

Market analysis and forecasting

Market analysis and forecasting

# RE/MAX Market Reports



## Advanced Marketing Tools





## Market analysis and forecasting June 1/12 White Rock & S. Surrey

### White Rock - South Surrey Sub areas Statistics - May 2012

Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Elgin Chantrell	168	16	8	93%	-\$108,444	9.5%
Sunnyside Park Surrey	97	8	37	95%	-\$42,000	8.2%
Crescent Bch Ocean Pk.	145	19	26	96%	-\$30,000	13.1%
White Rock	172	32	26	95%	-\$34,850	18.6%
King George Corridor	166	17	64	95%	-\$19,000	10.2%
Hazelmere	34	3	5	97%	-\$39,000	8.8%
Grandview Surrey	105	11	47	94%	-\$79,000	10.5%
Morgan Creek	103	12	53	97%	-\$36,650	11.7%
Pacific Douglas	113	17	27	93%	-\$58,311	15.0%
<b>Total Activity</b>	<b>1103</b>	<b>135</b>	<b>28</b>	<b>96%</b>	<b>-\$36,042</b>	<b>12%</b>

### White Rock - South Surrey List Price Ranges Statistics - May 2012

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
0-\$500,000	78	7	43	88%	-\$10,900	9.0%
\$500,001-\$600,000	48	9	8	98%	-\$10,650	18.8%
\$600,001-\$700,000	88	22	48	95%	-\$33,944	25.0%
\$700,001-\$800,000	172	18	32	96%	-\$31,500	10.5%
\$800,001-\$900,000	107	16	18	97%	-\$30,000	15.0%
\$900,001-\$1,000,000	72	14	42	94%	-\$54,830	19.4%
\$1,000,001-\$1,250,000	117	15	30	96%	-\$48,000	12.8%
\$1,250,001-\$1,500,000	126	14	45	92%	-\$113,900	11.1%
\$1,500,001-\$2,000,000	141	12	20	93%	-\$133,000	8.5%
\$2,000,001 and more	154	8	10	92%	-\$269,000	5.2%
<b>Total Activity</b>	<b>1,103</b>	<b>135</b>	<b>28</b>	<b>96%</b>	<b>-\$36,042</b>	<b>12%</b>

### June 1 2012 White Rock - South Surrey Market Update (Detached)

**Current:** White Rock South Surrey is a buyers market with record listing inventories, a low **12 %SOLD** rate and a 96% Sell/List Ratio. (This means that there is an average of a \$36,042 discount on a sale from the original list price)

**Most Active Price Range:** Homes between \$600,000 and \$700,000 have **25 %SOLD** rate and may push this price range higher. Home sales have average discounts of \$33,944.

**Least Active Price Range:** Homes over \$2 million have a LOW **5.2 %SOLD** (= 5 sales of 100 listings/ month) with an average sales discount of \$269,000 from their original list price.

**History:** The White Rock South Surrey RMR Home Price Index\* shows a 17% increase in just the 7 months from Jan - Aug 2011. This \$121,689 increase brought the home Price Index to \$870,074.

Year-To-Date the Home Price Index\* has increased \$28,781.

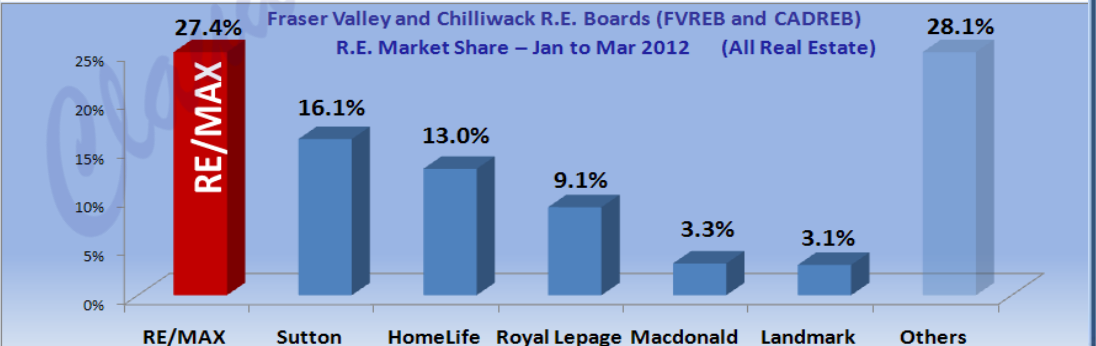
**Forecast:** Record Active Listing Inventory (~24% higher than May 2011) has increased 8% in May. The new listings exceeded the sales last month meaning that we are seeing listing levels really increase. This will continue to be a buyers market for the next month or more. The Chinese New Year did not bring the many buyers we saw in 2011.

NOTE\*: The RMR HPI is calculated from all home sales averaged & adjusted for finished square footage, age and lot size. This HPI excludes duplexes and homes on acreage sales. For a more accurate price change for your home do

### Monthly Changes Summary

	Apr-12	May-12	6/1/2012	Change
Total Listings (A,S,T,C,X)	1024	1103		79 ↑
Active Listings	748	783	835	52 ↑
Solds	117	135		18 ↑
DOM	22	28		6 ↑
Sold-List % Price Difference	97%	96%		-1% ↓
Sold-List \$ Price Difference	-\$24,800	-\$36,042		-\$11,242 ↓
Home Price Index*	\$825,294	\$836,237		\$10,944 ↑
%SOLD (Sales/ Listings /mnlthly rate)	11%	12%		1% ↑

### the RE/MAX Market Share 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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

