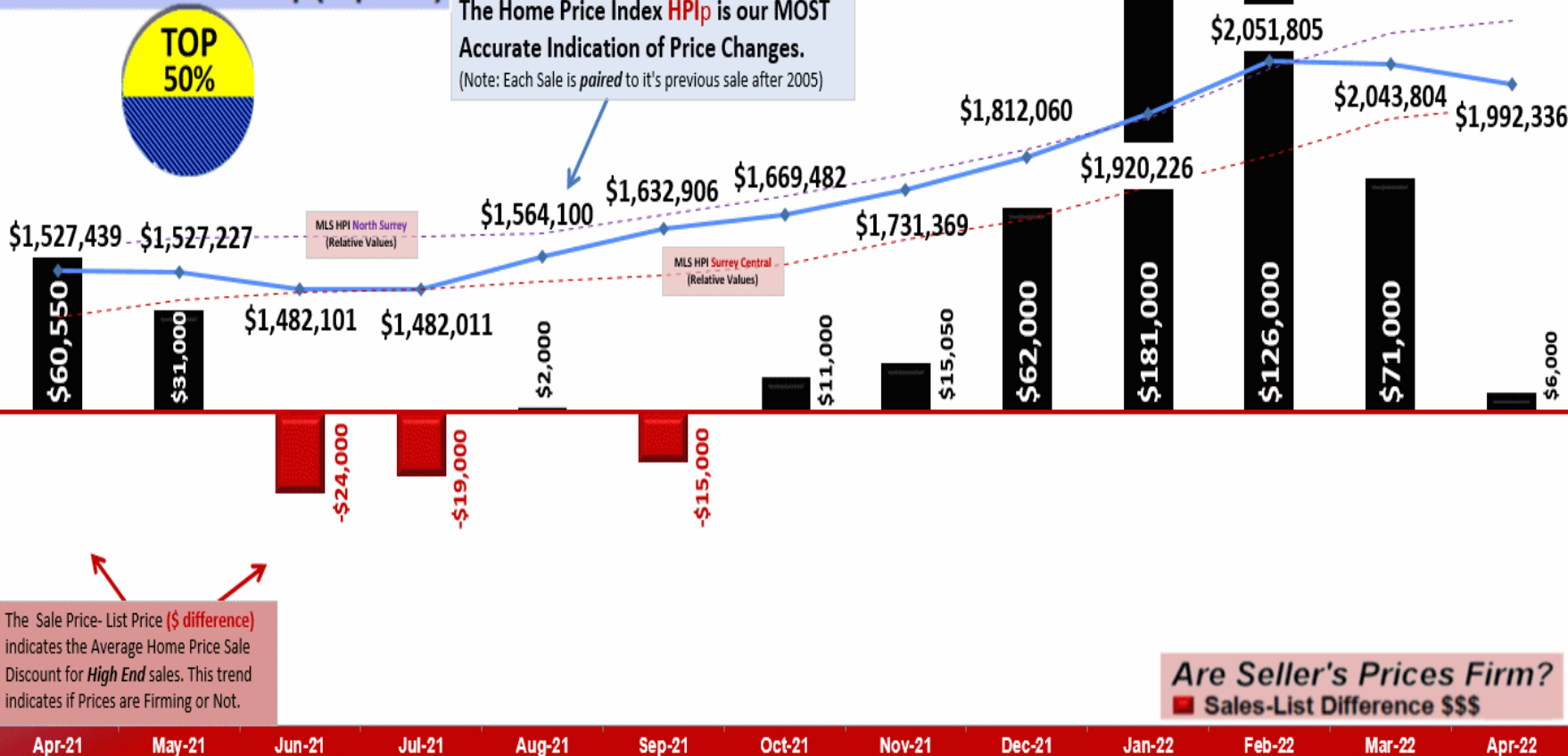
Home Price Index → HPIp (Top 50%)



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)

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

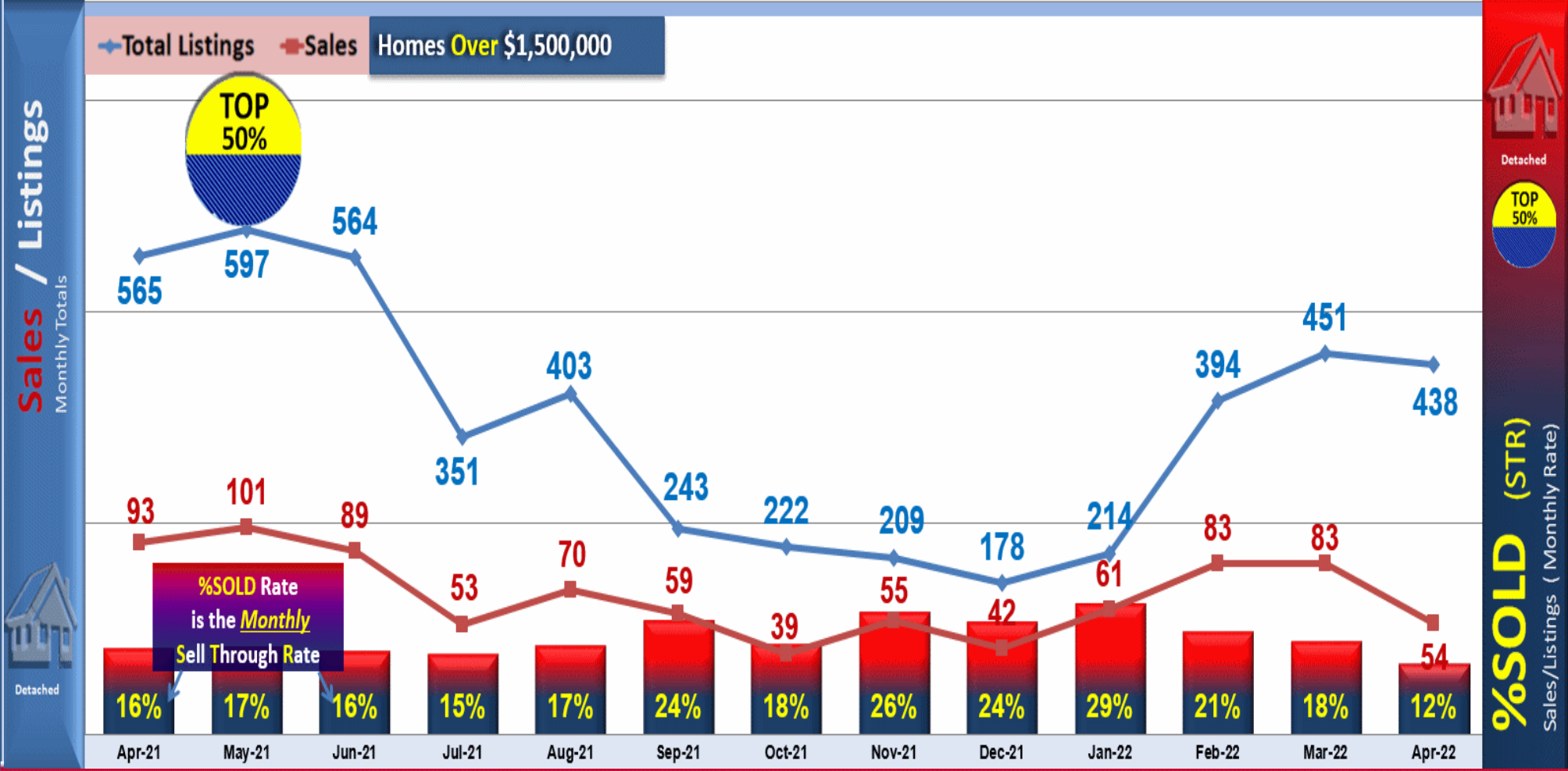
604-725-0107



Market Analysis and Forecasting

May 1/22 West Surrey

Detached West Surrey Total Listings^{**}, Sales, and %SOLD Rates for High End Homes



*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22 West Surrey

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?

