Stewart Peddemors' Market Reports

Advanced Marketing Tools
Stewart Peddemors' Market Reports

Detached
• White Rock S Surrey

Attached
• White Rock S Surrey

Warning: These Advanced Market Reports are Dangerous to operate without lesson 😊
We highly recommend the Stats Boot Camp Course to fully understand them.
Vancouver & Fraser Valley

Sales (2 wks)/Listings Graph

% SOLD Monthly Sell-Through Rates
STR (absorption rates) (w/w)

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)

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

Vancouver & Fraser Valley

Sales (2 wks)/Listings Graph

% SOLD Monthly Sell-Through Rates
STR (absorption rates) (w/w)

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)

Data is from: FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports
South Surrey White Rock Real Estate Price Changes ($/%)  

**Housing Types:** Year-To-Date Mar 2018 – Mar 2019 (Quarters)

- **High End Detached:** (-6.0%)  
  - **HIGH:** $1350000  
  - **LOW:** $129271
- **Low End Detached:** (-11.3%)  
  - **HIGH:** $28594  
  - **LOW:** $28438
- **High End Condos:** (-0.2%)  
  - **HIGH:** $611  
  - **LOW:** $14270
- **Low End Condos:** (-3.2%)  
  - **HIGH:** $250000  
  - **LOW:** $500000
- **High End Townhouse:** (-2.5%)  
  - **HIGH:** $1350000  
  - **LOW:** $129271
- **Low End Townhouse:**

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

*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. All rights reserved and images copyrighted.

Stewart Peddemors P.R.E.C.
RE/MAX Colonial Pacific Realty White Rock  StewartP@remax.net  StewartPeddemors.com  604-541-4888, 604-329-6759
May 1 2019  White Rock - South Surrey  Market Update  (Detached)

**Current:** White Rock South Surrey is in a Buyer Market with average listing inventories, 7 %SOLD rate and a 94% Sell/List Ratio. (This means that there is an average of a $69,000 discount on a sale from the original list price)

- **Most Active Price Range:** Homes between $900,000 - $1.1 mill. have 21.7 %SOLD rate.
- **Least Active Price Range:** Homes above $3 mill. have 0.7 %SOLD rate.

**History:** The S. Surrey White Rock Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased $109,748.
  The S. Surrey White Rock Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices decreased $160,000.

---

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
### 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-$900,000</td>
<td>40</td>
<td>1</td>
<td>114</td>
<td>84%</td>
<td>-$64,900</td>
<td>2.5%</td>
</tr>
<tr>
<td>$900,001-$1,100,000</td>
<td>83</td>
<td>18</td>
<td>23</td>
<td>96%</td>
<td>-$43,100</td>
<td>21.7%</td>
</tr>
<tr>
<td>$1,100,001-$1,250,000</td>
<td>91</td>
<td>11</td>
<td>26</td>
<td>94%</td>
<td>-$65,000</td>
<td>12.1%</td>
</tr>
<tr>
<td>$1,250,001-$1,400,000</td>
<td>100</td>
<td>16</td>
<td>35</td>
<td>94%</td>
<td>-$77,000</td>
<td>16.0%</td>
</tr>
<tr>
<td>$1,400,001-$1,600,000</td>
<td>85</td>
<td>2</td>
<td>131</td>
<td>88%</td>
<td>-$213,000</td>
<td>2.4%</td>
</tr>
<tr>
<td>$1,600,001-$1,900,000</td>
<td>106</td>
<td>3</td>
<td>28</td>
<td>94%</td>
<td>-$95,000</td>
<td>2.8%</td>
</tr>
<tr>
<td>$1,900,001-$2,200,000</td>
<td>100</td>
<td>5</td>
<td>57</td>
<td>93%</td>
<td>-$158,000</td>
<td>5.0%</td>
</tr>
<tr>
<td>$2,200,001-$3,000,000</td>
<td>173</td>
<td>8</td>
<td>85</td>
<td>88%</td>
<td>-$293,500</td>
<td>4.6%</td>
</tr>
<tr>
<td>$3,000,001 and more</td>
<td>136</td>
<td>1</td>
<td>49</td>
<td>74%</td>
<td>-$1,608,000</td>
<td>0.7%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>914</strong></td>
<td><strong>65</strong></td>
<td><strong>35</strong></td>
<td><strong>94%</strong></td>
<td><strong>-$69,000</strong></td>
<td><strong>7%</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>852</td>
<td>810</td>
<td>914</td>
<td></td>
<td>104</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>614</td>
<td>633</td>
<td>676</td>
<td>764</td>
<td>88</td>
</tr>
<tr>
<td>Solds</td>
<td>84</td>
<td>67</td>
<td>65</td>
<td></td>
<td>-2</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>27</td>
<td>23</td>
<td>35</td>
<td></td>
<td>12</td>
</tr>
<tr>
<td>%SOLD (Sales/Listings/monthly rate)</td>
<td>9.9%</td>
<td>8.3%</td>
<td>7.1%</td>
<td></td>
<td>-1.2%</td>
</tr>
<tr>
<td><strong>(Top 50%) Home Price Index HPI</strong></td>
<td>$2,167,101</td>
<td>$2,063,163</td>
<td>$2,057,353</td>
<td>-$5,809</td>
<td></td>
</tr>
<tr>
<td><strong>(Lower 50%) Home Price Index HPI</strong></td>
<td>$1,174,100</td>
<td>$1,005,330</td>
<td>$1,014,100</td>
<td>$8,770</td>
<td></td>
</tr>
</tbody>
</table>