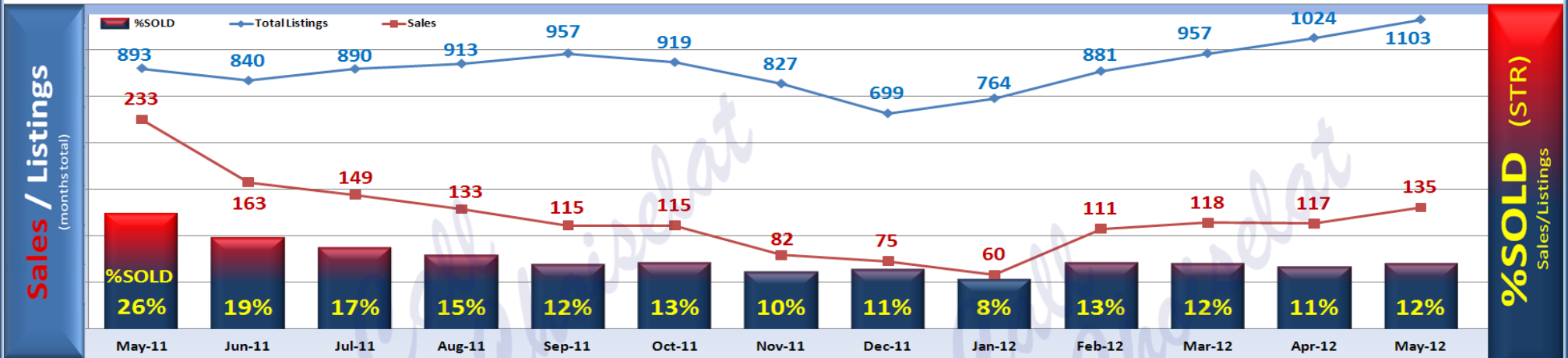
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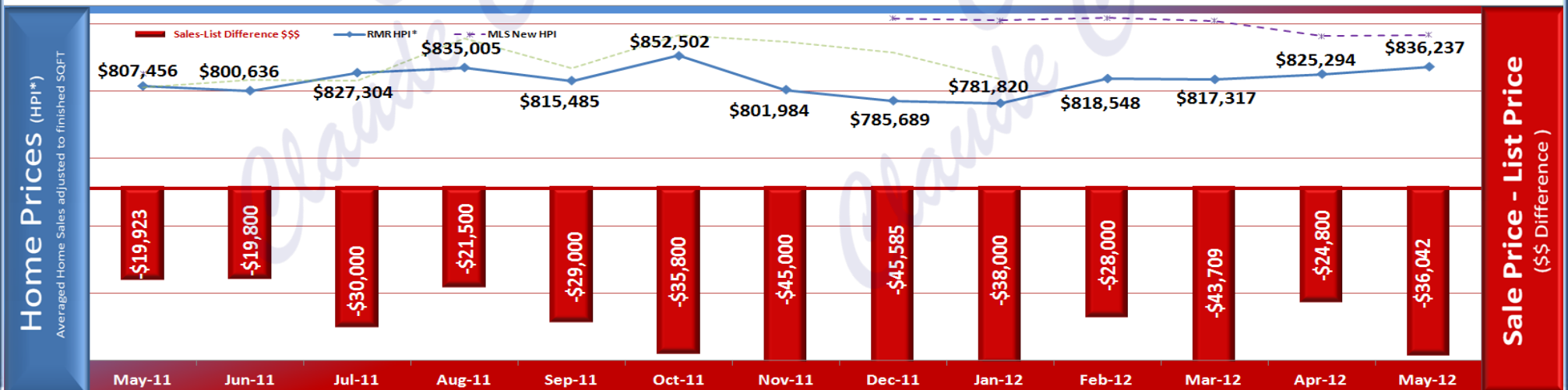


Market analysis and forecasting June 1 /12 White Rock & S. Surrey

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



Detached White Rock - South Surrey Home Price Index (HPI)\*, Sale Price-List Price \$ Difference (sold for less \$ than their original list price)



\*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.

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## Market analysis and forecasting

June 1 /12

North Delta

### N. Delta Sub areas Statistics - May 2012

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Annieville	67	17	18	98%	-\$14,888	25.4%
Nordel	83	14	14	97%	-\$15,150	16.9%
Scottsdale	57	12	18	98%	-\$9,000	21.1%
Sunshine Hills Woods	69	17	27	96%	-\$25,000	24.6%
<b>Total Activity</b>	<b>276</b>	<b>60</b>	<b>16</b>	<b>98%</b>	<b>-\$10,650</b>	<b>22%</b>

### N. Delta List Price Ranges Statistics - May 2012

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$500,000	54	18	12	97%	-\$14,950	33.3% ↑
\$500,001-\$600,000	106	27	17	98%	-\$11,300	25.5% ↑
\$600,001-\$700,000	54	12	47	96%	-\$24,900	22.2% ↑
\$700,001 and more	62	3	40	97%	-\$30,800	4.8%
<b>Total Activity</b>	<b>276</b>	<b>60</b>	<b>16</b>	<b>98%</b>	<b>-\$10,650</b>	<b>22%</b> ↑

### June 1 2012 N. Delta Market Update (Detached)

**Current:** N. Delta is a sellers market with **22 %SOLD** rate and a 98% Sell/List Ratio. (This means that there is an average of a \$10,650 sales discount from the original list price)

**Most Active Price Range:** Homes below \$500,000 have a **33.3 %SOLD** rate pushing prices higher. Home sales have averaged discounts of \$14,950 and 12 days on the market.

**Least Active Price Range:** Homes over \$700,000 have a **LOW 4.8 %SOLD** rate (=5 sales of 100 listings/ month) with an average sales discount of \$30,800 from their original list price and 40 days on the market.

**History:** The Home Price Index\* (HPI) shows that average N.Delta homes had a strong price increase of 7% from Jan-July 2011. This \$33,670 increase brought the RMR Home Price Index\* to \$525,452. Year-To-Date the RMR Home Price Index\* has increased \$7,728 to \$524,369.

**Forecast:** May's total Listing Inventory is 18% higher than the same month YTD. New listings exceeded the sales by 33 last month meaning that we would see listing levels increase next month and with diminishing buyers trend will convert this community into a stable market.

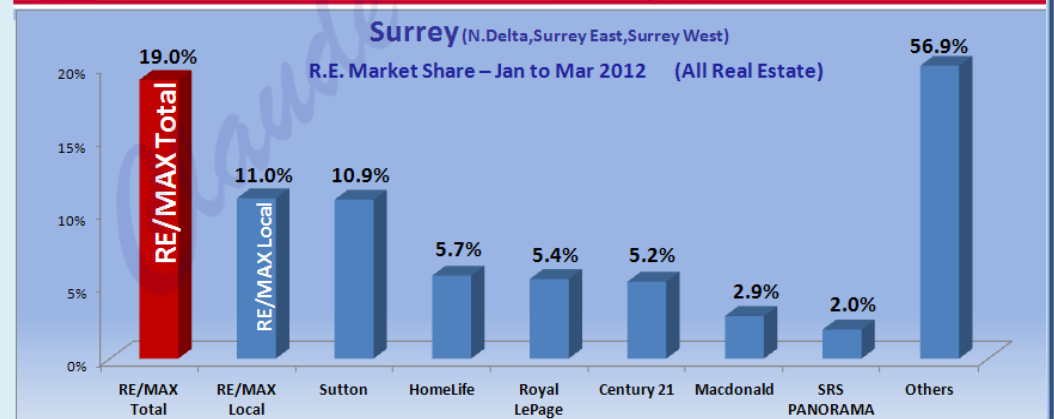
Note\*: HPI is all the detached home sales averaged & adjusted for finished sqft, age & lot sqft. (This HPI excludes the mobile homes and the house and acreage sales.)

For a more accurate price change for your home request a Comparative Market Analysis.