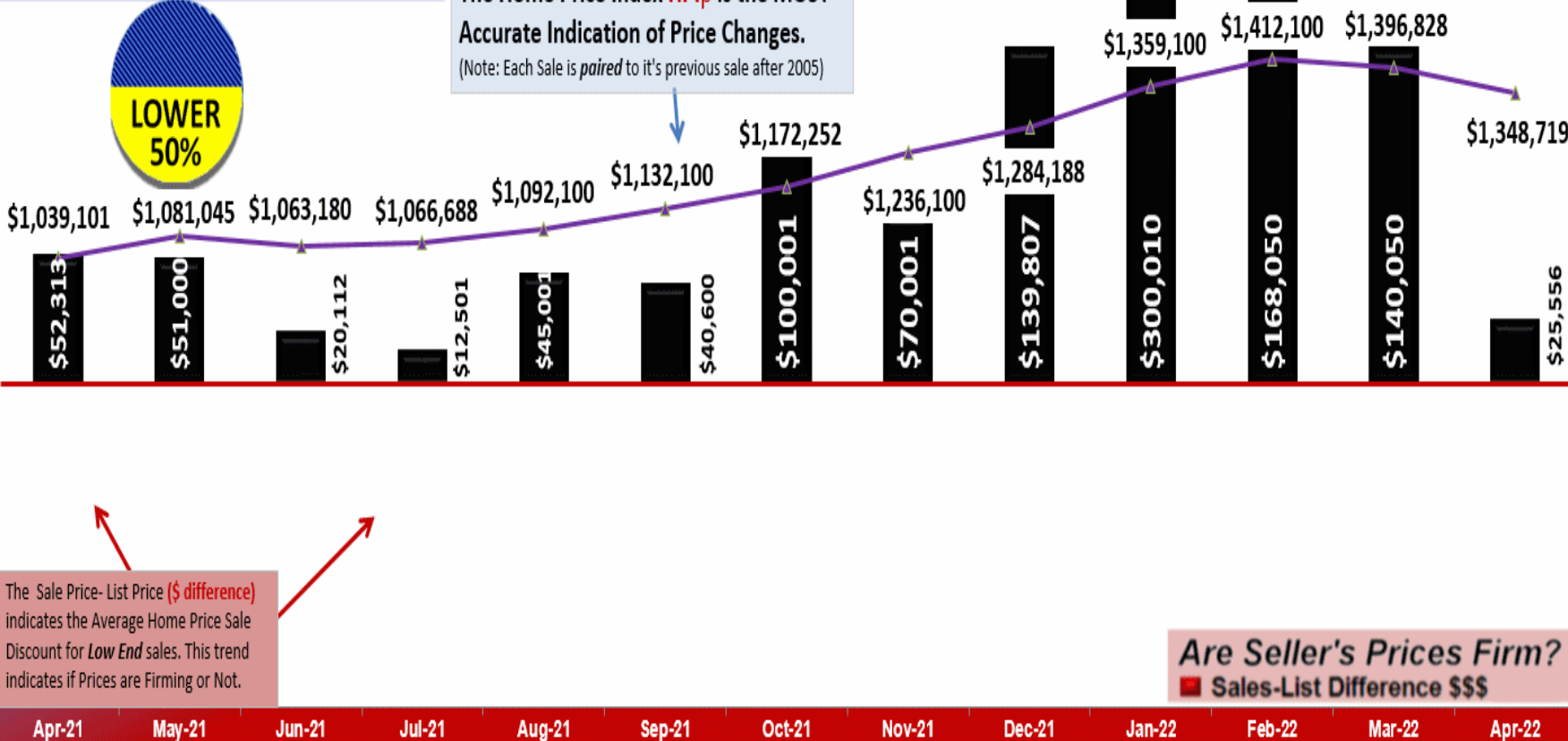
Home Price Index → HPIp (Lower 50%)



Homes Below \$1,500,000

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

(Note: Each Sale is paired to 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 \$\$\$

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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



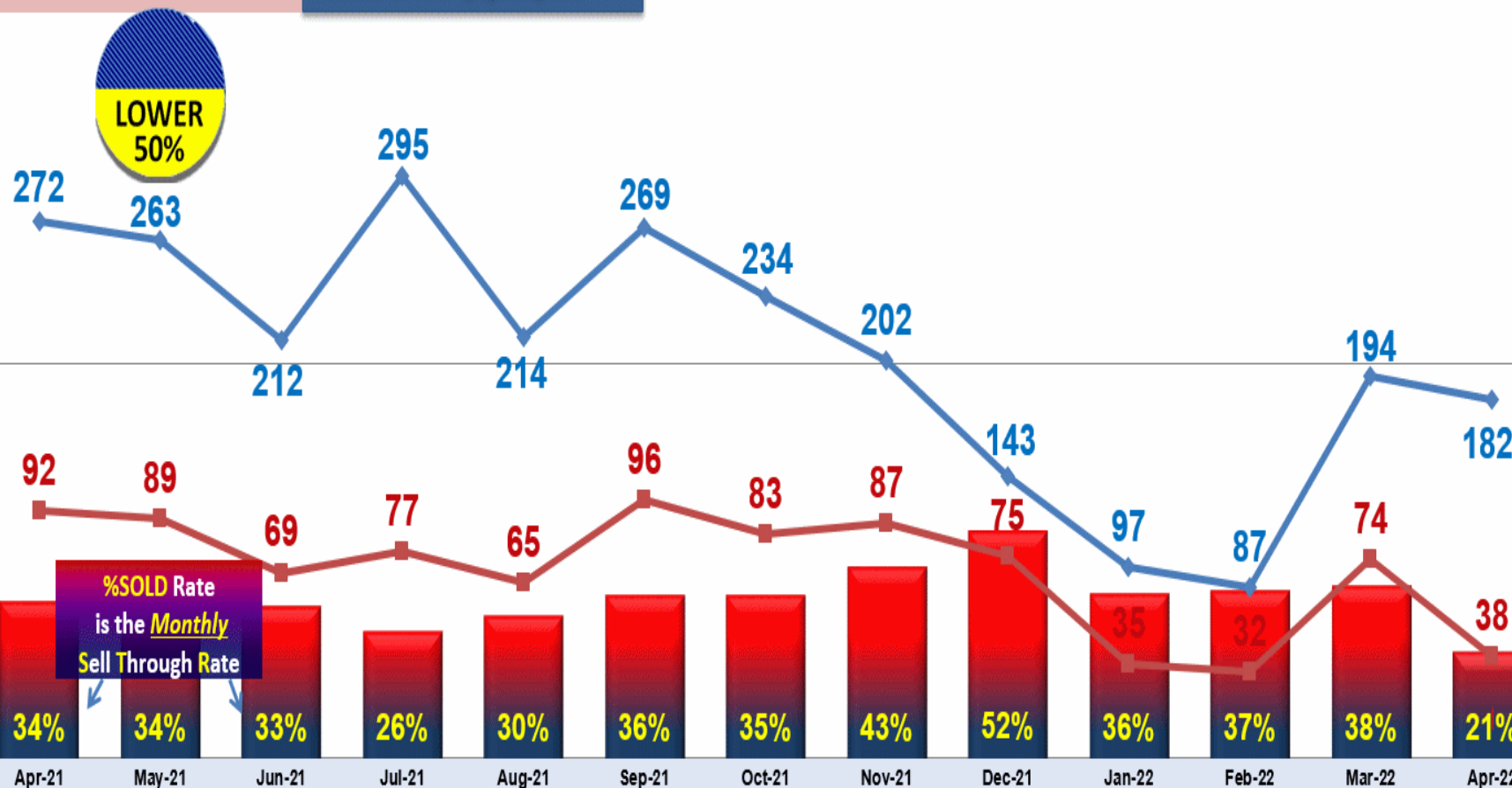
Market Analysis and Forecasting

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)

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



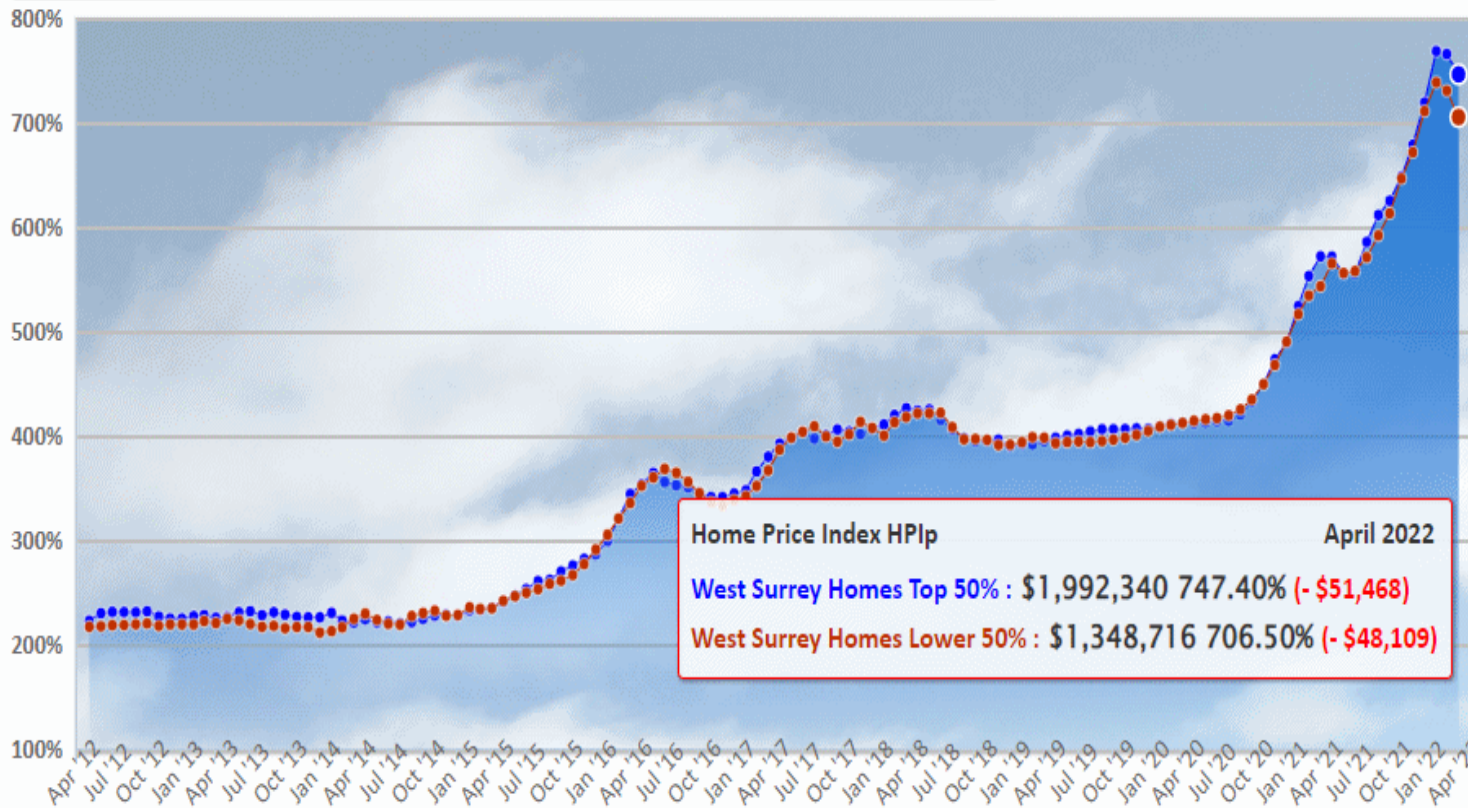
Market Analysis and Forecasting

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

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: **604-725-0107**

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

North Delta

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

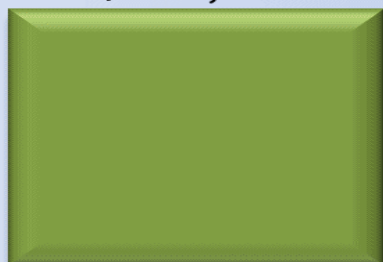
房地产价格变动(\$/%)