---

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

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

Stewart Peddemors P.R.E.C.
RE/MAX Colonial Pacific Realty White Rock StewartP@remax.net StewartPeddemors.com 604-541-4888, 604-329-6759
What Sold in your Neighbourhood and for What Price?

<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>Elgin Chantrell</td>
<td>132</td>
<td>6</td>
<td>78</td>
<td>85%</td>
<td>-$319,500</td>
<td>4.5%</td>
</tr>
<tr>
<td>Sunnyside Pk Surrey</td>
<td>79</td>
<td>11</td>
<td>31</td>
<td>95%</td>
<td>-$49,900</td>
<td>13.9%</td>
</tr>
<tr>
<td>Crescent Bch Ocean Pk.</td>
<td>159</td>
<td>5</td>
<td>28</td>
<td>88%</td>
<td>-$164,000</td>
<td>3.1%</td>
</tr>
<tr>
<td>White Rock</td>
<td>191</td>
<td>11</td>
<td>53</td>
<td>92%</td>
<td>-$126,000</td>
<td>5.8%</td>
</tr>
<tr>
<td>King George Corridor</td>
<td>115</td>
<td>10</td>
<td>28</td>
<td>95%</td>
<td>-$48,944</td>
<td>8.7%</td>
</tr>
<tr>
<td>Hazelmere</td>
<td>16</td>
<td>0</td>
<td></td>
<td></td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Grandview Surrey</td>
<td>94</td>
<td>5</td>
<td>66</td>
<td>94%</td>
<td>-$88,048</td>
<td>5.3%</td>
</tr>
<tr>
<td>Morgan Creek</td>
<td>66</td>
<td>6</td>
<td>43</td>
<td>94%</td>
<td>-$69,500</td>
<td>9.1%</td>
</tr>
<tr>
<td>Pacific Douglas</td>
<td>62</td>
<td>11</td>
<td>7</td>
<td>97%</td>
<td>-$40,367</td>
<td>17.7%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>914</strong></td>
<td><strong>65</strong></td>
<td><strong>35</strong></td>
<td><strong>94%</strong></td>
<td><strong>-$69,000</strong></td>
<td><strong>7%</strong></td>
</tr>
</tbody>
</table>

* 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.
Next Months Market Forecast

Forecast:

White Rock South Surrey has average Listing supply; 764 homes are for sale and with the 7% SOLD monthly rate gives us a ~14 months of inventory. 13% of the active listings have reduced their price by $76,455 on average or $55,500 median for the last month. We project White Rock South 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

May 1/19  White Rock & S. Surrey

RE/MAX Statistics, on the Web!