### Monthly Changes Summary

	Apr-12	May-12	6/1/2012	Change
Total Listings** (A,S,T,C,X)	259	276		17 ↑
Active Listings (1st of the month)	165	183	199	16 ↑
Solds	56	60		4 ↑
Days on Market (DOM)	20	16		-4 ↓
Sold-List Price % Difference	98%	98%		0%
Sold-List Price \$ Difference	-\$8,900	-\$10,650		-\$1,750 ↑
Home Price Index*	\$521,847	\$524,369		\$2,521 ↑
%SOLD (Sales/ Listings /mthly rate)	22%	22%		0%

### the RE/MAX Market Share 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. Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

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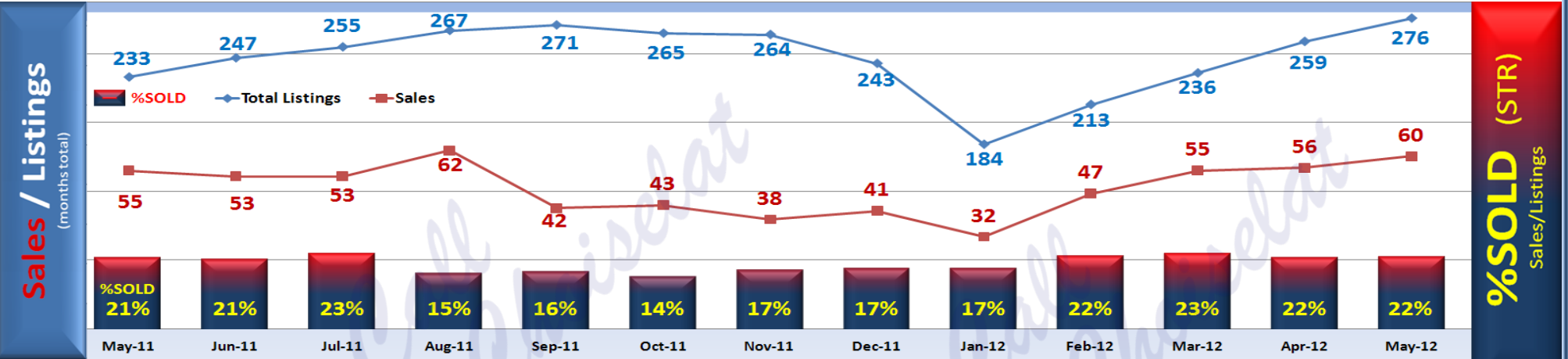


## Market analysis and forecasting

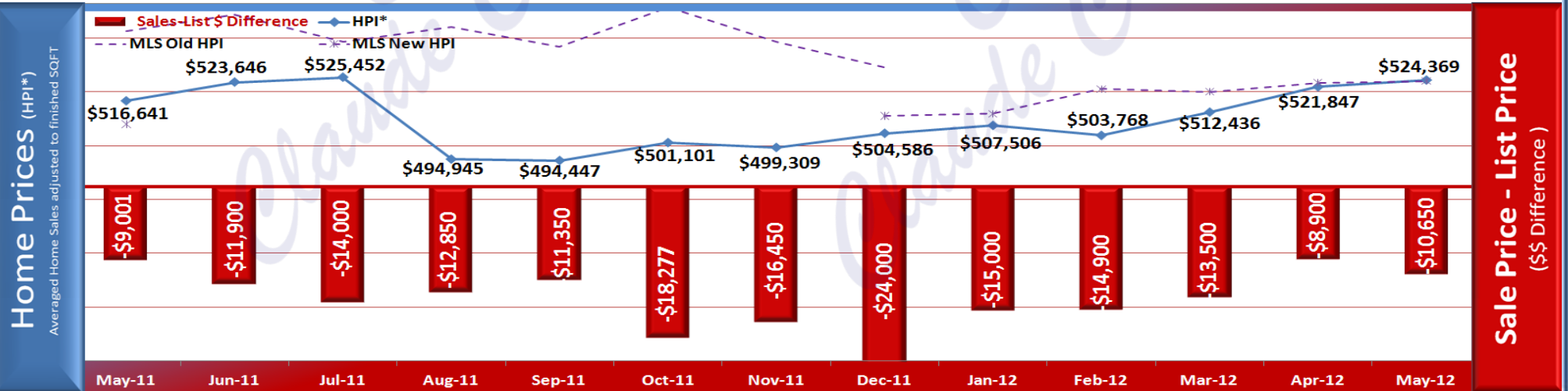
June 1 /12

North Delta

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



### Detached N. Delta Home Price Index\*, Sale Price-List Price (\$ Difference = average home sold for \$ less than their original list price)



\*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.

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## Market analysis and forecasting

June 1/12 West Surrey

### West Surrey Sub areas Statistics - May 2012

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List	Sell - List \$Difference	%SOLD (STR)
Bridgeview	30	3	15	93%	-\$22,900	10.0%
Bolivar Heights	74	15	9	98%	-\$7,900	20.3%
Royal Heights	22	5	29	97%	-\$19,900	3.7%
Cedar Hills	91	18	22	98%	-\$11,400	10.7%
Whalley	68	11	6	99%	-\$4,900	14.8%
Queen Mary Park Surrey	131	22	16	98%	-\$11,444	15.1%
Bear Creek Green Timbers	132	21	44	97%	-\$18,800	9.2%
West Newton	142	17	31	97%	-\$17,900	11.3%
East Newton	299	34	31	98%	-\$11,200	7.2%
<b>Total Activity</b>	<b>989</b>	<b>146</b>	<b>15</b>	<b>98%</b>	<b>-\$9,900</b>	<b>15%</b>

### Detached

### West Surrey List Price Ranges Statistics - May 2012

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$300,000	76	4	32	90%	-\$5,000	5.3%
\$300,001-\$400,000	43	8	19	98%	-\$6,194	18.6%
\$400,001-\$500,000	243	60	9	98%	-\$7,900	24.7%
\$500,001-\$600,000	224	39	29	97%	-\$15,000	17.4%
\$600,001-\$700,000	188	21	31	96%	-\$28,000	11.2%
\$700,001-\$800,000	122	10	16	97%	-\$25,750	8.2%
\$800,001 and more	93	4	45	95%	-\$39,650	4.3%
<b>Total Activity</b>	<b>989</b>	<b>146</b>	<b>15</b>	<b>98%</b>	<b>-\$9,900</b>	<b>15%</b>

### Detached

### June 1 2012 West Surrey Market Update

(Detached)

**Current:** West Surrey is in a stable market with sizable listing inventory, an **15 %SOLD** rate and a 98% Sell/List Ratio.

(This means that there is an average of a \$9,900 sales discount from the original list price)

**Most Active Price Range:** Homes between \$400,000 and \$500,000 have a **24.7 %SOLD** rate pushing prices upwards. Home sales have average discounts of \$7,900 and 9 days on the market.

**Least Active Price Range:** Homes above \$800,000 have **4.3 %SOLD** rate with average discounts of \$39,650 and 45 days on the market.