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

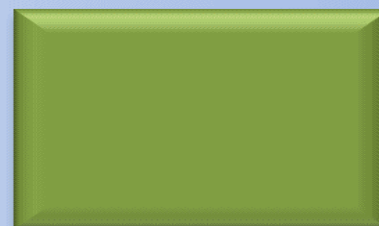
Powered by: Vancouver Market Reports HPIp

\$384,415



YTD Price Change (1 Year) 价格变动 (1年)

\$329,732



35.5%

30.7%

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

High End Detached

高档独立屋



Low End Detached

低端独立屋



\$1,500,000

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

YTD Home Price Changes \$\$\$ 房地產價格變動

YTD Home Price Changes %% 房地產價格變動

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107

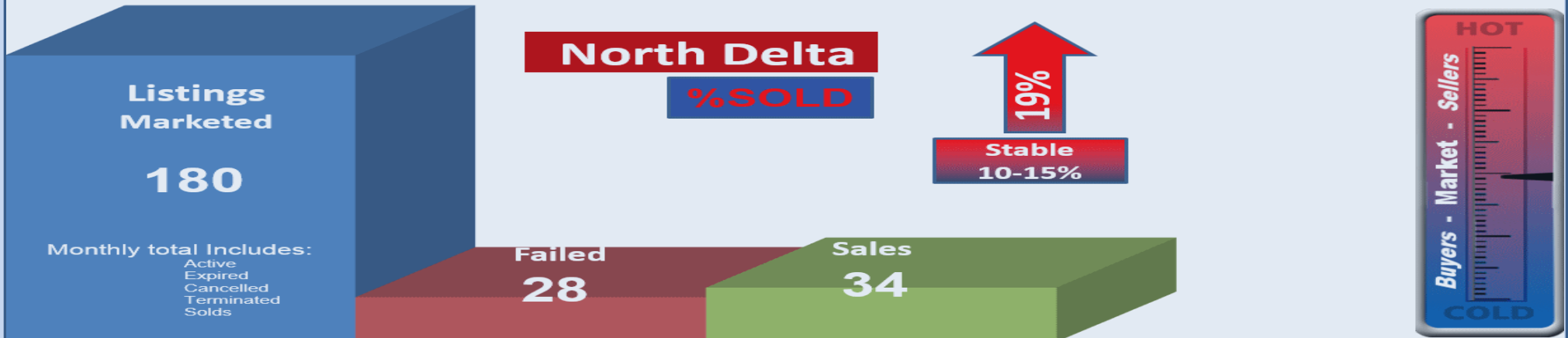


Market Analysis and Forecasting

May 1/22

North Delta

Monthly Market Activity - Apr 2022 Single Family



May 1 2022 N. Delta Market Update (Detached)

Current: North Delta has a Seller Market with **19 %SOLD** rate and a 100% Sell/List ratio.

(This means that there is an average of a **\$6,500** increase from the original list price)

Most Active Price Range: Homes below \$1,4 mill. have a high **44.8 %SOLD** rate.

Least Active Price Range: Homes between \$1.6 mill. - \$1.8 mill. have **8.6 %SOLD** rate.

History: The North Delta Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$355,239.
The North Delta Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$286,261.

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

North Delta

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

N. Delta List Price Ranges Statistics - Apr 2022

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,400,000	29	13	7	101%	\$12,000	44.8%	↑
\$1,400,001-\$1,600,000	50	10	7	100%	\$2,500	20.0%	↑
\$1,600,001-\$1,900,000	58	5	7	97%	-\$54,000	8.6%	↓
\$1,900,001 and more	43	6	7	101%	\$12,000	14.0%	
Total Activity	180	34	7	100%	\$6,500	19%	↑

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)	335	180	180		0	
Active Listings (1st of the month)	175	91	94	118	24	↑
Solds	100	56	34		-22	↓
Days on Market (DOM)	7	7	7		0	
%SOLD (Sales/ Listings /mnlthly rate)	30%	31%	19%		-12.2%	↓
(Top 50%) Home Price Index HPI_p	\$1,343,697	\$1,696,432	\$1,698,936		\$2,504	↑
(Lower 50%) Home Price Index HPI_c	\$1,010,408	\$1,293,487	\$1,296,669		\$3,181	↑

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

North Delta

What Sold in your Neighbourhood and for What Price?

N. Delta Sub areas Statistics - Apr 2022					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Annieville	31	2	26	100%	-\$5,444	6.5%
Nordel	61	12	7	100%	\$2,306	19.7%
Scottsdale	41	8	6	100%	\$500	19.5%
Sunshine Hills Woods	47	12	8	101%	\$12,000	25.5%
Total Activity	180	34	7	100%	\$6,500	19%

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107

Sutton

Market Analysis and Forecasting

May 1/22

North Delta

Next Months Market Forecast

Forecast: North Delta has average Listing supply; 118 homes are for sale and with the **19 %SOLD** monthly rate gives us about ~5 months of inventory. 13% of the active listings have reduced their price by \$90,073 on average or \$75,000 on median for the last month. We project North Delta 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.

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 North Delta 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 **North Delta HPI Top 50%** representing the higher end sales and the **North Delta 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. 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

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: **604-725-0107**

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

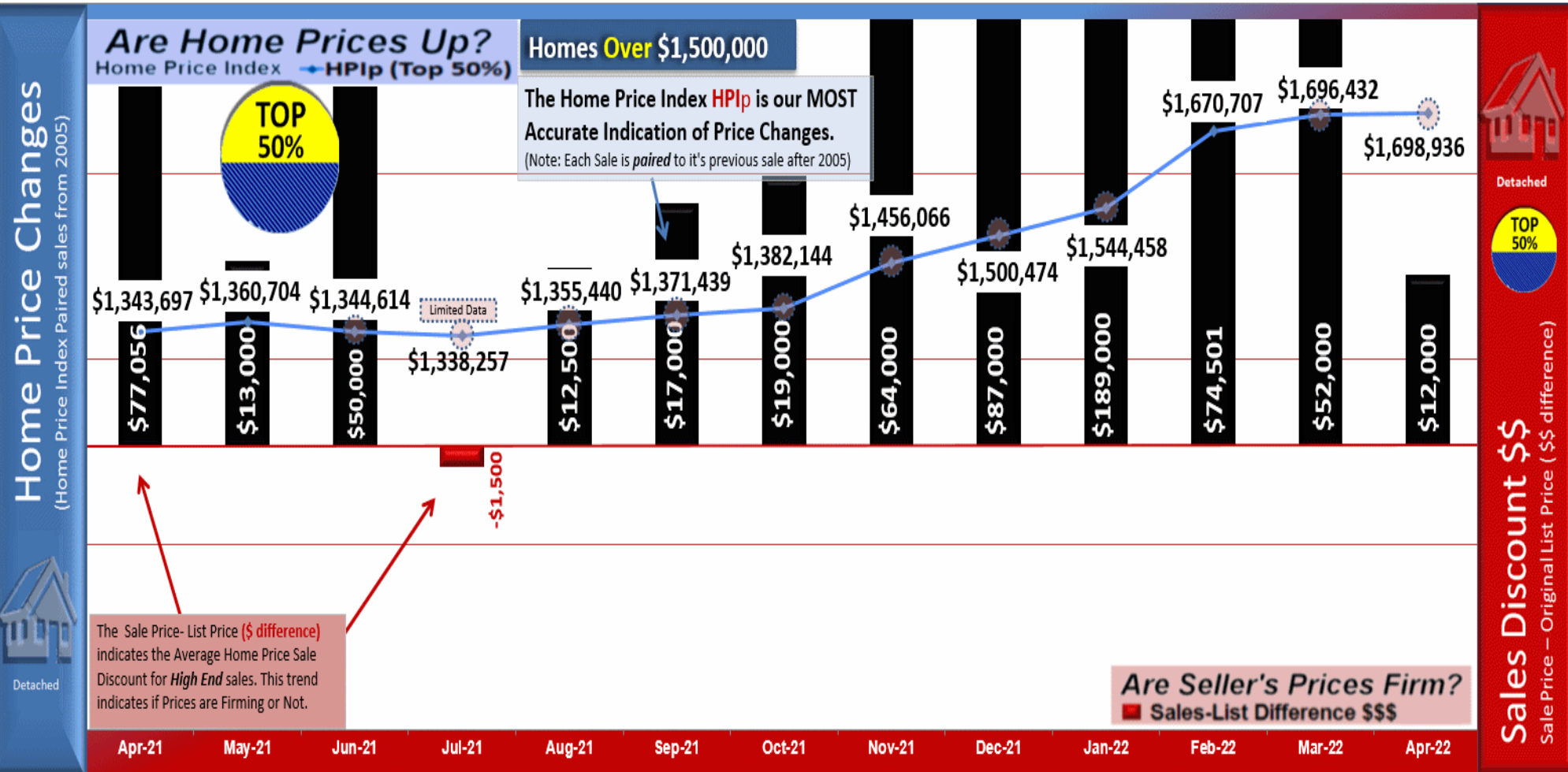
May 1/22

North Delta

Detached

North Delta

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)



Detached

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 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)

