

Market Analysis and Forecasting

Market Analysis and Forecasting

The GO 2 GUYS's Market Reports



Advanced Marketing Tools



The GO 2 GUYS



Market Analysis and Forecasting

Market Analysis and Forecasting

The GO 2 GUYS's Market Reports

Detached

- [Maple Ridge](#)
- [East Surrey](#)
- [Langley North](#)
- [Langley-Cloverdale](#)
- [White Rock S Surrey](#)
- [East Vancouver](#)
- [Coquitlam](#)
- [Port Coquitlam](#)
- [Port Moody](#)
- [Burnaby](#)

Attached

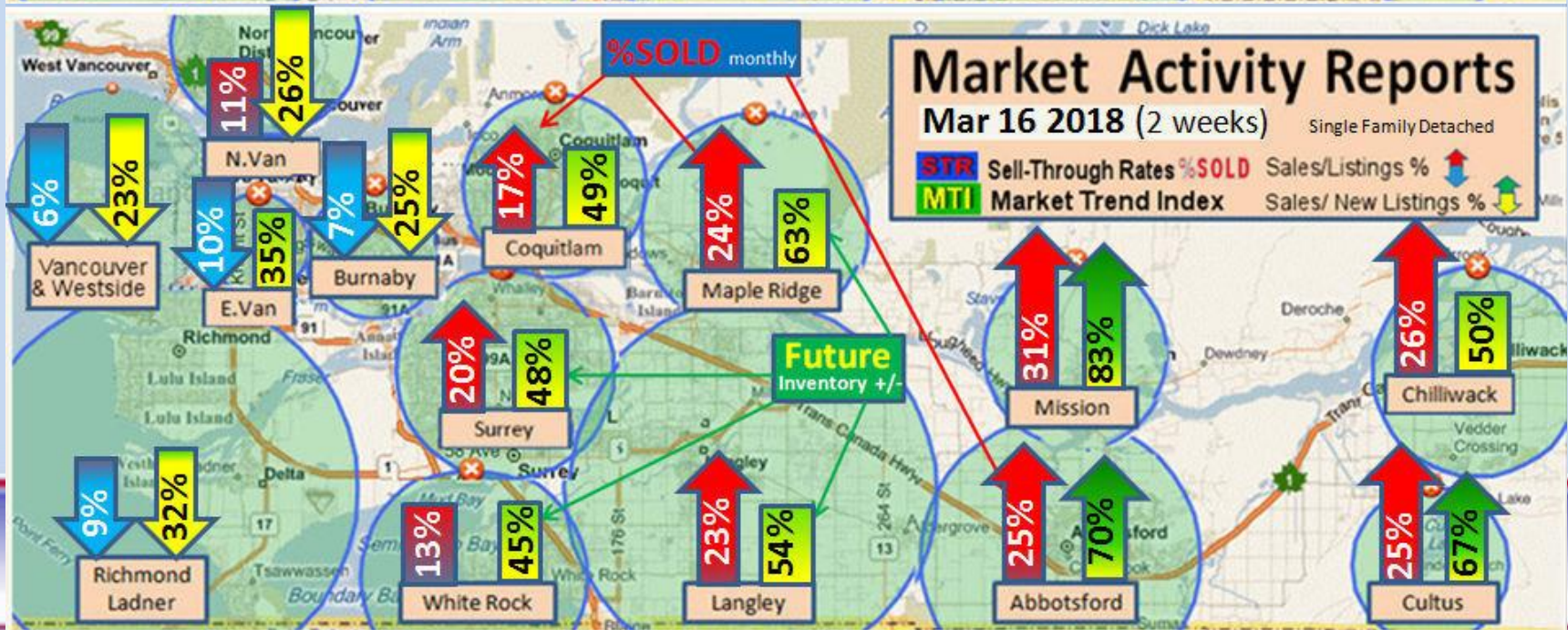
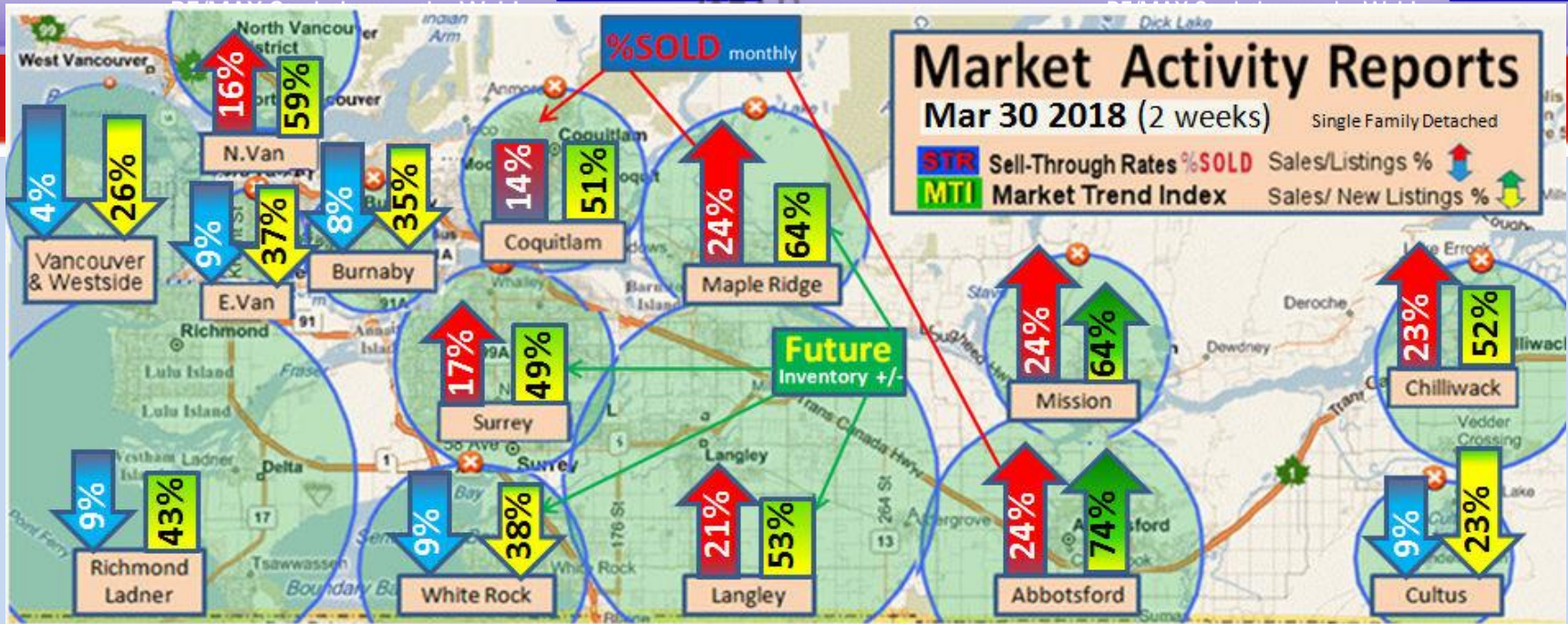
- [Maple Ridge](#)
- [East Surrey](#)
- [Langley-Cloverdale](#)
- [White Rock S Surrey](#)
- [East Vancouver](#)
- [Coquitlam](#)
- [Port Coquitlam](#)
- [Port Moody](#)
- [Burnaby](#)

Warning: These Advanced Market Reports are Dangerous to operate without lesson 😊
We highly recommend the [Stats Boot Camp Course](#) to fully understand them.



The GO 2 GUYS
RE/MAX Little Oak Realty cell: 604-985-7653

The GO 2 GUYS
RE/MAX Little Oak Realty cell: 604-985-7653



The GO 2 GUYS
RE/MAX Little Oak Realty cell: 604-985-7653

Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Mar 31 2018 (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

Vancouver & Fraser Valley

Sales (2 wks)/ Listings Graph

Mar 17 2018 (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

The GO 2 GUYS
RE/MAX Little Oak Realty cell: 604-985-7653



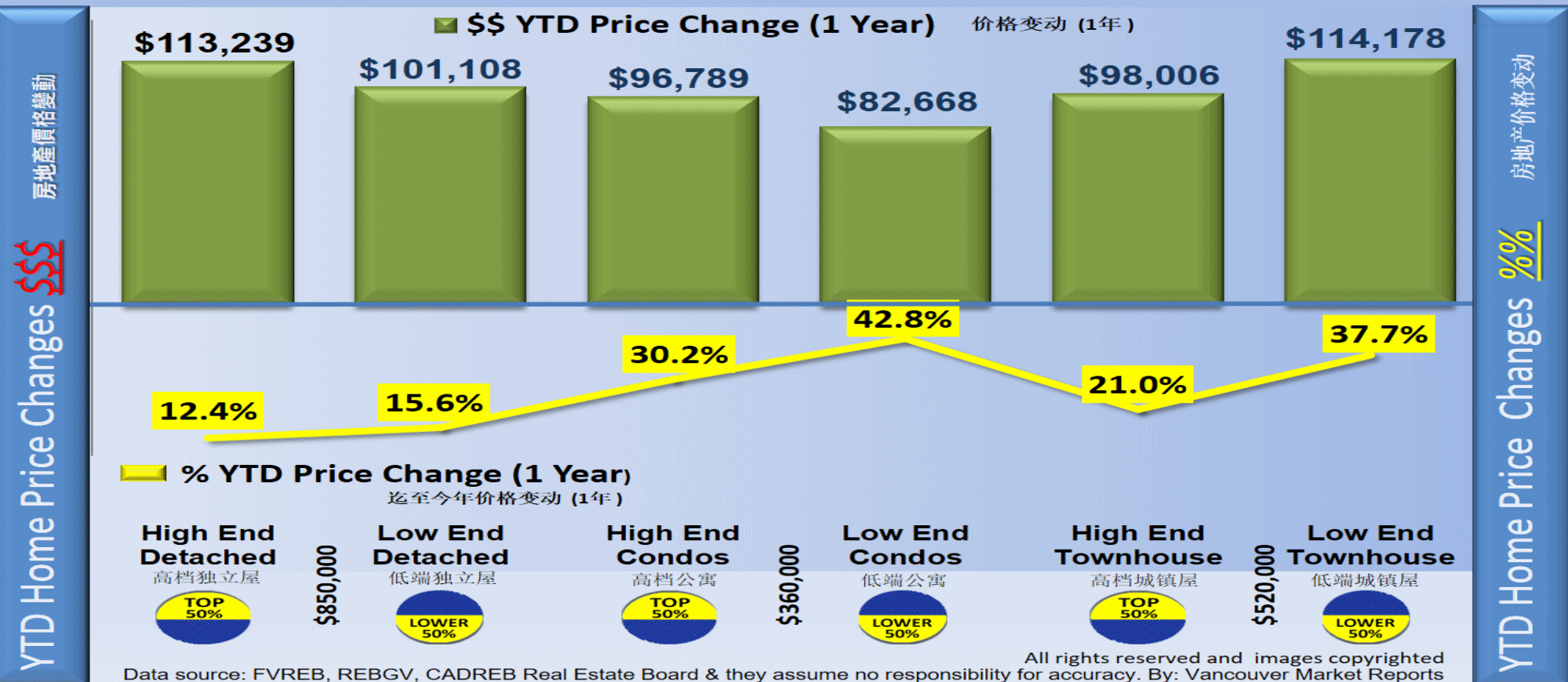
Maple Ridge-Pitt Meadows Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Dec 2016 – Dec 2017 (Quarters)

房屋类型: 迄于今年 (每季) 由2016十二月份至2017十二月份

Powered by: Vancouver Market Reports HPIp

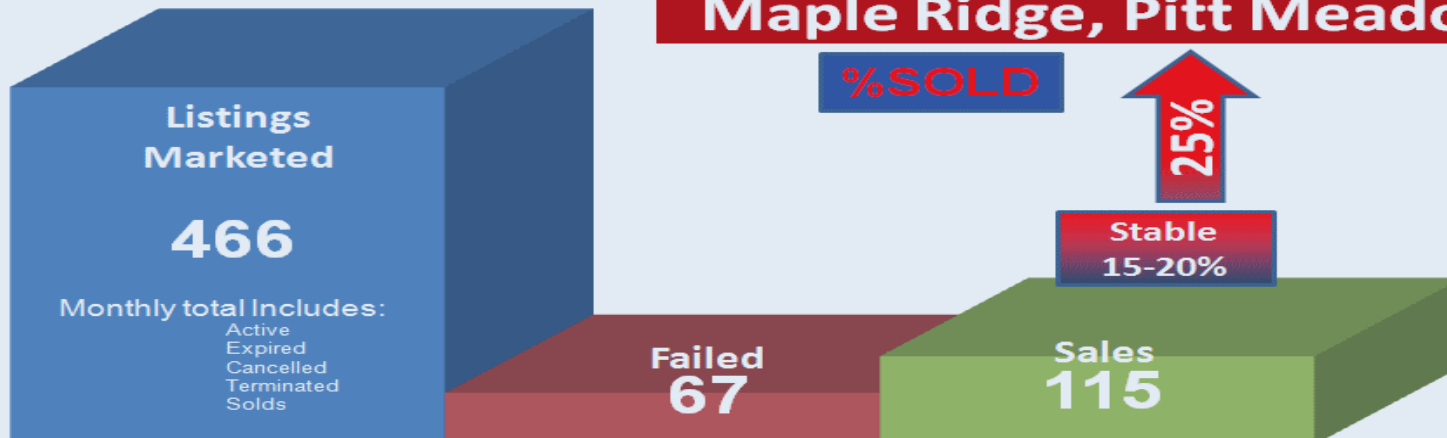


Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

*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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Monthly Market Activity - Mar 2018- Single Family
Maple Ridge, Pitt Meadows



Apr 1 2018 Maple Ridge & Pitt Meadows Market Update (Detached)

Current: Maple Ridge & Pitt Meadows are in a Sellers Market with Average Listing inventories, a **25 %SOLD** Rate and Sell Price/List Price = 100% (Meaning there is an Average of a \$0 Discount on a Sale from the List price)
Most Active Price Range: Homes between \$750,000 - \$850,000 have **40.0 %SOLD** Rate.
Least Active Price Range: Homes above \$1.1 mill. have **13.4 %SOLD** Rate.

