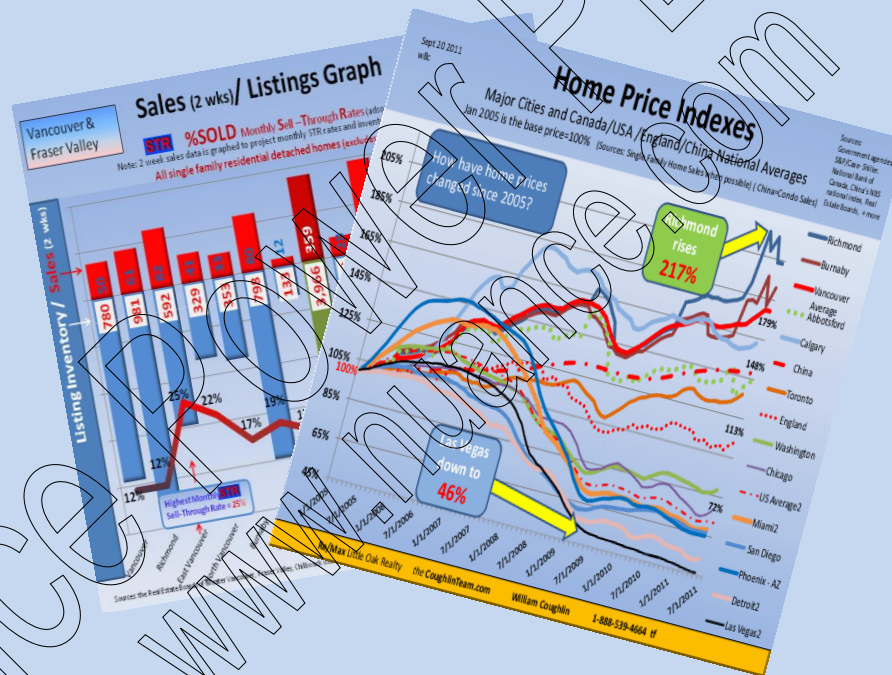


Taya Dockstader's Market Reports



Advanced Marketing Tools



Taya Dockstader's Market Reports

Detached

- [Langley North](#)
- [Langley-Cloverdale](#)
- [West Surrey](#)

Attached

- [Langley-Cloverdale](#)
- [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

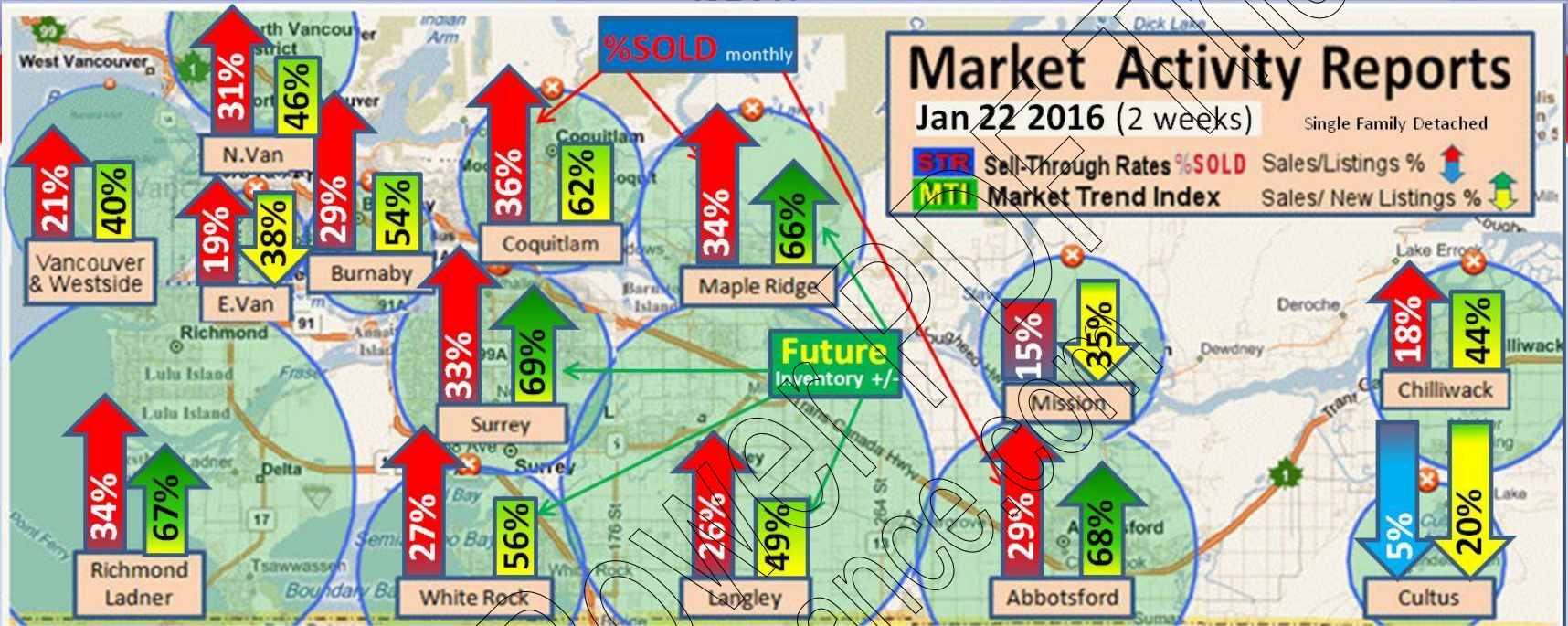
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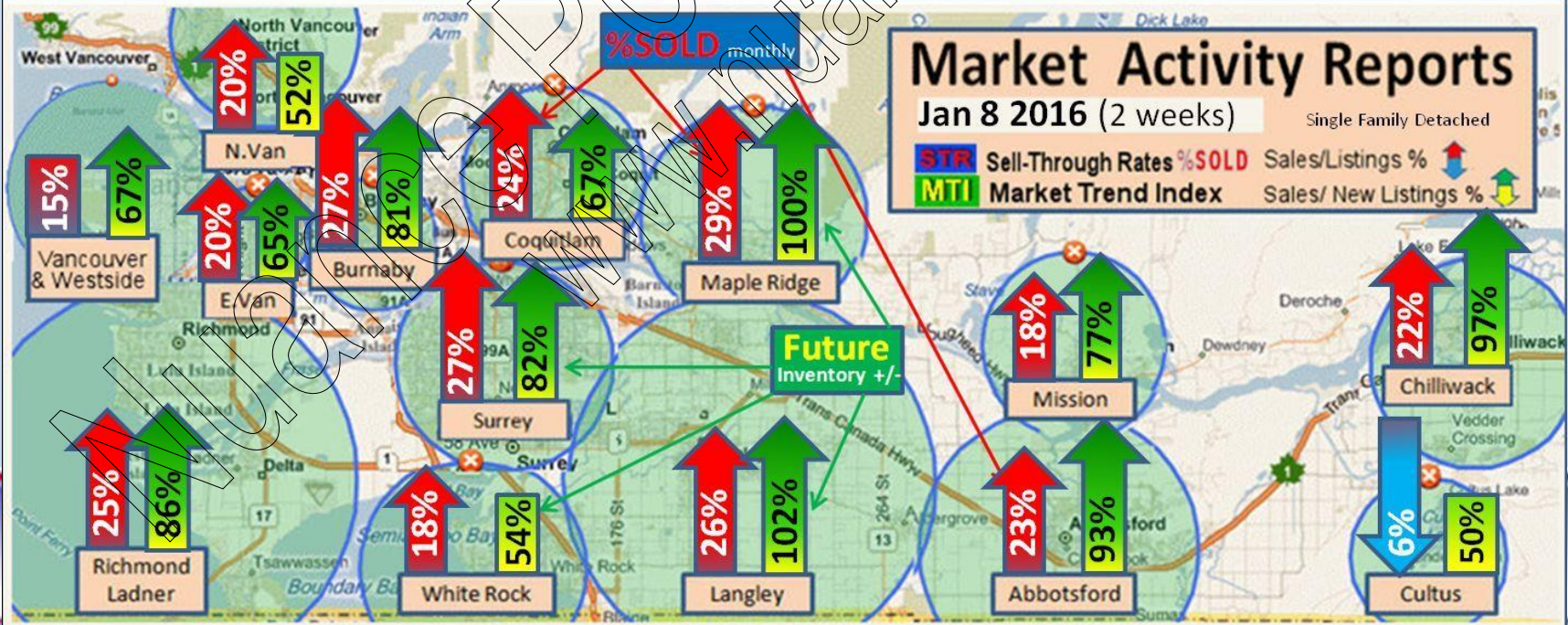
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Vancouver & Fraser Valley

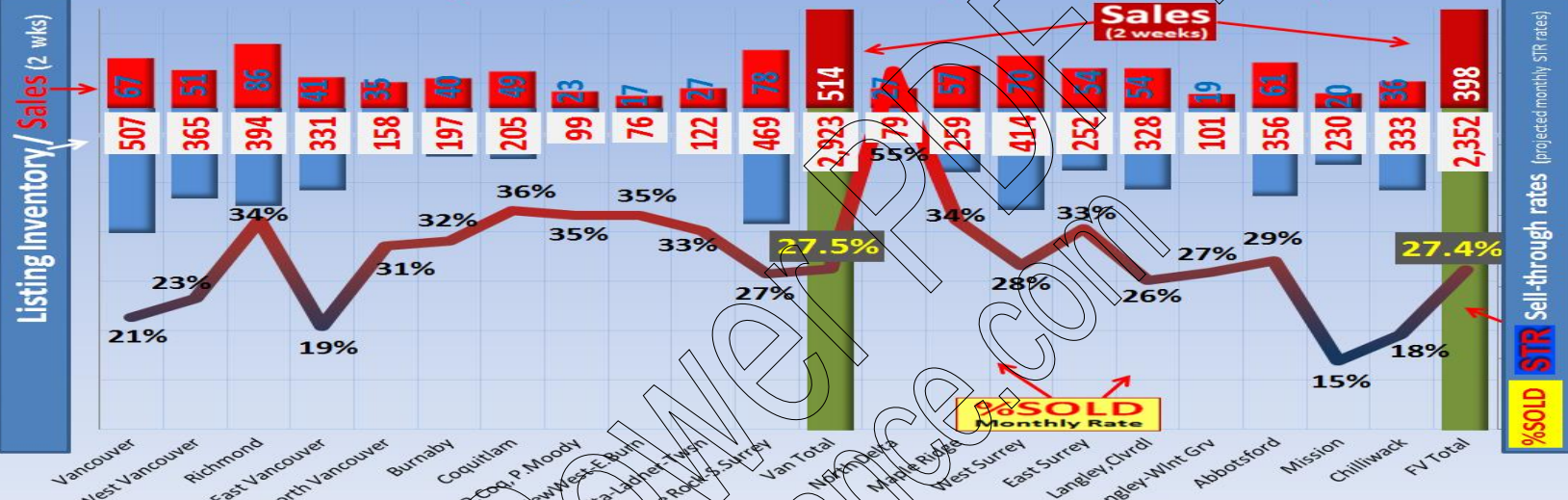
Sales (2 wks) / Listings Graph

Jan 22 2016 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

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

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Vancouver & Fraser Valley

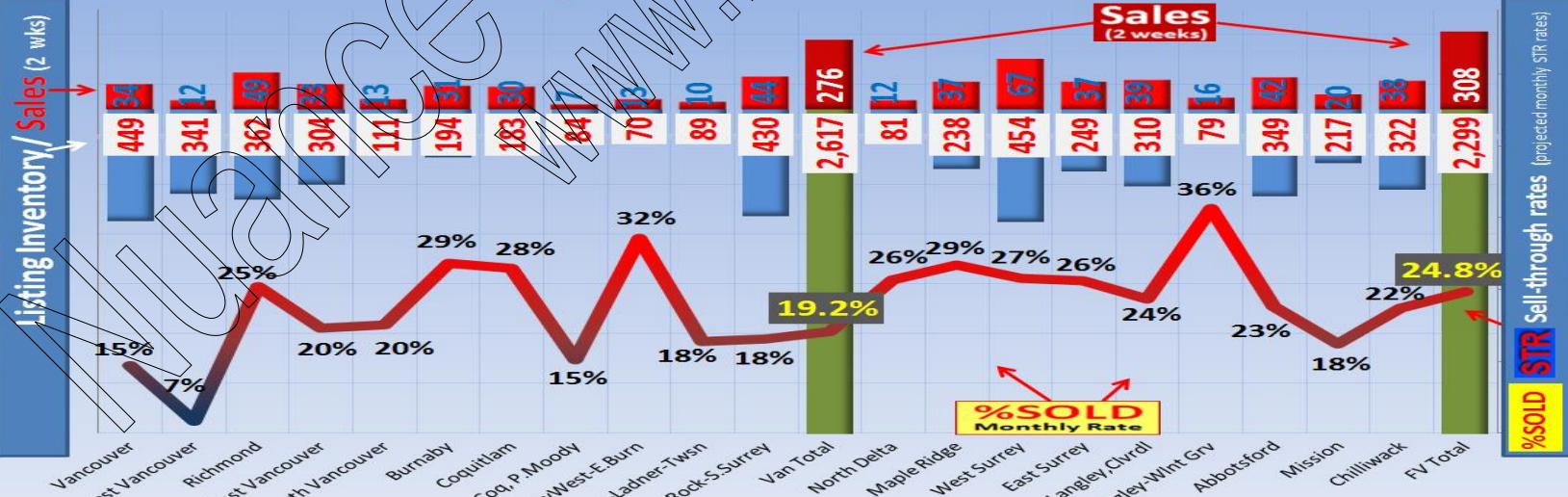
Sales (2 wks) / Listings Graph

Jan 8 2016 (2 weeks)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr2)

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)



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Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

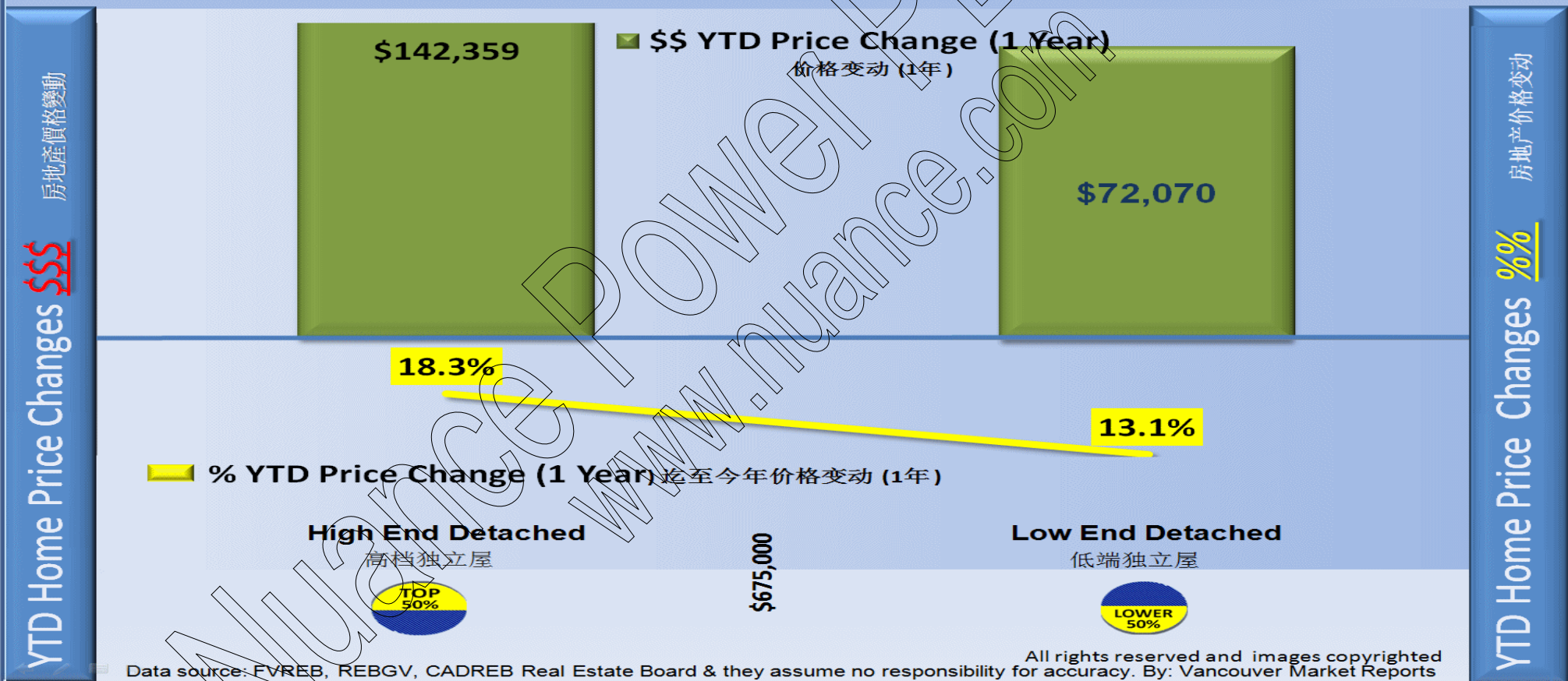
North Langley Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Dec 2014 – Dec 2015 (Quarters)

迄至今年 2014 十二月 - 2015 十二月 (每季)

Powered by: Vancouver Market Reports HPIp



房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

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

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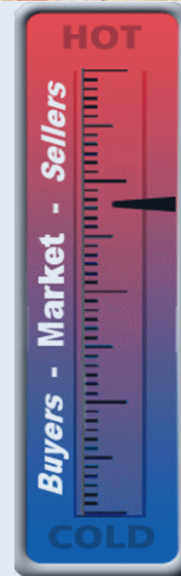
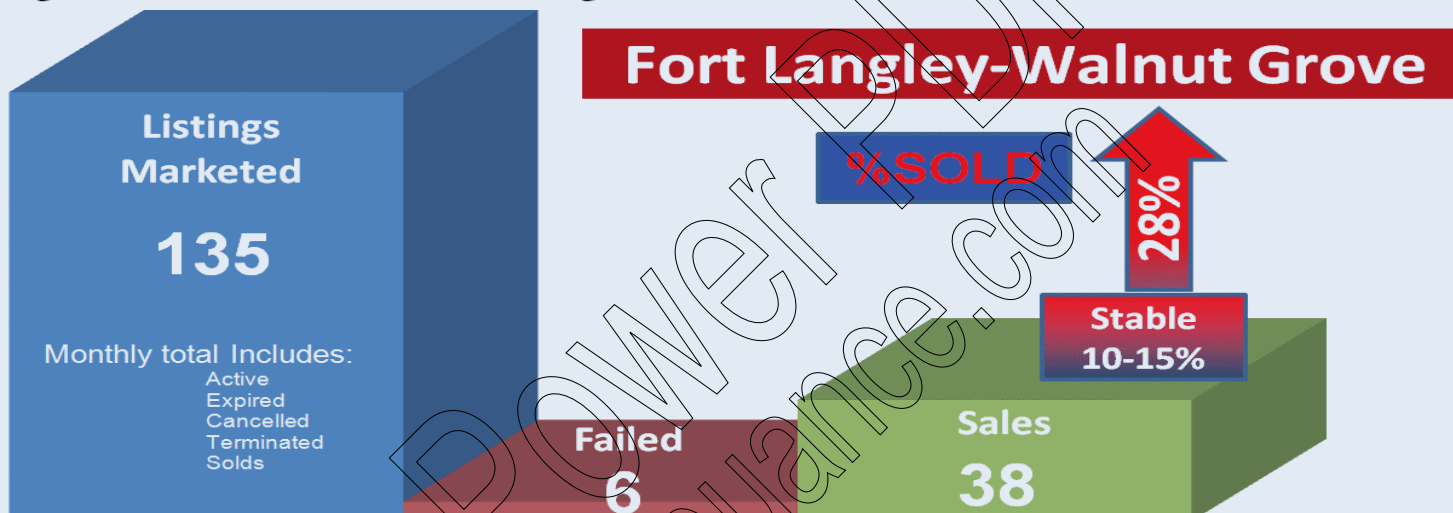
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Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

Monthly Market Activity - Jan 2016 - Single Family



Feb 1 2016 North Langley Market Update (Detached)

Current: North Langley is in a Sellers Market with normal listing inventories, a **28 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$0 discount on a sale from the original list price)
Most Active Price Range: Homes between \$500,000-\$600,000 have **55.6 %SOLD** rate resulting in a Sellers Market.
Least Active Price Range: Homes above \$1.5 million have **0 %SOLD** rate.

History: The North Langley Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$170,796.
 The North Langley Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$107,000.

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

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Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

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

North Langley List Price Ranges Statistics - Jan 2016						Detached	
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$500,000	9	3	34	109%	\$40,100	33.3%	↑
\$500,001-\$600,000	9	5	6	104%	\$25,100	55.6%	↑
\$600,001-\$700,000	13	7	6	107%	\$51,000	53.8%	↑
\$700,001-\$800,000	16	5	13	109%	\$75,100	31.3%	↑
\$800,001-\$1,500,000	59	18	20	98%	-\$14,000	30.5%	↑
\$1,500,001 and more	29	0	66			0.0%	↓
Total Activity	135	38	8	100%	\$0	28%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jan-15	Dec-15	Jan-16	2/1/2016	Change	
Total Listings** (A,S,T,C,X)	404	124	135		11	↑
Active Listings (1st of the month)	296	95	52	91	39	↑
Solds	71	55	38		-17	↓
Days on Market (DOM)	36	12	8		-5	↓
%SOLD (Sales/ Listings /monthly rate)	18%	44%	28%		-16%	↓
(Top 50%) Home Price Index HPIp	\$774,491	\$934,098	\$945,287		\$11,189	↑
(Lower 50%) Home Price Index HPIp	\$550,100	\$624,360	\$657,100		\$32,740	↑

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Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

What Sold in your Neighbourhood and for What Price?