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

North Delta

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

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

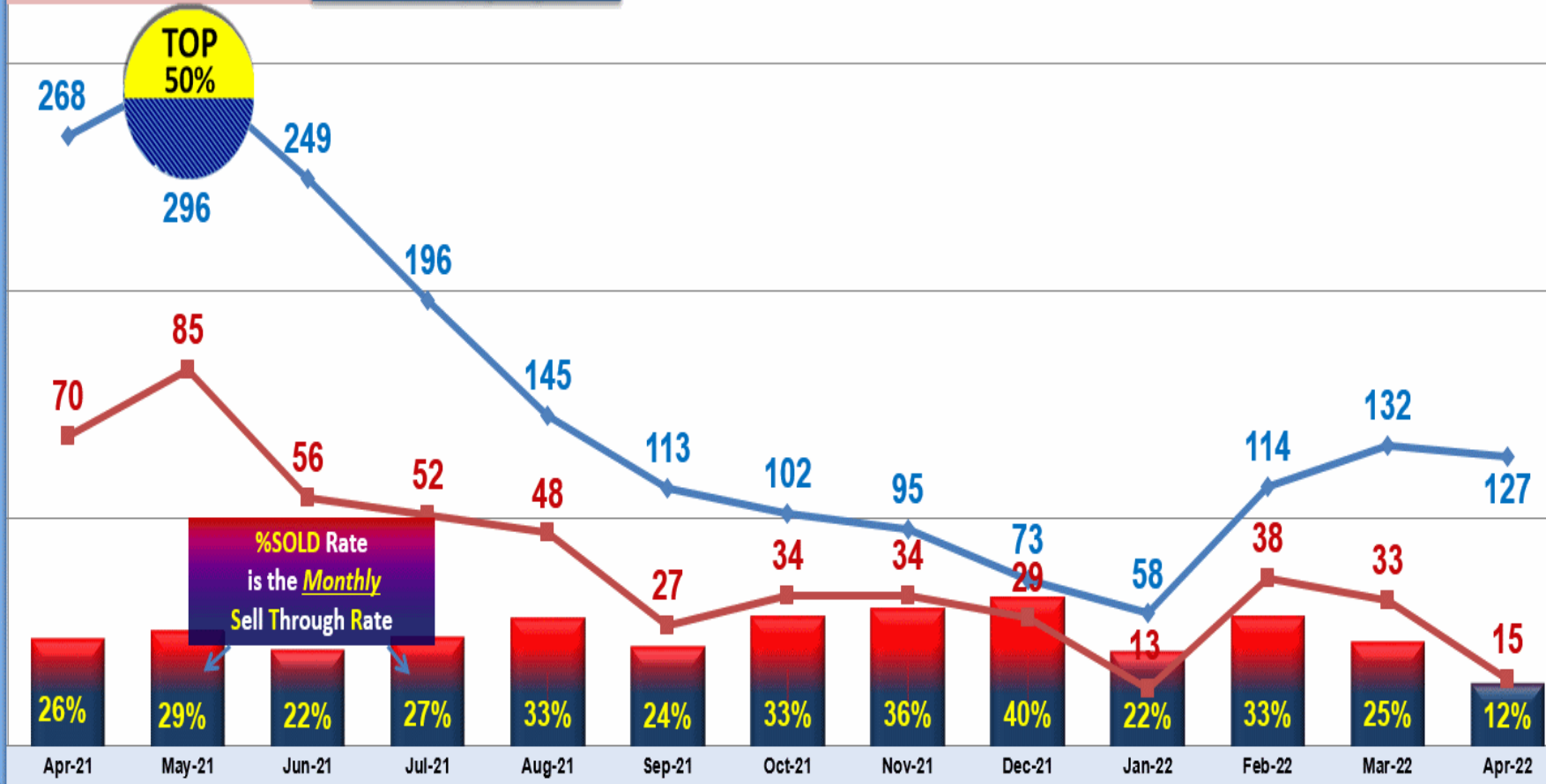
Sales / Listings
Monthly Totals



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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

North Delta

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)

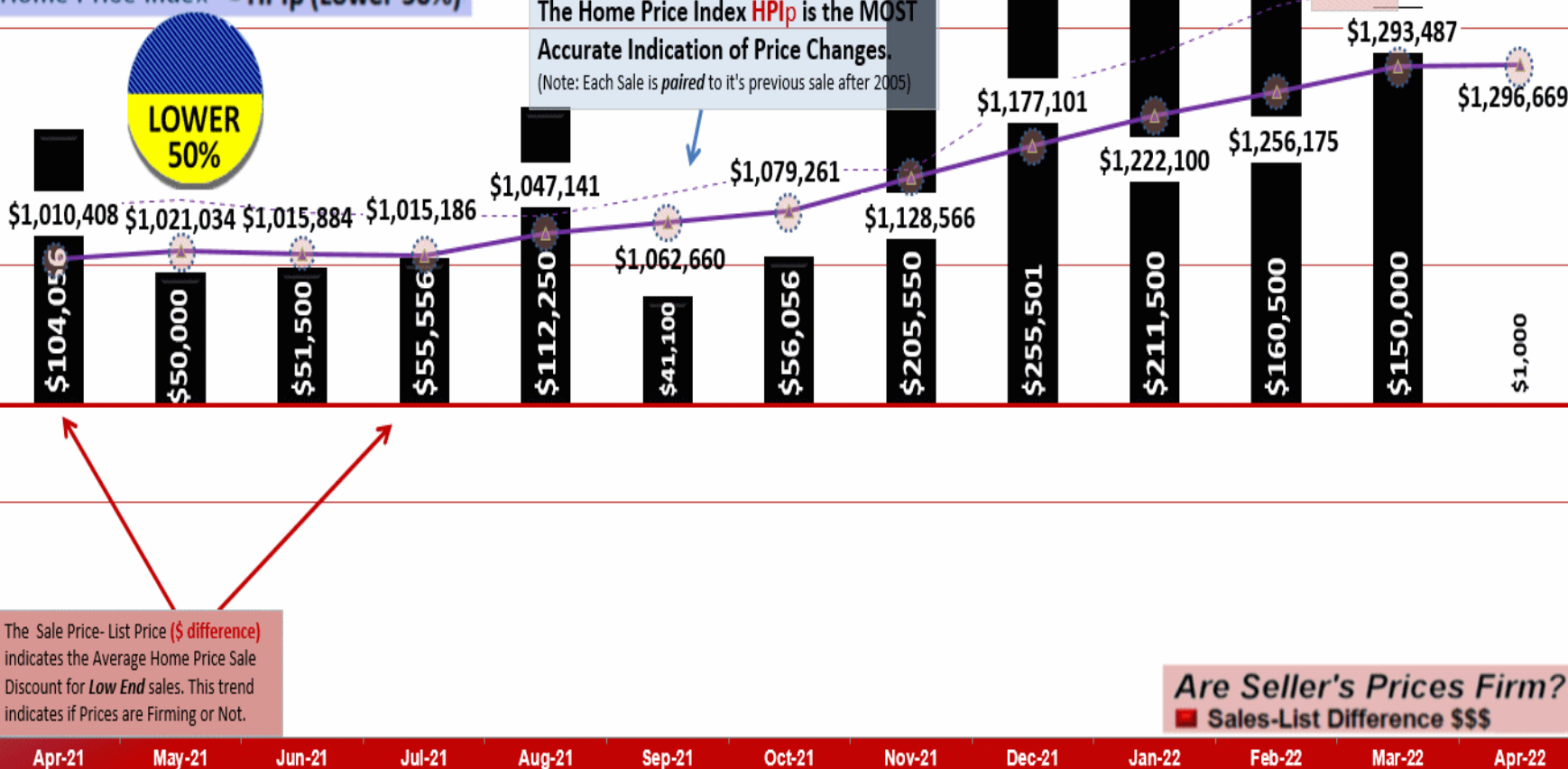
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Below \$1,500,000

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 Price (\$ 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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