Market Analysis and Forecasting

RE/MAX Market Share Reports

South Surrey White Rock
R.E. Market Share – Jan to Dec 2018  (All Real Estate)

25.3%  RE/MAX
14.5%  Sutton Group
13.9%  HomeLife
6.0%  Royal LePage
5.2%  Bay Realty Ltd.
3.6%  MacDonald Realty
3.6%  Royal Pacific
2.4%  Hugh & McKinnon
All Others combined

* Home Price Index = average home prices are adjusted to the yearly average finished sq.ft. & age. Total Listings **includes all listings marketed for the month.

The DOM, and Sale – List. Price differences are based on medians, not averages. Market Share Reports include all property types. More Details

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

Stewart Peddemors P.R.E.C.
RE/MAX Colonial Pacific Realty White Rock  StewartP@remax.net  StewartPeddemors.com  604-541-4888, 604-329-6759
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes. (Note: Each Sale is paired to its previous sale after 2005)

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

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
Market Analysis and Forecasting

May 1/19  White Rock & S. Surrey

**Detached**

White Rock - South Surrey

Total Listings**, Sales, and %SOLD rates

* 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.

More Details

Stewart Peddemors P.R.E.C.
RE/MAX Colonial Pacific Realty  White Rock  StewartP@remax.net  StewartPeddemors.com  604-541-4888, 604-329-6759
**Detached**

**White Rock - South Surrey**

**Home Price Index** (HPIp) (Lower 50%)
- **Sale Price - List Price** ($ Difference) (average home sold for $less than their original list price for Low End Home Sales)

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)

**Home Price Changes**
- Home Price Index (HPIp) (Lower 50%)
  - **Lower 50%**
    - $1,143,079
    - $1,163,101
    - $1,096,941
    - $1,049,100
    - $1,035,101
    - $1,016,100
    - $1,014,100

**Sales Discount $**
- Sale Price - Original List Price ($ difference)
  - **Lower 50%**
    - $44,000
    - $36,800
    - $35,000
    - $38,600
    - $49,850
    - $50,750
    - $69,990
    - $69,500
    - $69,500
    - $59,950
    - $64,400
    - $38,000
    - $49,450

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

---

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

**RE/MAX Colonial Pacific Realty**

StewartP@remax.net  StewartPeddemors.com  604-541-4888, 604-329-6759
May 1/19 White Rock & S. Surrey

Detached White Rock - South Surrey

Total Listings**, Sales, and %SOLD rates

Total Listings: 342, 393, 407, 407, 393, 388, 377, 367, 301, 302, 297, 281

Sales: 53, 52, 54, 46, 38, 26, 43, 42, 28, 20, 32, 43, 42

%SOLD Rate is the Monthly Sell Through Rate:

April 18: 15%
May 18: 13%
June 18: 13%
July 18: 11%
August 18: 10%
September 18: 7%
October 18: 11%
November 18: 11%
December 18: 9%
January 19: 7%
February 19: 11%
March 19: 13%
April 19: 15%

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

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
White Rock S Surrey Homes Top 50%: $2,057,354 374.80% (-$5,809)
White Rock S Surrey Homes Lower 50%: $1,014,101 339.50% (+$8,770)

Home Price Index HPp

April 2019

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

The DOM, and Sale – List. Price differences are based on medians, not averages. Market Share Reports include all property types. More Details.

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
### Market Analysis and Forecasting

**May 1/19**

**White Rock & S. Surrey**

**Market Update (Attached)**

**Currents**
- White Rock South Surrey is in a Stable Market with average listing inventories, 13% **SOLD** rate and a 97% **SOLD/List Price**.
  - (This means that there is an average of $1.08 on the sale price against the original list price.)
- Most Active Price Range: Homes below $400,000 have a 19.8% **SOLD** rate.
- Least Active Price Range: Homes above $950,000 have a 9.6% **SOLD** rate.