History: The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$168,854.
 The Maple Ridge & Pitt Meadows Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$131,940.
**The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.*



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
 Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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

Maple Ridge and Pitt Meadows List Price Ranges Statistics - Mar 2018							Detached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$600,000	10	2	7	107%	\$41,100	20.0%	↑
\$600,001-\$750,000	63	23	7	100%	\$0	36.5%	↑
\$750,001-\$850,000	75	30	8	100%	\$0	40.0%	↑
\$850,001-\$950,000	74	19	13	100%	-\$500	25.7%	↑
\$950,001-\$1,100,000	57	16	11	100%	-\$4,000	28.1%	↑
\$1,100,001 and more	187	25	24	99%	-\$9,000	13.4%	↑
Total Activity	466	115	8	100%	\$0	25%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	444	385	466		81	↑
Active Listings (1st of the month)	272	234	268	284	16	↑
Solds	122	87	115		28	↑
Days on Market (DOM)	11	10	8		-2	↓
%SOLD (Sales/Listings/Mthly Rate)	27%	23%	25%		2.1%	↑
(Upper 50%) Home Price Index HPIp	\$924,358	\$1,072,285	\$1,093,212		\$20,927	↑
(Lower 50%) Home Price Index HPIp	\$695,100	\$800,100	\$827,040		\$26,940	↑

*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.



What Sold in your Neighbourhood and for What Price?

Maple Ridge, Haney and Pitt Mdws Sub areas Stats - Mar 2018

Detached

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Albion	57	15	14	100%	-\$800	26.3%
Cottonwood MR	29	6	11	101%	\$5,700	20.7%
East Central	77	23	7	100%	\$100	29.9%
Northeast-North Maple Ridge	13	2	8	105%	\$50,606	15.4%
Northwest Maple Ridge	31	10	8	100%	\$3,000	32.3%
Silver Valley	35	5	8	101%	\$10,100	14.3%
Southwest Mple Rdg	46	13	6	99%	-\$9,000	28.3%
Thornhill	36	3	48	99%	-\$8,000	8.3%
Websters Corners	45	10	89	98%	-\$31,500	22.2%
West Central	45	15	6	100%	\$0	33.3%
Whonnock	10	1	36	97%	-\$51,890	10.0%
Central & Mid Meadows	16	5	9	102%	\$16,878	31.3%
North & West Meadows	12	1	64	82%	-\$400,000	8.3%
South Meadows	14	6	15	100%	\$0	42.9%
Total Activity	466	115	8	100%	\$0	25%



*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.



Next Months Market Forecast

Forecast:

Maple Ridge & Pitt Meadows has normal Listing supply; 284 homes are for sale and with the **25 %SOLD** Monthly Rate gives us a ~4 months of inventory. Another Indicator: 8% of the Active listings have Reduced their Price by \$39,017 on Average or \$31,000 Median in the last month. We project Maple Ridge - Pitt Meadows Detached to continue into a Sellers Market.

March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

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. 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.

#1 RE/MAX Market Reports
RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

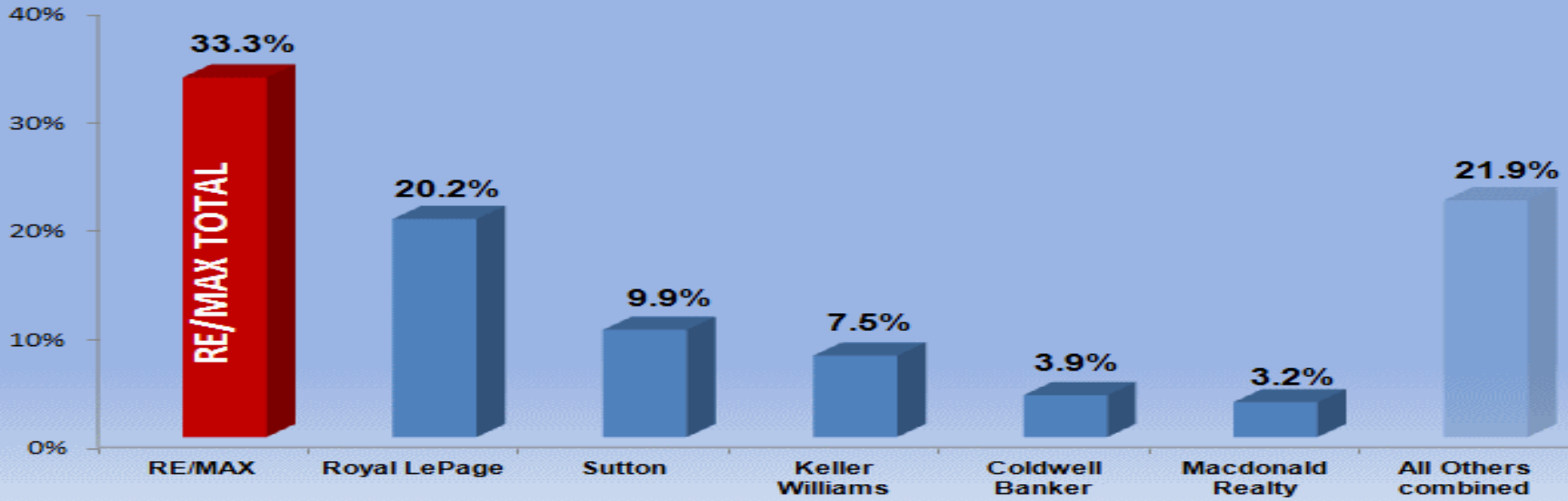
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 Maple Ridge-Pitt Meadows

the RE/MAX Market Share Reports

Maple Ridge - Pitt Meadows

Real Estate Market Share – January to December 2017 (All Real Estate)



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

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



Market Analysis and Forecasting Apr 1/18 Maple Ridge-Pitt Meadows

Detached

Maple Ridge and Pitt Meadows 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)

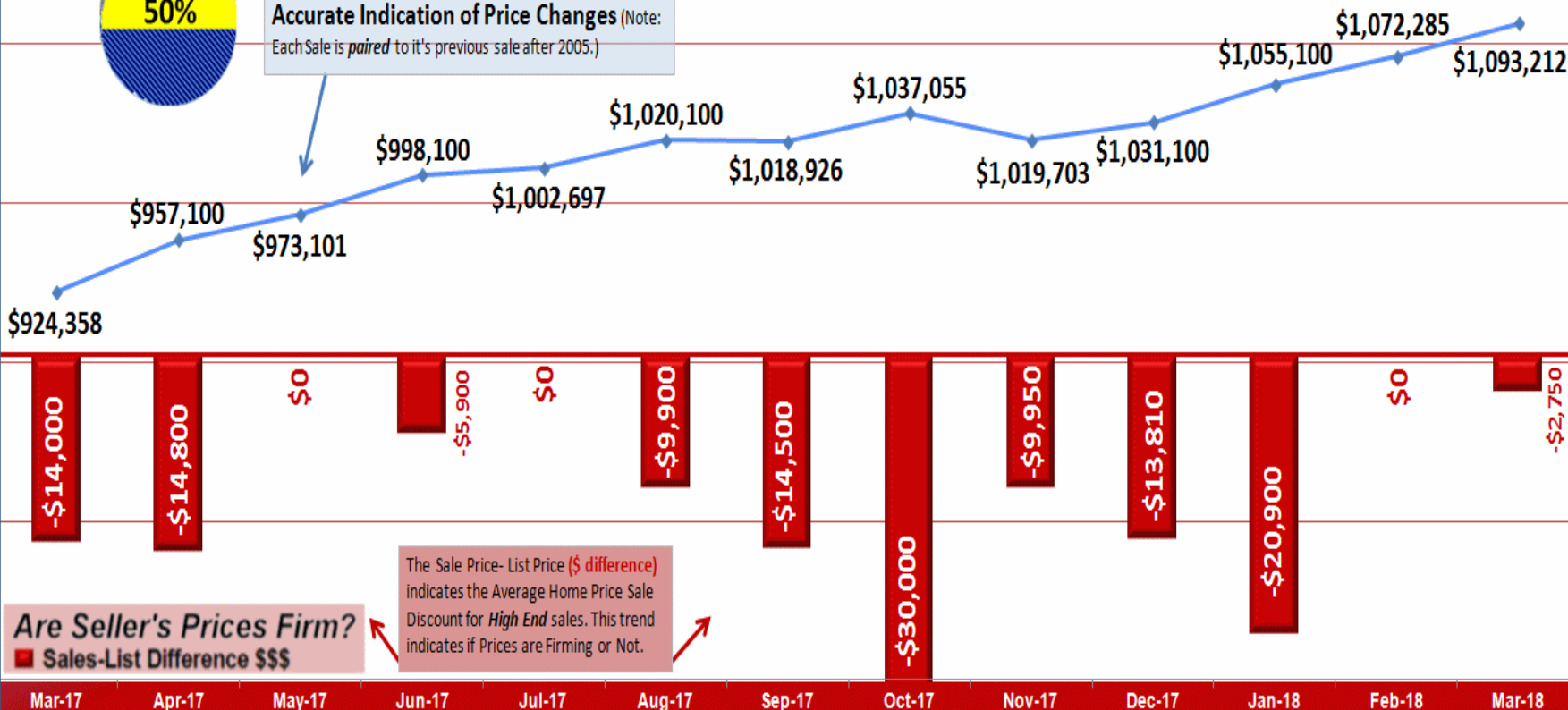
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$850,000



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.)



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)

*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 Apr 1/18 Maple Ridge-Pitt Meadows

Detached Maple Ridge & Pitt Meadows Total Listings**, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals

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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



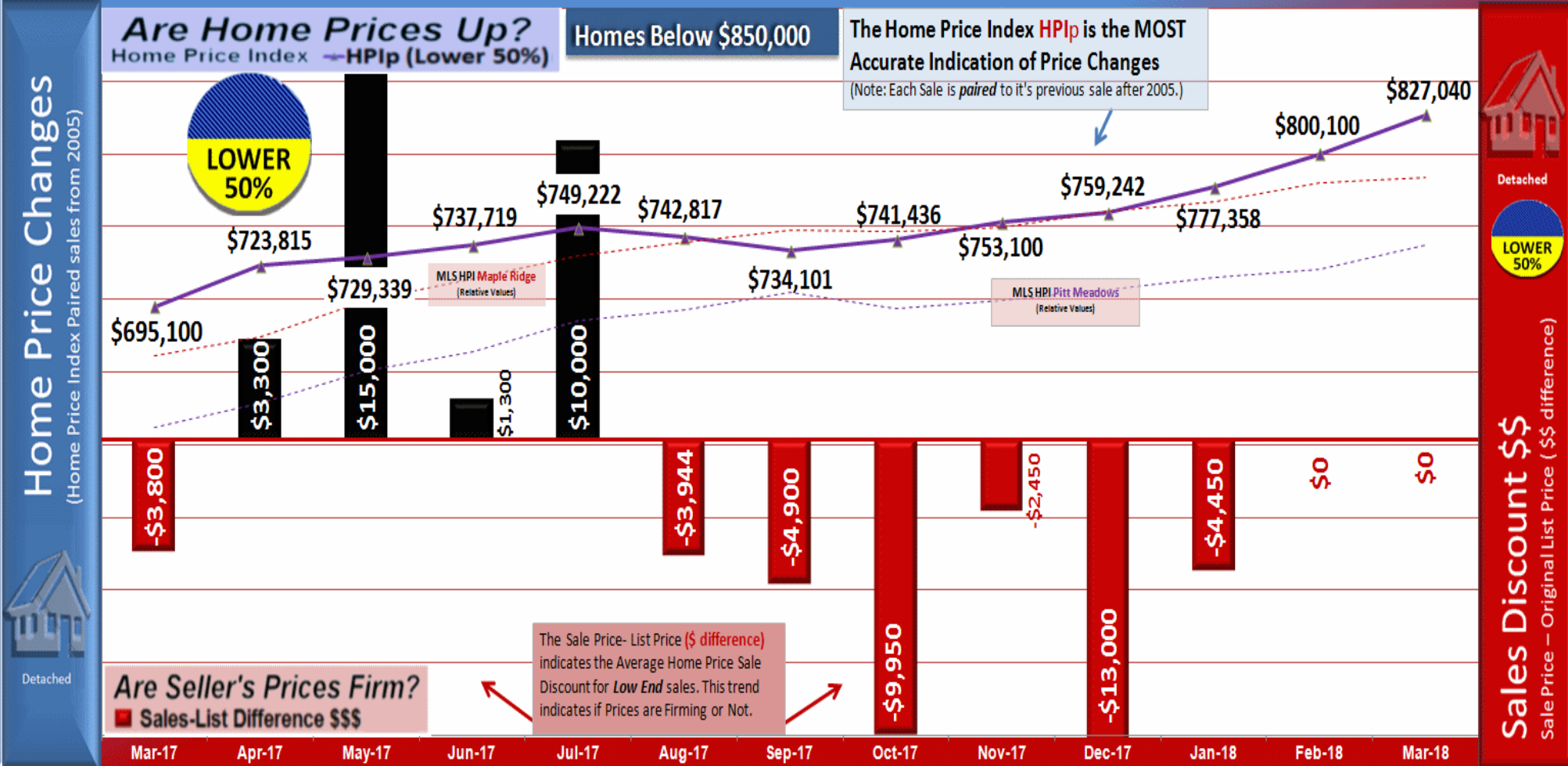
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Maple Ridge-Pitt Meadows