North Delta

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

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

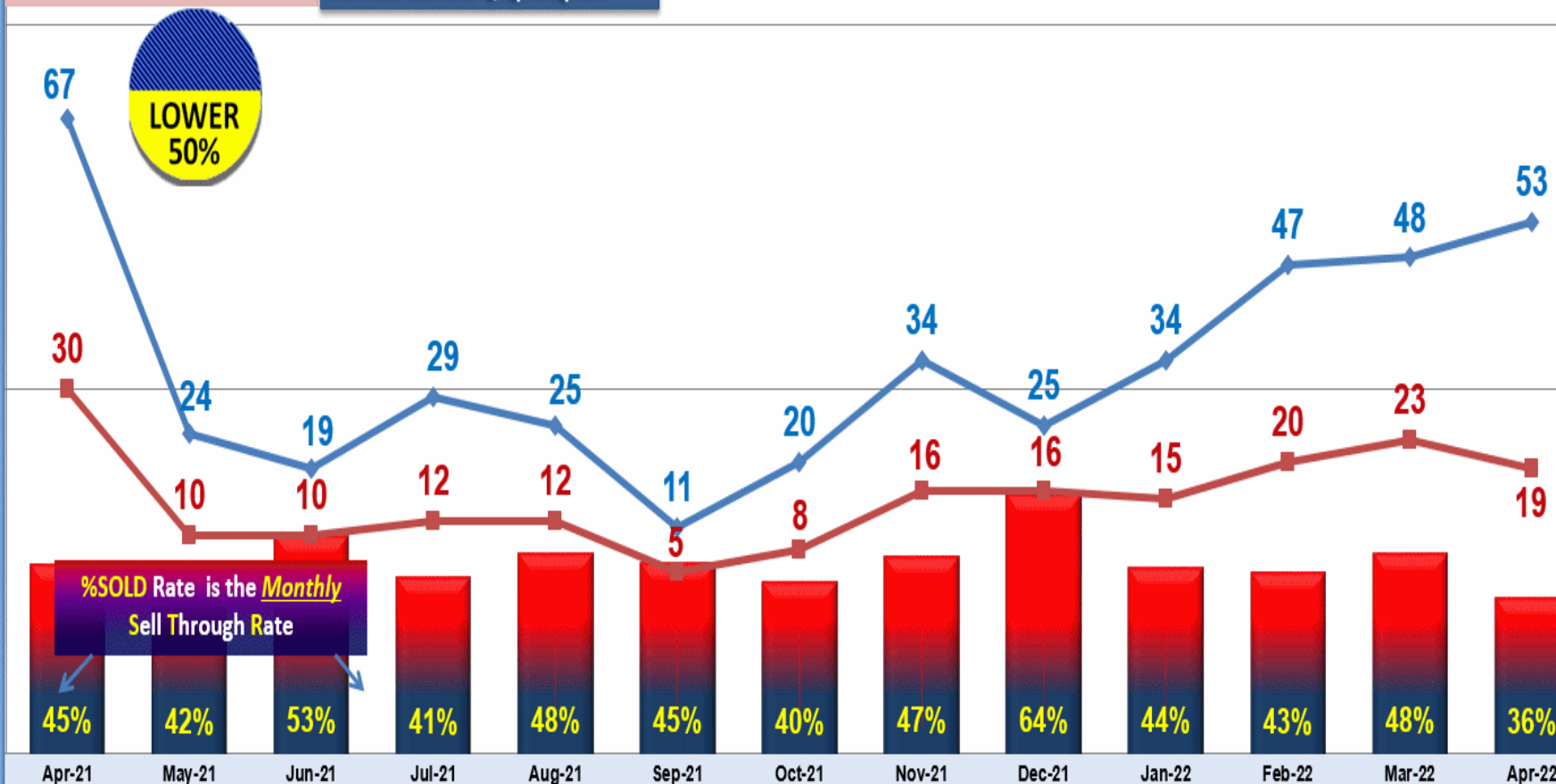
Sales / Listings
Monthly Totals



Detached



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



%SOLD Rate is the Monthly Sell Through 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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

detached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

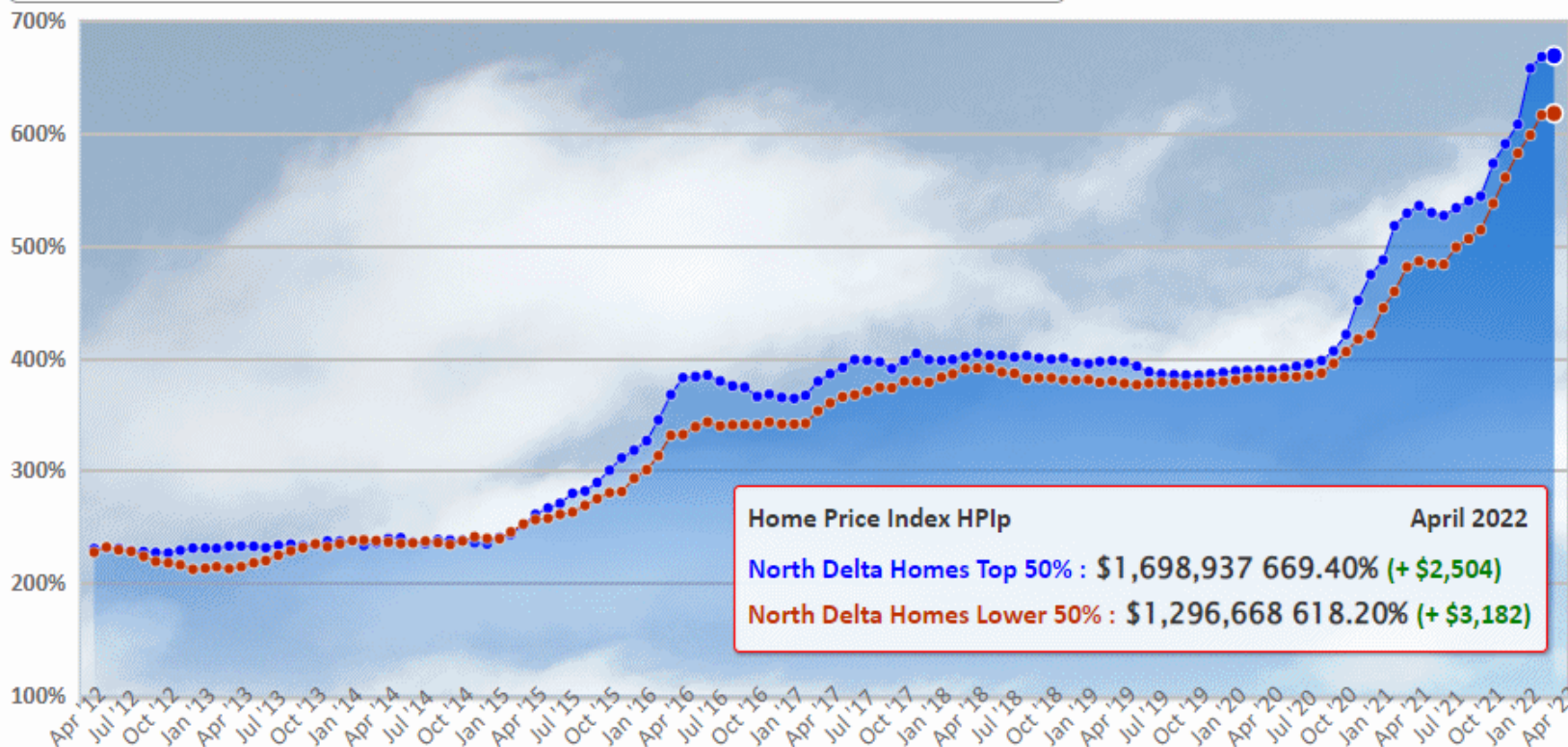
May 1/22

North Delta

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
Apr 2022	% 669.40
Mar 2022	% 668.40
Feb 2022	% 658.30
Jan 2022	% 608.50
Dec 2021	% 591.20
Nov 2021	% 573.70
Oct 2021	% 544.60
Sep 2021	% 540.40
Aug 2021	% 534.10
Jul 2021	% 527.30
Jun 2021	% 529.80
May 2021	% 536.10

Navigation controls: << < 1 2 3 4 5 ...

*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.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

attached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting May 1/22 West Surrey

West Surrey Sub areas Statistics - Apr 2022

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	1	0				0.0%
Bolivar Heights	16	10	11	106%	\$40,556	62.5%
Royal Heights	3	2	7	107%	\$65,050	0.0%
Cedar Hills	9	1	15	107%	\$26,000	11.1%
Whalley	451	127	8	105%	\$25,100	28.2%
Queen Mary Park Surrey	78	11	8	107%	\$41,000	14.1%
Bear Creek Green Timbe	38	8	8	108%	\$62,501	21.1%
West Newton	136	31	6	104%	\$21,000	22.8%
East Newton	119	19	7	103%	\$16,700	16.0%
Total Activity	851	209	8	105%	\$26,000	25%

Attached

May 1 2022 **West Surrey Market Update** Attached Townhomes/ Condos

Current: West Surrey is a Seller Market with average listing inventory, a **25 %SOLD** rate and a 107% Sell/List Ratio.

(This means the increase on a sale from the original list price is averaging \$26,001).

Most Active Price Range: Homes below \$400,000 have **47.6 %SOLD** rate.

Least Active Price Range: Homes between \$750,000 - \$900,000 have **14.1 %SOLD** rate.

History: The West Surrey's **Condos** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices increased \$135,614.

The West Surrey's **Condos** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$120,992.

The West Surrey's **Townhouses** Year-To-Date Home Price Index

HPIp (Top 50%) shows that prices increased \$222,742.

The West Surrey's **Townhouses** Year-To-Date Home Price Index

HPIp (Lower 50%) shows that prices increased \$177,388.

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

West Surrey List Price Ranges Statistics - Apr 2022

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$400,000	21	10	22	106%	\$16,250	47.6%
\$400,001-\$490,000	53	21	8	118%	\$70,200	39.6%
\$490,001-\$550,000	91	28	7	104%	\$19,000	30.8%
\$550,001-\$600,000	115	41	7	104%	\$18,100	35.7%
\$600,001-\$750,000	153	47	7	106%	\$38,100	30.7%
\$750,001-\$900,000	180	26	8	104%	\$25,100	14.4%
\$900,001 and more	238	36	9	101%	\$5,750	15.1%
Total Activity	851	209	8	105%	\$26,000	25%

Attached

Forecast: Current month's listing inventory is 10% less than same month last yr.

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: 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 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: vancouvermarketreports.com

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	5/1/2022	Change
Total Listings** (A,S,T,C,X)	946	741	851		110 ↑
Active Listings (1st of the month)	569	340	470	563	93 ↑
Solds	316	209	209		0
Days on Market (DOM)	9	8	8		0
%SOLD (Sales/ Listings /mnlthly rate)	33%	28%	25%		-3.6% ↓
Condos (Top 50%) Home Price Index HPI_p	\$470,181	\$622,327	\$605,795		-\$16,532 ↓
Condos (Lower 50%) Home Price Index HPI_p	\$334,238	\$443,684	\$455,231		\$11,547 ↑
Twnhs (Top 50%) Home Price Index HPI_p	\$750,843	\$1,027,261	\$973,585		-\$53,676 ↓
Twnhs (Lower 50%) Home Price Index HPI_p	\$524,709	\$700,087	\$702,098		\$2,011 ↑

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

The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.

Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: **604-725-0107**

Vancouver Market Reports

Statistics, on the Web!

attached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

West Surrey

Attached Townhomes/ Condos

West Surrey

Total Listings, Sales, and %SOLD rates

Sales / Listings

Monthly Totals

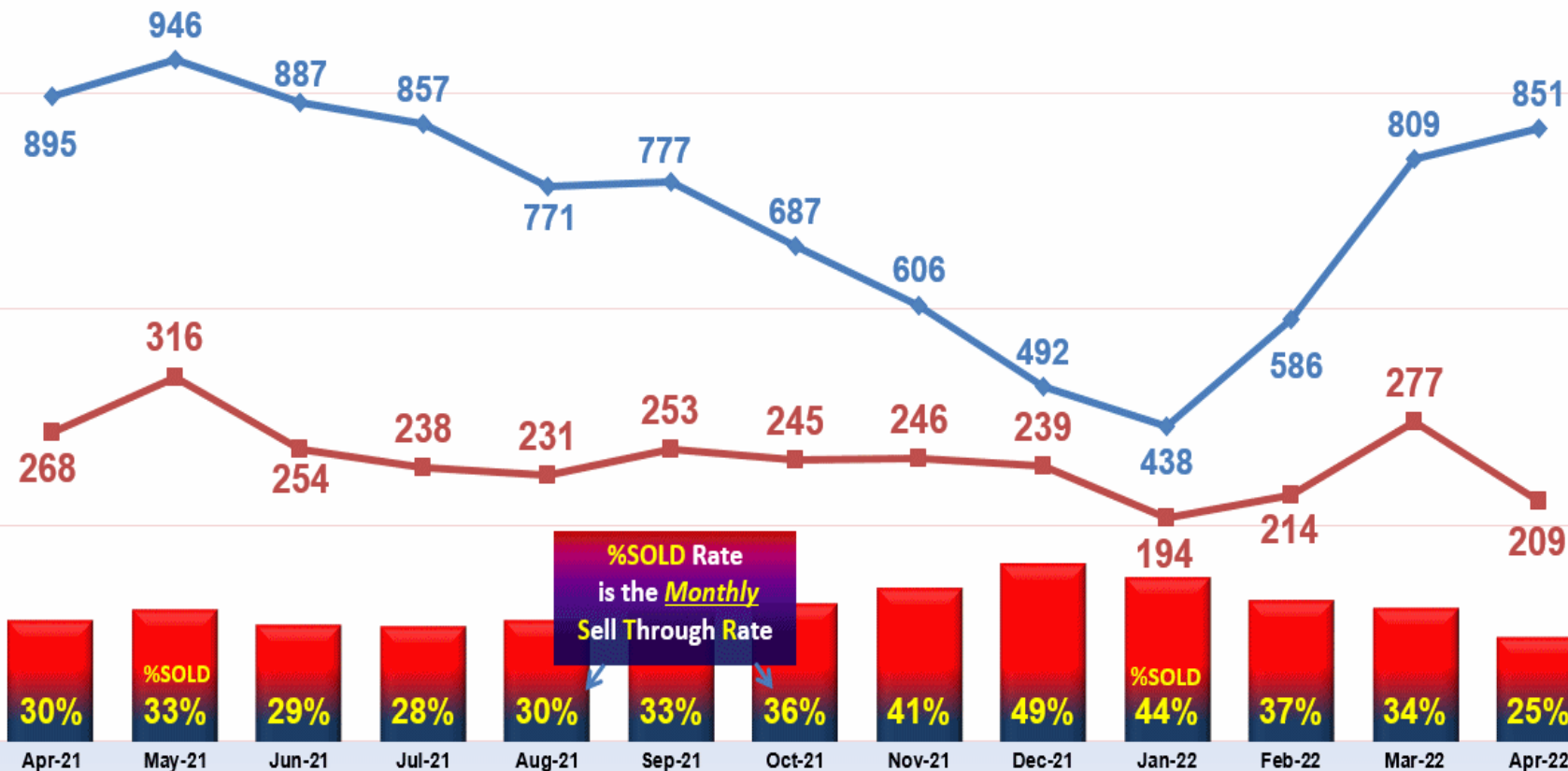


Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

◆ Total Listings ■ Sales



%SOLD Rate is the *Monthly* Sell Through Rate

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

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

attached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

West Surrey

Attached

West 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)



Townhouses

TOP 50%

Sales Discount \$\$

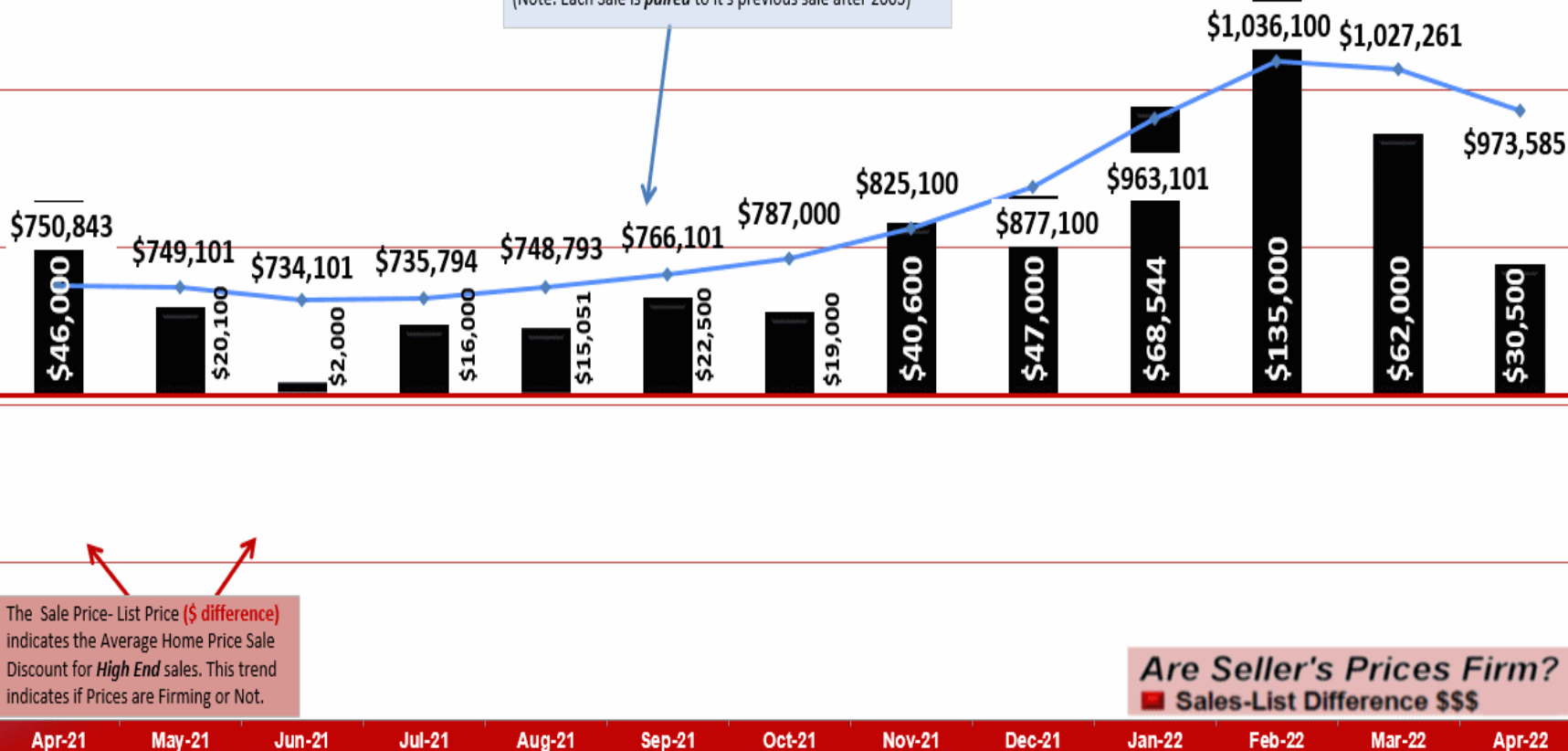
Sale Price - Original List Price (\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

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

(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 \$\$\$

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

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

attached homes



Kulbir Dhanju

604-725-0107

Sutton

Market Analysis and Forecasting

May 1/22

West Surrey

Attached West 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)