North Langley Sub areas Statistics - Jan 2016				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	40	13	7	107%	\$40,100	32.5%
County Line Glen Valley	14	0	26			0.0%
Willoughby Heights	63	20	20	99%	-\$6,558	31.7%
Fort Langley	18	5	23	99%	-\$10,000	27.8%
Total Activity	135	38	8	100%	\$0	28%

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Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

Next Months Market Forecast

Forecast: North Langley has an average Listing supply; 91 homes are for sale and with the strong **28% SOLD** monthly rate gives us a ~3.5 months of inventory. At this sell through rate approximately 59 of listings will not sell. 3% of the active listings have reduced their price by \$16,667 on average or \$10,000 median in the last month.

January's Real Estate Statistics show that major foreign investment help set even higher sell-through-rate records throughout the most of the Lower Mainland. It appears our Real Estate Markets are no longer dependent on local consumer confidence, but these off shore buyers see our Low 70-73 Cent Dollar making our Real Estate the World Bargain. Almost all the Vancouver and Fraser Valley Real Estate Markets increased in January month.; 73% of the Condos, 96% of the Townhouses and 100% of the Detached which increased \$12,578 in the Fraser Valley Cities and an all-time record \$66,254 in the Vancouver Cities. See the PROOF that Vancouver has had the Highest Return On Investment in cities throughout the World since 2000. [Click Here](#)

We forecast this surge of Off-shore buyers may stabilize with the Chinese New Year over and with some buyers affected with the volatility of [Chinese Stock Markets](#). We analyze and provide 98 individual City's Home Price Indexes to Supply You the Most Accurate Market Trends. Your Home is Your Investment .. do contact us for your own analysis and forecast.

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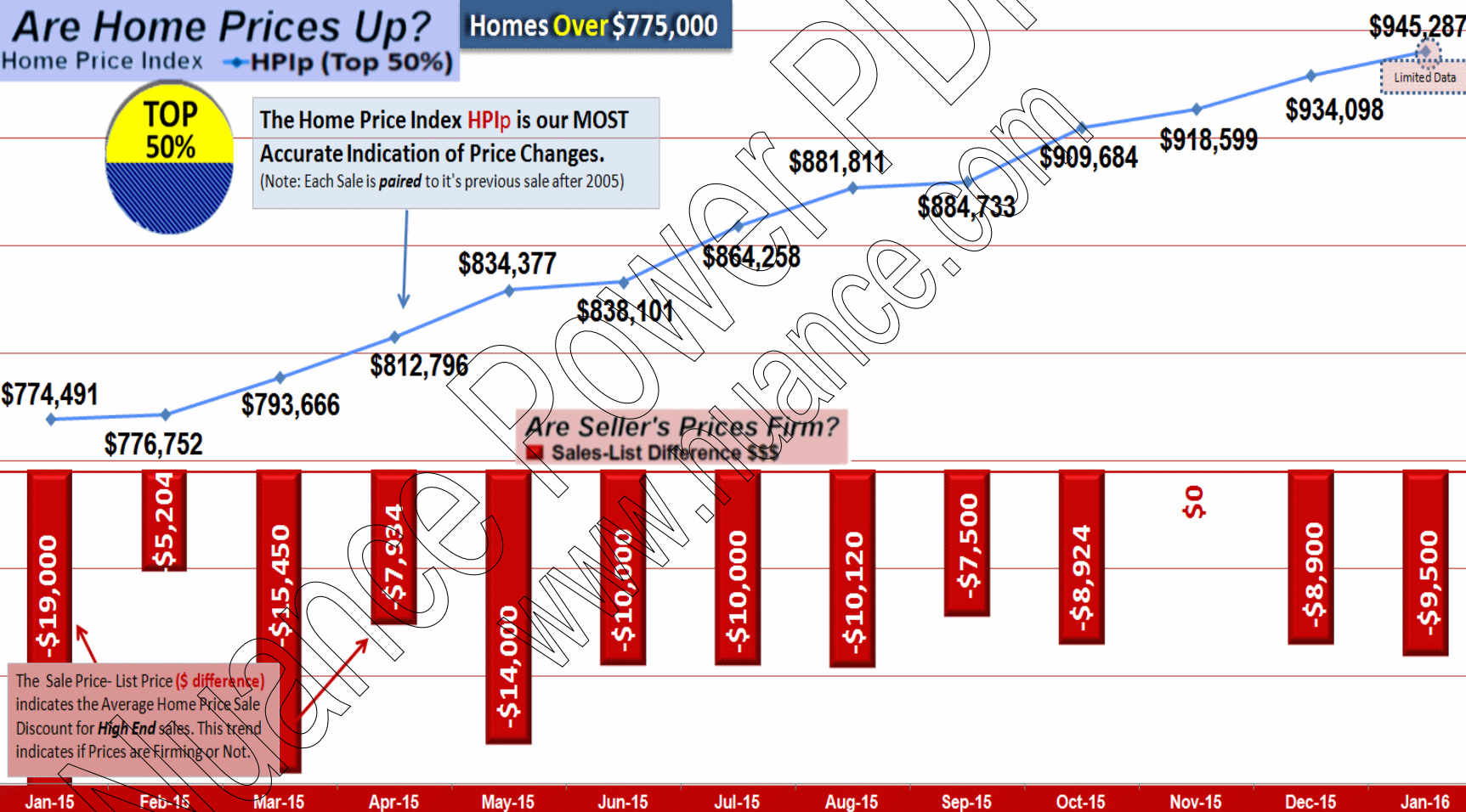


Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley 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 \$775,000



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)

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

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.



Detached



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

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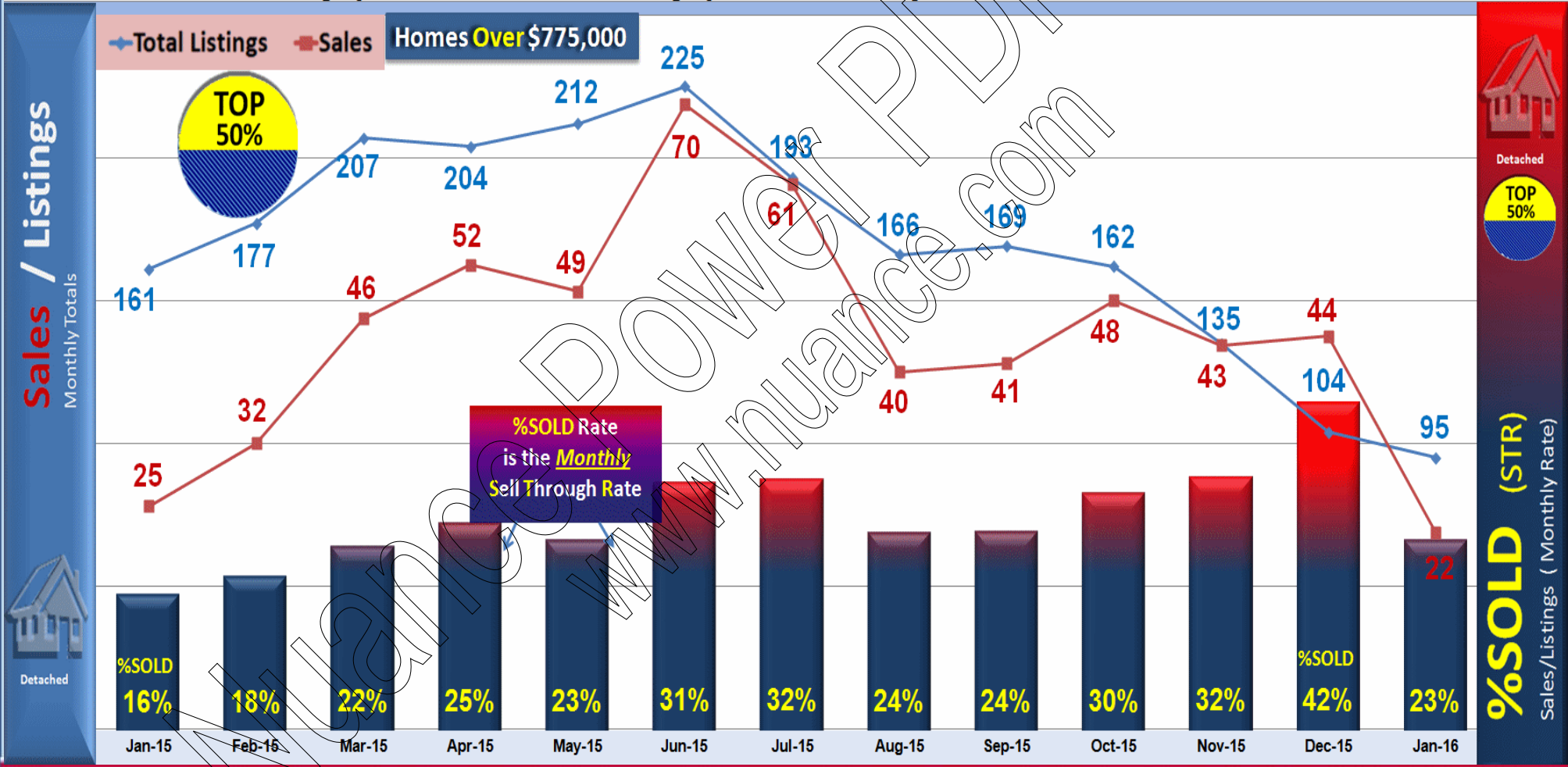
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Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley Total Listings **, Sales, and %SOLD Rates



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. [More Details](#)
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Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley 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)

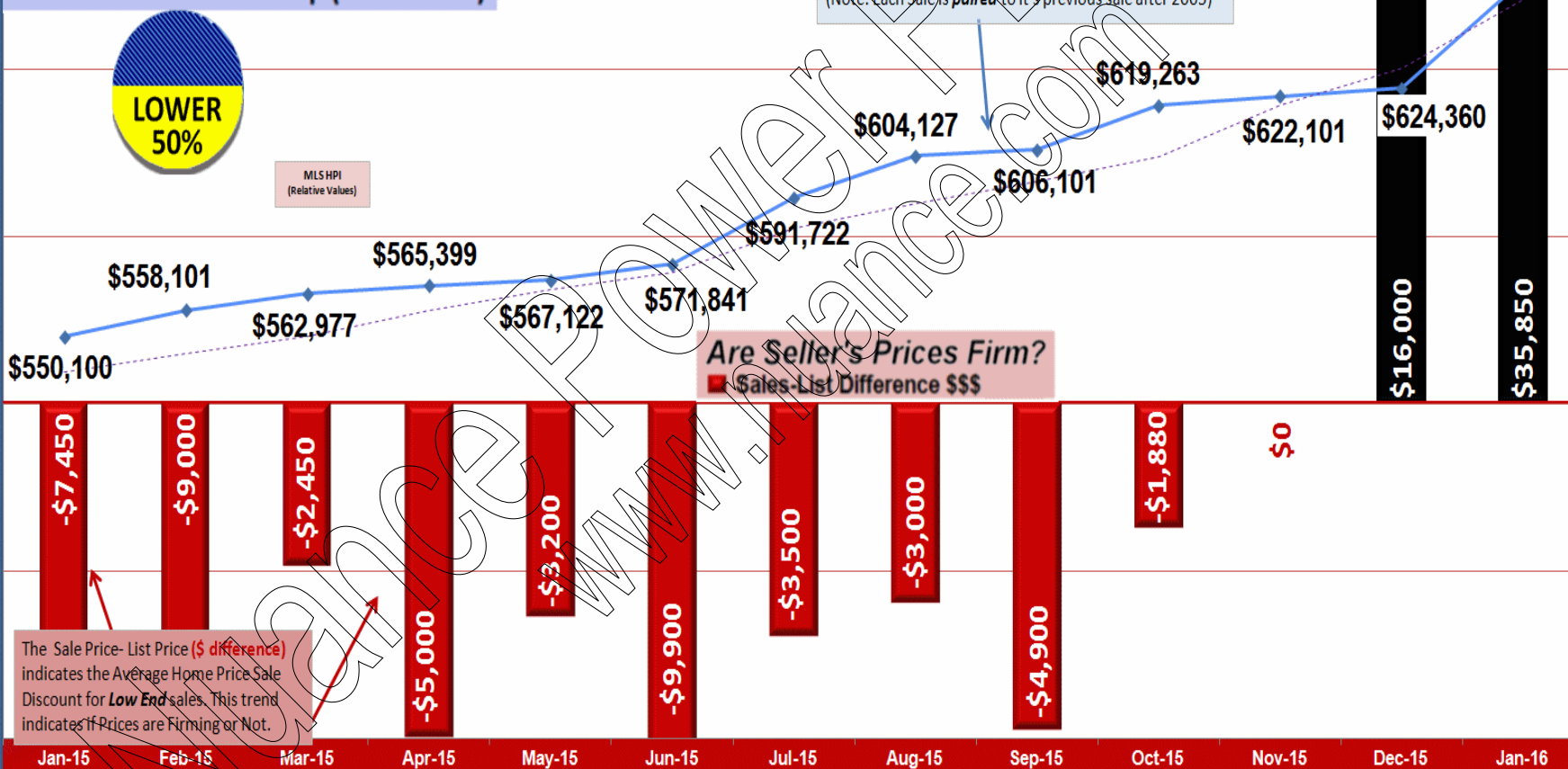
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$775,000

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

(Note: Each Sale is paired to it's previous sale after 2005)



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

Are Seller's Prices Firm?

█ Sales-List Difference \$\$\$



Detached



LOWER 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. [More Details](#)
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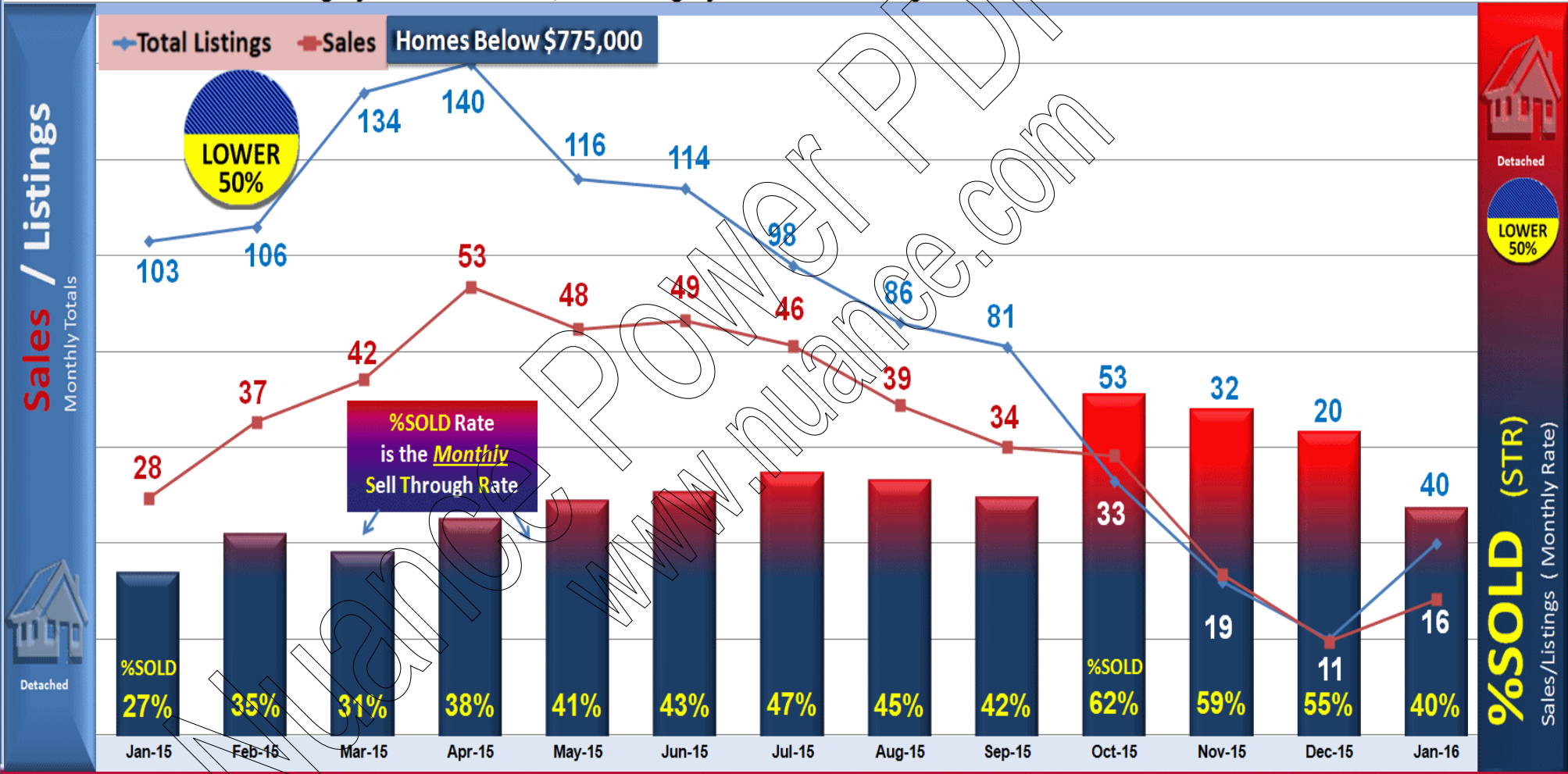
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Statistics, on the Web!



Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley 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. [More Details](#)
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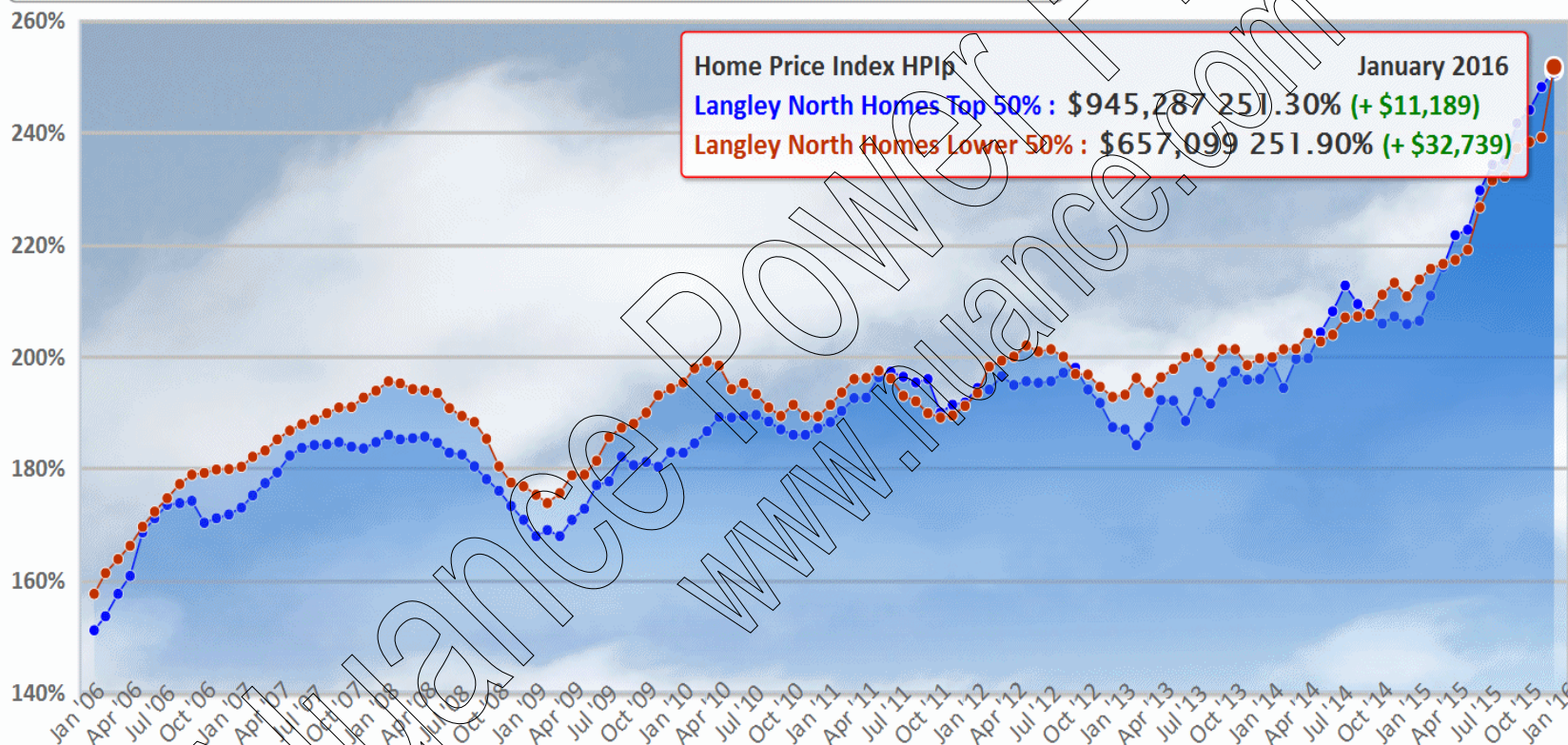


Market Analysis and Forecasting Feb 1/16 Langley - Walnut Grove

Powered by the Greater Vancouver Market Reports HPIp



Langley North Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Langley North Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jan 2016	% 251.30
Dec 2015	% 248.30
Nov 2015	% 244.20
Oct 2015	% 241.80
Sep 2015	% 235.20
Aug 2015	% 234.40
Jul 2015	% 229.80
Jun 2015	% 222.80
May 2015	% 221.80
Apr 2015	% 216.10
Mar 2015	% 211.00
Feb 2015	% 206.50

<< < 1 2 3 > >>

Drag over area to zoom in



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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