**History:** The Home Price Index\* (RMR HPI) shows that average Surrey homes had a minimal price increase of 1% from Jan- July 2011. This \$6,858 increase brought the Home Price Index\* to \$470,299.

Year-To-Date the RMR Home Price Index\* has increased \$27,845.

**Forecast:** May's total listings inventory is 127 less for the same period last year. The new listings exceeded the sales 123 last month meaning that we could see listing levels increase and with the diminishing buyers trend will convert this community into a buyers market.

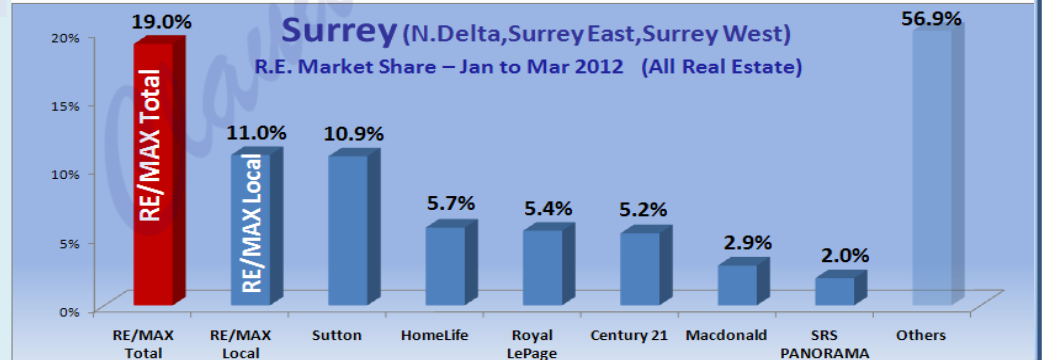
Note\*: RMR HPI is all the detached home sales averaged & adjusted for finished sqft, age & lot sqft. (This HPI excludes the mobile homes and the house and acreage sales.)

For a more accurate price change for your home request a Comparative Market Analysis.

### Monthly Changes Summary

	Apr-12	May-12	6/1/2012	Change
Total Listings** (A,S,T,C,X)	976	989		13 ↑
Active Listings (1st of the month)	695	720	747	27 ↑
Solds	173	146		-27 ↓
Days on Market (DOM)	12	15		3 ↑
Sold-List Price % Difference	98%	98%		0%
Sold-List Price \$ Difference	-\$11,000	-\$9,900		\$1,100 ↓
Home Price Index*	\$497,749	\$497,573		-\$176 ↓
%SOLD (Sales/ Listings /mnlthly rate)	18%	15%		-3% ↓

### the RE/MAX Market Share Reports



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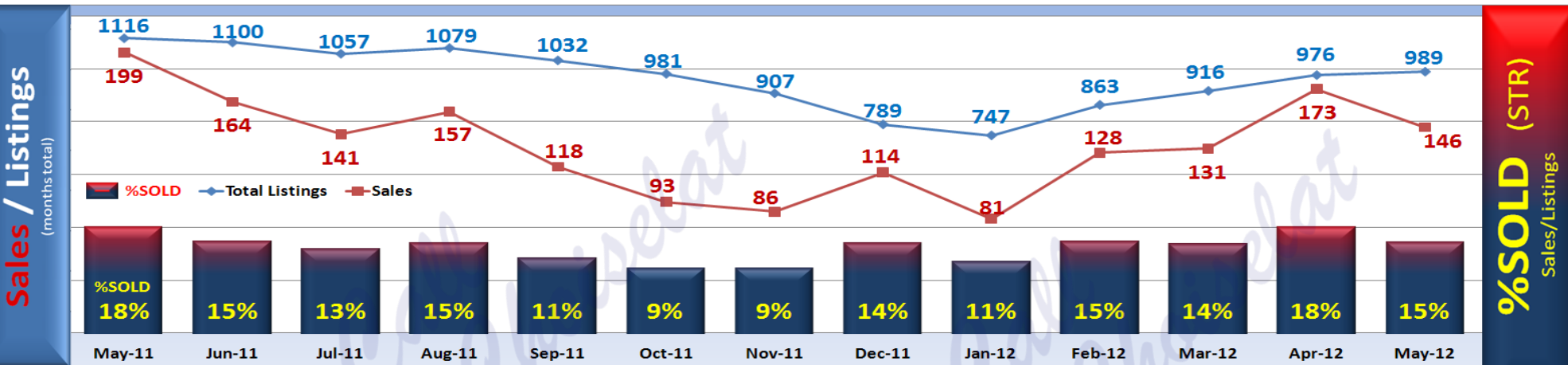


Laura Brent Dal Claude

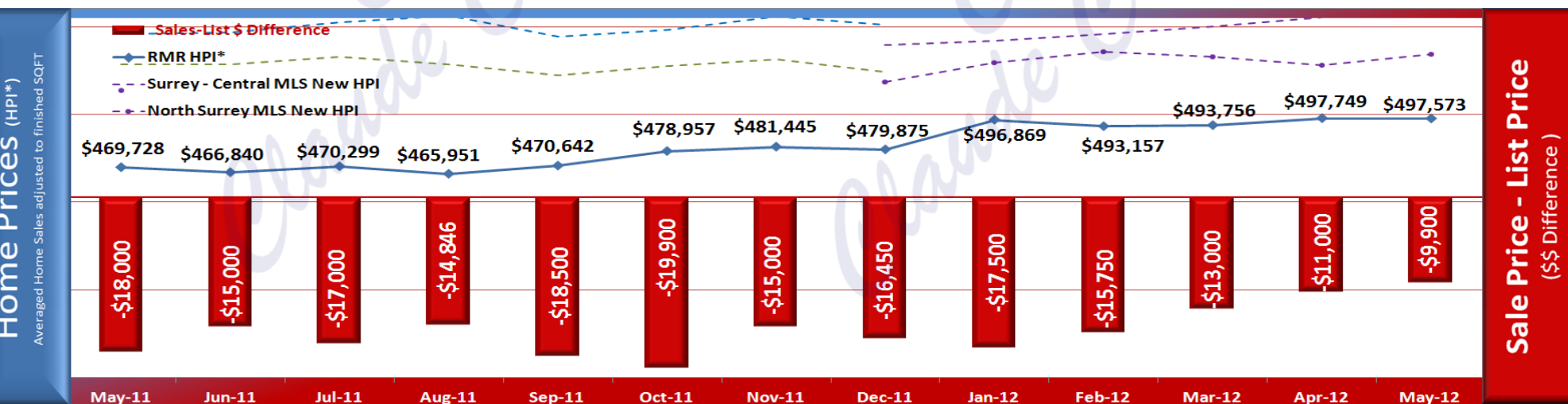
## Market analysis and forecasting

June 1 /12 West Surrey

### Detached West Surrey Total Listings\*, Sales, and %SOLD Rates



### Detached West Surrey Home Price Index\*, Sale Price-List Price (\$ Difference = average home sold for \$ less than their original list price)



\*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.