Detached Maple Ridge and Pitt Meadows 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)



Detached



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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

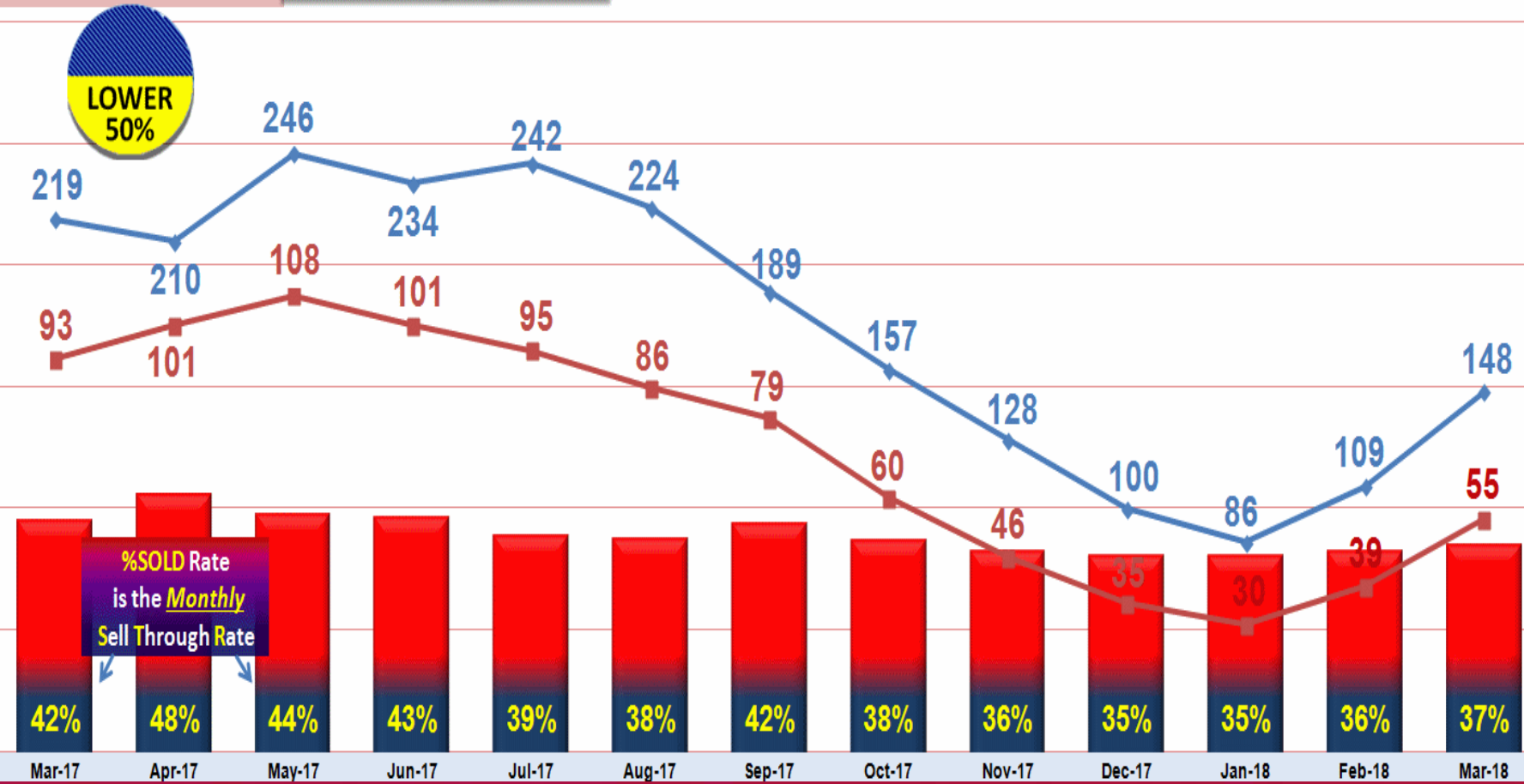


Market Analysis and Forecasting Apr 1/18 Maple Ridge-Pitt Meadows

Detached Maple Ridge & Pitt Meadows Total Listings**, Sales, and %SOLD Rates

Sales / Listings
Monthly Totals

Total Listings Sales Homes Below \$850,000



Detached
LOWER 50%
%SOLD (STR)
Sales/Listings (Monthly Rate)



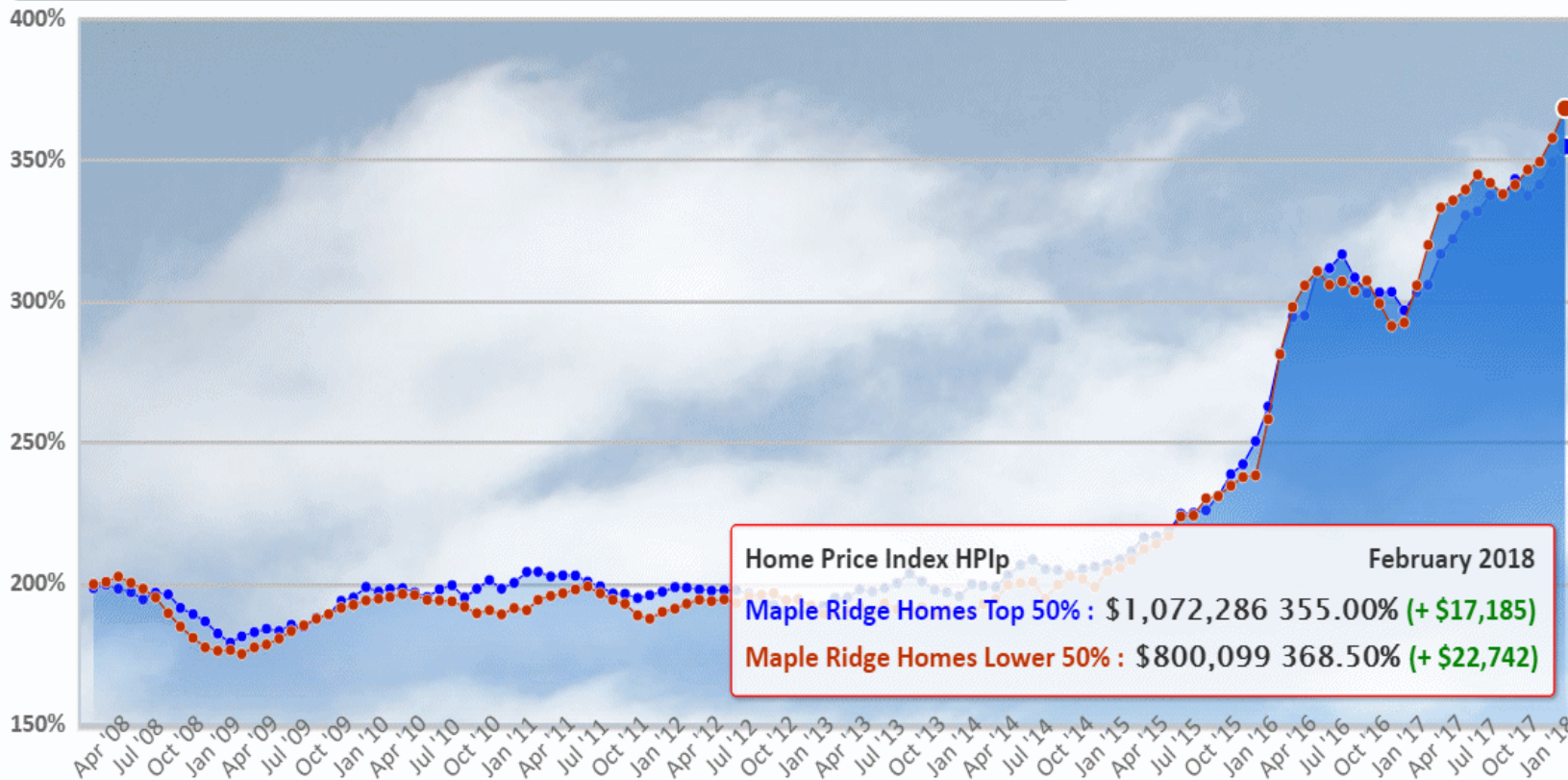
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Powered by the Greater Vancouver Market Reports HPIp



Maple Ridge Homes Top 50% : HPIp Forecast+ Forecast-
Maple Ridge Homes Lower 50% : HPIp Forecast+ Forecast-



Home Price Index HPIp February 2018
 Maple Ridge Homes Top 50% : \$1,072,286 355.00% (+ \$17,185)
 Maple Ridge Homes Lower 50% : \$800,099 368.50% (+ \$22,742)

Monthly Home values

Date	Value
Feb 2018	% 355.00
Jan 2018	% 349.30
Dec 2017	% 341.40
Nov 2017	% 337.60
Oct 2017	% 343.40
Sep 2017	% 337.40
Aug 2017	% 337.70
Jul 2017	% 332.00
Jun 2017	% 330.50
May 2017	% 322.20
Apr 2017	% 316.90
Mar 2017	% 306.00

<<< 123 >>>



*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.



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

房地产价格变动(\$/%)

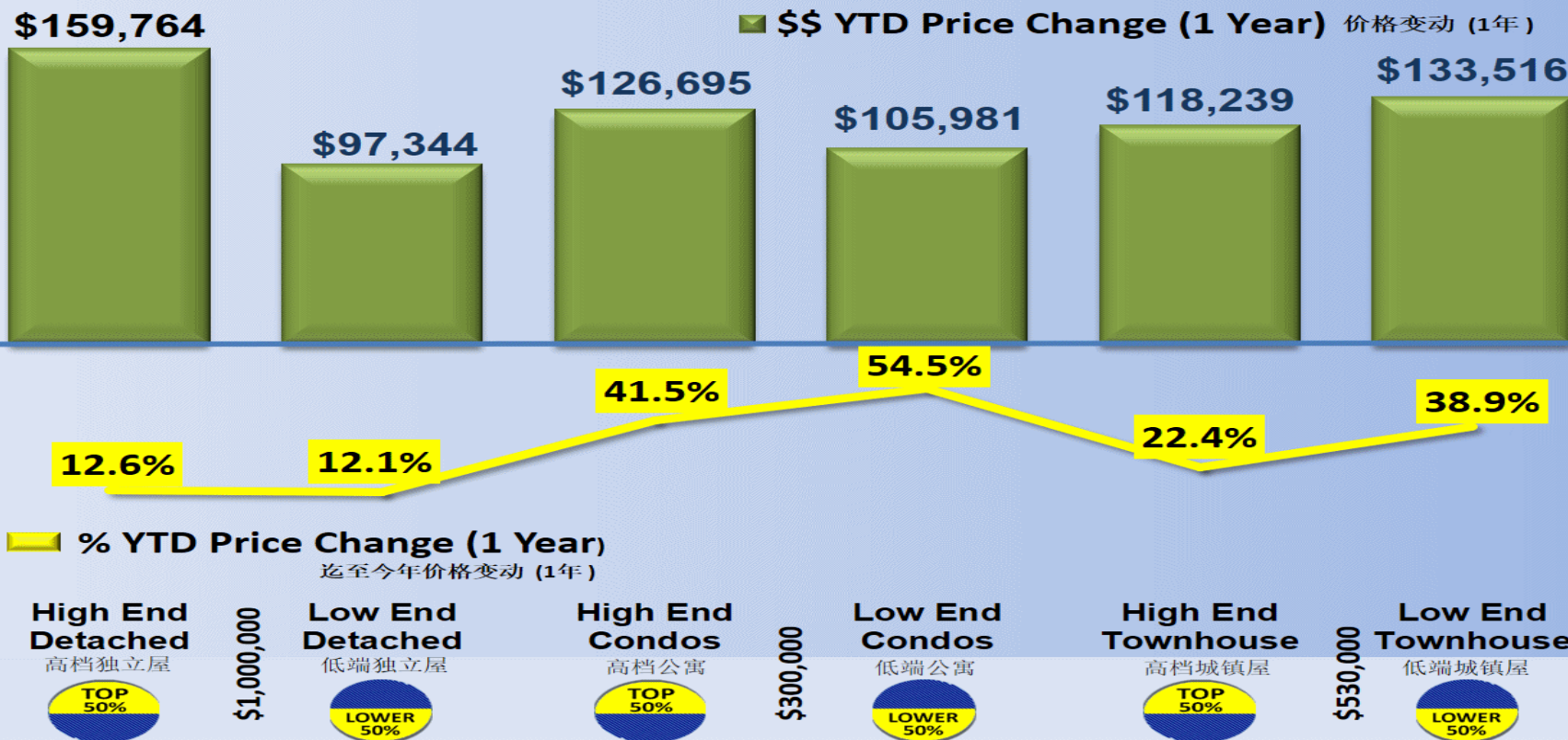
Housing Types: Year-To-Date Mar 2017 – Mar 2018 (Quarters)

房屋类型: 迄至今年 (每季) 由2017 三月份至2018 三月份

Powered by: Vancouver Market Reports HPIp

YTD Home Price Changes \$\$\$ 房地產價格變動

YTD Home Price Changes % 房地產價格變動



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

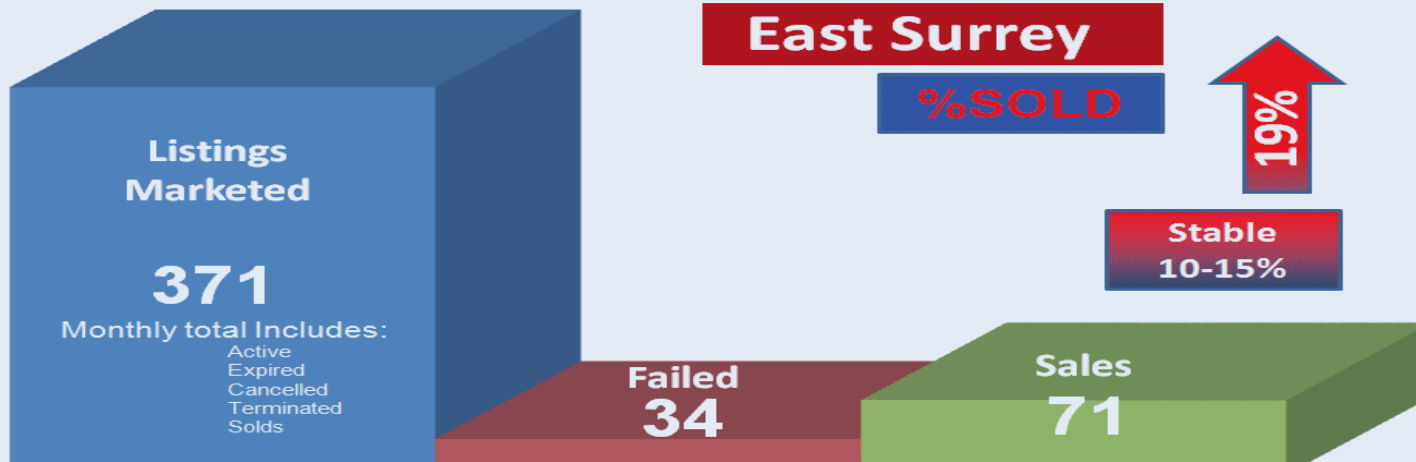
All rights reserved and images copyrighted



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Monthly Market Activity - Mar 2018- Single Family



Apr 1 2018 East Surrey Market Update (Detached)

Current: East Surrey is in a Seller Market with **19% SOLD** rate, 21 DOM and 97% Sell/List Ratio.
(This means that there is an average (m) of a \$33,000 discount from the original list price)

Most Active Price Range: Homes between \$950,000 - \$1.1 mill. have **26.2 %SOLD** rate.