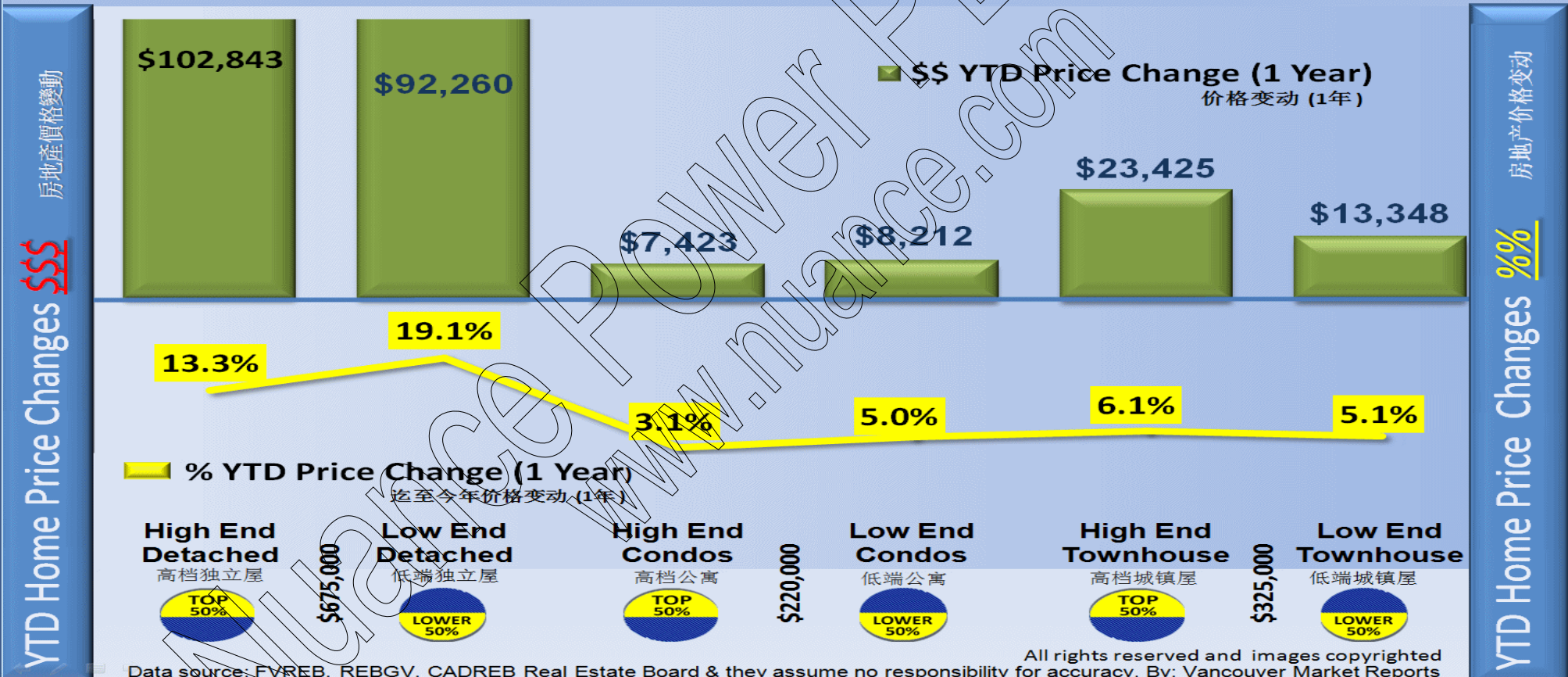
Langley-Cloverdale Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Dec 2014 – Dec 2015 (Quarters)

迄至今年 2014 十二月 - 2015 十二月 (每季)

Powered by: Vancouver Market Reports HPIp



YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

房地產價格變動

房地產價格變動

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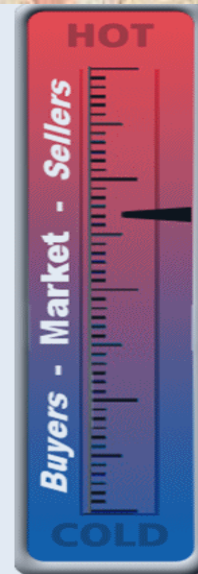
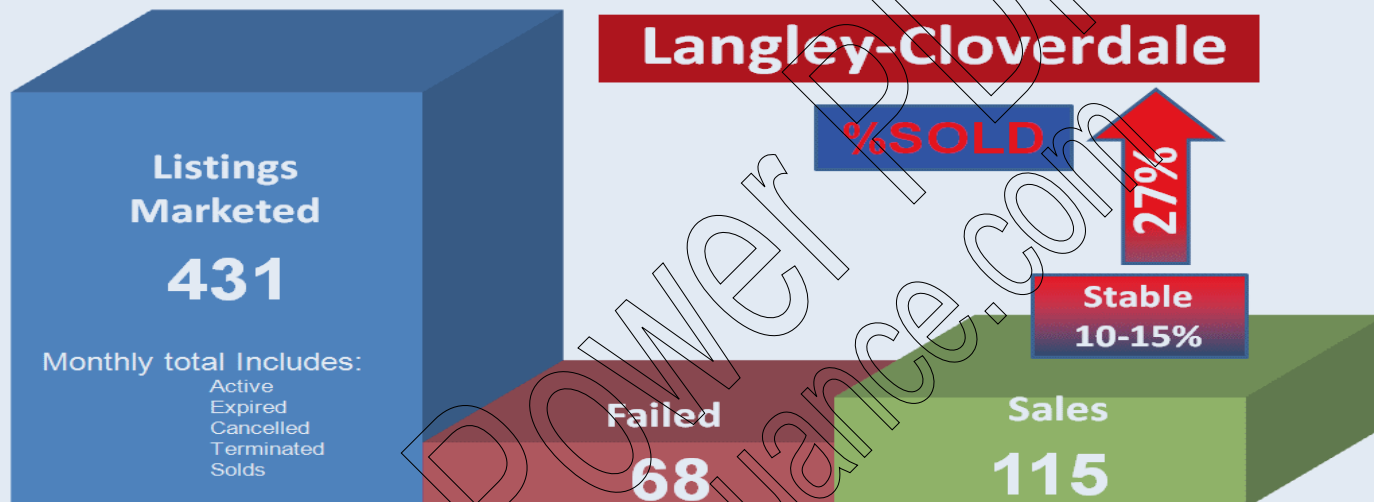
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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

Monthly Market Activity - Jan 2016 - Single Family



Feb 1 2016 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **27 %SOLD** rate and a 99% Sell/List Ratio. (This means that there is an average of a \$5,900 discount on a sale from the original list price)

Most Active Price Range: Homes between \$600,000 - \$700,000 have High **39.1 %SOLD** rate and is in a Sellers Market.

Least Active Price Range: Homes above \$1 mill. have **15.3 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$142,999. The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$111,223.

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



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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

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

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$300,000	32	9	55	93%	-\$7,500	28.1%	↑
\$300,001-\$400,000	1	1	41	100%	\$1,200	100.0%	↑
\$400,001-\$500,000	15	5	11	98%	-\$10,000	33.3%	↑
\$500,001-\$600,000	37	13	7	103%	\$15,200	35.1%	↑
\$600,001-\$700,000	64	25	7	102%	\$10,100	39.1%	↑
\$700,001-\$800,000	46	17	11	101%	\$6,000	37.0%	↑
\$800,001-\$900,000	35	11	30	99%	-\$8,500	31.4%	↑
\$900,001-\$1,000,000	18	6	10	99%	-\$9,950	33.3%	↑
\$1,000,001 and more	183	28	65	95%	-\$60,120	15.3%	↑
Total Activity	431	115	9	99%	-\$5,900	27%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jan-15	Dec-15	Jan-16	2/1/2016	Change	
Total Listings** (A,S,T,C,X)	524	427	431		4	↑
Active Listings (1st of the month)	357	317	212	248	36	↑
Solds	63	132	115		-17	↓
Days on Market (DOM)	39	16	9		-7	↓
%SOLD (Sales/ Listings monthly rate)	12%	31%	27%		-4%	↓
(Top 50%) Home Price Index HPIp	\$772,101	\$886,319	\$915,100		\$28,781	↑
(Lower 50%) Home Price Index HPIp	\$484,878	\$593,584	\$596,101		\$2,517	↑

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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - Jan 2016				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price (List Price)	Sell - List \$Difference	%SOLD
Cloverdale BC	99	30	17	100%	\$1	30.3%
Serpentine	12	1	56	100%	\$100	8.3%
Clayton	36	8	12	103%	\$22,600	22.2%
Murrayville	27	8	14	104%	\$32,550	29.6%
Salmon River	54	12	26	95%	-\$26,450	22.2%
Brookswood Langley	63	27	39	98%	-\$10,000	42.9%
Aldergrove Langley	36	9	34	98%	-\$7,500	25.0%
Campbell Valley	42	6	66	95%	-\$96,300	14.3%
Otter District	29	6	57	95%	-\$29,200	20.7%
Langley City	33	8	20	101%	\$7,050	24.2%
Total Activity	431	115	9	99%	-\$5,900	27%

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Market Analysis and Forecasting

Feb 1/16

Langley, Cloverdale

Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 248 homes are for sale and with the **27 %SOLD** monthly rate gives us a ~4 months of inventory. At this sell through rate approximately 121 of these listings will not sell. 3% of the active listings have reduced their price by \$72,284 on average or \$32,500 median in the last month. We project Langley, Cloverdale Detached to be a sellers market.

January's Real Estate Statistics show that major foreign investment help set even higher sell-through-rate records throughout the most of the Lower Mainland. It appears our Real Estate Markets are no longer dependent on local consumer confidence, but these off shore buyers see our Low 70-73 Cent Dollar making our Real Estate the World Bargain. Almost all the Vancouver and Fraser Valley Real Estate Markets increased in January month.; 73% of the Condos, 96% of the Townhouses and 100% of the Detached which increased \$12,578 in the Fraser Valley Cities and an all-time record \$66,254 in the Vancouver Cities. See the PROOF that Vancouver has had the Highest Return On Investment in cities throughout the World since 2000. [Click Here](#)

We forecast this surge of Off-shore buyers may stabilize with the Chinese New Year over and with some buyers affected with the volatility of [Chinese Stock Markets](#). We analyze and provide 98 individual City's Home Price Indexes to Supply You the Most Accurate Market Trends. Your Home is Your Investment .. do contact us for your own analysis and forecast.

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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

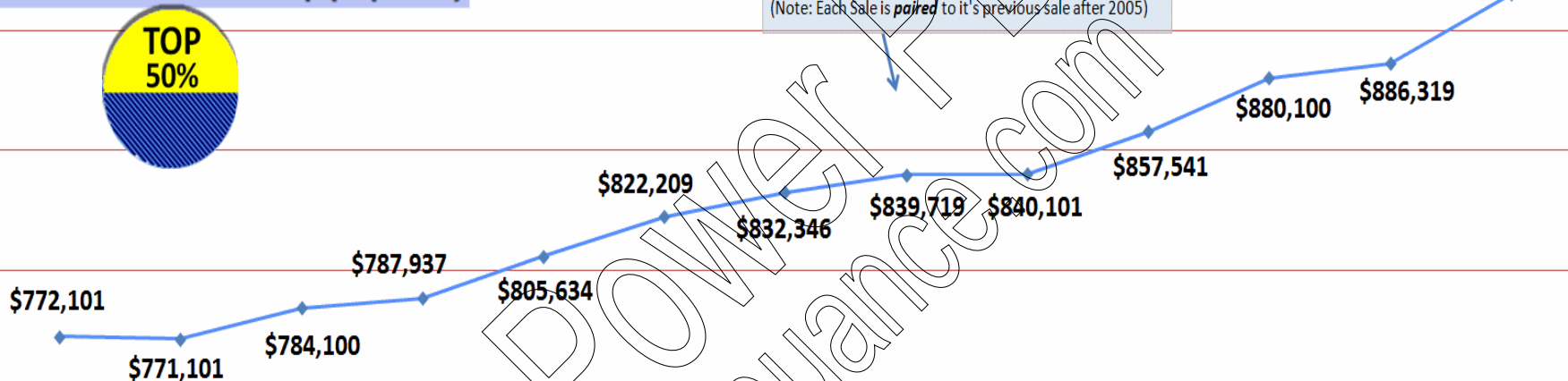
Detached Langley, Cloverdale Home Price Index HPI (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

Homes Over \$750,000

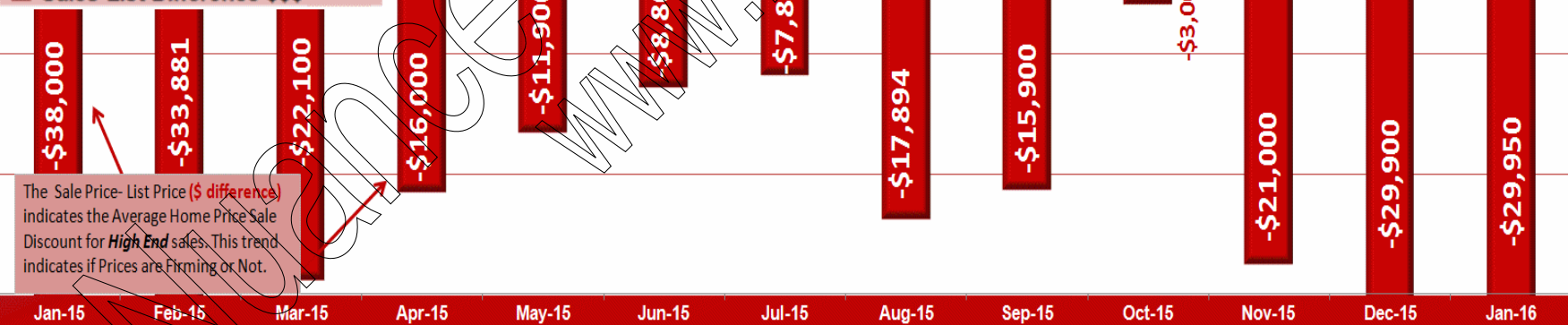
The Home Price Index HPI is our MOST Accurate Indication of Price Changes.

(Note: Each Sale is paired to it's previous sale after 2005)



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.

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



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

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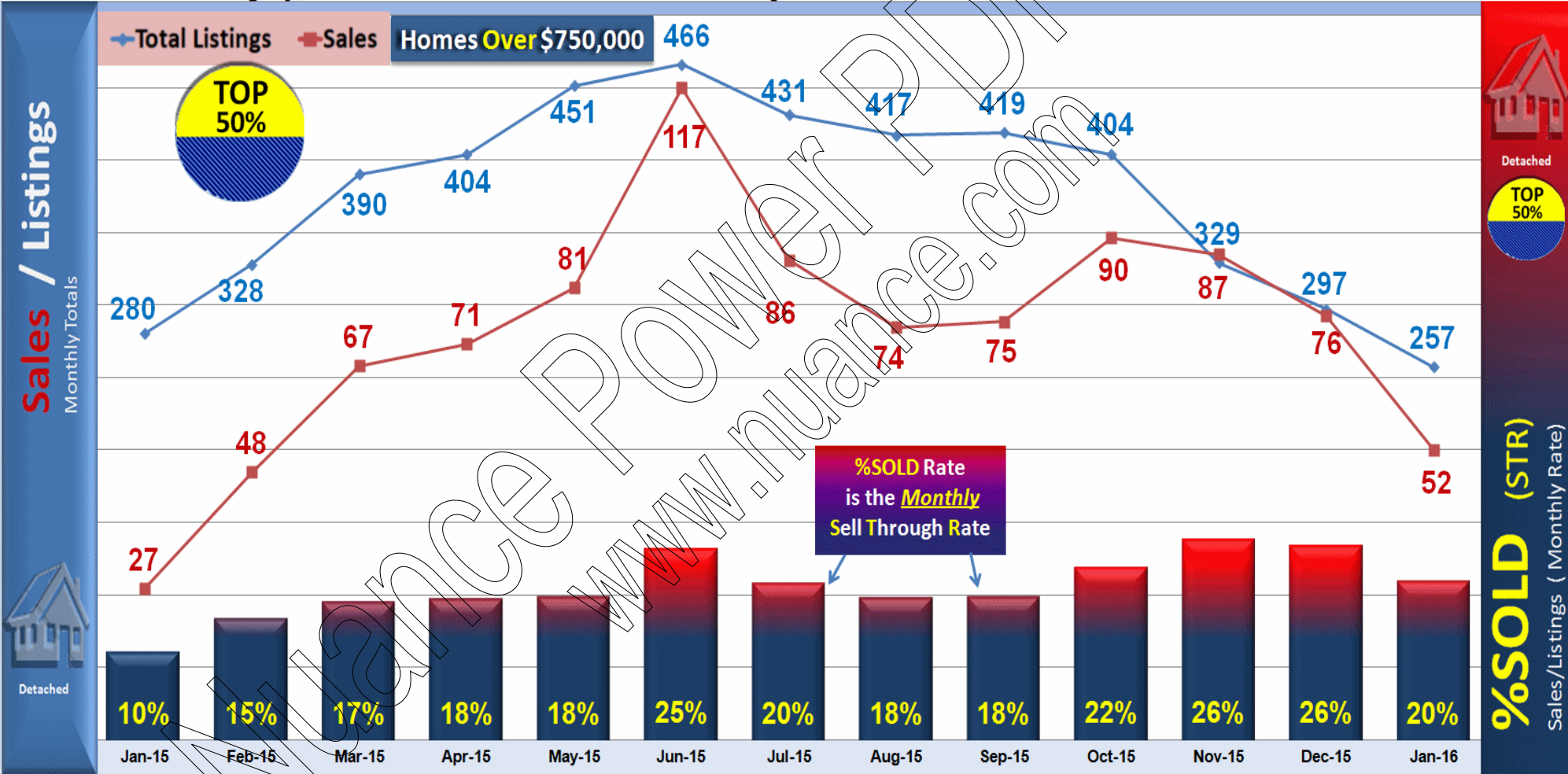
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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

Detached Langley, Cloverdale Total Listings **, Sales, and %SOLD Rates



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Market Analysis and Forecasting

Feb 1/16 Langley, Cloverdale

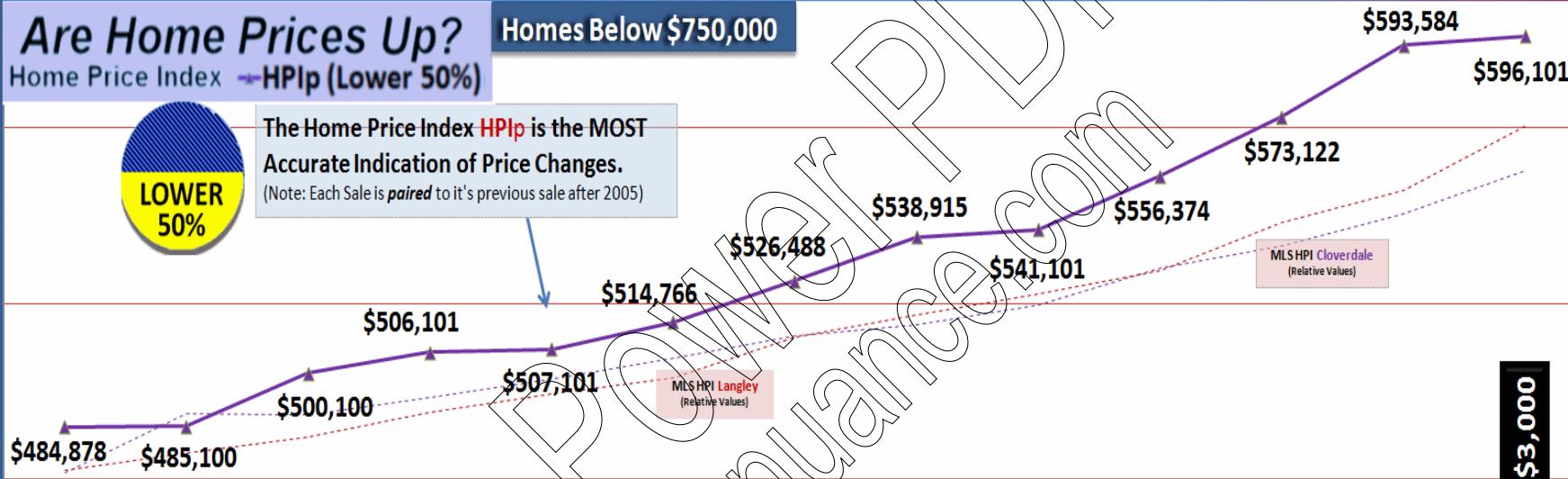
Detached Langley, Cloverdale Home Price Index **HPIp** (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

Are Home Prices Up? Homes Below \$750,000

Home Price Index → HPIp (Lower 50%)

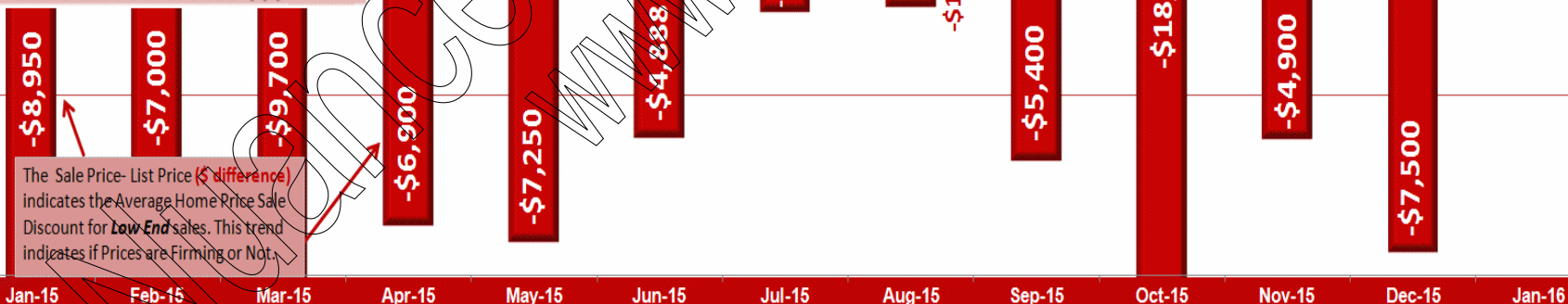


The Home Price Index **HPIp** is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to its previous sale after 2005)



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.