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## Market analysis and forecasting

June 1/12 East Surrey

### East Surrey Sub areas Statistics - May 2012

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Fraser Heights	209	27	31	97%	-\$26,000	8.0%
Guildford	66	12	8	98%	-\$9,000	15.4%
Port Kells	29	1	69	82%	-\$225,000	0.0%
Fleetwood Tynehead	279	52	30	98%	-\$13,050	14.8%
Panorama Ridge	165	24	18	98%	-\$12,700	11.3%
Sullivan Station	138	18	41	96%	-\$21,000	12.0%
<b>Total Activity</b>	<b>886</b>	<b>134</b>	<b>21</b>	<b>98%</b>	<b>-\$14,400</b>	<b>15%</b>

### Detached

### East Surrey List Price Ranges Statistics - May 2012

Home Price Range	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
0-\$500,000	88	25	22	97%	-\$10,100	28.4% ↑
\$500,001-\$600,000	147	33	19	98%	-\$13,000	22.4% ↑
\$600,001-\$700,000	216	39	24	98%	-\$14,900	18.1%
\$700,001-\$800,000	147	22	34	98%	-\$16,488	15.0%
\$800,001-\$1,000,000	132	9	56	97%	-\$25,500	6.8% ↓
\$1,000,001 and more	156	6	25	90%	-\$120,500	3.8% ↓
<b>Total Activity</b>	<b>886</b>	<b>134</b>	<b>21</b>	<b>98%</b>	<b>-\$14,400</b>	<b>15%</b>

### Detached

### June 1 2012 East Surrey Market Update (Detached)

**Current:** East Surrey is a stable-rising market with a **15 %SOLD** rate, 21 DOM and a 98% Sell/List Ratio. (This means that there is an average of a \$14,400 sales discount from the original list price)

**Most Active Price Range:** Homes below \$500,000 have a **28.4 %SOLD** rate pushing prices up. Home sales have averaged discounts of \$10,100.

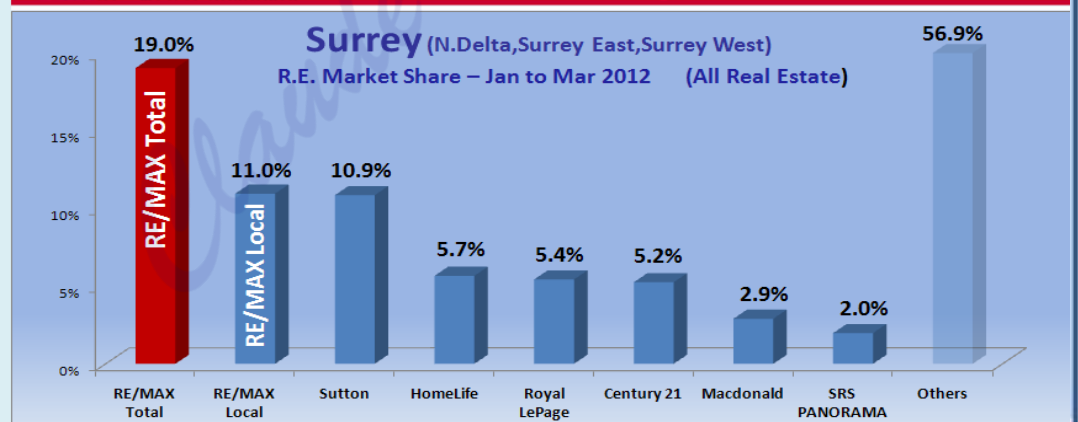
**Least Active Price Range:** Homes above \$1 million have a **3.8 %SOLD** rate (meaning 4 sales for 100 listings/ month). Home sales have averaged sales discounts of \$120,500.

**History:** The Home Price Index\* (HPI) shows that the average East Surrey home had a strong price increase of 6% from Dec- April 2011. This \$23,253 increase brought the Home Price Index\* to \$617,742. Year-To-Date the Home Price Index\* has increased \$12,255 to \$626,922.

**Forecast:** May's total listings count is 7% higher than the same period last year. The new listings exceeded the sales last month by 128 homes meaning that we are seeing listing level increase and with the diminishing buyers trend will convert this community into a buyers market. Note\*: HPI is all the detached home sales averaged & adjusted for finished sqft, age & lot sqft. This HPI excludes the mobile homes and the house and acreage sales. For a more accurate price change for your home request a Comparative Market Analysis.

Monthly Changes Summary	Apr-12	May-12	6/1/2012	Change
Total Listings** (A,S,T,C,X)	809	886		77 ↑
Active Listings (1st of the month)	569	612	661	49 ↑
Solds	114	134		20 ↑
Days on Market (DOM)	15	21		6 ↑
Sold-List Price % Difference	97%	98%		1% ↑
Sold-List Price \$ Difference	-\$19,500	-\$14,400		\$5,100 ↓
Home Price Index*	\$614,682	\$626,922		\$12,240 ↑
%SOLD (Sales/ Listings /mnlthly rate)	14%	15%		1% ↑

### the RE/MAX Market Share Reports



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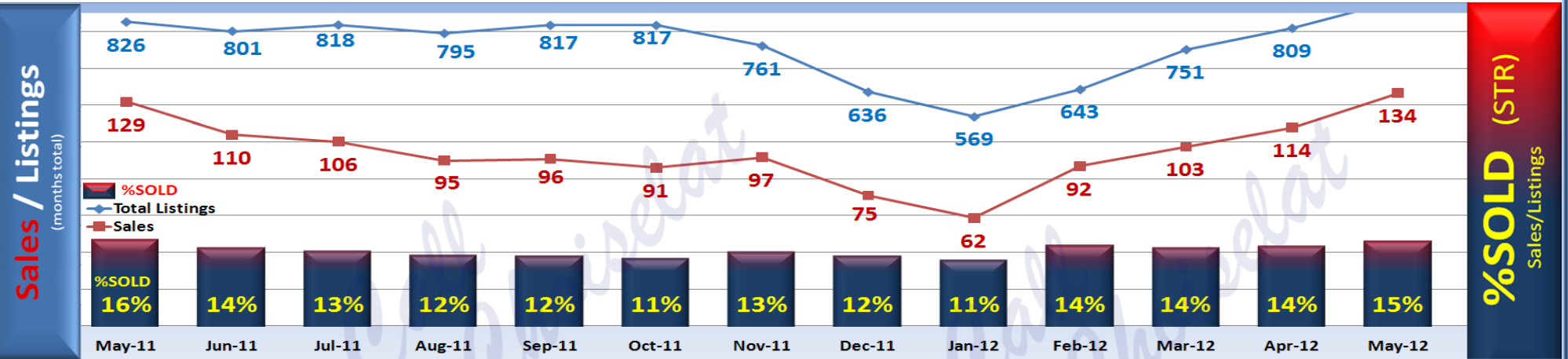