Least Active Price Range: Homes below \$800,000. have **10.0 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$126,000.
The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$108,593.

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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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

East Surrey List Price Ranges Statistics - Mar 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	10	1	6	99%	-\$11,800	10.0%	
\$800,001-\$950,000	43	11	17	100%	-\$4,000	25.6%	↑
\$950,001-\$1100,000	65	17	14	99%	-\$9,000	26.2%	↑
\$1,100,001-\$1,200,000	43	6	12	95%	-\$52,900	14.0%	
\$1,200,001-\$1,500,000	122	23	23	97%	-\$34,000	18.9%	↑
\$1,500,001 and more	88	13	31	95%	-\$100,000	14.8%	
Total Activity	371	71	18	97%	-\$33,000	19%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	430	373	371		-2	↓
Active Listings (1st of the month)	257	266	272	266	-6	↓
Solds	118	60	71		11	↑
Days on Market (DOM)	16	21	18		-3	↓
%SOLD (Sales/Listings /monthly rate)	27.4%	16.1%	19.1%		3.1%	↑
(Top 50%) Home Price Index HPIp	\$1,310,100	\$1,412,100	\$1,436,100		\$24,000	↑
(Lower 50%) Home Price Index HPIp	\$839,101	\$923,500	\$947,694		\$24,194	↑

*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.



What Sold in your Neighbourhood and for What Price?

East Surrey Sub areas Statistics - Mar 2018

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	57	14	7	97%	-\$33,500	24.6%
Guildford	31	7	51	99%	-\$9,000	22.6%
Port Kells	11	0				0.0%
Fleetwood Tynehead	117	19	18	97%	-\$33,000	16.2%
Panorama Ridge	84	16	31	96%	-\$58,250	19.0%
Sullivan Station	71	15	24	99%	-\$6,420	21.1%
Total Activity	371	71	18	97%	-\$33,000	19%



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



THE GO 2 GUYS

TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATION

Chris Braden
PERSONAL REAL ESTATE COORDINATION



Next Months Market Forecast

Forecast: East Surrey has an average Listing Supply; 266 homes are for sale and with the **19 %SOLD** monthly rate gives us a 6 months of inventory. 4% of the active listings have reduced their price by \$26,729 on average or \$21,900 on median in the last month. We project East Surrey to be a continued seller's market.

March's Real Estate Statistics shows **78%** of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of **\$10,681**, which is even more than the \$8,381 increase that we saw in the month prior. At the same time, the Vancouver Detached Markets showed a price decrease of \$2,135. With the many new foreign buyer taxes, much tougher mortgage lending rules, higher interest rates, pending trade tariffs and the dramatic reduction of our foreign buyers in Vancouver, we are forecasting the beginning of a **Buyer's Market** across the top 50% of the Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets) There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

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. 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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 **RE/MAX** Market Reports
RE/MAX Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Apr 1/18 East Surrey



THE GO 2 GUYS

TIME TO LIST?
CALL DOUG & CHRIS

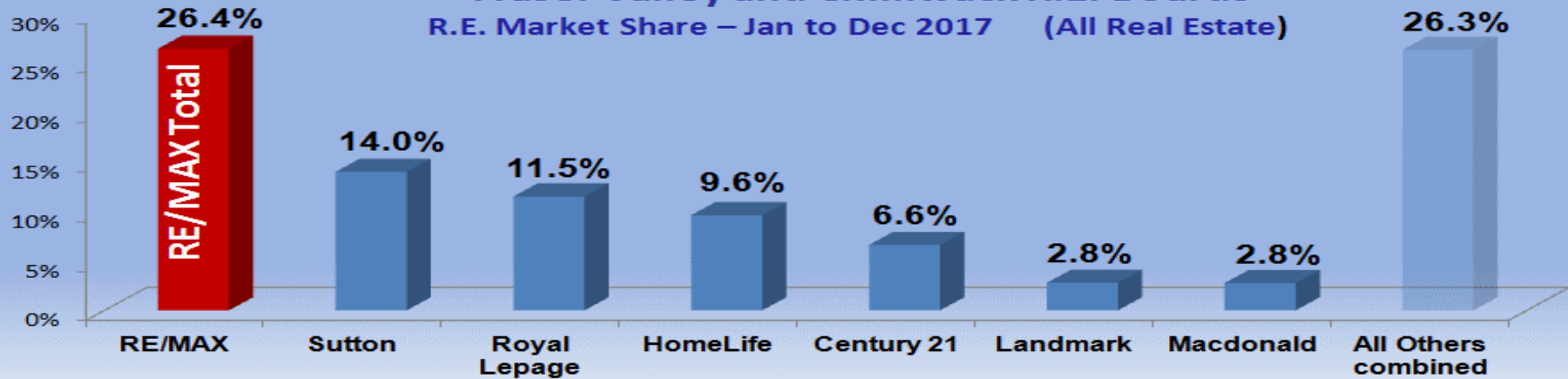
Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR



#1 the RE/MAX Market Share Reports

Fraser Valley and Chilliwack R.E. Boards
R.E. Market Share – Jan to Dec 2017 (All Real Estate)



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

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COORDINATION

Market Analysis and Forecasting

Apr 1/18 East Surrey

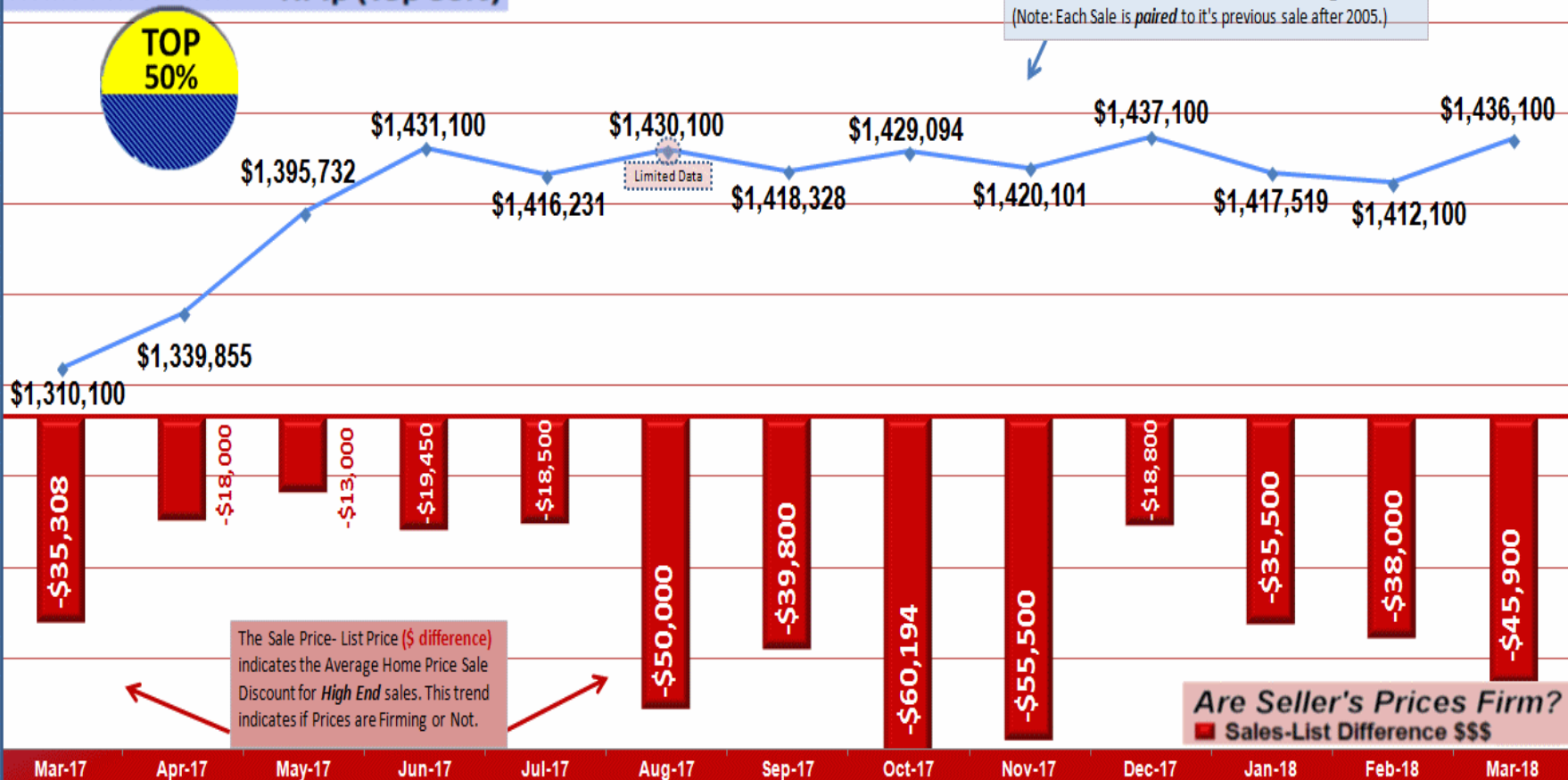
Detached East Surrey Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)

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

Homes Over \$1,000,000

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.)

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



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

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



Detached

TOP 50%

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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

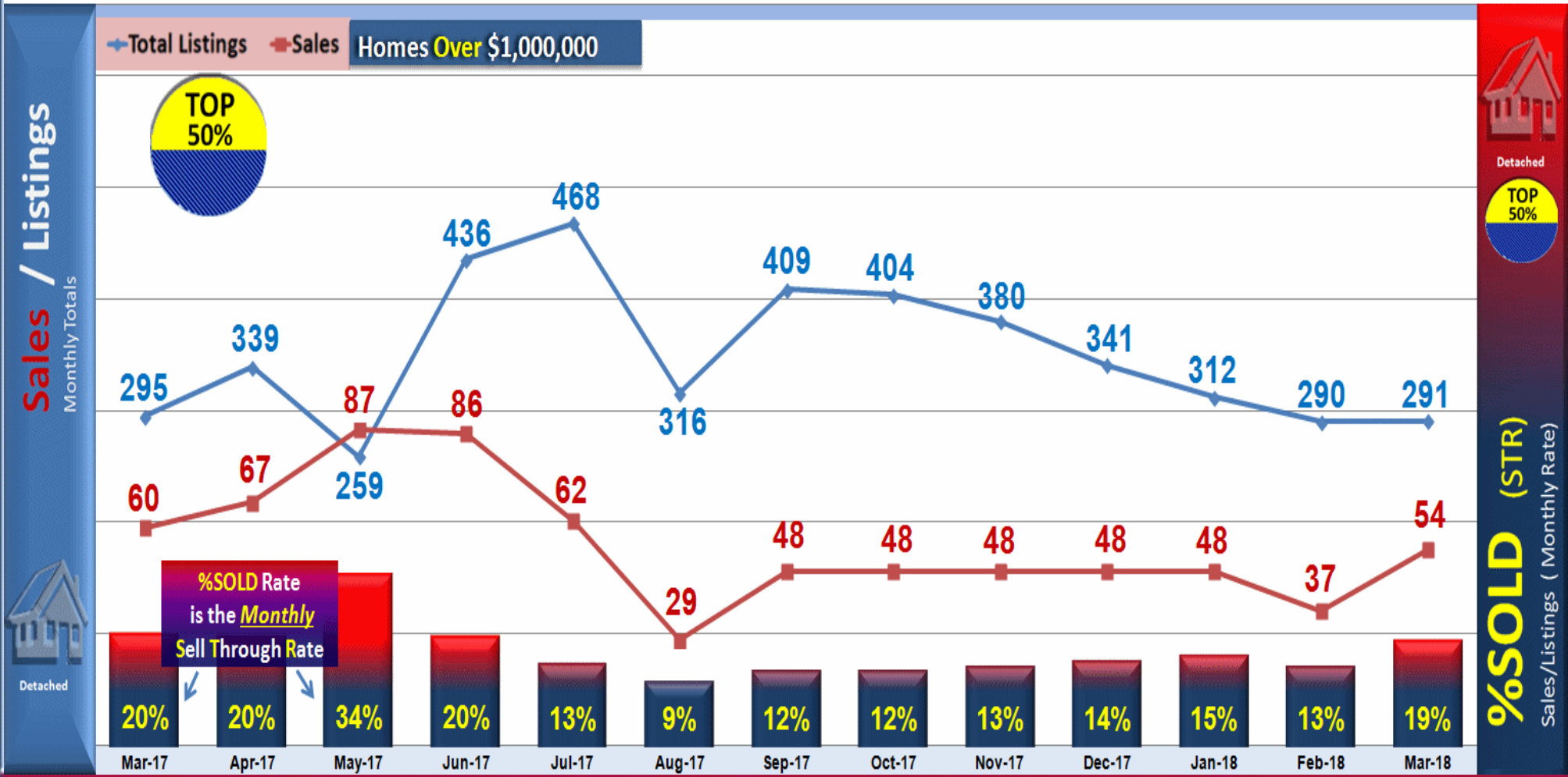
Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting