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



Detached



Detached

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

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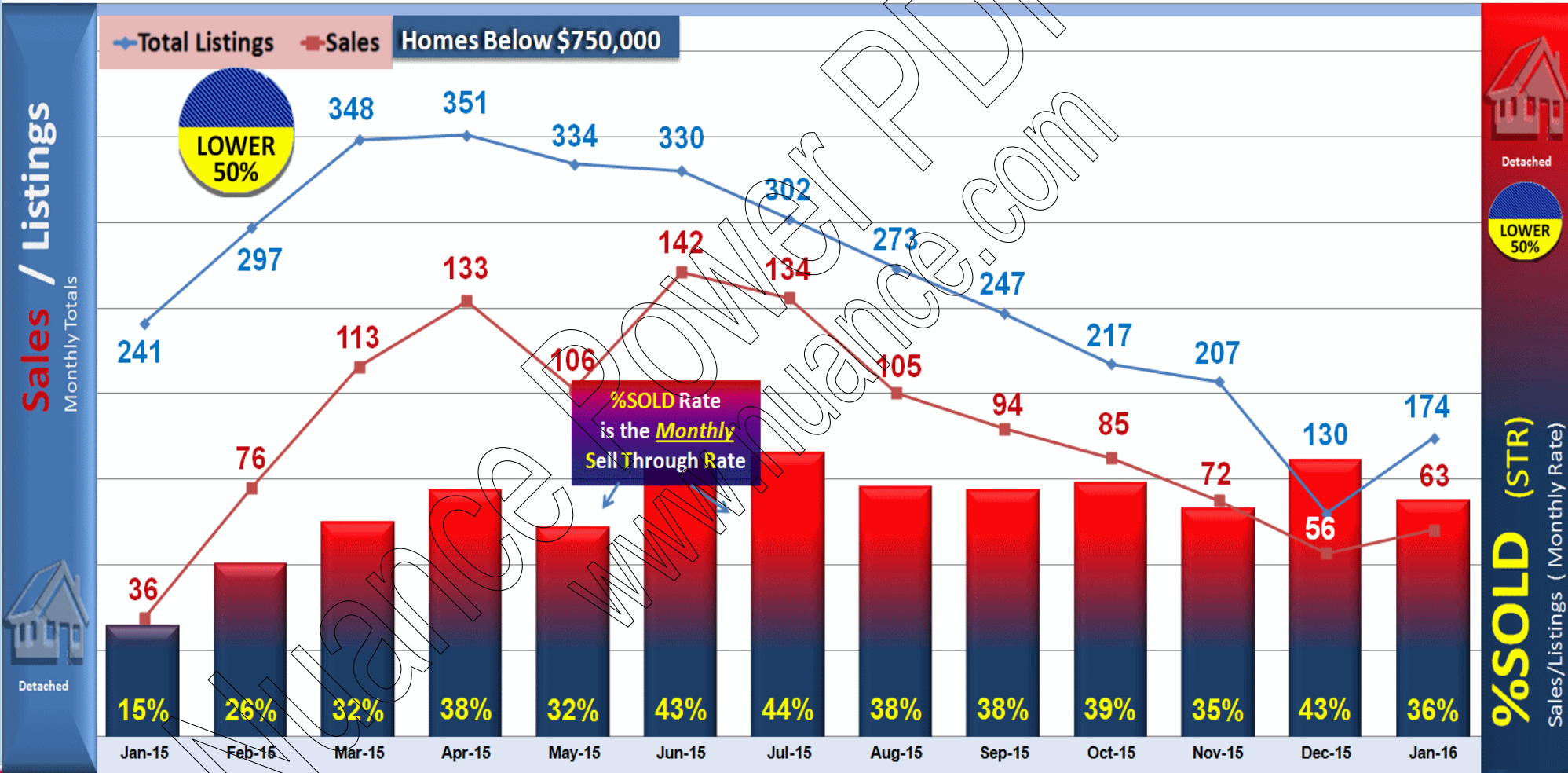
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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

Detached Langley, Cloverdale Total Listings **, Sales, and %SOLD Rates



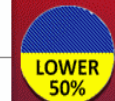
Sales / Listings
Monthly Totals



Detached



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

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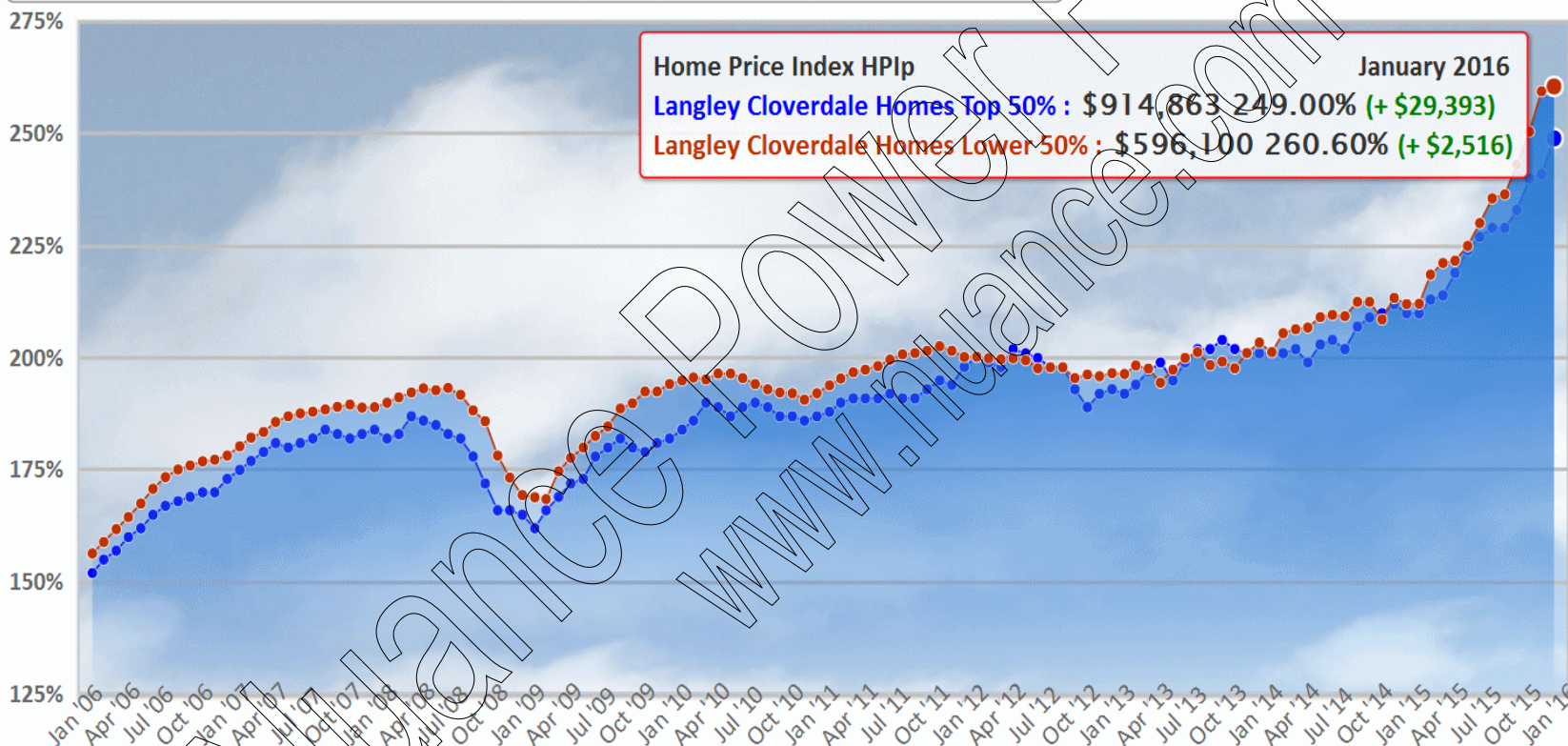
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Feb 1/16 Langley, Cloverdale

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Langley Cloverdale Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Langley Cloverdale Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jan 2016	% 249.00
Dec 2015	% 241.00
Nov 2015	% 240.00
Oct 2015	% 233.00
Sep 2015	% 229.00
Aug 2015	% 229.00
Jul 2015	% 227.00
Jun 2015	% 224.00
May 2015	% 219.00
Apr 2015	% 214.00
Mar 2015	% 213.00
Feb 2015	% 210.00

<< < 1 2 3 > >>



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Market Analysis and Forecasting

Feb 1/16 West Surrey

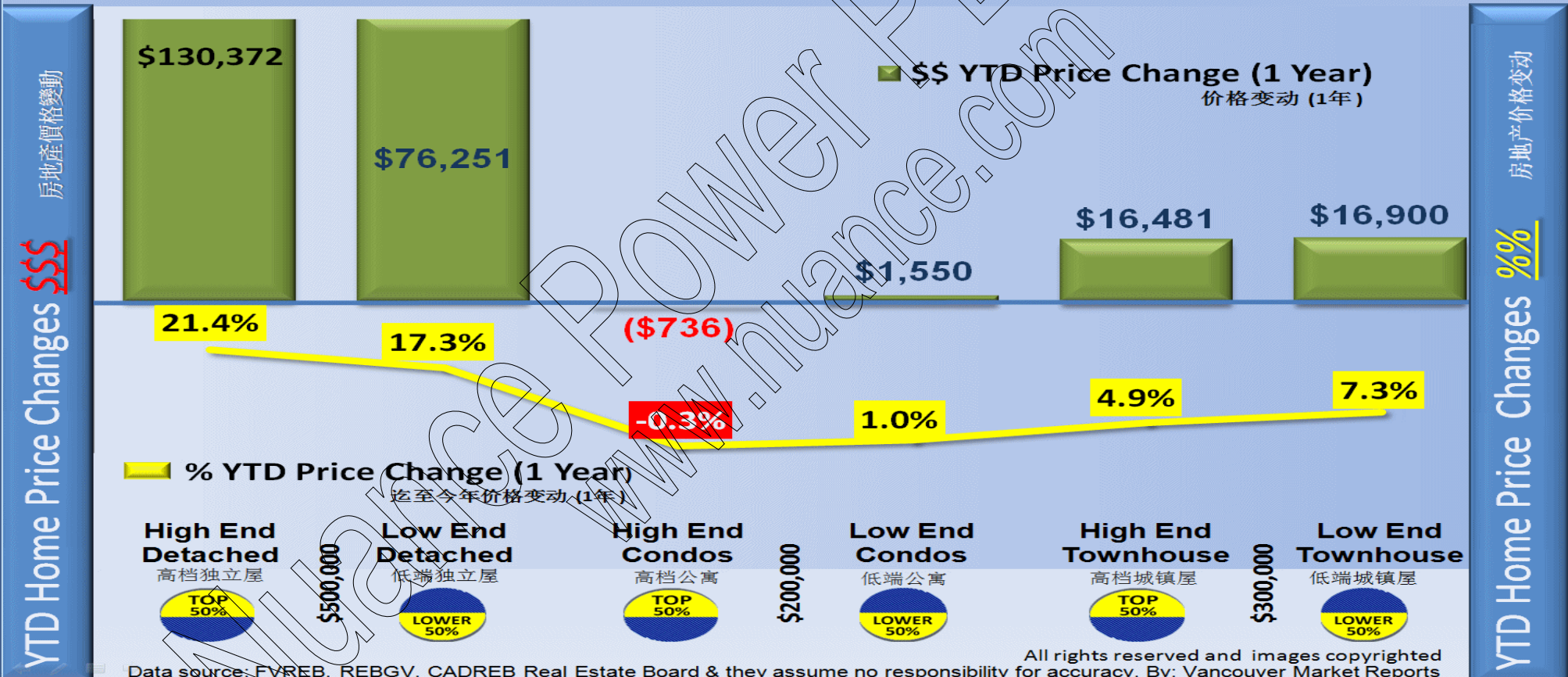
Surrey West Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Dec 2014 – Dec 2015 (Quarters)

迄至今年 2014 十二月 - 2015 十二月 (每季)

Powered by: Vancouver Market Reports HPIp



YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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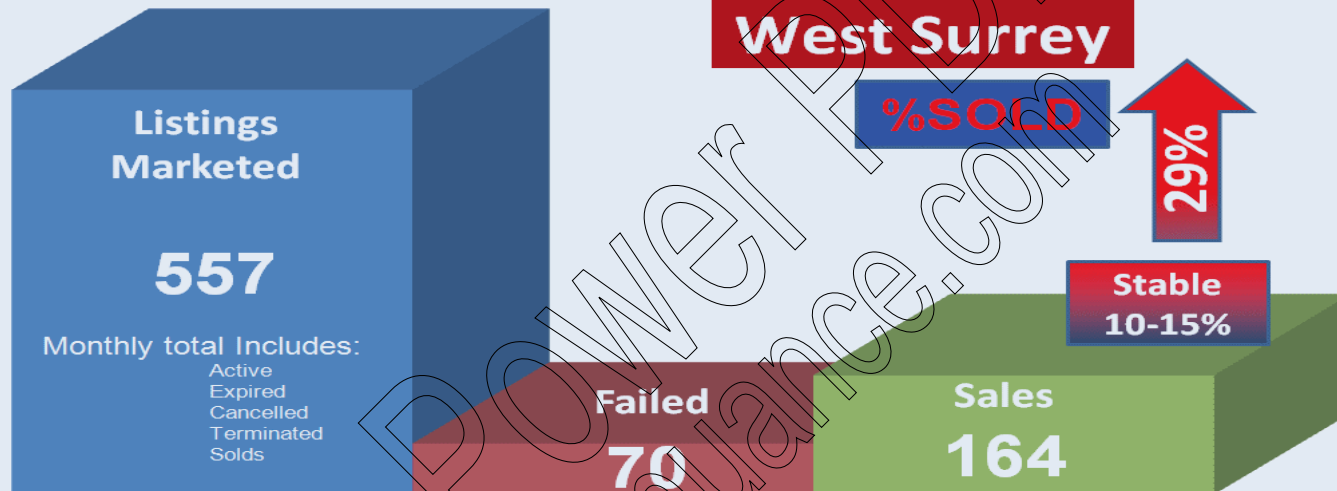
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Market Analysis and Forecasting Feb 1/16 West Surrey

Monthly Market Activity - Jan 2016 - Single Family



Feb 1 2016 West Surrey Market Update (Detached)

Current: West Surrey is in a Sellers Market with an average listing inventory, **29 %SOLD** rate and a 99% Sell/List Ratio. (This means that there is an average of a \$5,500 sales discount from the original list price)

Most Active Price Range: Homes between \$500,000-\$600,000 have **38.5 %SOLD** rate.

Least Active Price Range: Homes below \$300,000 have **5.9 % SOLD** rate.

History: The Surrey West Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$156,251.

The Surrey West Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$119,703.

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



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Market Analysis and Forecasting Feb 1/16 West Surrey

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

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$300,000	34	2	73	85%	-\$9,850	5.9%	↓
\$300,001-\$400,000	3	1	108	94%	-\$24,000	33.3%	↑
\$400,001-\$500,000	27	8	47	101%	\$5,360	29.6%	↑
\$500,001-\$600,000	78	30	24	100%	\$0	38.5%	↑
\$600,001-\$700,000	114	36	14	100%	\$0	31.6%	↑
\$700,001-\$800,000	96	38	25	100%	-\$2,150	39.6%	↑
\$800,001 and more	205	49	39	98%	-\$24,606	23.9%	↑
Total Activity	557	164	8	99%	-\$5,500	29%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Jan-15	Dec-15	Jan-16	2/1/2016	Change	
Total Listings** (A,S,T,C,X)	906	595	557		-38	↓
Active Listings (1st of the month)	755	421	294	323	29	↑
Solds	102	171	164		-7	↓
Days on Market (DOM)	41	22	8		-14	↓
%SOLD (Sales/ Listings /monthly rate)	11.3%	28.7%	29.4%		0.7%	↑
(Top 50%) Home Price Index HPIp	\$610,575	\$755,088	\$766,826		\$11,738	↑
(Lower 50%) Home Price Index HPIp	\$438,007	\$531,100	\$557,710		\$26,610	↑

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Market Analysis and Forecasting

Feb 1/16 West Surrey

What Sold in your Neighbourhood and for What Price?

West Surrey Sub areas Statistics - Jan 2016

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	11	1	90	101%	\$5,000	9.1%
Bolivar Heights	52	20	23	100%	-\$690	38.5%
Royal Heights	19	4	28	97%	-\$17,450	3.7%
Cedar Hills	52	15	36	99%	-\$10,000	10.7%
Whalley	54	16	28	99%	-\$7,850	14.8%
Queen Mary Park Surrey	60	12	53	98%	-\$17,500	15.1%
Bear Creek Green Timbers	83	31	31	100%	\$0	9.2%
West Newton	89	27	25	99%	-\$8,800	11.3%
East Newton	137	38	27	100%	-\$2,894	7.2%
Total Activity	557	164	8	99%	-\$5,500	29%

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Market Analysis and Forecasting

Feb 1/16 West Surrey

Next Months Market Forecast

Forecast: West Surrey has average Listing supply; 323 homes are for sale and with the **29 %SOLD** monthly rate gives us a ~4 months of inventory. Approximately 149 of these listings will not sell at this sell through rate. 3% of the active listings have reduced their price by \$28,174 on average or \$28,748 median in the last month. We project West Surrey to be a sellers market.

January's Real Estate Statistics show that major foreign investment help set even higher sell-through-rate records throughout the most of the Lower Mainland. It appears our Real Estate Markets are no longer dependent on local consumer confidence, but these off shore buyers see our Low 70-73 Cent Dollar making our Real Estate the World Bargain. Almost all the Vancouver and Fraser Valley Real Estate Markets increased in January month.; 73% of the Condos, 96% of the Townhouses and 100% of the Detached which increased \$12,578 in the Fraser Valley Cities and an all-time record \$66,254 in the Vancouver Cities. See the PROOF that Vancouver has had the Highest Return On Investment in cities throughout the World since 2000. [Click Here](#)

We forecast this surge of Off-shore buyers may stabilize with the Chinese New Year over and with some buyers affected with the volatility of [Chinese Stock Markets](#). We analyze and provide 98 individual City's Home Price Indexes to Supply You the Most Accurate Market Trends. Your Home is Your Investment .. do contact us for your own analysis and forecast.

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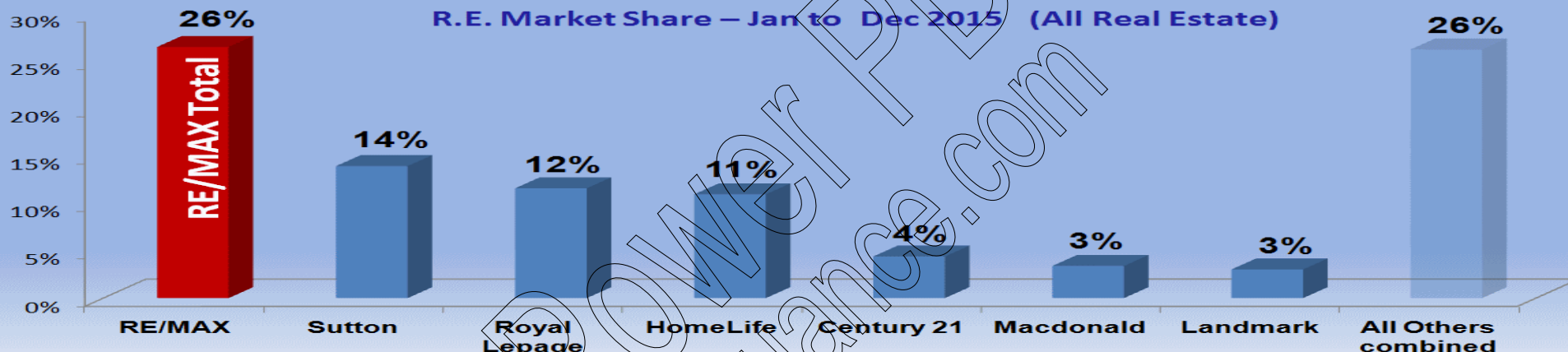
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Market Analysis and Forecasting Feb 1/16 West Surrey

the RE/MAX Market Share Reports

Fraser Valley and Chilliwack R.E. Boards
R.E. Market Share – Jan to Dec 2015 (All Real Estate)



RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand

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Feb 1/16 West Surrey

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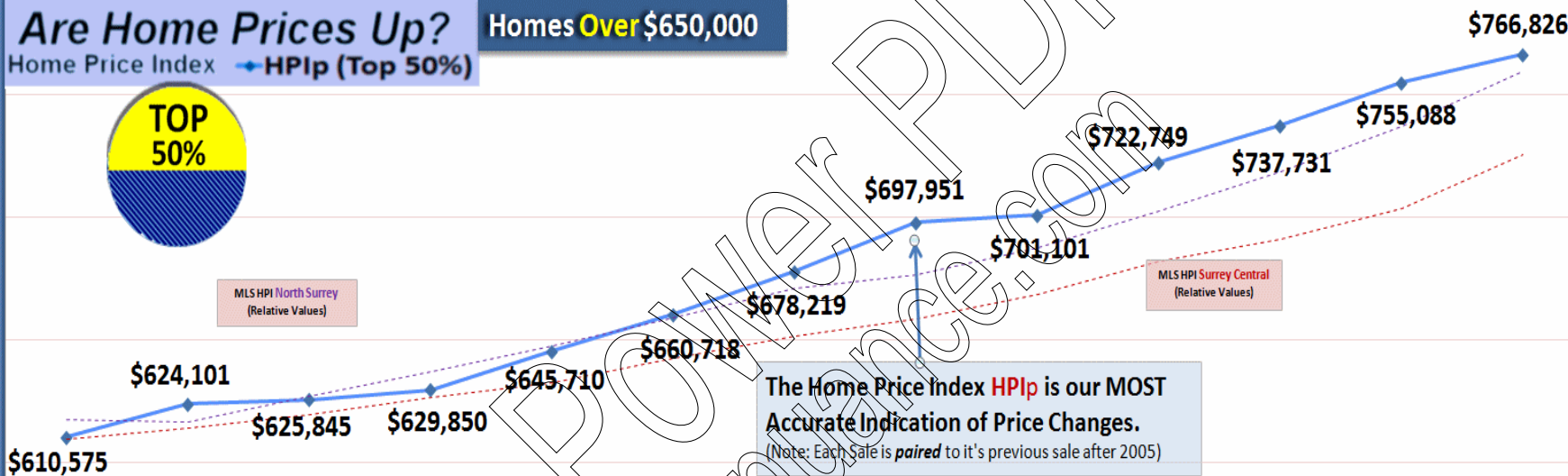
West Surrey

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

Are Home Prices Up?