Townhouses



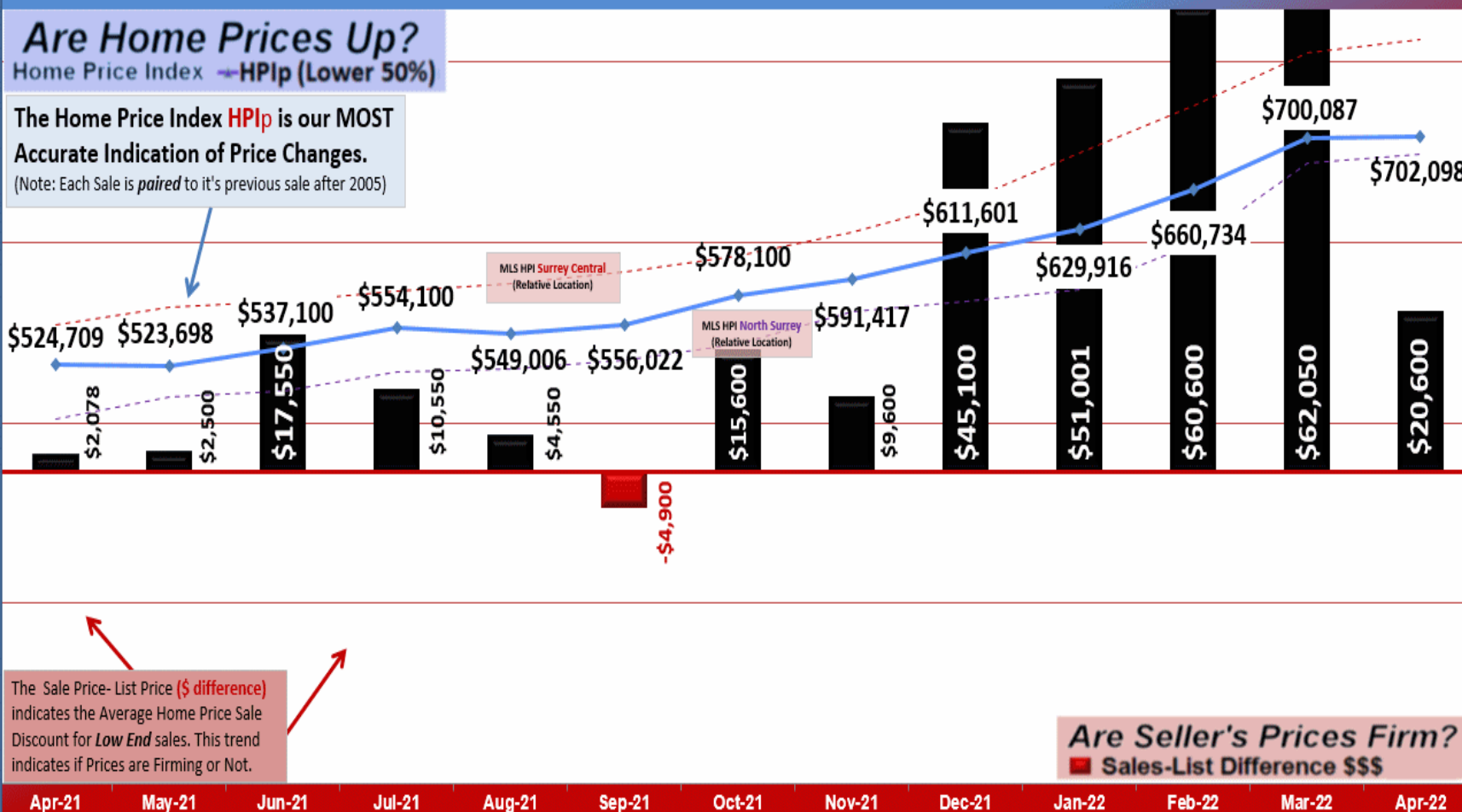
Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Lower 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 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 **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

attached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

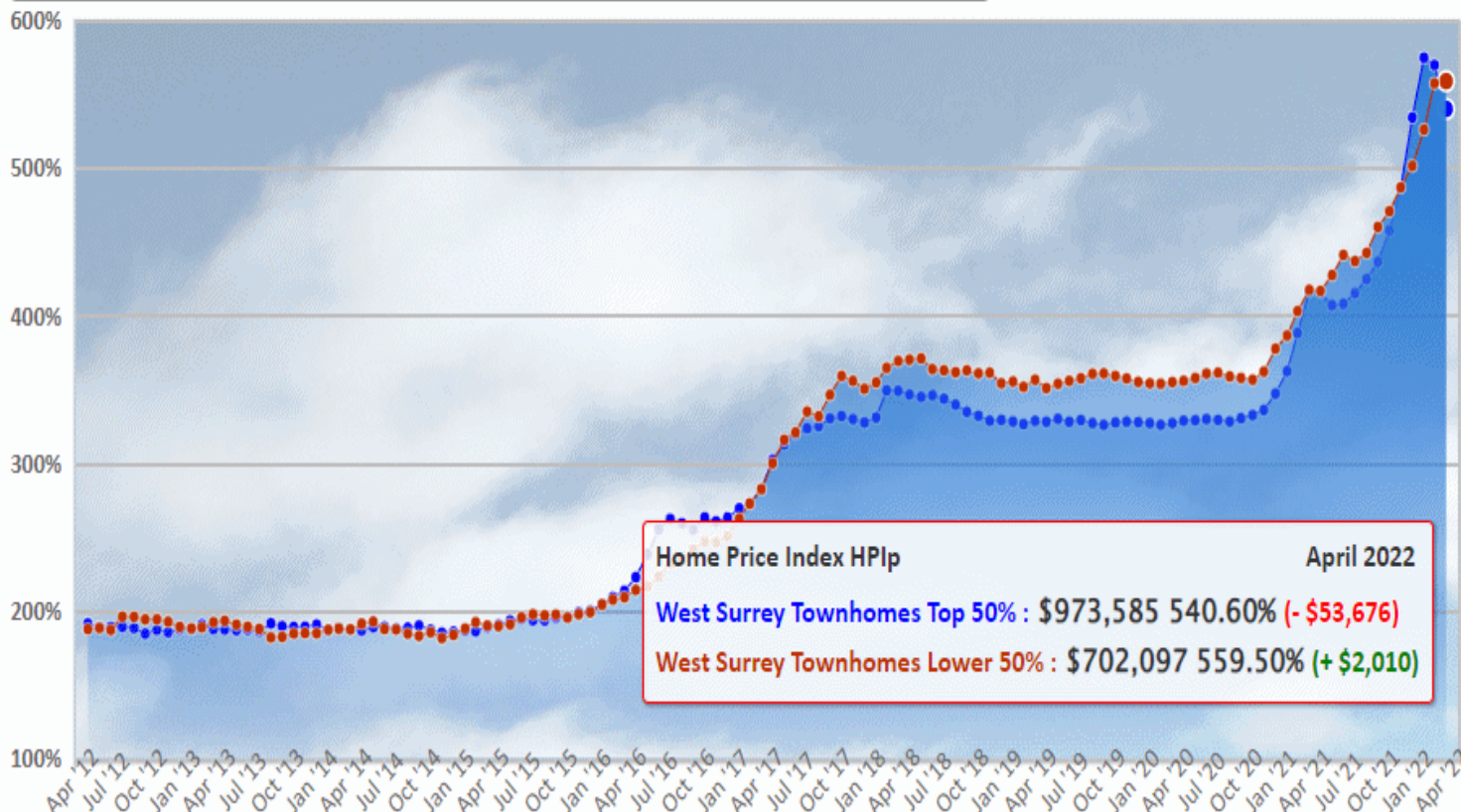
May 1/22

West Surrey

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Apr 2022	% 540.60
Mar 2022	% 570.40
Feb 2022	% 575.40
Jan 2022	% 534.80
Dec 2021	% 487.10
Nov 2021	% 458.20
Oct 2021	% 437.00
Sep 2021	% 425.40
Aug 2021	% 415.80
Jul 2021	% 408.60
Jun 2021	% 407.70
May 2021	% 416.00

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

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: **604-725-0107**

Vancouver Market Reports

Statistics, on the Web!

attached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

West Surrey

Attached

West 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)

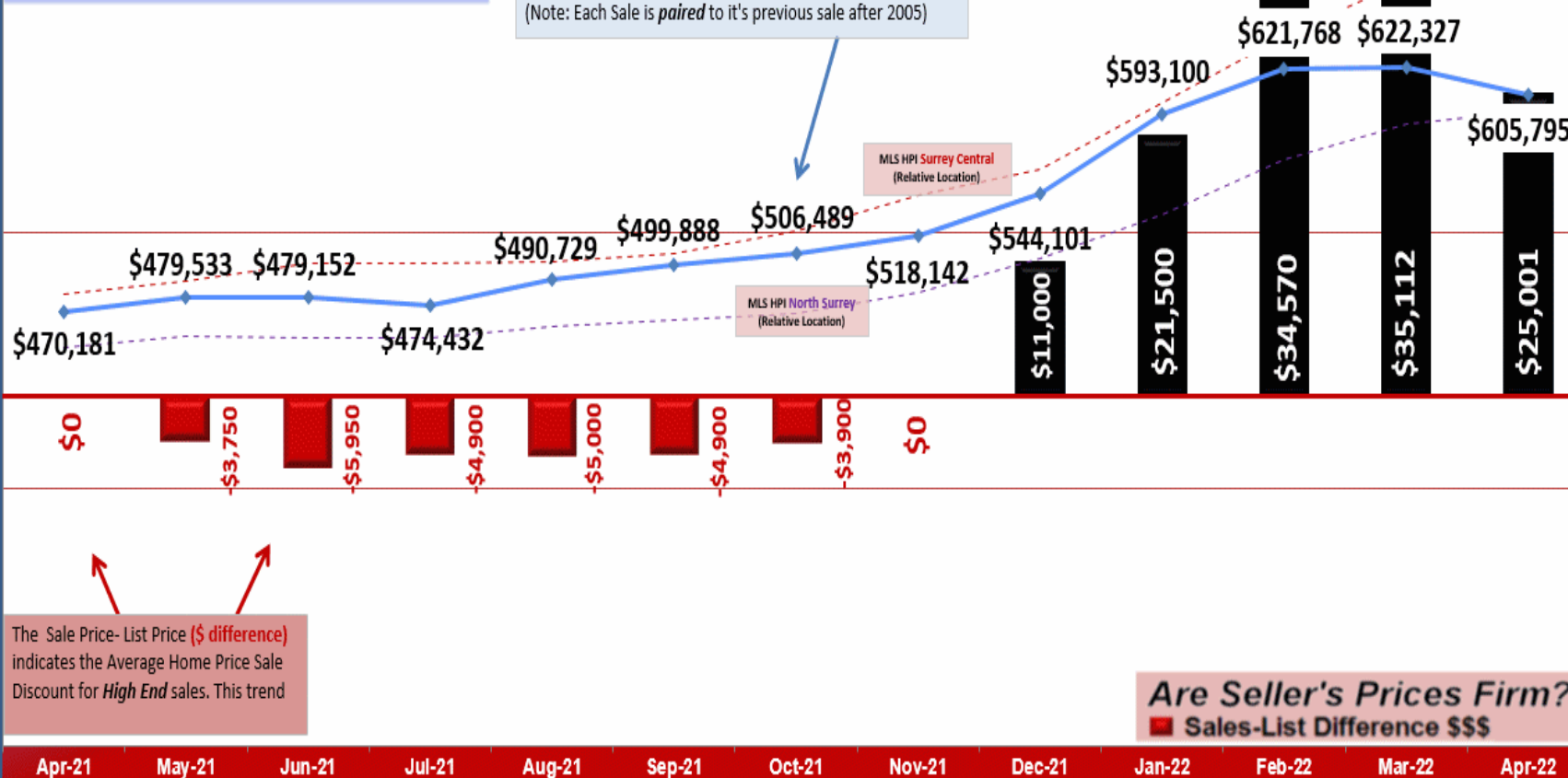


Condominiums

Are Home Prices Up?
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

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



Condominiums



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 **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

attached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

West Surrey

Attached

West 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)