Apr 1/18 East Surrey

Detached East Surrey Total Listings, Sales, and %SOLD Rates



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

TOP 50%



Detached

TOP 50%

Sales / Listings Monthly Totals

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

%SOLD Rate is the Monthly Sell Through Rate

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

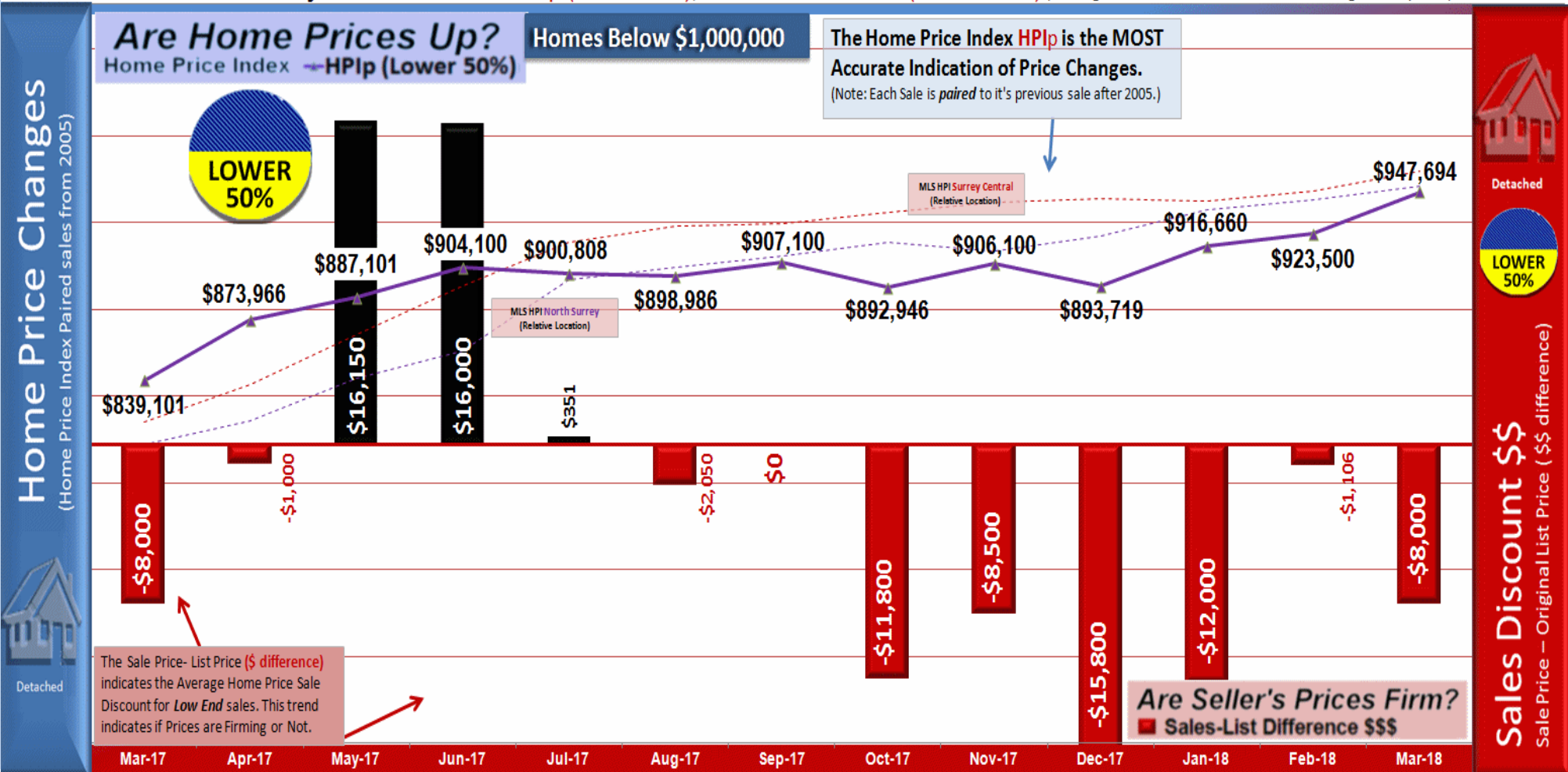
Cell: 604-985-7653



Market Analysis and Forecasting

Apr 1/18 East Surrey

Detached East Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)



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



Detached



Detached



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

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

Homes Below \$1,000,000

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

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

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

*Home Price 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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

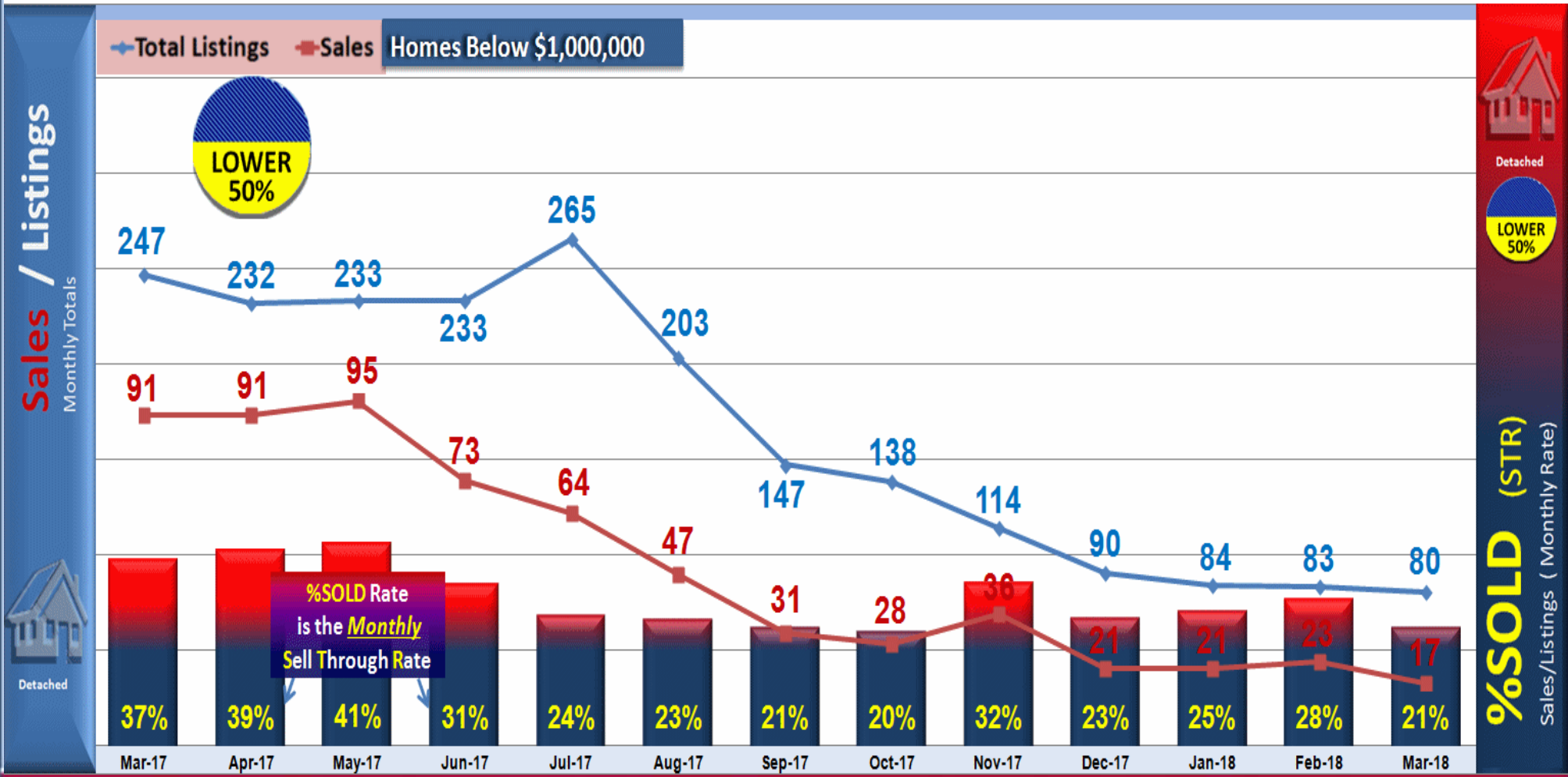
Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting

Apr 1/18 East Surrey

Detached East Surrey Total Listings, Sales, and %SOLD Rates



Sales / Listings
Monthly Totals

Detached
LOWER 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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



THE GO 2 GUYS

TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

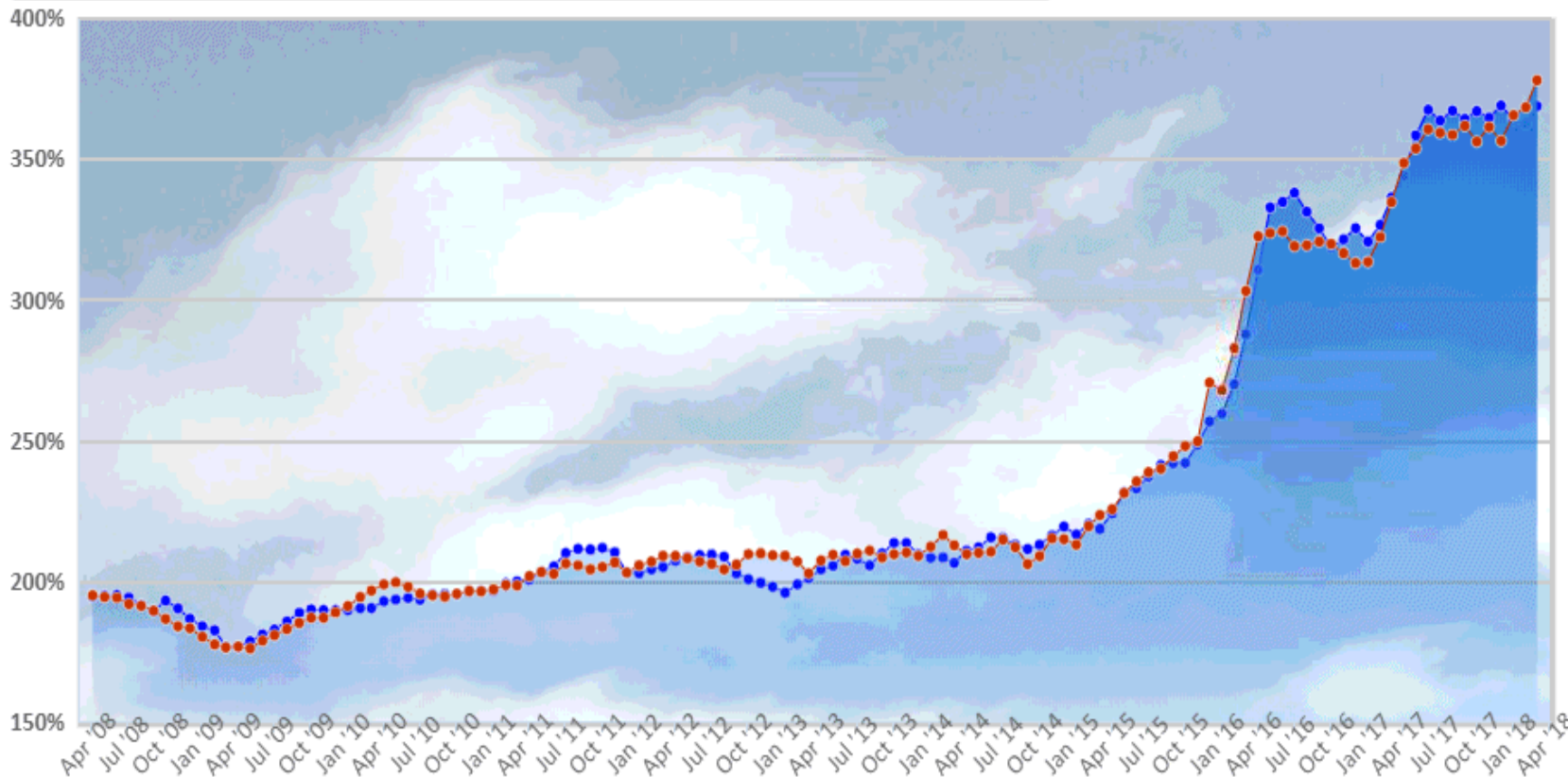
Chris Braden
PERSONAL REAL ESTATE COORDINATOR