Homes Over \$650,000

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)

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



Detached



Detached

TOP 50%

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



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

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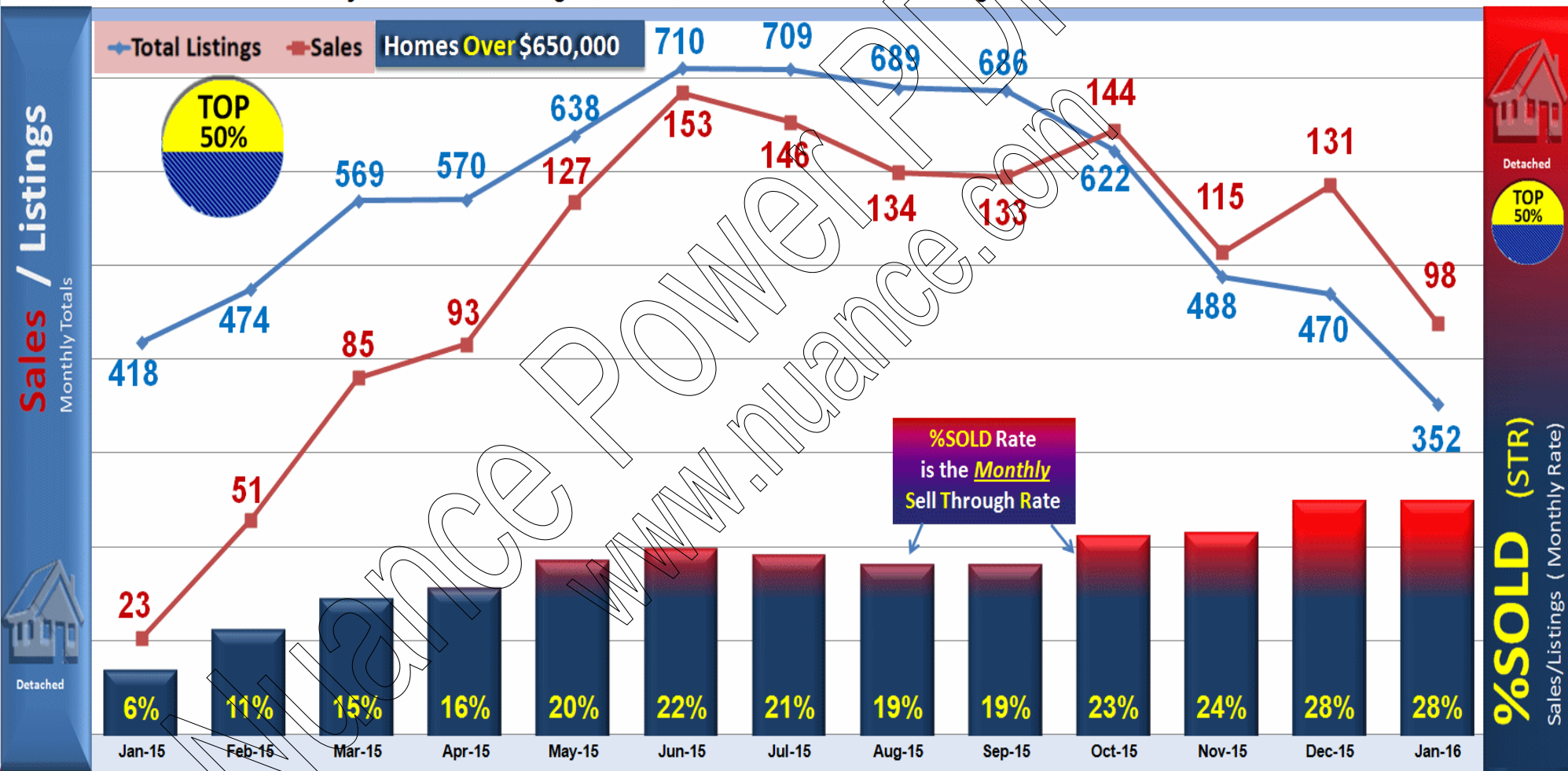
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Market Analysis and Forecasting

Feb 1/16 West Surrey

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



Sales / Listings
Monthly Totals



Detached

TOP 50%

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

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Market Analysis and Forecasting

Feb 1/16 West Surrey

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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)

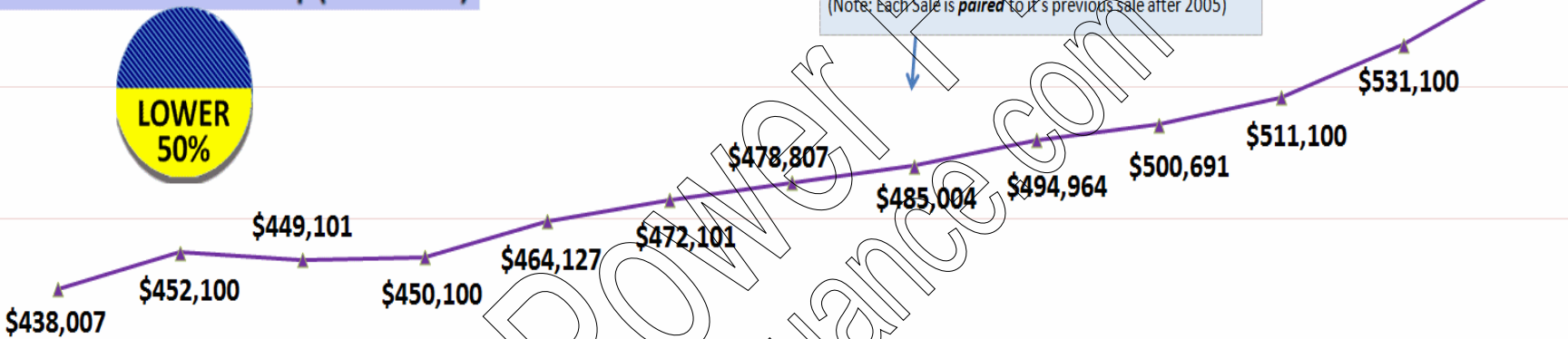
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$650,000

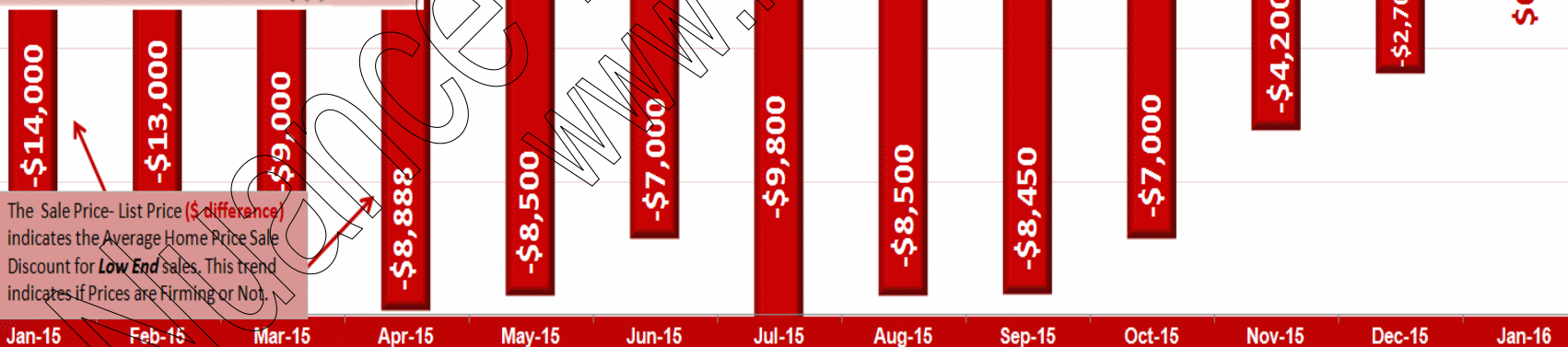
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Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.

Home Price Changes

(Home Price Index Paired sales from 2005)



Detached



Detached

LOWER 50%

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

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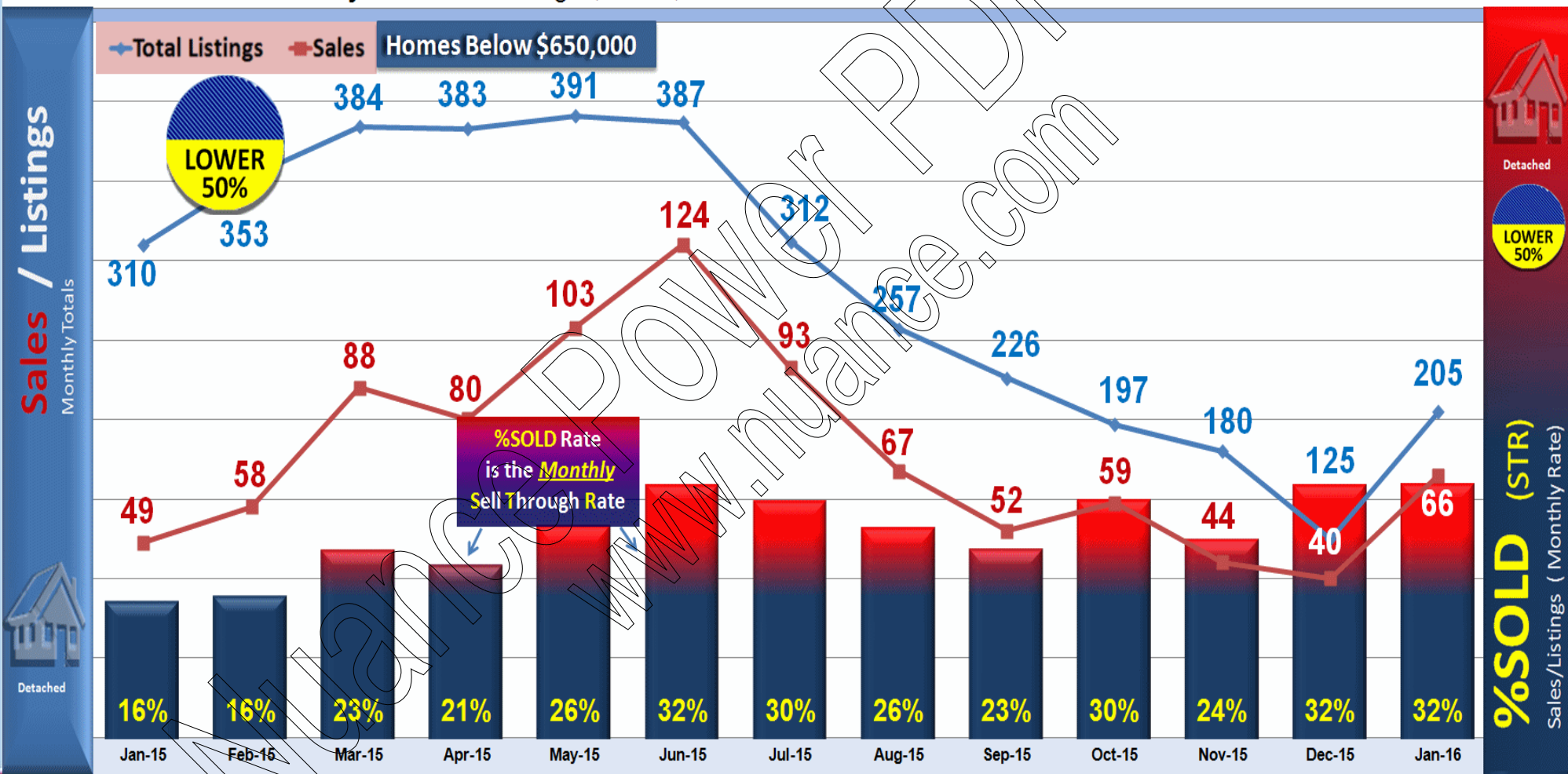
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Market Analysis and Forecasting

Feb 1/16 West Surrey

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



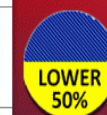
Sales / Listings
Monthly Totals



Detached



Detached



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

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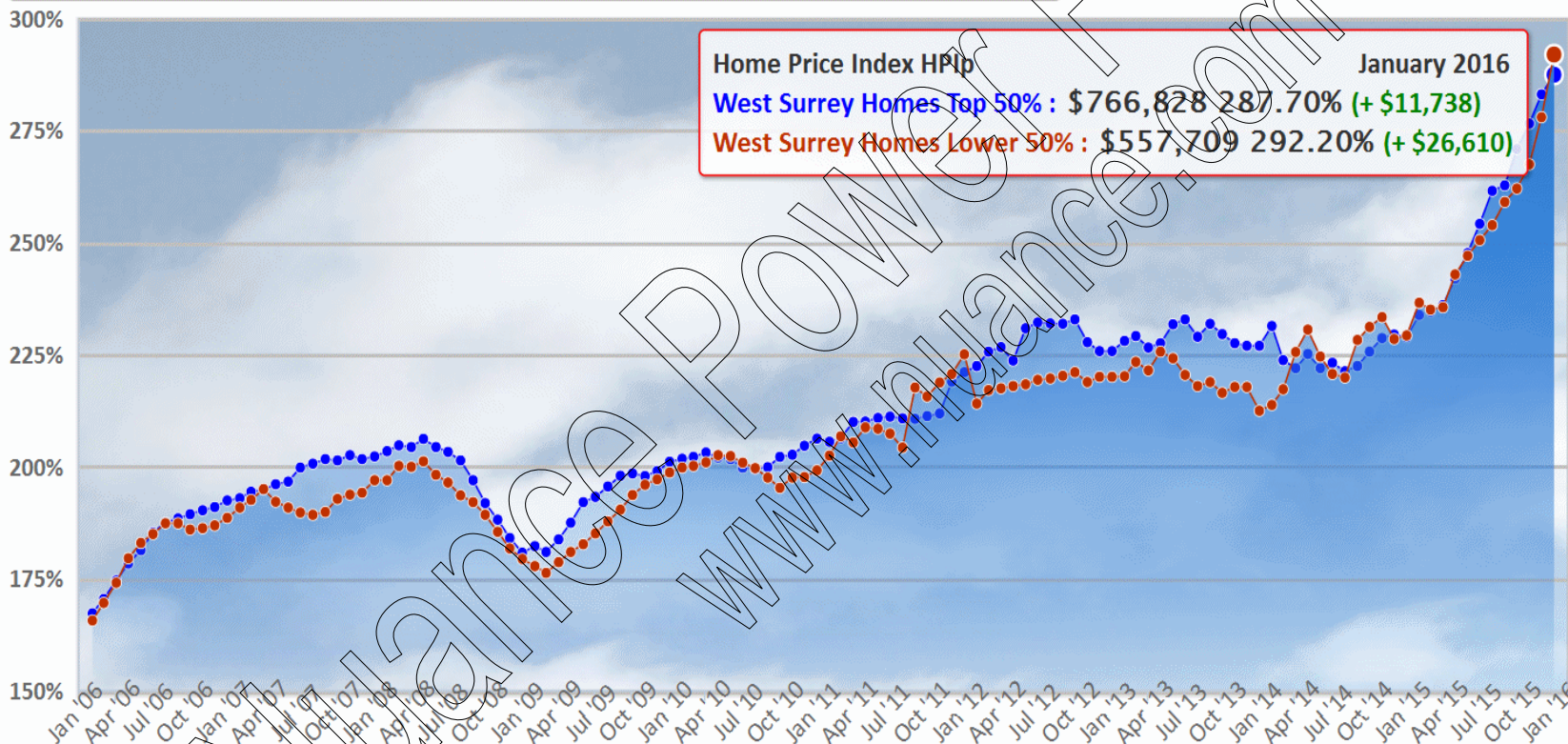
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Feb 1/16 West Surrey

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



Monthly Home values

Date	Value
Jan 2016	% 287.70
Dec 2015	% 283.30
Nov 2015	% 276.80
Oct 2015	% 271.10
Sep 2015	% 263.00
Aug 2015	% 261.80
Jul 2015	% 254.40
Jun 2015	% 247.90
May 2015	% 242.20
Apr 2015	% 236.30
Mar 2015	% 234.80
Feb 2015	% 234.10

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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale



Langley, Cloverdale Sub areas Statistics - Jan 2016						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	84	24	43	99%	-\$3,550	28.6%
Clayton	72	19	24	100%	-\$989	26.4%
Murrayville	28	9	14	99%	-\$3,000	32.1%
Salmon River	6	1	98	104%	\$9,160	16.7%
Brookswood Langley	0	0				0.0%
Aldergrove Langley	18	4	40	98%	-\$5,350	22.2%
Langley City	128	17	60	96%	-\$7,900	13.3%
Total Activity	336	74	15	98%	-\$3,550	22%

Langley, Cloverdale List Price Ranges Statistics - Jan 2016						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$200,000	95	14	54	96%	-\$5,450	14.7%
\$200,001-\$300,000	143	27	53	98%	-\$5,000	18.9%
\$300,001-\$400,000	59	18	18	100%	\$0	30.5%
\$400,001 and more	39	15	16	100%	\$0	38.5%
Total Activity	336	74	15	98%	-\$3,550	22%

Feb 1 2016 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **22 %SOLD** rate and a 98% Sell/List Ratio.

(This means that there is an average of a \$3,550 discount on a sale from the original list price)

Most Active Price Range: Attached homes above \$400,000 have **38.5 %SOLD** rate and is in a Sellers Market.

Least Active Price Range: Attached homes below \$200,000 have **14.7 %SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$19,128.

The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$1,862.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$32,959.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$19,702.

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

Forecast: The total Listing Inventories are 35% less than the same month in 2015. We project Langley, Cloverdale Attached to be a continued sellers market.

Monthly Changes Summary	Jan-15	Dec-15	Jan-16	2/1/2016	Change
Total Listings** (A,S,T,C,X)	514	368	336		-32
Active Listings	365	287	212	220	8
Solds	48	97	74		-23
Days on Market (DOM)	69	22	15		-7
%SOLD (Sales / Listings / monthly rate)	9%	26%	22%		-4%
Condos (Top 50%) Home Price Index HPIp	\$237,029	\$251,453	\$256,157		\$4,704
Condos (Lower 50%) Home Price Index HPIp	\$169,761	\$174,101	\$171,623		-\$2,478
Twnhs (Top 50%) Home Price Index HPIp	\$385,142	\$416,334	\$418,101		\$1,767
Twnhs (Lower 50%) Home Price Index HPIp	\$265,100	\$280,100	\$284,802		\$4,702

"I've always been the type of person to find a way to get things done. Maybe it's the optimist in me, but I always believe there's a solution to every problem and I don't give up easily. I consider myself a friend first and a REALTOR® second. I treat people like a neighbor, and I strive to provide them with all the information they need to make the best decision possible."

-Taya Dockstader

January's Real Estate Statistics show that major foreign investment help set even higher sell-through-rate records throughout the most of the Lower Mainland. It appears our Real Estate Markets are no longer dependent on local consumer confidence, but these off shore buyers see our Low 70-73 Cent Dollar making our Real Estate the World Bargain. Almost all the Vancouver and Fraser Valley Real Estate Markets increased in January month.; 73% of the Condos, 96% of the Townhouses and 100% of the Detached which increased \$12,578 in the Fraser Valley Cities and an all-time record \$66,254 in the Vancouver Cities. See the PROOF that Vancouver has had the Highest Return On Investment in cities throughout the World since 2000. [Click Here](#) We forecast this surge of Off-shore buyers may stabilize with the Chinese New Year over and with some buyers affected with the volatility of [Chinese Stock Markets](#). We analyze and provide 98 individual City's Home Price Indexes to Supply You the Most Accurate Market Trends. Your Home is Your Investment .. do contact us for your own analysis and forecast.

Analytical Methods: The Langley, Cloverdale 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 **Langley, Cloverdale HPIp Top 50%** representing the higher end sales and the **Langley, Cloverdale 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: RMXReports.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.