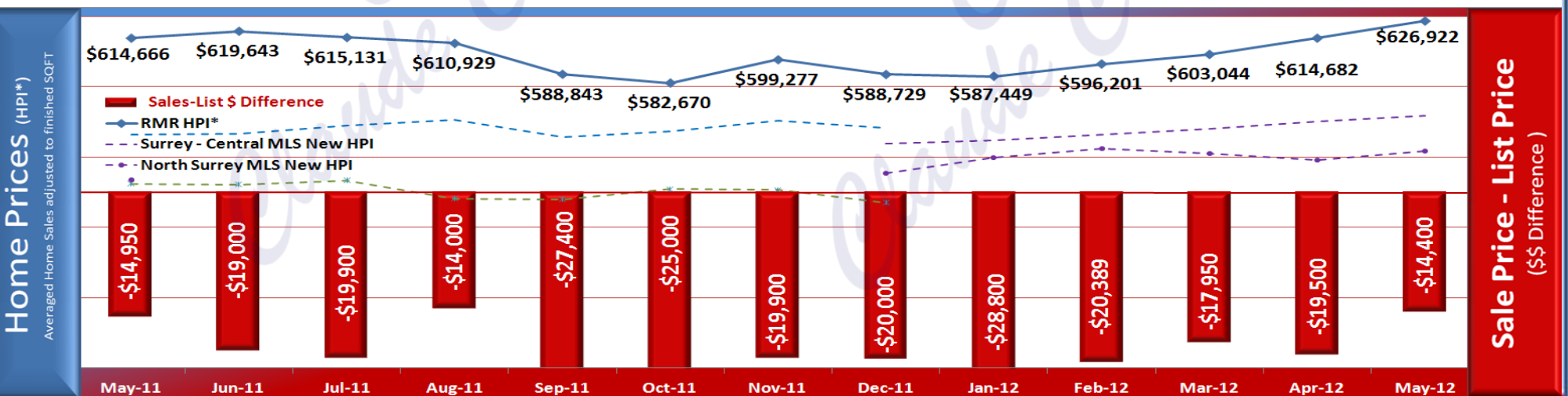
## Market analysis and forecasting

June 1/12 East Surrey

### Detached East Surrey Total Listings\*, Sales, and %SOLD Rates



### Detached East Surrey Home Price Index\*, Sale Price-List Price (\$ Difference = average home sold for \$ less than their original list price)



\*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.

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## Market analysis and forecasting

June 1 /12 East Surrey

### East Surrey Sub areas Statistics - May 2012

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
Fraser Heights	1	0				0.0%
Guildford	358	56	34	96%	-\$8,250	15.6%
Fleetwood Tynehead	203	31	37	97%	-\$8,000	15.3%
Panorama Ridge	27	2	18	98%	-\$7,000	7.4%
Sullivan Station	103	20	27	96%	-\$14,045	19.4%
<b>Total Activity</b>	<b>692</b>	<b>109</b>	<b>32</b>	<b>97%</b>	<b>-\$8,500</b>	<b>16%</b>

### East Surrey List Price Ranges Statistics - May 2012

Home Price Range	Total Listings	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD (STR)
\$0-\$200,000	89	20	27	95%	-\$7,150	22.5%
\$200,001-\$300,000	264	31	39	97%	-\$8,000	11.7%
\$300,001-\$400,000	280	51	27	97%	-\$9,000	18.2%
\$400,001 and more	59	7	22	97%	-\$13,000	11.9%
<b>Total Activity</b>	<b>692</b>	<b>109</b>	<b>32</b>	<b>97%</b>	<b>-\$8,500</b>	<b>16%</b>

### June 1 2012 East Surrey Market Update Attached Townhomes/Condos

**Current:** East Surrey is a stable market with record listing inventory, with a **16 %SOLD** rate and a 97% Sell/List Ratio.

(This means an average of a \$8,500 discount on a sale from the original list price)

**Most Active Price Range:** Homes below \$200,000 have higher **22.5 %SOLD** rate and the market is stable with an average 27 days on market (DOM) and a List-Sales discounts of \$7,150.

**Least Active Price Range:** Homes between \$200,000-\$300,000 have a low **11.7 %SOLD** rate (= 12 sales of 100 listings/ month) with an average sales discount of \$8,000 from their original list price and 39 DOM.

**History:** East Surrey **Condos HPI** had a modest 1% price increase Jan-Aug 2011. This \$1,523 price increase brought the Condos HPI to \$221,346.

East Surrey's **Townhome RMR HPI** had a 3% price increase from Jan-Aug 2011. This \$8,496 price increased the Townhome HPI to \$333,195.

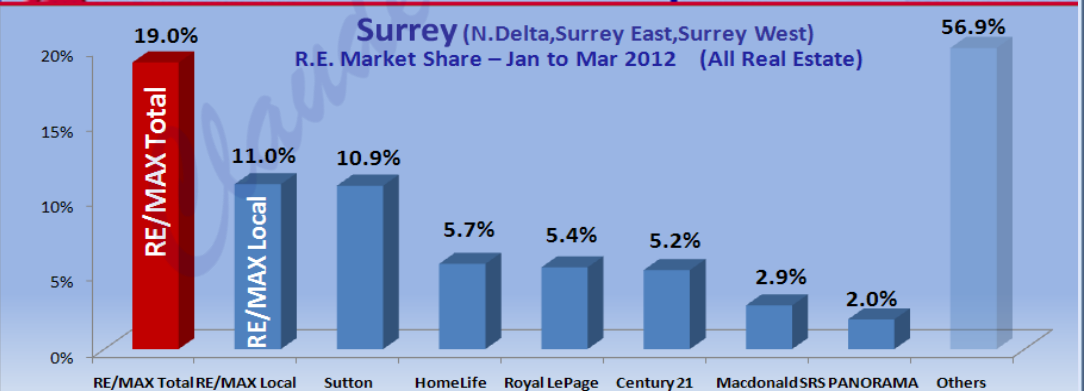
**Forecast:** May's high listing inventory is 21% higher than the same month last year. The 109 Sales were out paced by the 176 new listings. This means that we should see a substantial increase listing inventory in the next several months and thus converting to a buyers market.

Note: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA).

### Monthly Changes

	Apr-12	May-12	6/1/2012	Change
Total Listings** (A,S,T,C,X)	653	692		39 ↑
Active Listings (1st of the month)	445	503	513	10 ↑
Solds	87	109		22 ↑
DOM	41	32		-9 ↓
Sold-List Price % Difference	96%	97%		1% ↑
Sold-List Price \$ Difference	-\$10,900	-\$8,500		\$2,400 ↓
MLS Surrey Central HPI* (Apartments)	\$201,700	\$199,000		-\$2,700 ↓
MLS Surrey Central HPI* (Townhouses)	\$307,900	\$309,500		\$1,600 ↑
%SOLD (Sales/ Listings /mnlthly rate)	13%	16%		2% ↑

### the RE/MAX Market Share Reports



\*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.