Powered by the Greater Vancouver Market Reports HPIp



East Surrey Homes Top 50% : HPIp Forecast+ Forecast-
East Surrey Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Mar 2018	% 369.00
Feb 2018	% 362.80
Jan 2018	% 364.20
Dec 2017	% 369.20
Nov 2017	% 364.90
Oct 2017	% 367.20
Sep 2017	% 364.40
Aug 2017	% 367.40
Jul 2017	% 363.90
Jun 2017	% 367.70
May 2017	% 358.60
Apr 2017	% 344.30

<<< 123 >>>



*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



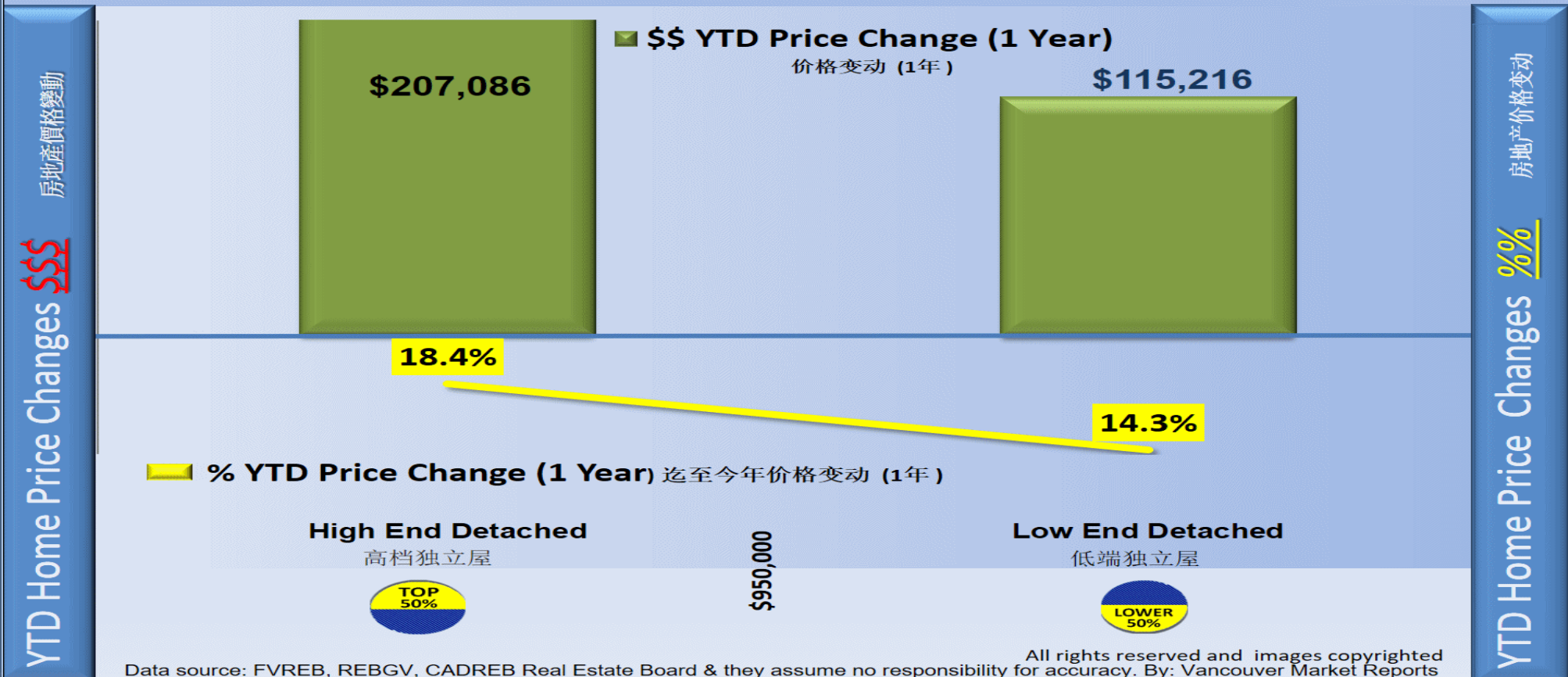
North Langley Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2017 – Mar 2018 (Quarters)

房屋类型: 迄至今年 (每季) 由2017 三月份至2018 三月份

Powered by: Vancouver Market Reports HPIp



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

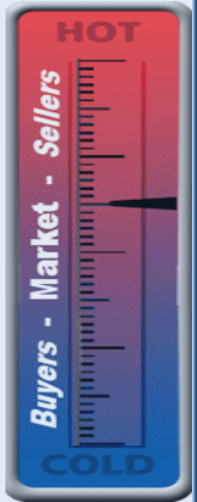
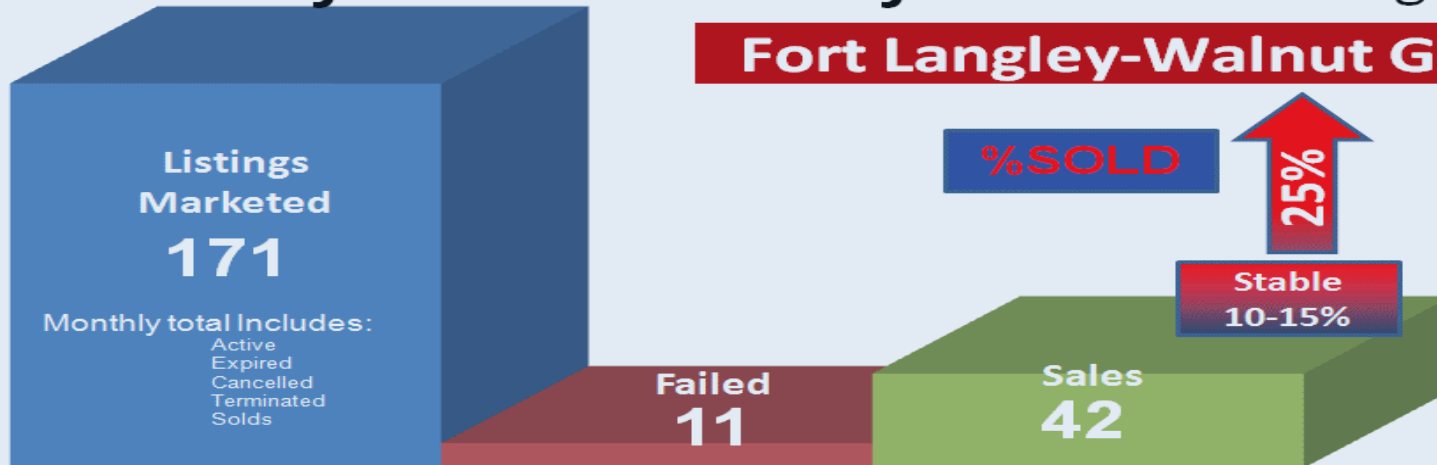
All rights reserved and images copyrighted



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Monthly Market Activity - Mar 2018- Single Family Fort Langley-Walnut Grove



Apr 1 2018 North Langley Market Update (Detached)

Current: North Langley is in a Sellers Market with normal listing inventories, a **25 %SOLD** rate and a 99% Sell/List Ratio. (This means that there is an average of a \$11,619 Discount on a sale from the original list price)
Most Active Price Range: Homes below \$900,000 have **40.0 %SOLD** rate resulting in a Sellers Market.
Least Active Price Range: Homes above \$1.3 mill. have **14.3 %SOLD** rate.

History: The North Langley Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$196,152.
 The North Langley Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$101,788.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
 Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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

North Langley List Price Ranges Statistics - Mar 2018

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	5	2	15	99%	-\$9,350	40.0%	↑
\$800,001-\$900,000	18	7	6	100%	\$1,000	38.9%	↑
\$900,001-\$1,000,000	10	3	7	101%	\$5,112	30.0%	↑
\$1,000,001-\$1,100,000	16	6	39	95%	-\$58,444	37.5%	↑
\$1,100,001-\$1,300,000	45	13	7	99%	-\$19,000	28.9%	↑
\$1,300,001 and more	77	11	29	96%	-\$59,900	14.3%	↑
Total Activity	171	42	10	99%	-\$11,619	25%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	210	145	171		26	↑
Active Listings (1st of the month)	108	76	95	118	23	↑
Solds	62	33	42		9	↑
Days on Market (DOM)	8	11	10		-1	↓
%SOLD (Sales/ Listings /monthly rate)	29.5%	22.8%	24.6%		1.8%	↑
(Top 50%) Home Price Index HPIp	\$1,142,246	\$1,338,179	\$1,338,398		\$219	↑
(Lower 50%) Home Price Index HPIp	\$824,939	\$923,586	\$926,727		\$3,141	↑

*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.



What Sold in your Neighbourhood and for What Price?

North Langley Sub areas Statistics - Mar 2018			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	44	19	8	99%	-\$10,000	43.2%
County Line Glen Valley	9	0				0.0%
Willoughby Heights	95	19	26	99%	-\$19,000	20.0%
Fort Langley	23	4	6	96%	-\$45,200	17.4%
Total Activity	171	42	10	99%	-\$11,619	25%



*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.



Next Months Market Forecast

Forecast: North Langley has an average Listing supply; 118 homes are for sale and with the strong **25 %SOLD** monthly rate gives us a ~4 months of inventory. 9% of the active listings have reduced their price by \$69,174 on average or \$99,000 median in the last month.

March's Real Estate Statistics shows **78%** of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of **\$10,681**, which is even more than the \$8,381 increase that we saw in the month prior. At the same time, the Vancouver Detached Markets showed a price decrease of \$2,135. With the many new foreign buyer taxes, much tougher mortgage lending rules, higher interest rates, pending trade tariffs and the dramatic reduction of our foreign buyers in Vancouver, we are forecasting the beginning of a **Buyer's Market** across the top 50% of the Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets) There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

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. 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.

#1 **RE/MAX** Market Reports
RE/MAX Statistics, on the Web!

detached homes



Market Analysis and Forecasting Apr 1/18 Langley - Walnut Grove



THE GO 2 GUYS

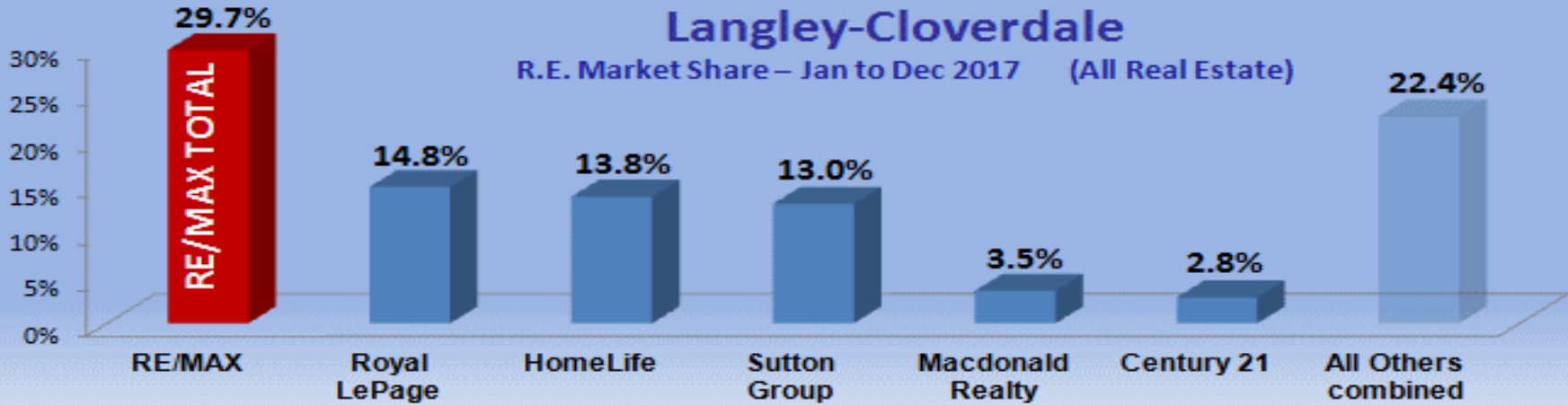
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION



the **RE/MAX** Market Share Reports



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

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

Market Analysis and Forecasting Apr 1/18 Langley - Walnut Grove



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

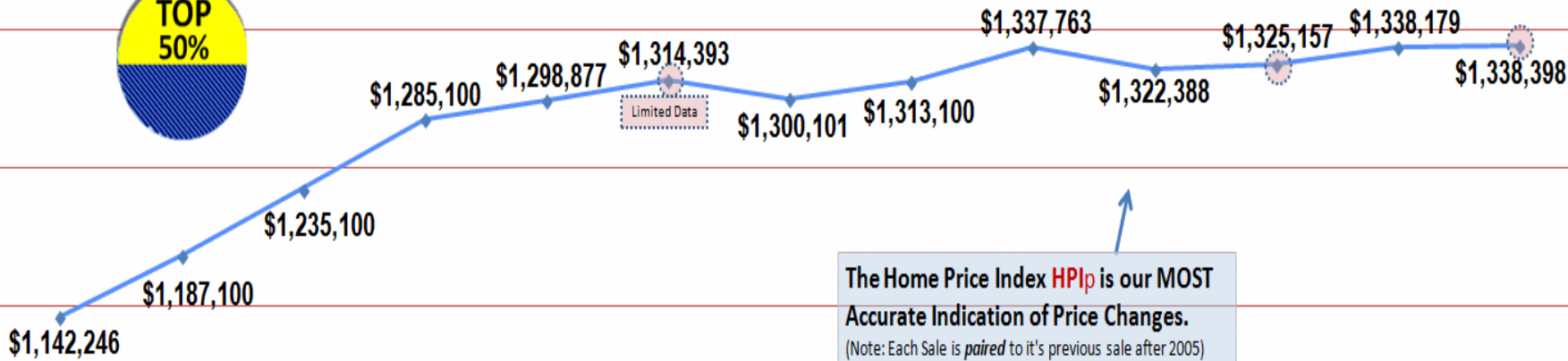
Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Detached