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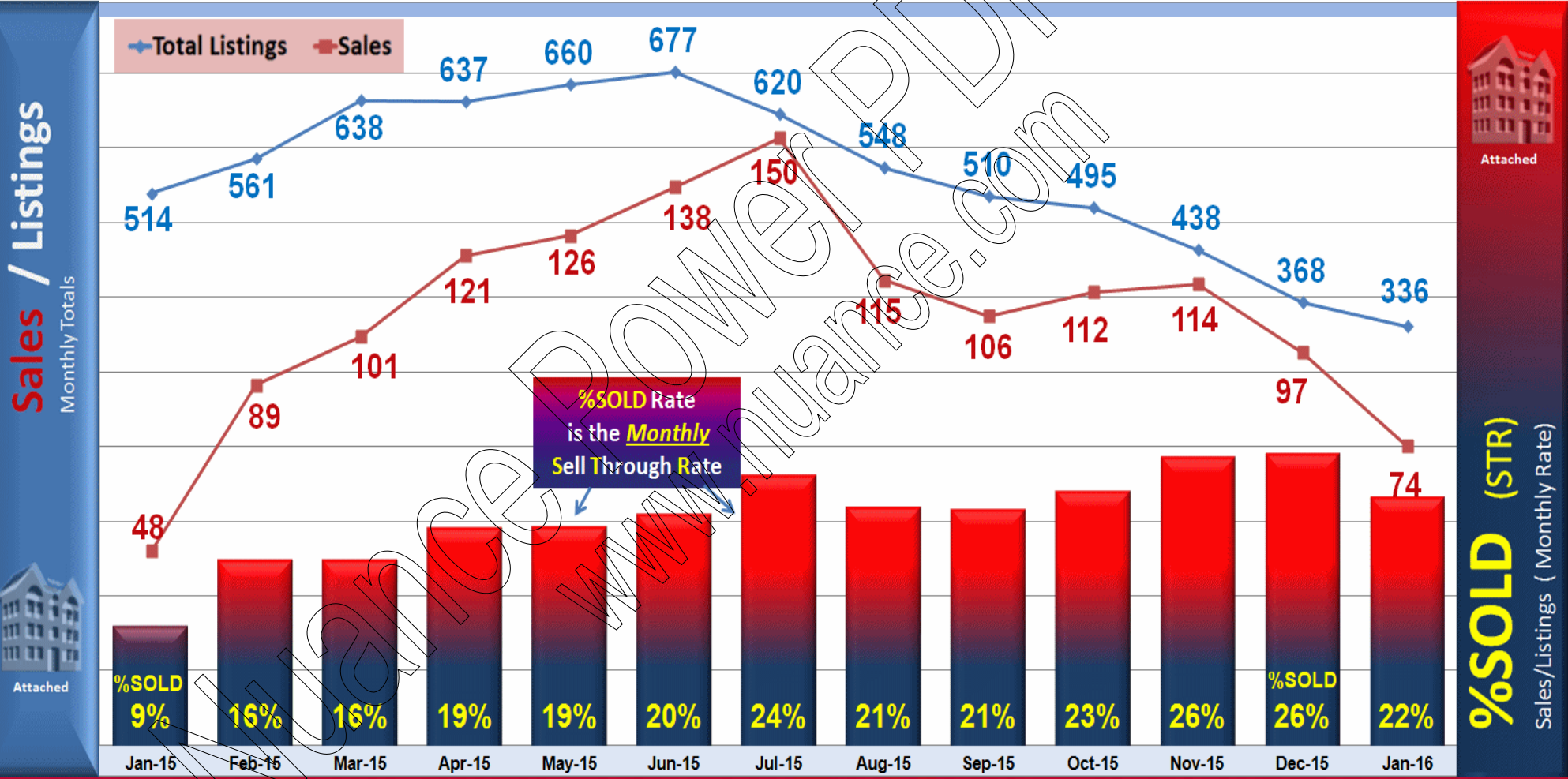
attached homes

Statistics, on the Web!



Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

Attached Langley, Cloverdale Total Listings **, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals



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



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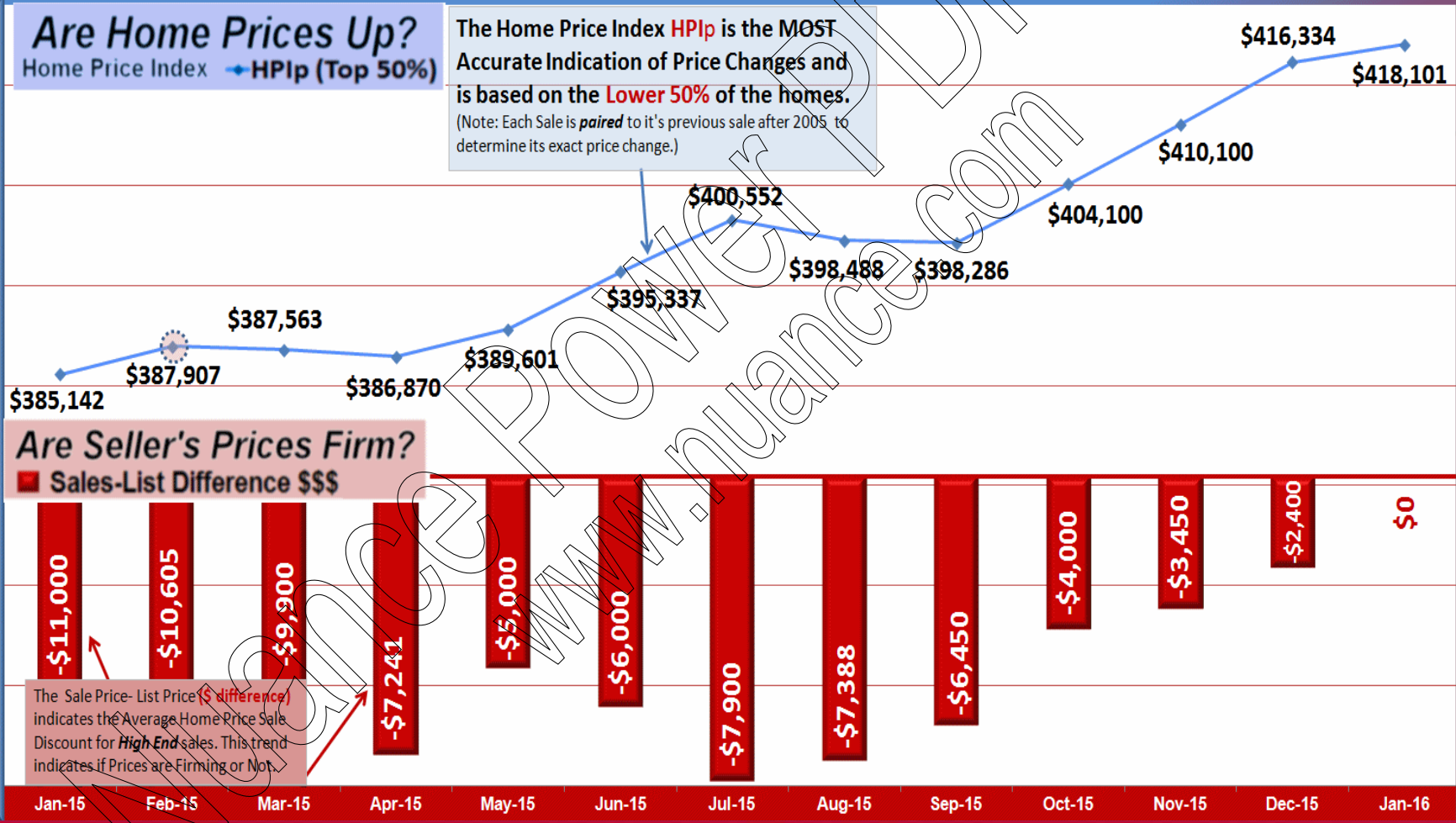
Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

Attached Langley, Cloverdale 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)



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



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Attached Langley, Cloverdale 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)

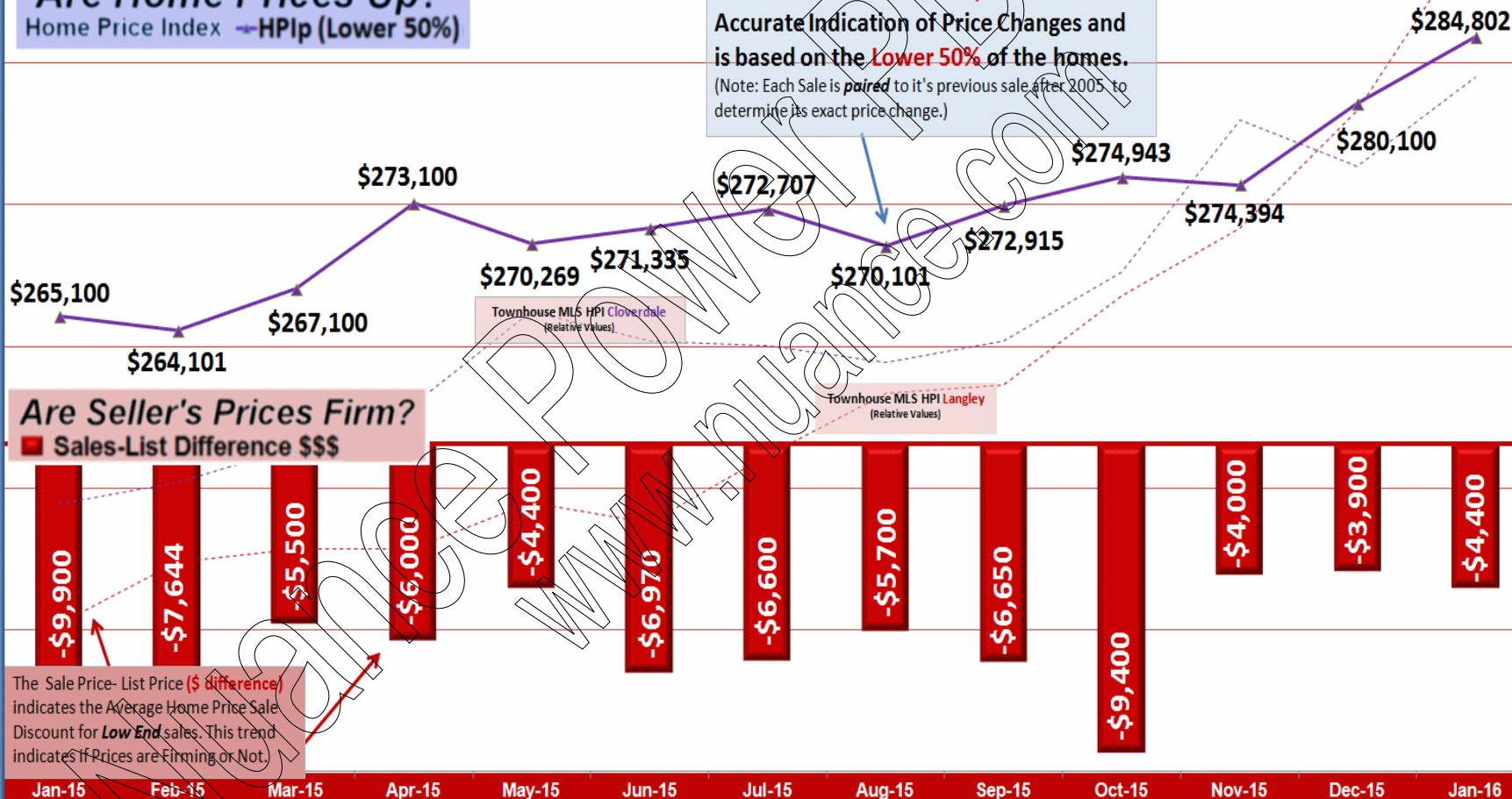
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is the 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 Seller's Prices Firm?

■ Sales-List Difference \$\$\$

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.



Townhouses

Sales Discount \$\$

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



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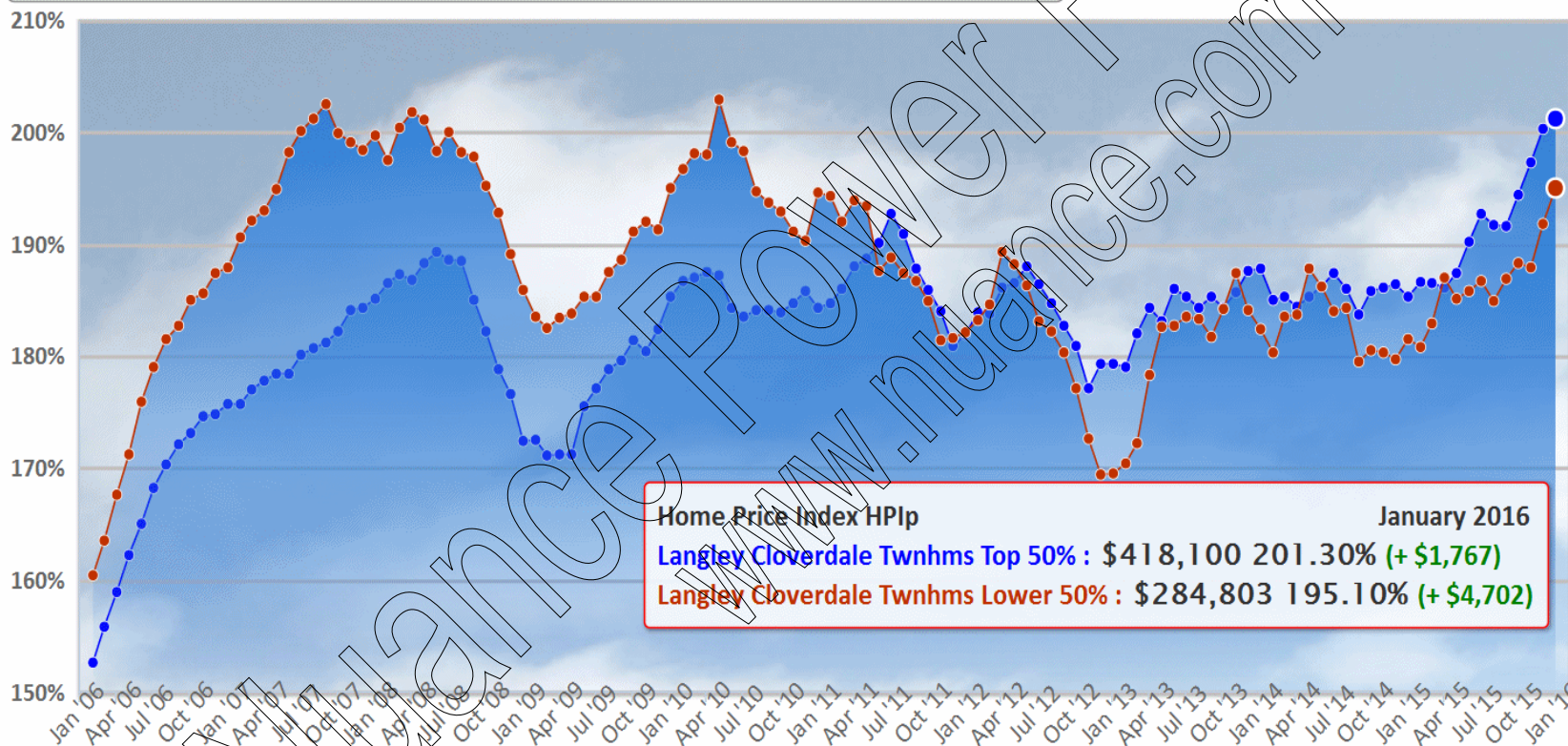
Market Analysis and Forecasting

Feb 1/16 Langley, Cloverdale

Powered by the Greater Vancouver Market Reports HPIp



Langley Cloverdale Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Langley Cloverdale Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Jan 2016	% 201.30
Dec 2015	% 200.40
Nov 2015	% 197.40
Oct 2015	% 194.50
Sep 2015	% 191.70
Aug 2015	% 191.80
Jul 2015	% 192.80
Jun 2015	% 190.30
May 2015	% 187.50
Apr 2015	% 186.20
Mar 2015	% 186.60
Feb 2015	% 186.70

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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

Attached Langley, Cloverdale 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



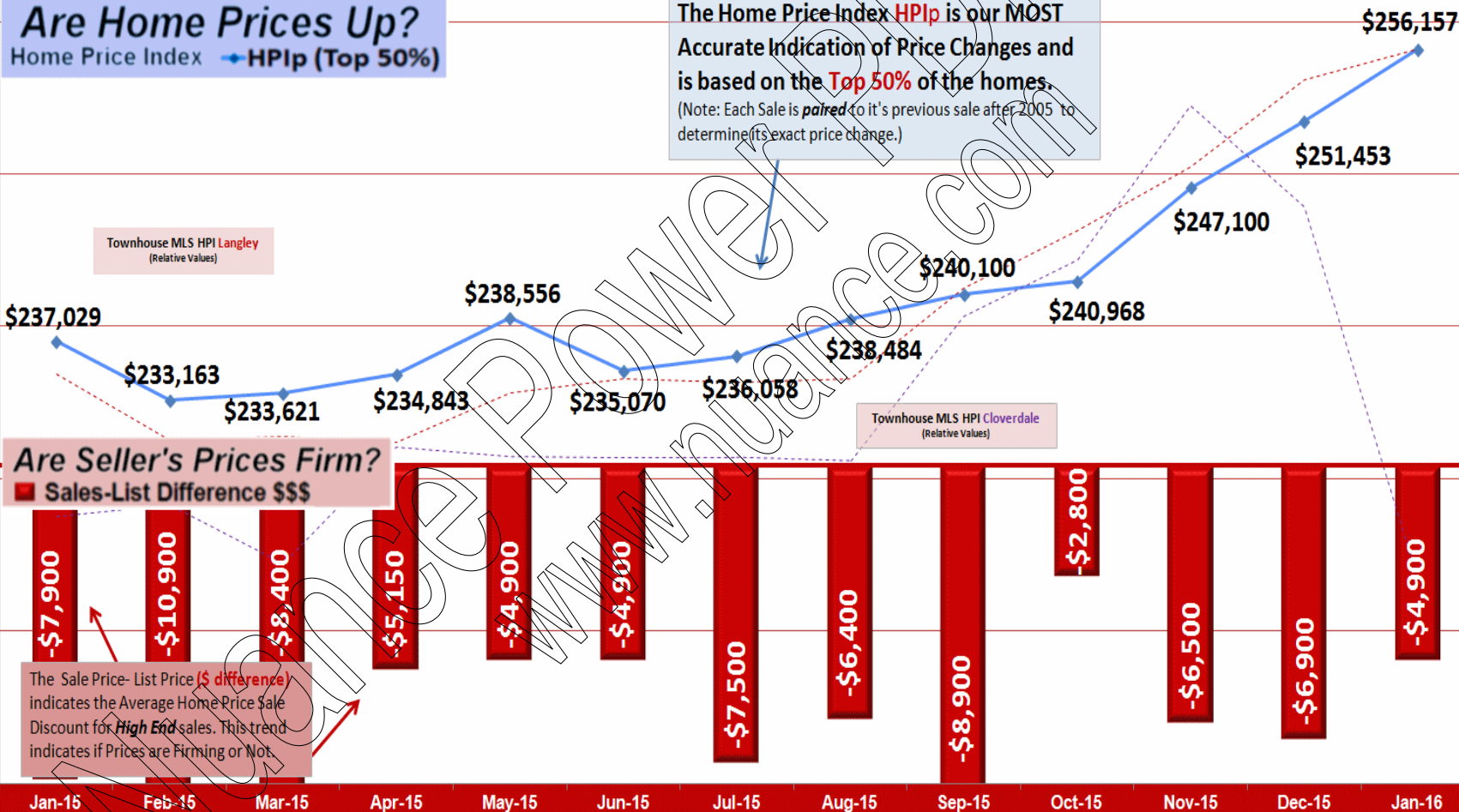
Condominiums

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

Are Home Prices Up?

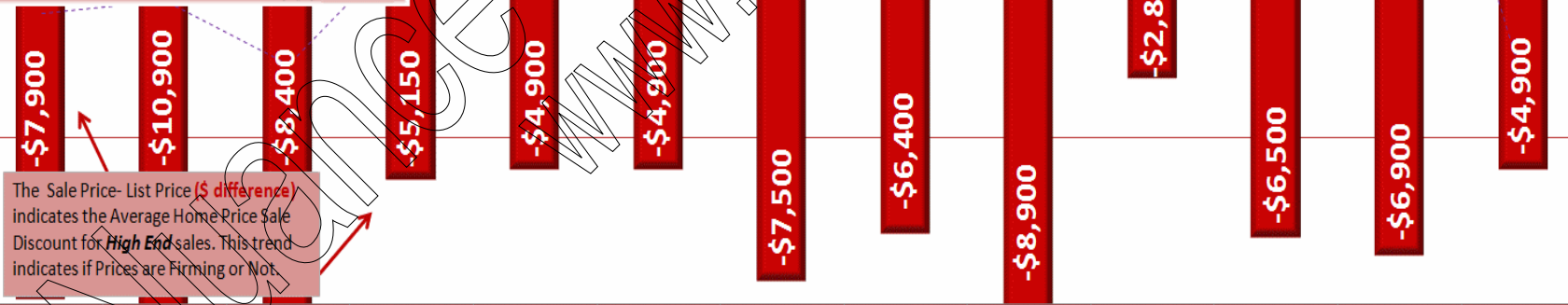
Home Price Index → HPIp (Top 50%)

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



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.

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Market Analysis and Forecasting Feb 1/16 Langley, Cloverdale

Attached Langley, Cloverdale 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

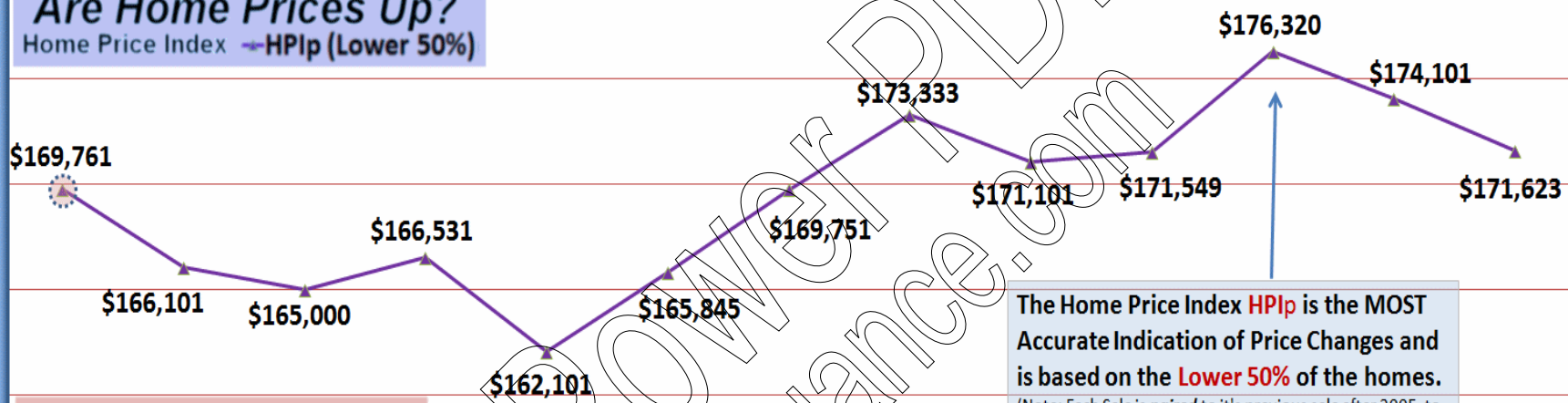
(Home Price Index Paired sales from 2005)



Condominiums

Are Home Prices Up?