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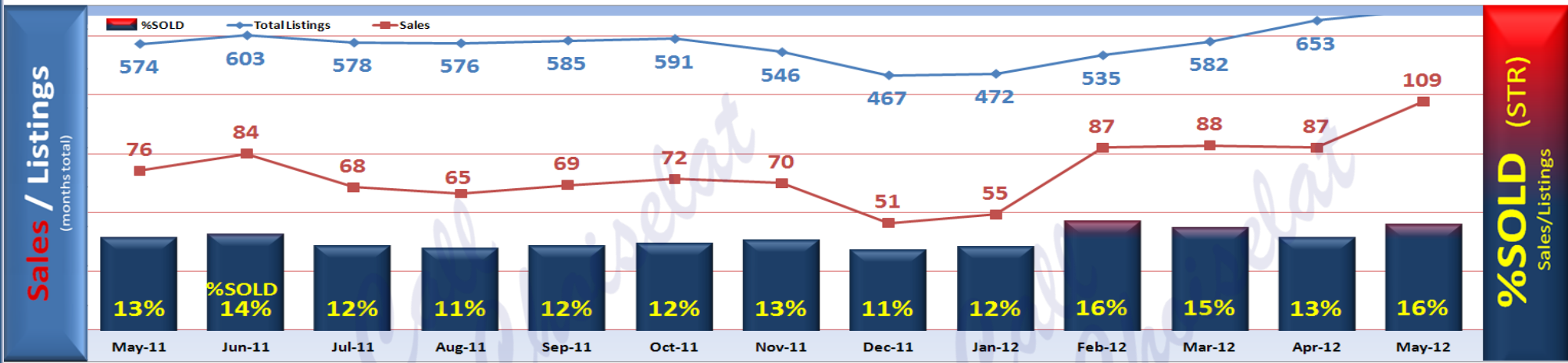


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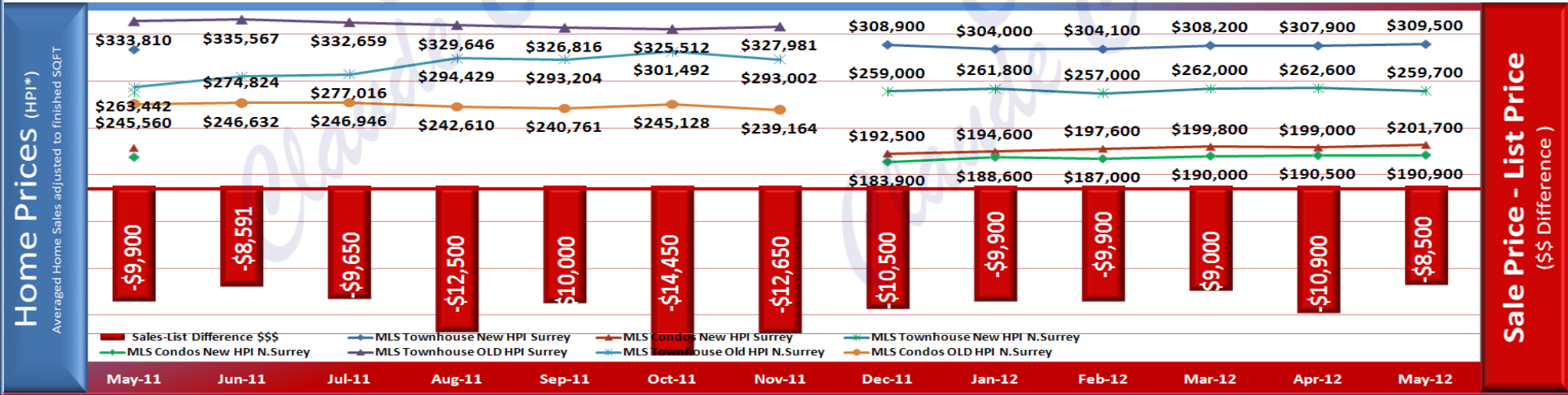
## Market analysis and forecasting

June 1 /12 East Surrey

### Attached Townhomes/ Condos East Surrey Total Listings\*, Sales, and %SOLD rates



### Attached Townhomes/ Condos East Surrey Home Price Index\*, Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)



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## Market analysis and forecasting June 1/12 White Rock & S. Surrey

### White Rock - South Surrey Sub areas Statistics - May 2012 Attached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
Elgin Chantrell	24	2	39	96%	-\$32,500	8.3%
Sunnyside Park Surrey	79	10	56	94%	-\$16,450	12.7%
Crescent Bch Ocean Pk.	25	5	48	96%	-\$21,000	20.0%
White Rock	331	30	50	96%	-\$13,600	9.1%
King George Corridor	178	19	55	98%	-\$8,900	10.7%
Hazelmere	2	0				0.0%
Grandview Surrey	129	22	46	96%	-\$16,648	17.1%
Morgan Creek	64	12	37	98%	-\$6,450	18.8%
Pacific Douglas	20	0				0.0%
<b>Total Activity</b>	<b>852</b>	<b>100</b>	<b>48</b>	<b>97%</b>	<b>-\$12,200</b>	<b>12%</b>

### White Rock - South Surrey List Price Ranges Statistics - May 2012 Attached

Home Price Range	Total Listings (Month)	Sales	DOM	Sell / List Ratio	Sell - List Diff \$\$\$	%SOLD (STR)
\$0-\$200,000	54	6	96	92%	-\$15,950	11.1%
\$200,001-\$300,000	243	28	50	95%	-\$13,250	11.5%
\$300,001-\$400,000	202	34	49	97%	-\$12,300	16.8%
\$400,001-\$500,000	149	13	33	98%	-\$7,400	8.7%
\$500,001-\$600,000	87	7	30	98%	-\$9,900	8.0%
\$600,001-\$700,000	51	5	50	98%	-\$14,900	9.8%
\$700,001 and more	66	7	44	98%	-\$18,000	10.6%
<b>Total Activity</b>	<b>852</b>	<b>100</b>	<b>48</b>	<b>97%</b>	<b>-\$12,200</b>	<b>12%</b>

### June 1 2012 White Rock - South Surrey Market Update (Attached)

**Current:** White Rock South Surrey is a buyers market with record listing inventories, a low **12 %SOLD** rate and a 97% Sell/List Ratio. (This means that there is an average of a \$12,200 discount on a sale from the original list price)

**Most Active Price Range:** Homes between \$300,000-\$400,000 have **16.8 %SOLD** rate. Home sales have average discounts of \$12,300.

**Least Active Price Range:** Homes between \$500,000 - \$600,000 have a **LOW 8.0 %SOLD** (= 8 sales of 100 listings/ month).