**History**
- The White Rock South Surrey's Condos Year-To-Date Home Price Index HPI has shown that prices increased by $47.08.
- The White Rock South Surrey's Condos Year-To-Date Home Price Index HPI shows that prices increased by $44.870.
- The White Rock South Surrey's Townhouses Year-To-Date Home Price Index HPI shows that prices increased by $34.869.

**Forecast**
- White Rock has average Listing Inventories, 32% more last year.
- Age is in Inventory count in May last year.

**Apal's Real Estate Statistics**
- 56% of Fraser Valley's Detached Markets increased.
- Overall, Single Family Homes in the Fraser Valley Market show a 219.91 more monthly price increase.
- On average, the Vancouver Detached Market shows an average monthly price increase of $38.07.
- We are forecasting for the coming month: A Stable Detached Market in most of the Fraser Valley and a Buyers Market across most of Vancouver.

**Current Market**
- The Condo Market presents a Warm Market with 58% 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 Update every 2 weeks.

**RE/MAX Market Share Reports**

### White Rock South Surrey

**R.E. Market Share – Jan to Dec 2018 (All Real Estate)**

- **RE/MAX**: 25.3%
- **Sutton Group**: 14.5%
- **HomeLife**: 13.9%
- **Royal LePage**: 6.0%
- **Royal Pacific**: 5.2%
- **Royal City**: 3.6%
- **Macdonald Realty**: 3.6%
- **High & McKinnon**: 2.4%
- **All Others combined**: 34.2%

---

**May 1 2019**

**White Rock - South Surrey**

**Market Update (Attached)**

**Currents**
- White Rock South Surrey is in a Stable Market with average listing inventories, 13% **SOLD** rate and a 97% **SOLD/List Price**.
  - (This means that there is an average of $1.08 on the sale price against the original list price.)
- Most Active Price Range: Homes below $400,000 have a 19.8% **SOLD** rate.
- Least Active Price Range: Homes above $950,000 have a 9.6% **SOLD** rate.

**History**
- The White Rock South Surrey's Condos Year-To-Date Home Price Index HPI has shown that prices increased by $47.08.
- The White Rock South Surrey's Condos Year-To-Date Home Price Index HPI shows that prices increased by $44.870.
- The White Rock South Surrey's Townhouses Year-To-Date Home Price Index HPI shows that prices increased by $34.869.

**Forecast**
- White Rock has average Listing Inventories, 32% more last year.
- Age is in Inventory count in May last year.

**Apal's Real Estate Statistics**
- 56% of Fraser Valley's Detached Markets increased.
- Overall, Single Family Homes in the Fraser Valley Market show a 219.91 more monthly price increase.
- On average, the Vancouver Detached Market shows an average monthly price increase of $38.07.
- We are forecasting for the coming month: A Stable Detached Market in most of the Fraser Valley and a Buyers Market across most of Vancouver.

**Current Market**
- The Condo Market presents a Warm Market with 58% 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 Update every 2 weeks.

**RE/MAX Market Share Reports**

### White Rock South Surrey

**R.E. Market Share – Jan to Dec 2018 (All Real Estate)**

- **RE/MAX**: 25.3%
- **Sutton Group**: 14.5%
- **HomeLife**: 13.9%
- **Royal LePage**: 6.0%
- **Royal Pacific**: 5.2%
- **Royal City**: 3.6%
- **Macdonald Realty**: 3.6%
- **High & McKinnon**: 2.4%
- **All Others combined**: 34.2%
May 1/19  White Rock & S. Surrey

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

The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. **More Details**

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

Stewart Peddemors P.R.E.C.
RE/MAX Colonial Pacific Realty
White Rock  StewartP@remax.net  StewartPeddemors.com  604-541-4888, 604-329-6759