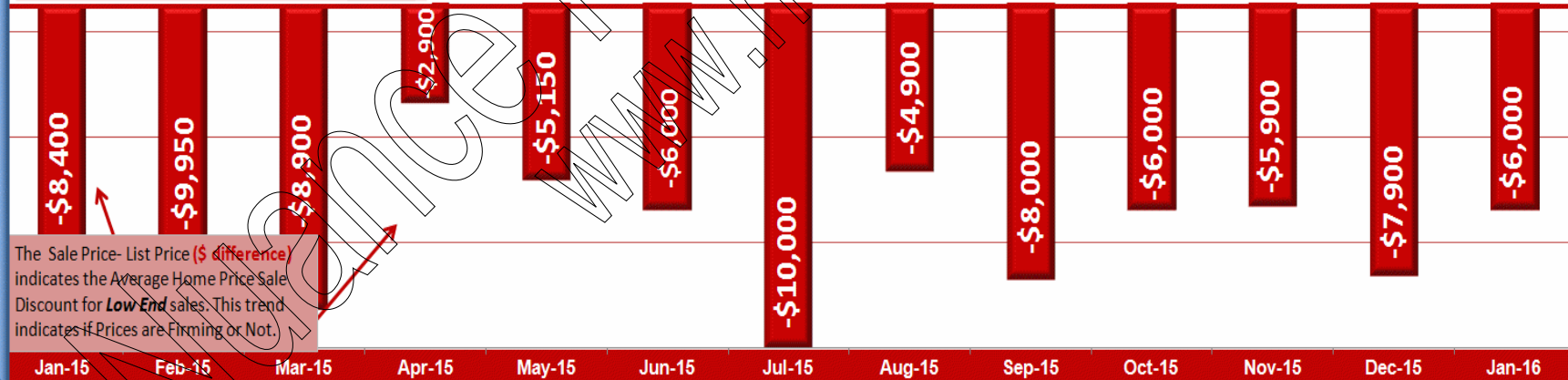
Home Price Index → HPIp (Lower 50%)



The Home Price Index HPIp 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.)

Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.



Condominiums

Sales Discount \$\$

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



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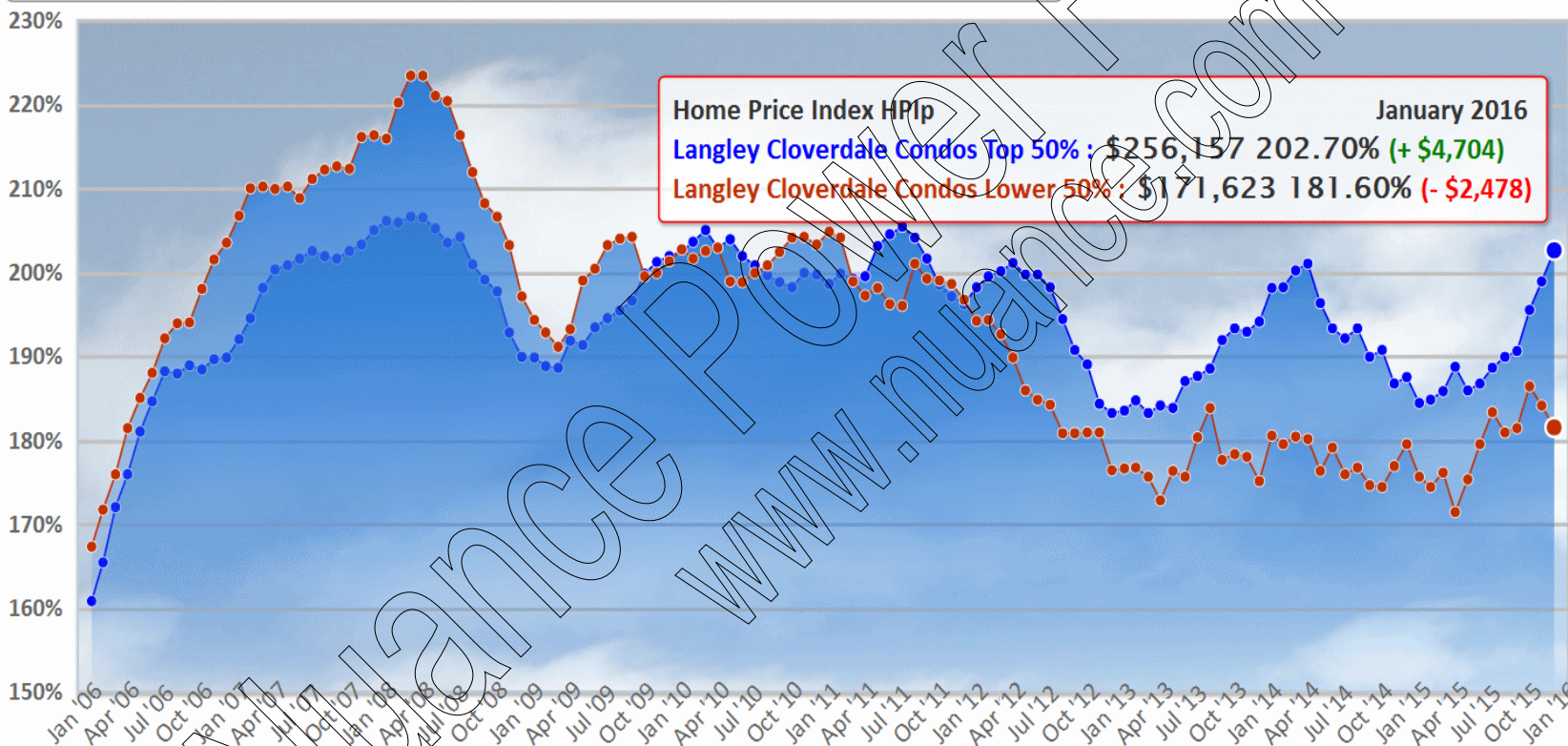


Market Analysis and Forecasting

Feb 1/16 Langley, Cloverdale

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Langley Cloverdale Condos Top 50% : HPIp Forecast+ Forecast-
 Langley Cloverdale Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Jan 2016	% 202.70
Dec 2015	% 199.00
Nov 2015	% 195.60
Oct 2015	% 190.70
Sep 2015	% 190.00
Aug 2015	% 188.70
Jul 2015	% 186.80
Jun 2015	% 186.00
May 2015	% 188.80
Apr 2015	% 185.90
Mar 2015	% 184.90
Feb 2015	% 184.50

<< < 1 2 3 > >>



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Market Analysis and Forecasting Feb 1/16 West Surrey

West Surrey Sub areas Statistics - Jan 2016						
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	4	0	88			0.0%
Bolivar Heights	14	4	58	96%	-\$12,400	28.6%
Royal Heights	0	0				0.0%
Cedar Hills	15	1	73	100%	\$200	6.7%
Whalley	318	33	72	96%	-\$9,900	10.4%
Queen Mary Park Sur	77	12	48	97%	-\$7,950	15.6%
Bear Creek Green Tii	18	3	103	97%	-\$8,000	16.7%
West Newton	153	24	60	98%	-\$7,450	15.7%
East Newton	114	11	60	99%	-\$6,000	9.6%
Total Activity	713	88	43	97%	-\$8,650	12%

West Surrey List Price Ranges Statistics - Jan 2016						
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$200,000	209	26	71	94%	-\$9,900	12.4%
\$200,001-\$300,000	306	26	64	97%	-\$8,650	8.5%
\$300,001-\$400,000	140	29	65	98%	-\$8,000	20.7%
\$400,001 and more	58	7	59	99%	-\$6,000	12.1%
Total Activity	713	88	43	97%	-\$8,650	12%

Monthly Changes Summary	Jan-15	Dec-15	Jan-16	2/1/2016	Change
Total Listings** (A,S,T,C,X)	889	743	713		-30
Active Listings (1st of the month)	728	638	470	548	78
Solds	71	87	88		1
Days on Market (DOM)	64	38	43		5
%SOLD (Sales/ Listings /monthly rate)	8.0%	11.7%	12.3%		0.6%
Condos (Top 50%) Home Price Index HPIp	\$225,101	\$234,806	\$232,008		-\$2,798
Condos (Lower 50%) Home Price Index HPIp	\$153,076	\$159,895	\$158,640		-\$1,255
Twnhs (Top 50%) Home Price Index HPIp	\$335,587	\$359,082	\$361,101		\$2,019
Twnhs (Lower 50%) Home Price Index HPIp	\$231,100	\$248,660	\$250,422		\$1,761

Feb 1 2016 **West Surrey Market Update** Attached Townhomes/ Condos

Current: West Surrey is a Stable Market with average listing inventory, a **12% SOLD** rate and a 97% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging \$8,650)

Most Active Price Range: Homes between \$300,000 - \$400,000 have **20.7% SOLD** rate.
Least Active Price Range: Homes between \$200,000 - \$300,000 have **8.5% SOLD** rate.

History: The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$6,907.
The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$5,564.
The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$25,514.
The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$19,322.

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

Forecast: Current months listing inventory is 20% less than the same month last year. The 88 sales were out paced by the 232 new listings thus increasing the listings supply next month.

January's Real Estate Statistics show that major foreign investment help set even higher sell-through-rate records throughout the most of the Lower Mainland. It appears our Real Estate Markets are no longer dependent on local consumer confidence, but these off shore buyers see our Low 70-73 Cent Dollar making our Real Estate the World Bargain. Almost all the Vancouver and Fraser Valley Real Estate Markets increased in January month.; 73% of the Condos, 96% of the Townhouses and 100% of the Detached which increased \$12,578 in the Fraser Valley Cities and an all-time record \$66,254 in the Vancouver Cities. See the PROOF that Vancouver has had the Highest Return On Investment in cities throughout the World since 2000. [Click Here](#) We forecast this surge of Off-shore buyers may stabilize with the Chinese New Year over and with some buyers affected with the volatility of [Chinese Stock Markets](#). We analyze and provide 98 individual City's Home Price Indexes to Supply You the Most Accurate Market Trends. Your Home is Your Investment .. do contact us for your own analysis and forecast.

Analytical Methods: The 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.

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Market Analysis and Forecasting

Feb 1/16 West Surrey

Attached Townhomes/ Condos West Surrey Total Listings, Sales, and %SOLD rates

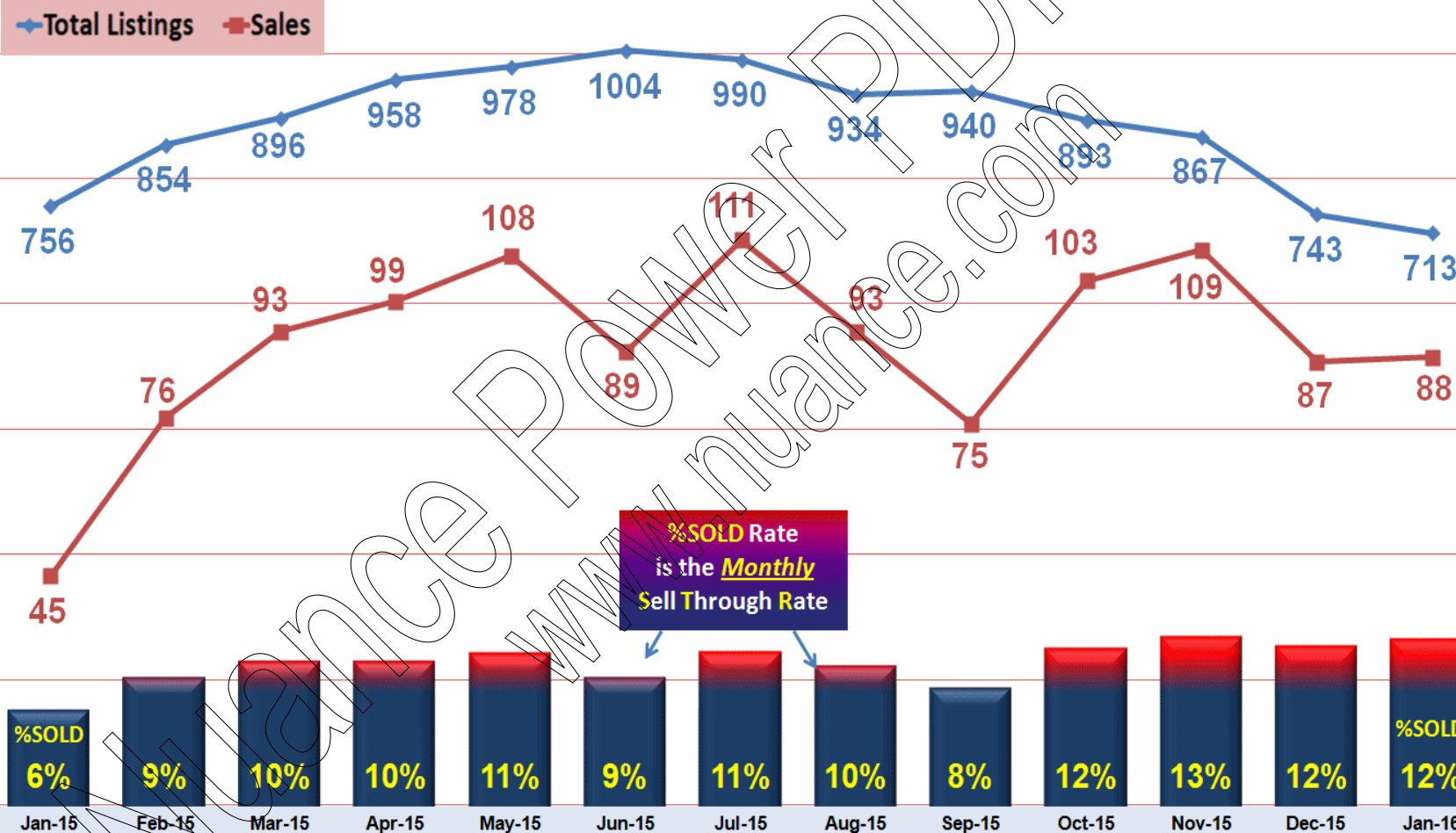
Sales / Listings

Monthly Totals



Attached

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



%SOLD Rate is the Monthly Sell Through Rate



Attached



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Market Analysis and Forecasting

Feb 1/16 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)

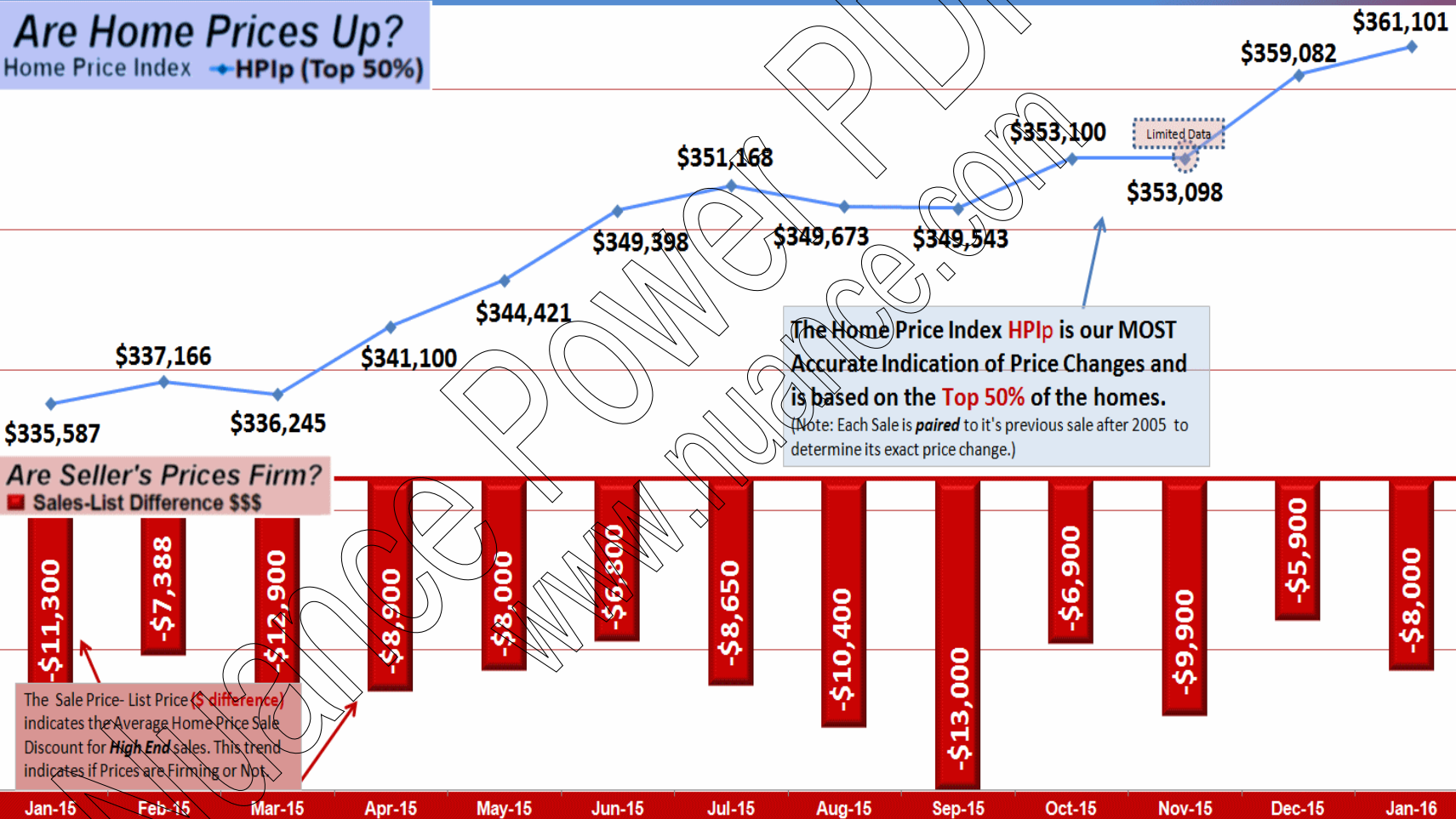
Home Price Changes
(Home Price Index Paired sales from 2005)

Townhouses

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

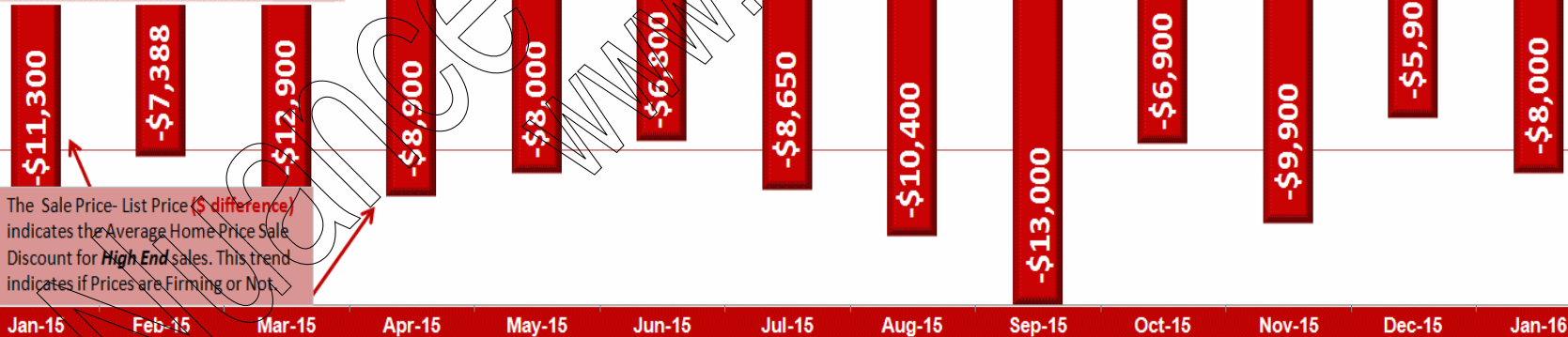
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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.

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 it's previous sale after 2005 to determine its exact price change.)