**History:** South Surrey White Rock's Condos Year-To-Date MLS Home Price Index\* shows a decrease of **\$3,700** to \$258,500.

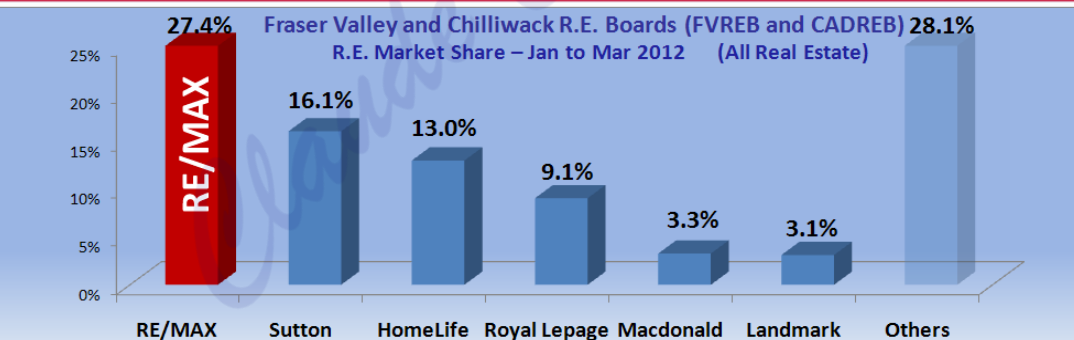
South Surrey White Rock's Townhouses Year-To-Date MLS Home Price Index\* shows an increase of **\$26,300** to \$465,800.

**Forecast:** Record Active Listing Inventory (~26% higher than May 2011) has increased 14% than April 2012. The new listings exceeded the sales last month by 128 meaning that we are seeing listing levels really increase. This will continue to be a buyers market for the next month or more.

NOTE\*: For a more accurate price change for your home do request a Comparative Market Analysis.

Monthly Changes Summary	Apr-12	May-12	6/1/2012	Change
Total Listings (A,S,T,C,X)	748	852		104 ↑
Active Listings	529	618	646	28 ↑
Solds	84	100		16 ↑
DOM	33	48		16 ↑
Sold-List % Price Difference	96.2%	96.5%		0.4% ↓
Sold-List \$ Price Difference	-\$13,640	-\$12,200		\$1,440 ↓
MLS Home Price Index* (Apartments)	\$262,800	\$258,500		-\$4,300 ↓
MLS Home Price Index* (Townhouses)	\$454,300	\$465,800		\$11,500 ↑
%SOLD (Sales/ Listings /mnlthly rate)	11%	12%		1% ↑

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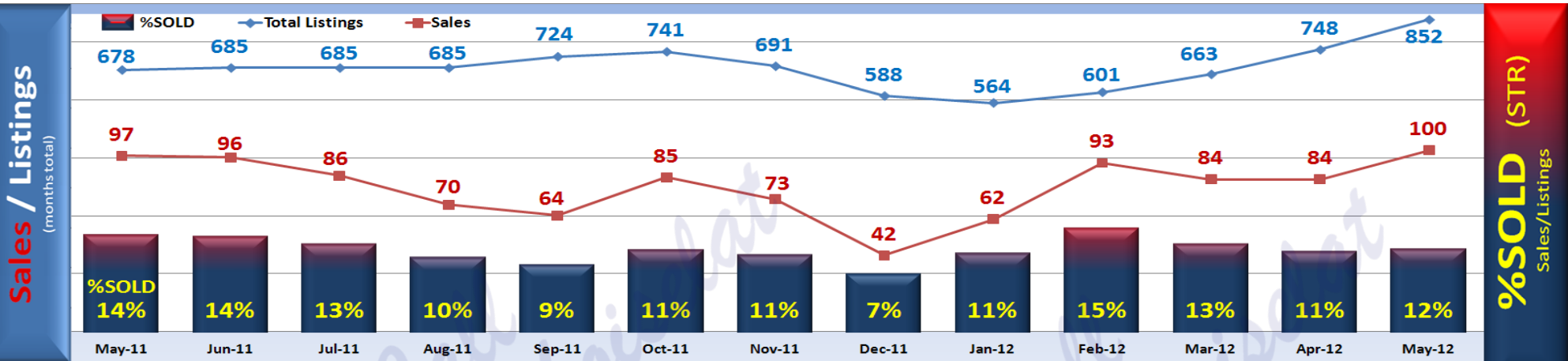




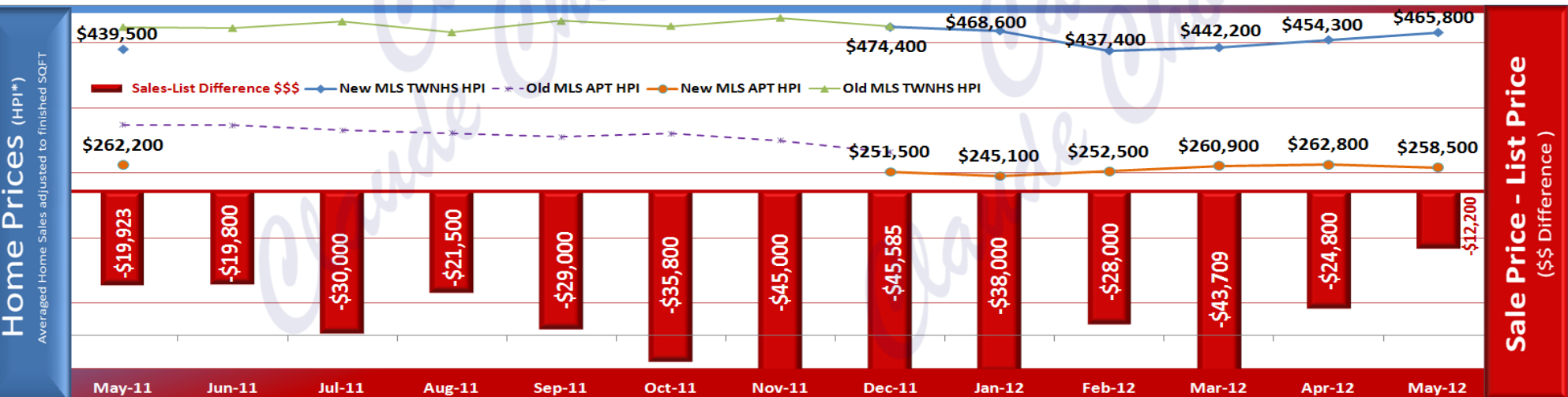
Laura Brent Dal Claude

## Market analysis and forecasting June 1/12 White Rock & S. Surrey

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



### Attached White Rock - South Surrey Home Price Index (HPI)\*, Sale Price-List Price \$ Difference (sold for less \$ than their original list price)



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Market analysis and forecasting

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# Supply and Demand

How %SOLD Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