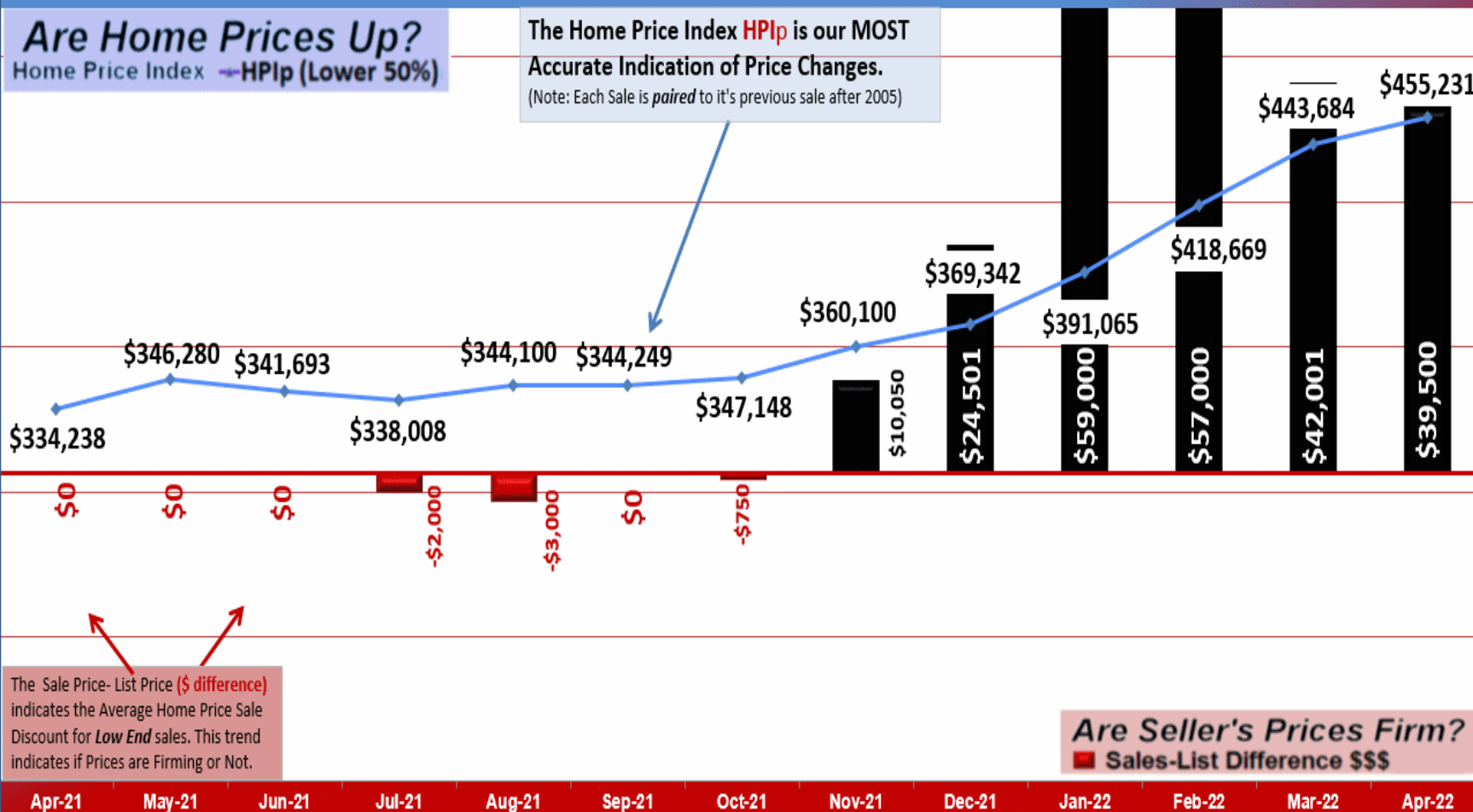
Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?
Home Price Index → HPIp (Lower 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 Low End sales. This trend indicates if Prices are Firming or Not.

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



Townhouses



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 **all marketed listings /month. The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types. Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107

Vancouver Market Reports

Statistics, on the Web!

attached homes



Kulbir Dhanju

604-725-0107



Market Analysis and Forecasting

May 1/22

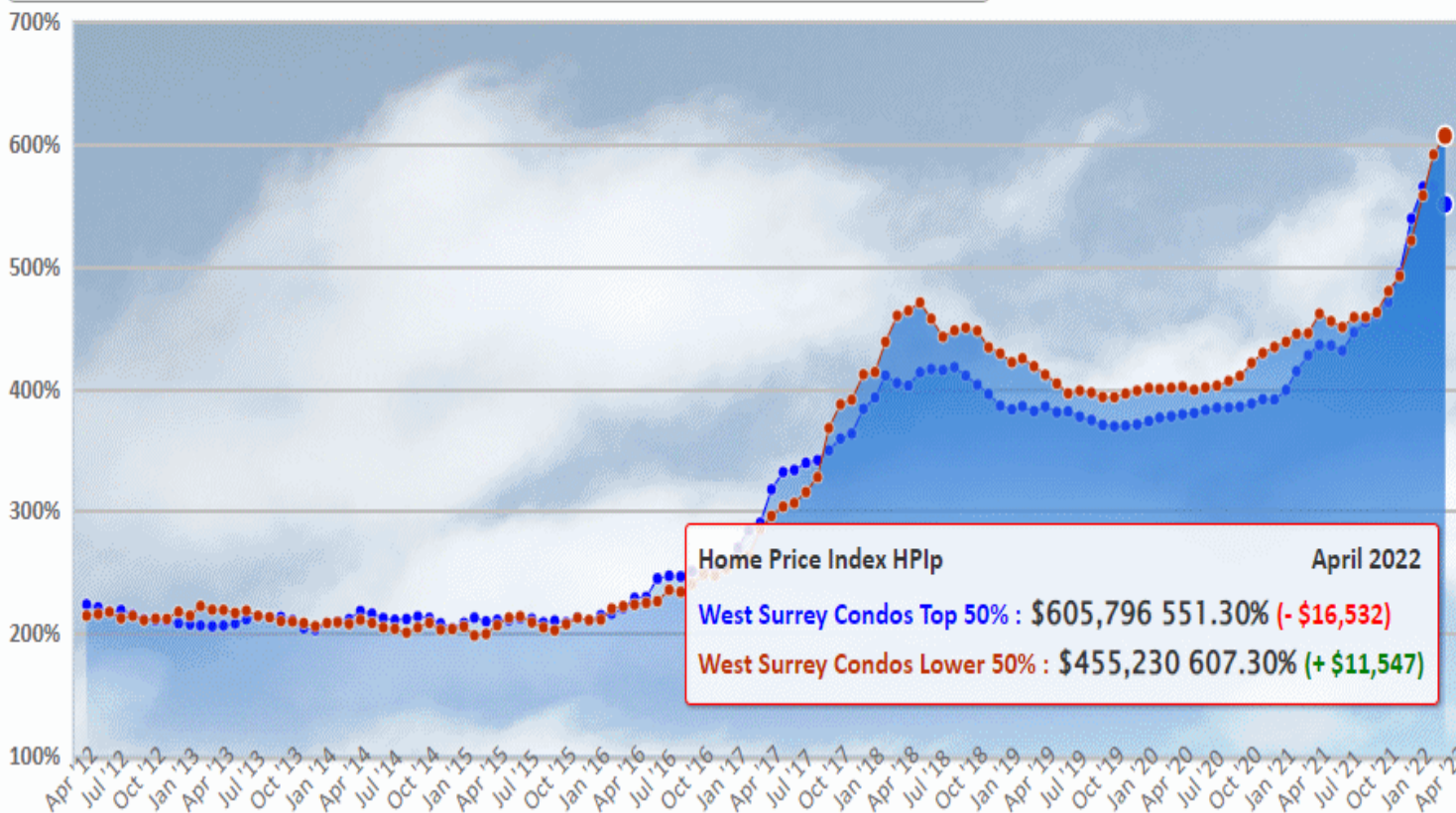
West Surrey

Powered by the Greater Vancouver Market Reports HPIp



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

Monthly Home values



Date	Value
Apr 2022	% 551.30
Mar 2022	% 566.30
Feb 2022	% 565.80
Jan 2022	% 539.70
Dec 2021	% 495.10
Nov 2021	% 471.50
Oct 2021	% 460.90
Sep 2021	% 454.90
Aug 2021	% 446.60
Jul 2021	% 431.70
Jun 2021	% 436.00
May 2021	% 436.40

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

produced for: **Kulbir Dhanju**

Sutton Group - West Coast Realty

kdhanju@sutton.com

Cell: 604-725-0107