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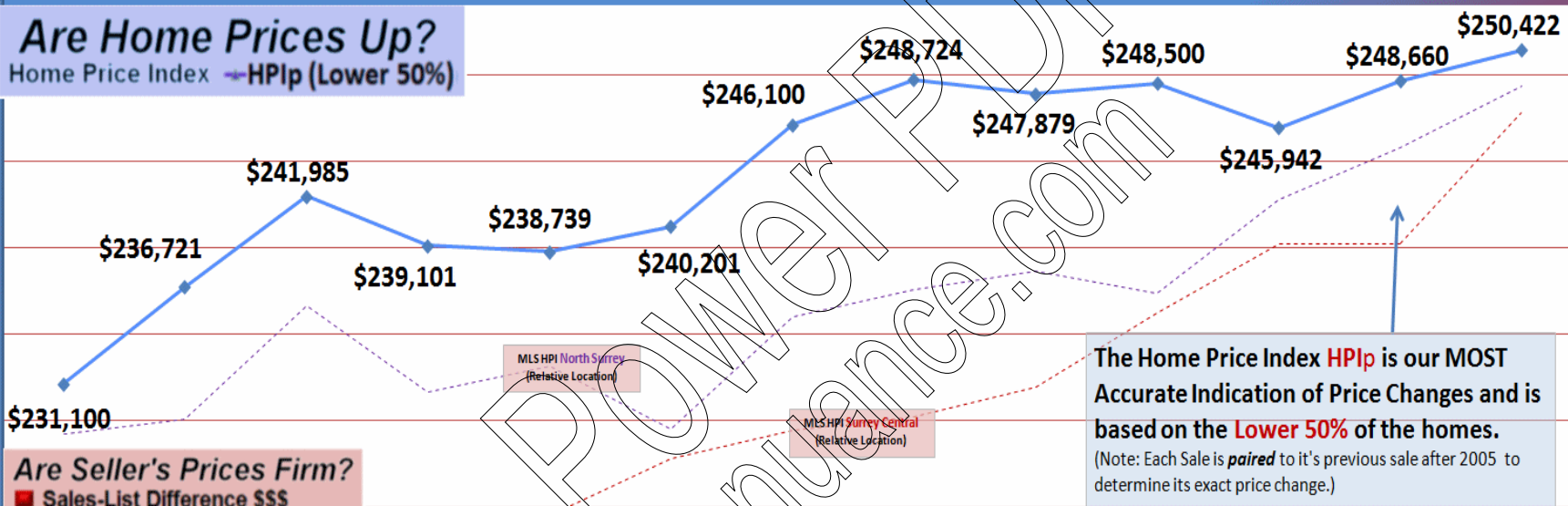
Market Analysis and Forecasting Feb 1/16 West Surrey

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)

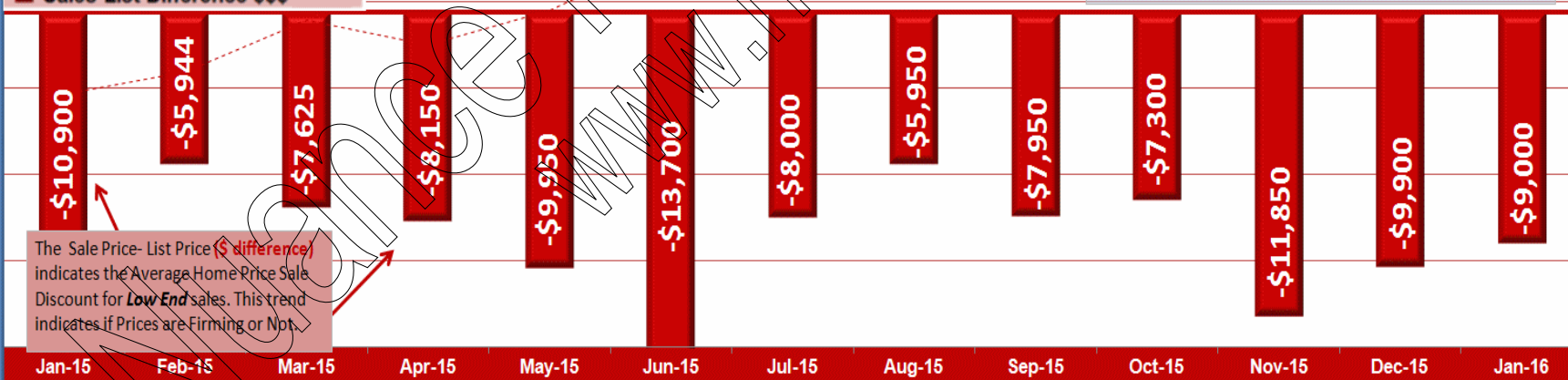
Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)



Are Seller's Prices Firm?

Sales-List Difference \$\$\$



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

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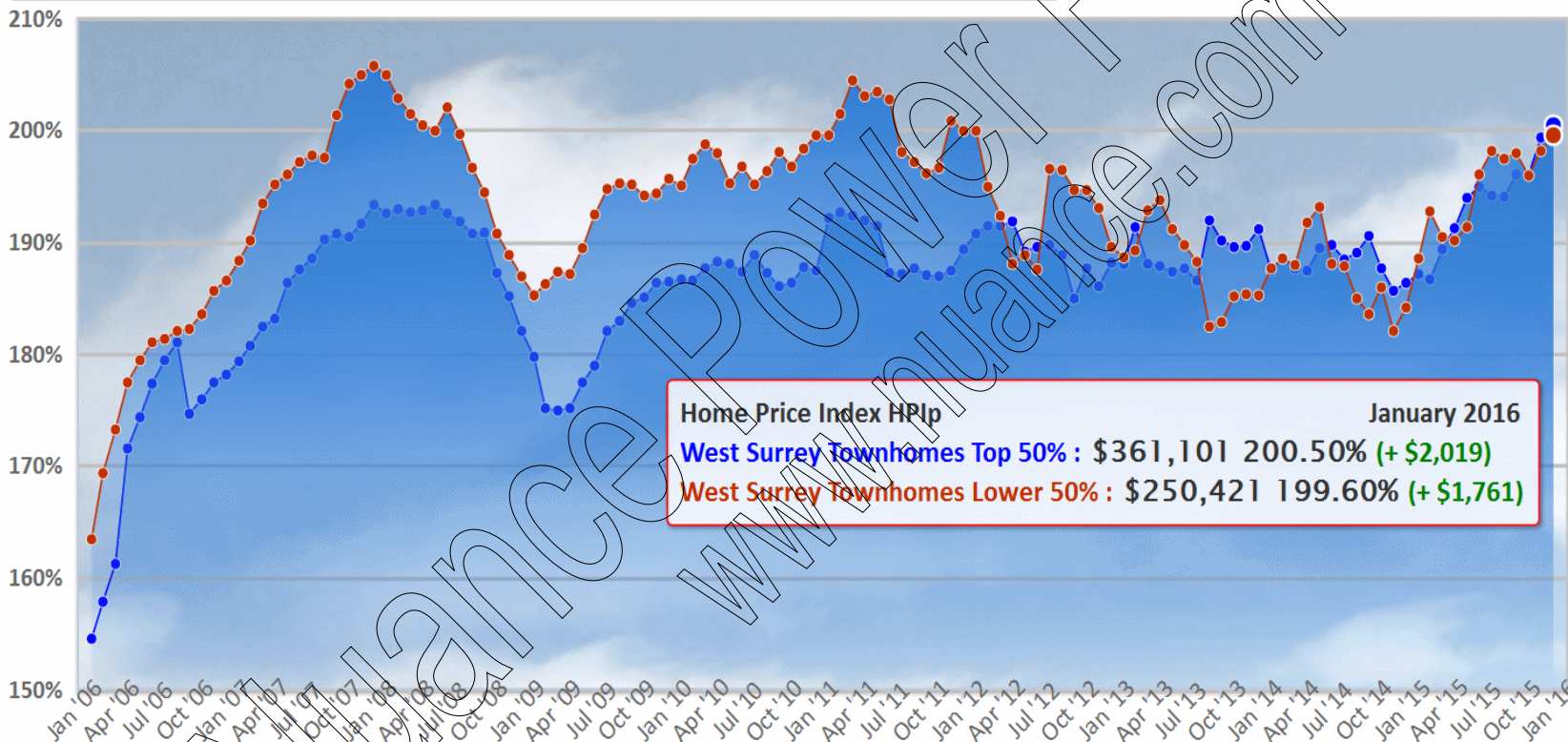
Market Analysis and Forecasting

Feb 1/16 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
Jan 2016	% 200.50
Dec 2015	% 199.40
Nov 2015	% 196.10
Oct 2015	% 196.10
Sep 2015	% 194.10
Aug 2015	% 194.20
Jul 2015	% 195.00
Jun 2015	% 194.00
May 2015	% 191.30
Apr 2015	% 189.40
Mar 2015	% 186.70
Feb 2015	% 187.20

<< < 1 2 3 > >>

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Market Analysis and Forecasting

Feb 1/16 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)



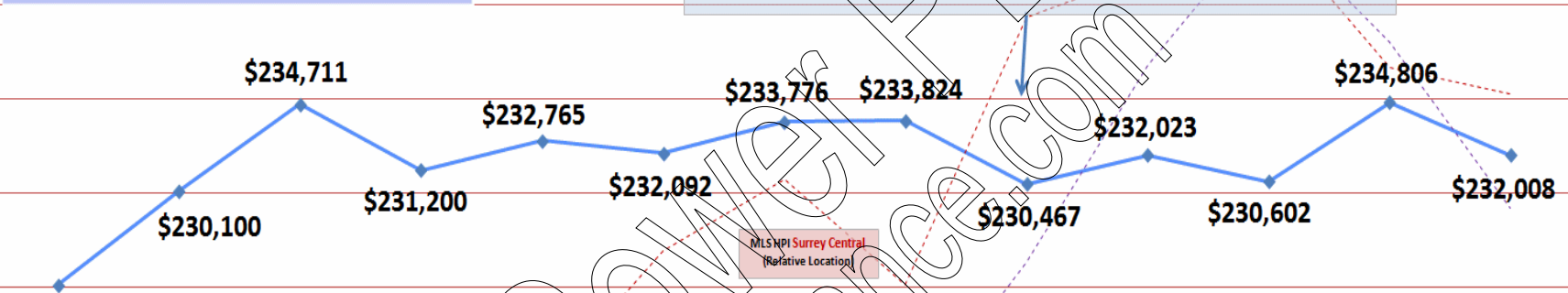
Condominiums

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

Are Home Prices Up?

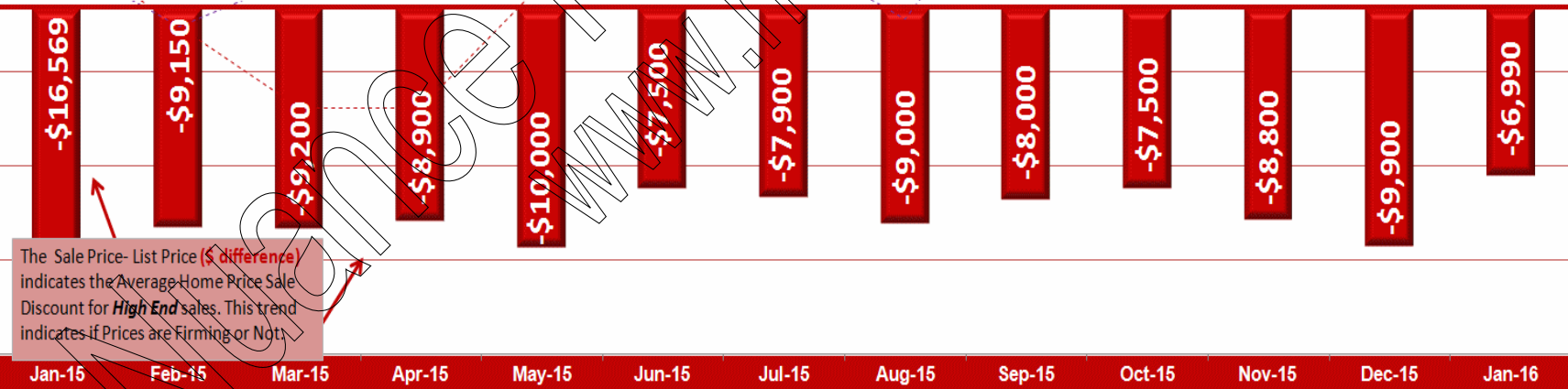
Home Price Index → HPIp (Top 50%)

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



Are Seller's Prices Firm?

■ Sales-List Difference \$\$\$



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.



Condominiums

* 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.

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Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting

Feb 1/16 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)



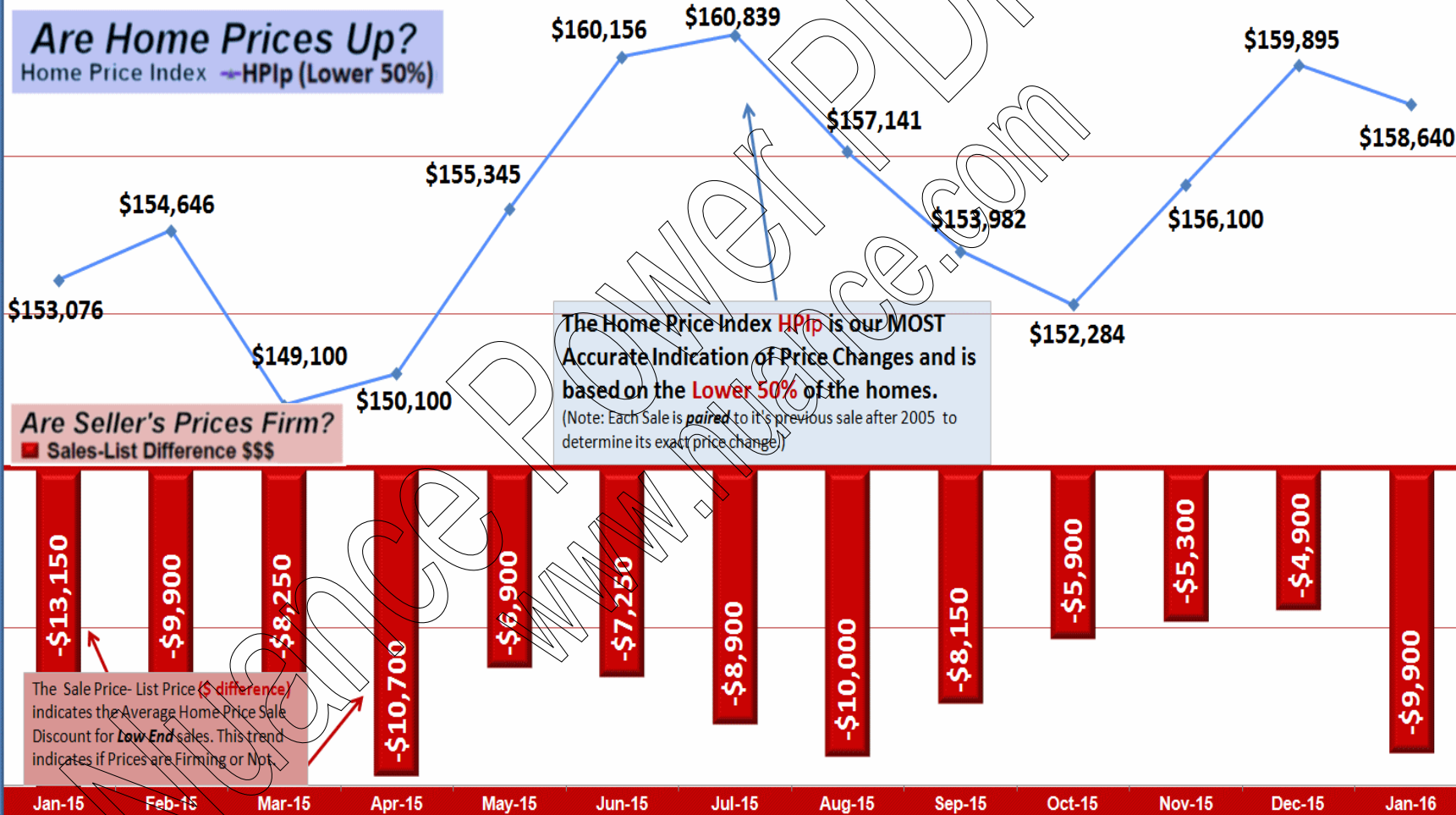
Townhouses



Townhouses

Sales Discount \$\$

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



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Vancouver Market Reports

Statistics, on the Web!

attached homes



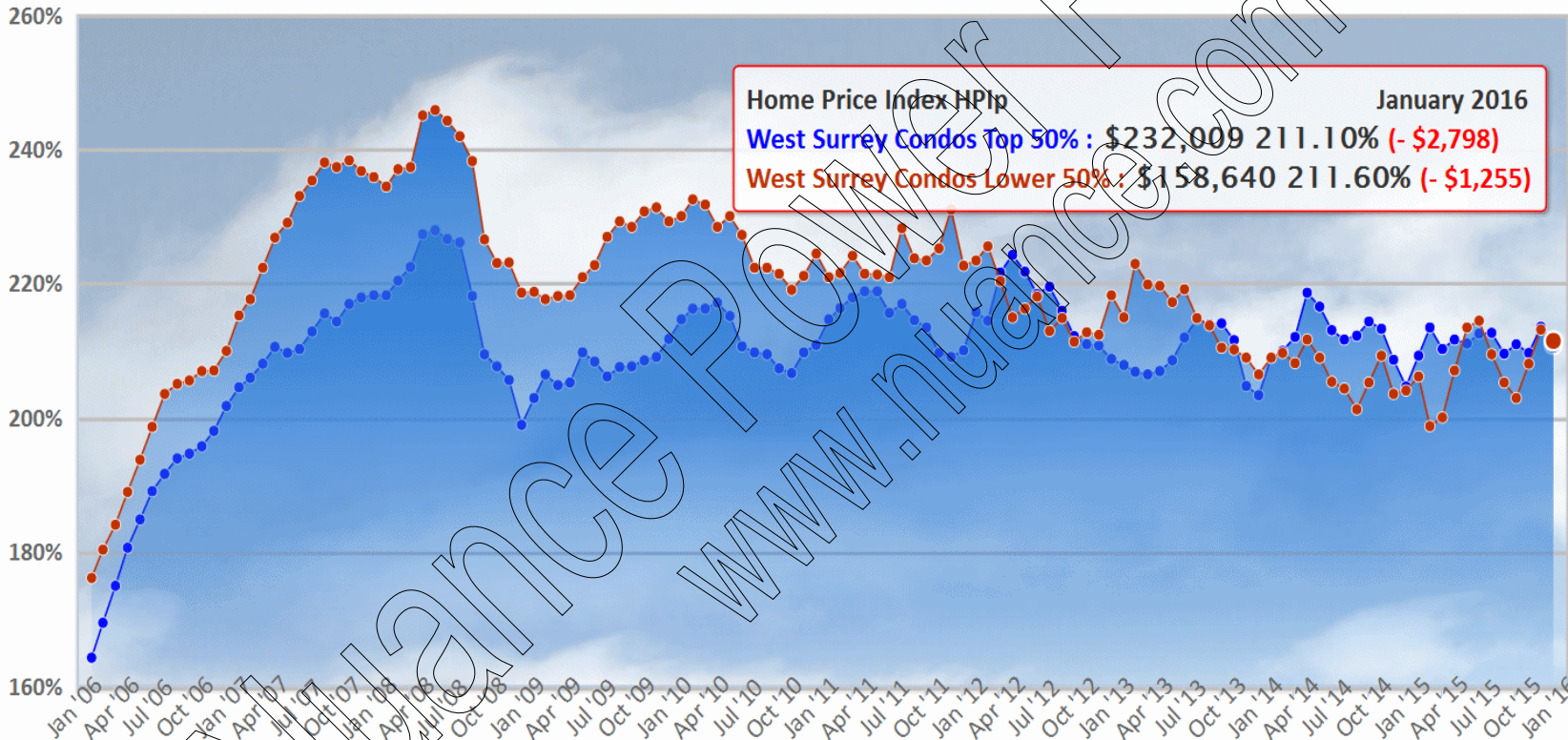
Market Analysis and Forecasting

Feb 1/16 West Surrey

Powered by the Greater Vancouver Market Reports HPI



West Surrey Condos Top 50% : HPI Forecast+ Forecast-
 West Surrey Condos Lower 50% : HPI Forecast+ Forecast-



Monthly Home values

Date	Value
Jan 2016	% 211.10
Dec 2015	% 213.70
Nov 2015	% 209.80
Oct 2015	% 211.10
Sep 2015	% 209.70
Aug 2015	% 212.80
Jul 2015	% 212.70
Jun 2015	% 211.20
May 2015	% 211.80
Apr 2015	% 210.40
Mar 2015	% 213.60
Feb 2015	% 209.40

<< < 1 2 3 > >>



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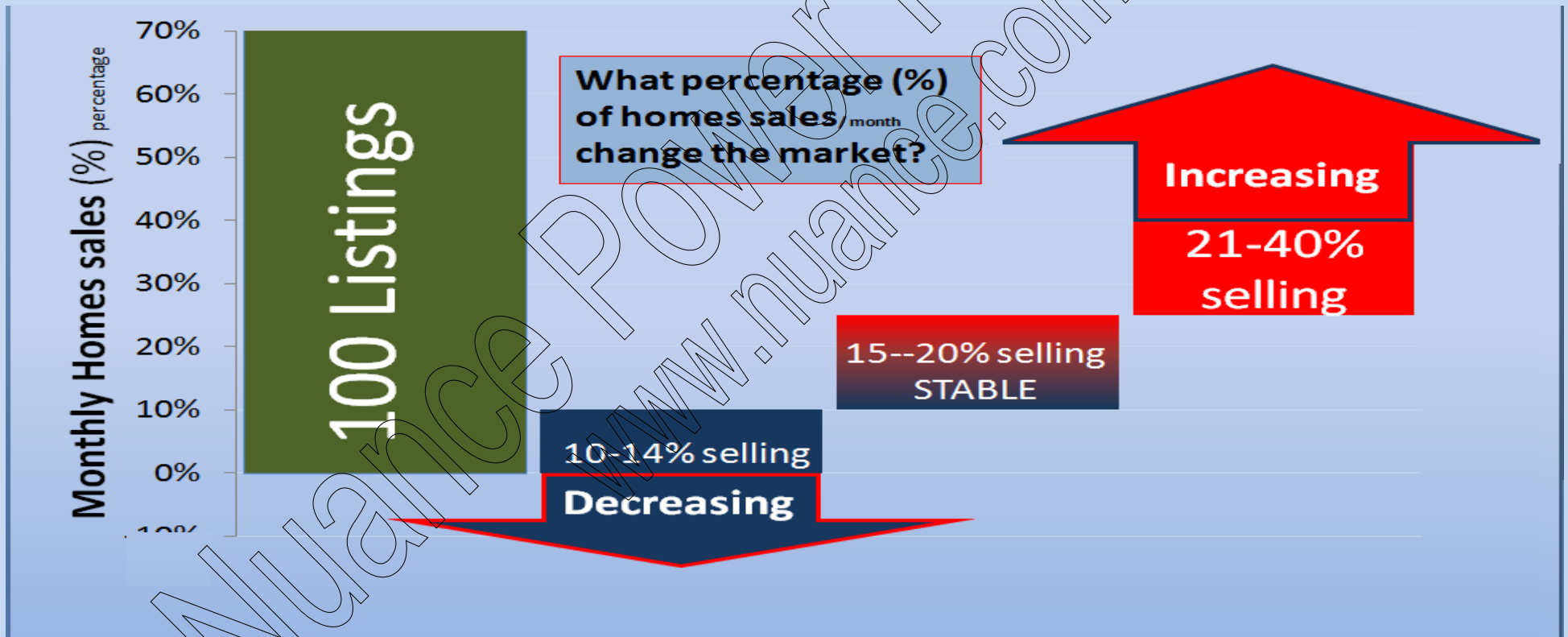
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Supply and Demand

How %SOLD Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates



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