**Attached**

**White Rock - South Surrey**  Total Listings**, Sales, and **%SOLD** rates

<table>
<thead>
<tr>
<th>Month</th>
<th>Listings</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr-18</td>
<td>567</td>
<td>253</td>
</tr>
<tr>
<td>May-18</td>
<td>633</td>
<td>158</td>
</tr>
<tr>
<td>Jun-18</td>
<td>616</td>
<td>99</td>
</tr>
<tr>
<td>Jul-18</td>
<td>648</td>
<td>122</td>
</tr>
<tr>
<td>Aug-18</td>
<td>599</td>
<td>92</td>
</tr>
<tr>
<td>Sep-18</td>
<td>653</td>
<td>99</td>
</tr>
<tr>
<td>Oct-18</td>
<td>657</td>
<td>69</td>
</tr>
<tr>
<td>Nov-18</td>
<td>644</td>
<td>72</td>
</tr>
<tr>
<td>Dec-18</td>
<td>535</td>
<td>55</td>
</tr>
<tr>
<td>Jan-19</td>
<td>600</td>
<td>63</td>
</tr>
<tr>
<td>Feb-19</td>
<td>604</td>
<td>73</td>
</tr>
<tr>
<td>Mar-19</td>
<td>711</td>
<td>106</td>
</tr>
<tr>
<td>Apr-19</td>
<td>750</td>
<td>99</td>
</tr>
</tbody>
</table>

**%SOLD Rate** = the **Monthly Sell Through Rate**

<table>
<thead>
<tr>
<th>Month</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr-18</td>
<td>27%</td>
</tr>
<tr>
<td>May-18</td>
<td>25%</td>
</tr>
<tr>
<td>Jun-18</td>
<td>16%</td>
</tr>
<tr>
<td>Jul-18</td>
<td>19%</td>
</tr>
<tr>
<td>Aug-18</td>
<td>15%</td>
</tr>
<tr>
<td>Sep-18</td>
<td>15%</td>
</tr>
<tr>
<td>Oct-18</td>
<td>11%</td>
</tr>
<tr>
<td>Nov-18</td>
<td>11%</td>
</tr>
<tr>
<td>Dec-18</td>
<td>10%</td>
</tr>
<tr>
<td>Jan-19</td>
<td>11%</td>
</tr>
<tr>
<td>Feb-19</td>
<td>12%</td>
</tr>
<tr>
<td>Mar-19</td>
<td>15%</td>
</tr>
<tr>
<td>Apr-19</td>
<td>13%</td>
</tr>
</tbody>
</table>
The Home Price Index (HPI) 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 Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month.
The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. More Details.
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the Condos. (Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)

**Home Price Changes**

- **April 2018**: $400,100
- **May 2018**: $404,100
- **June 2018**: $401,101
- **July 2018**: $397,858
- **August 2018**: $401,100
- **September 2018**: $403,156
- **October 2018**: $389,101
- **November 2018**: $384,082
- **December 2018**: $382,784
- **January 2019**: $389,446
- **February 2019**: $384,990
- **March 2019**: $386,957

**Sales Discount $5**

- **April 2018**: -$2,900
- **May 2018**: -$9,000
- **June 2018**: -$18,944
- **July 2018**: -$11,350
- **August 2018**: -$9,300
- **September 2018**: -$9,000
- **October 2018**: -$12,950
- **November 2018**: -$19,450
- **December 2018**: -$27,000
- **January 2019**: -$14,000
- **February 2019**: -$11,950
- **March 2019**: -$12,000
- **April 2019**: -$9,679

**Are Home Prices Up?**

- **Home Price Index - HPIp (Lower 50%)**

**Are Seller's Prices Firm?**

- **Sales-List Difference $$$$**

---

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

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
**Home Price Index (HPI)**

**White Rock & S. Surrey Condos**
- Top 50%: $635,014, 301.10% ( decrease by $3,088)
- Lower 50%: $386,956, 327.90% ( decrease by $2,488)

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

**More Details:**
- 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.
The Home Price Index (HPI) 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.)
The Home Price Index HPlp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes. (Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)
Home Price Index (HPI) in White Rock & S. Surrey

- White Rock S Surrey Townhms Top 50%: $859,101, 289.20% (-$9,010)
- White Rock S Surrey Townhms Lower 50%: $535,231, 281.70% (-$9,870)

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
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
10-14% selling
Stable
15-20% selling