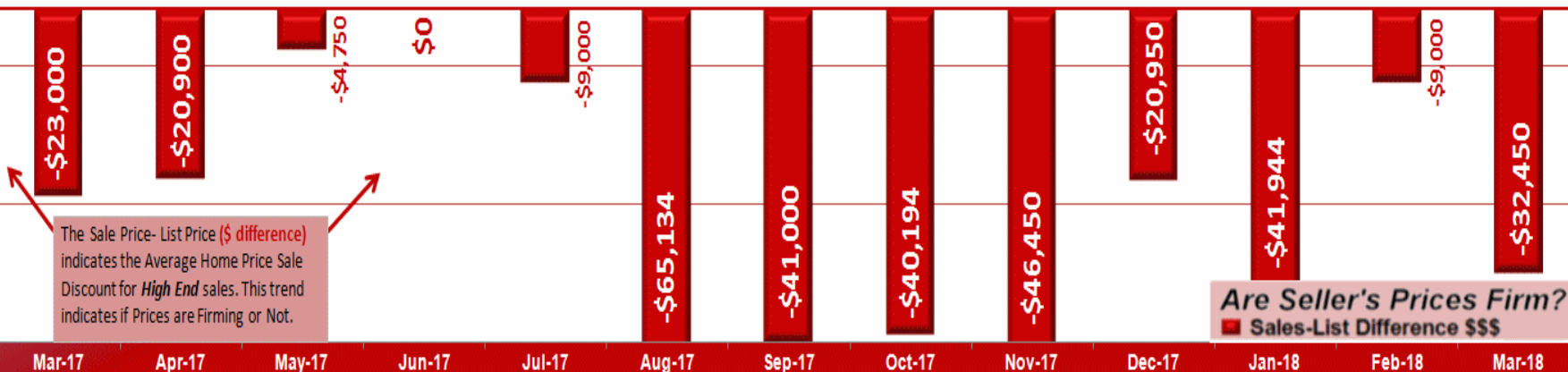
North Langley: Walnut Grove, Fort Langley Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up? Homes Over \$850,000

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)



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

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

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



Detached



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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

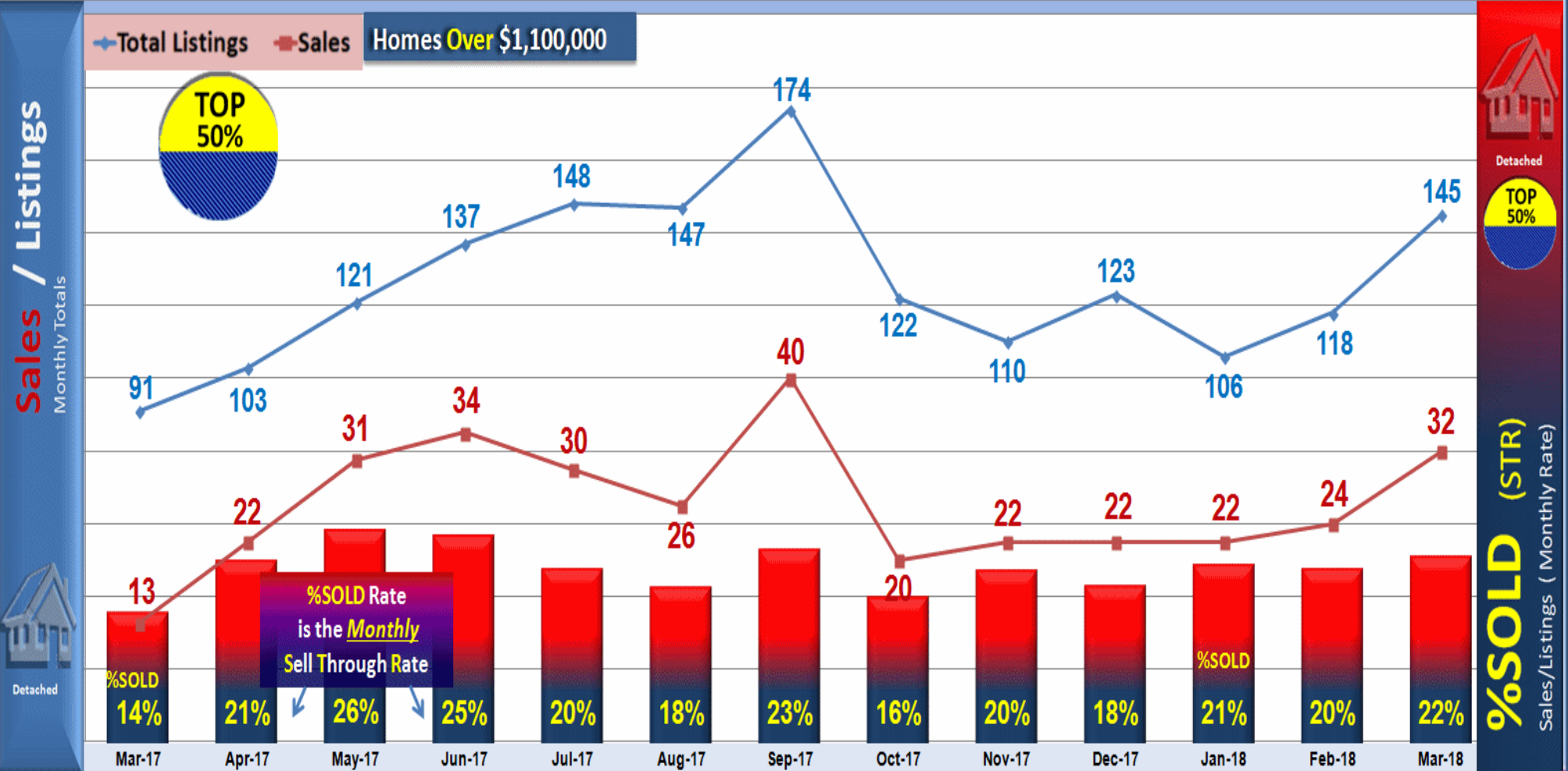
Cell: 604-985-7653



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding
Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 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)

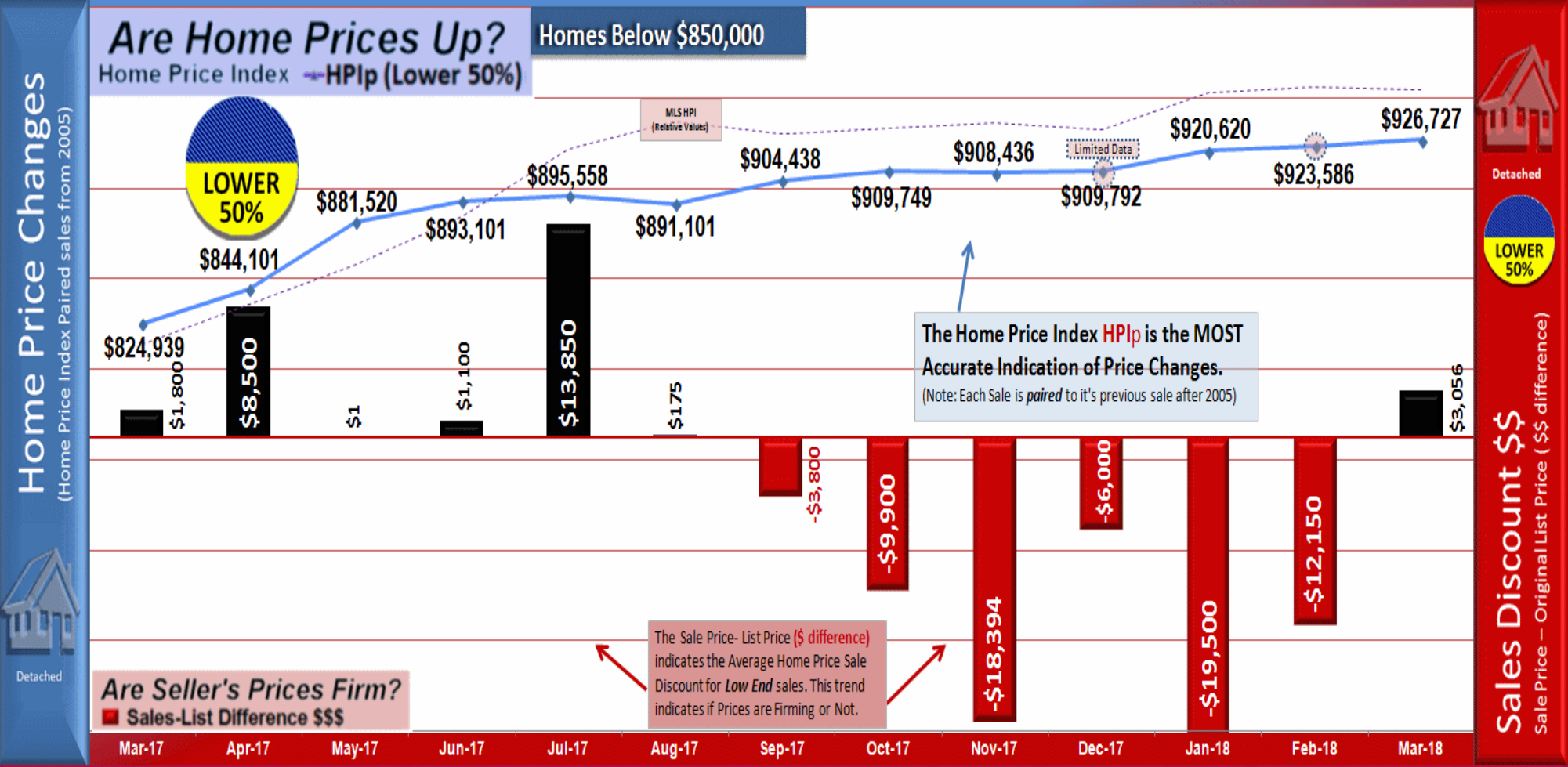
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 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)



Detached



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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



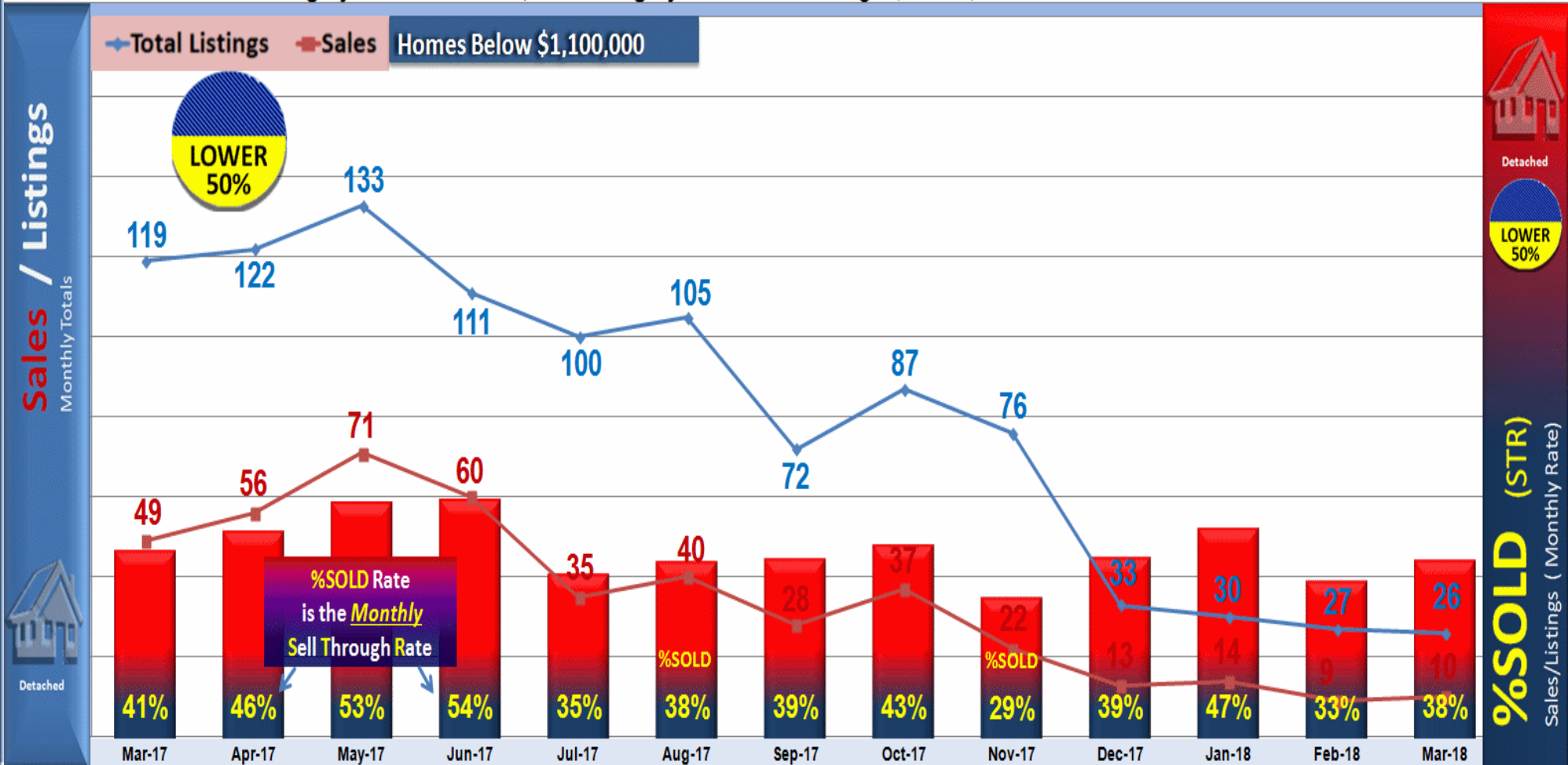
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATION

Chris Braden
PERSONAL REAL ESTATE COORDINATION

Market Analysis and Forecasting Apr 1/18 Langley - Walnut Grove

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



Sales / Listings
Monthly Totals



LOWER 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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

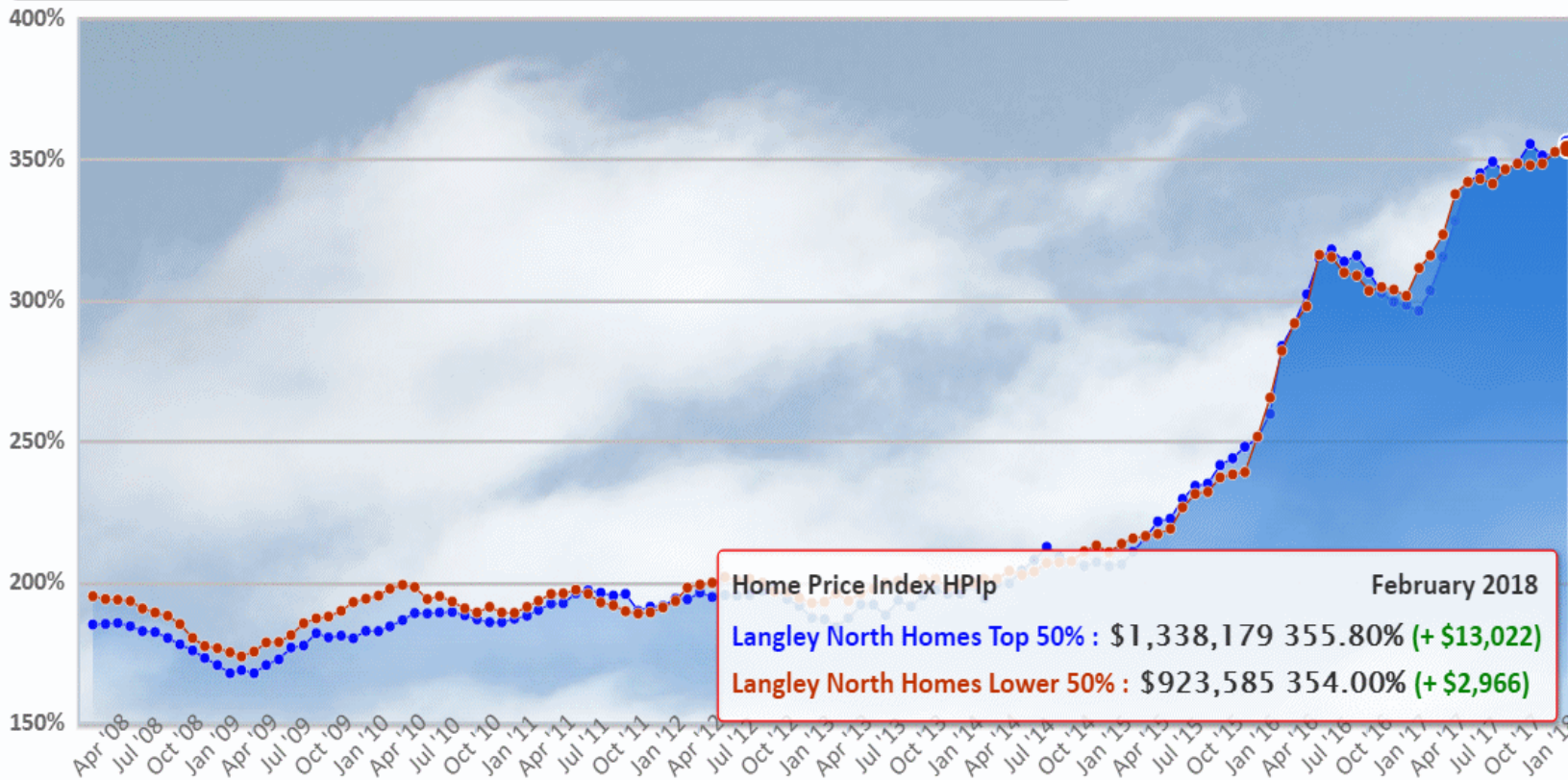
Cell: 604-985-7653



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
Feb 2018	% 355.80
Jan 2018	% 352.30
Dec 2017	% 351.60
Nov 2017	% 355.70
Oct 2017	% 349.10
Sep 2017	% 345.60
Aug 2017	% 349.40
Jul 2017	% 345.30
Jun 2017	% 341.70
May 2017	% 328.40
Apr 2017	% 315.60
Mar 2017	% 303.70

<<<123>>>



*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.



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

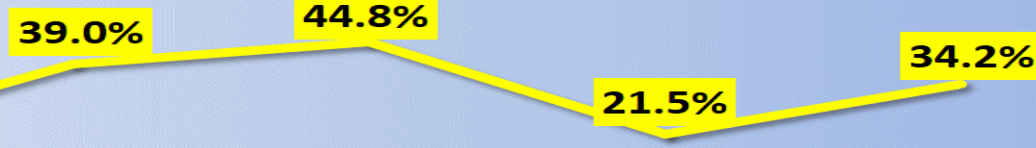
房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2017 – Mar 2018 (Quarters)

房屋类型: 迄至今年 (每季) 由2017 三月份至2018 三月份

Powered by: Vancouver Market Reports HPIp

\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)



% YTD Price Change (1 Year)

迄至今年价格变动 (1年)

High End Detached
高档独立屋

\$950,000

TOP 50%

Low End Detached
低端独立屋

LOWER 50%

High End Condos
高档公寓

\$290,000

TOP 50%

Low End Condos
低端公寓

LOWER 50%

High End Townhouse
高档城镇屋

\$515,000

TOP 50%

Low End Townhouse
低端城镇屋

LOWER 50%

All rights reserved and images copyrighted

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

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

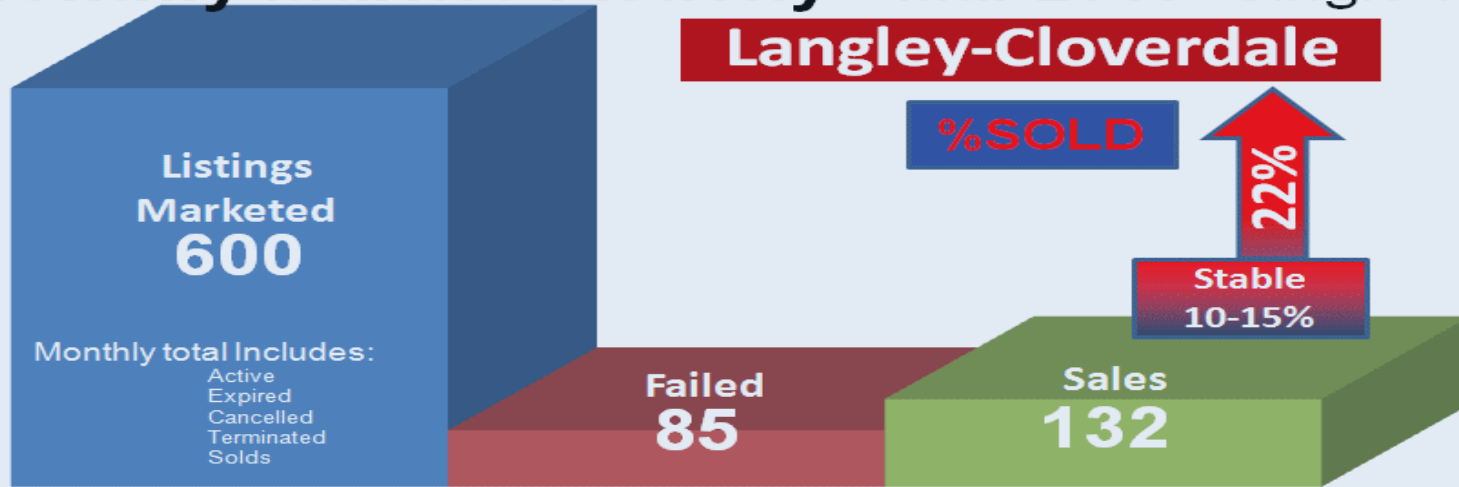
YTD Home Price Changes %%



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Monthly Market Activity - Mar 2018- Single Family Langley-Cloverdale



Apr 1 2018 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **22 %SOLD** rate and a 99% Sell/List Ratio. (This means that there is an average of a \$9,000 discount on a sale from the original list price)
 Most Active Price Range: Homes below \$800,000 have High **36.0 %SOLD** rate and is in a Sellers Market.
 Least Active Price Range: Homes above \$2.5 mill. have **4.0 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$144,000.
 The Langley, Cloverdale Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$96,001.

*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.



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

Langley, Cloverdale List Price Ranges Statistics - Mar 2018					Detached		
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	75	27	12	100%	\$0	36.0%	↑
\$800,001-\$875,000	36	8	11	100%	-\$2,444	22.2%	↑
\$875,000-\$950,000	72	24	9	99%	-\$4,950	33.3%	↑
\$950,001-\$1,100,000	90	27	6	99%	-\$14,900	30.0%	↑
\$1,100,000-\$1,200,000	39	8	5	100%	\$5,556	20.5%	↑
\$1,200,000-\$1,300,000	41	10	12	97%	-\$33,400	24.4%	↑
\$1,300,001-\$1,800,000	100	19	12	96%	-\$49,900	19.0%	↑
\$1,800,001-\$2,500,000	47	5	31	97%	-\$78,800	10.6%	↓
\$2,500,001 and more	100	4	10	96%	-\$139,300	4.0%	↓
Total Activity	600	132	10	99%	-\$9,000	22%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	576	487	600		113	↑
Active Listings (1st of the month)	331	316	336	383	47	↑
Solds	175	106	132		26	↑
Days on Market (DOM)	10	14	10		-4	↓
%SOLD (Sales/Listings /monthly rate)	30.4%	21.8%	22.0%		0.2%	↑
(Top 50%) Home Price Index HPIp	\$1,153,100	\$1,273,372	\$1,297,100		\$23,728	↑
(Lower 50%) Home Price Index HPIp	\$738,100	\$854,879	\$834,101		-\$20,778	↓

*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.



What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - Mar 2018			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	161	36	12	99%	-\$11,500	22.4%
Serpentine	13	0				0.0%
Clayton	50	19	7	99%	-\$7,000	38.0%
Murrayville	23	2	8	99%	-\$7,700	8.7%
Salmon River	54	9	10	95%	-\$93,000	16.7%
Brookswood Langley	91	22	7	98%	-\$26,000	24.2%
Aldergrove Langley	70	20	19	100%	\$50	28.6%
Campbell Valley	47	5	8	97%	-\$78,800	10.6%
Otter District	25	3	3	103%	\$3,500	12.0%
Langley City	66	16	8	99%	-\$6,450	24.2%
Total Activity	600	132	10	99%	-\$9,000	22%

*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.



Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 383 homes are for sale and with the **22 %SOLD** monthly rate gives us a ~5 months of inventory. 10% of the active listings have reduced their price by \$58,500 on average or \$50,000 median in the last month. We project Langley, Cloverdale Detached to be a sellers market.

March's Real Estate Statistics shows **78%** of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of **\$10,681**, which is even more than the \$8,381 increase that we saw in the month prior. At the same time, the Vancouver Detached Markets showed a price decrease of \$2,135. With the many new foreign buyer taxes, much tougher mortgage lending rules, higher interest rates, pending trade tariffs and the dramatic reduction of our foreign buyers in Vancouver, we are forecasting the beginning of a **Buyer's Market** across the top 50% of the Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets) There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB 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. 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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 **RE/MAX** Market Reports
RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



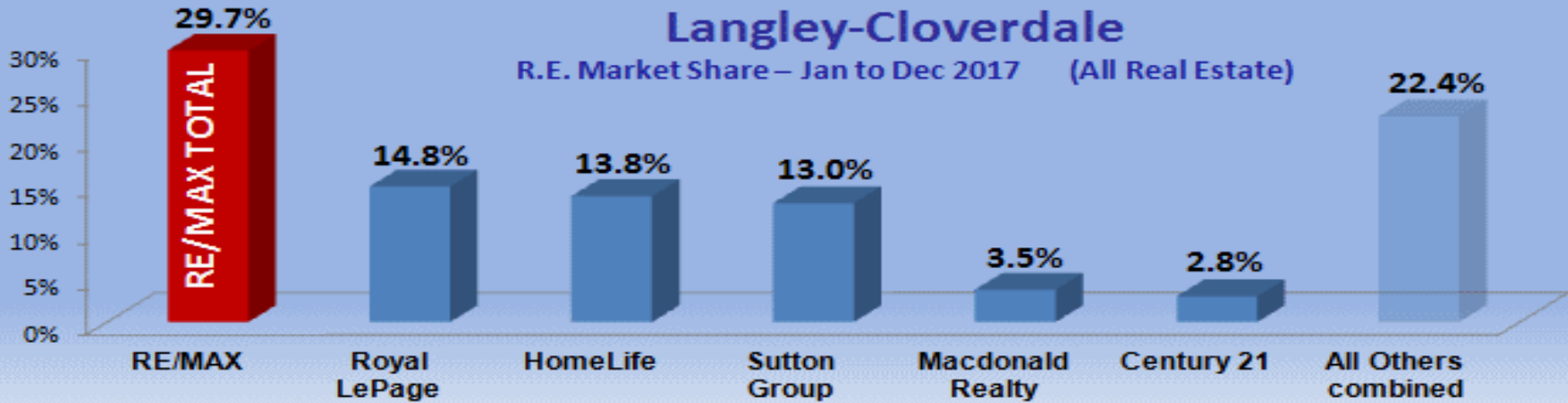
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale

#1 **the RE/MAX Market Share Reports**



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

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATION

Chris Braden
PERSONAL REAL ESTATE COORDINATION

Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale

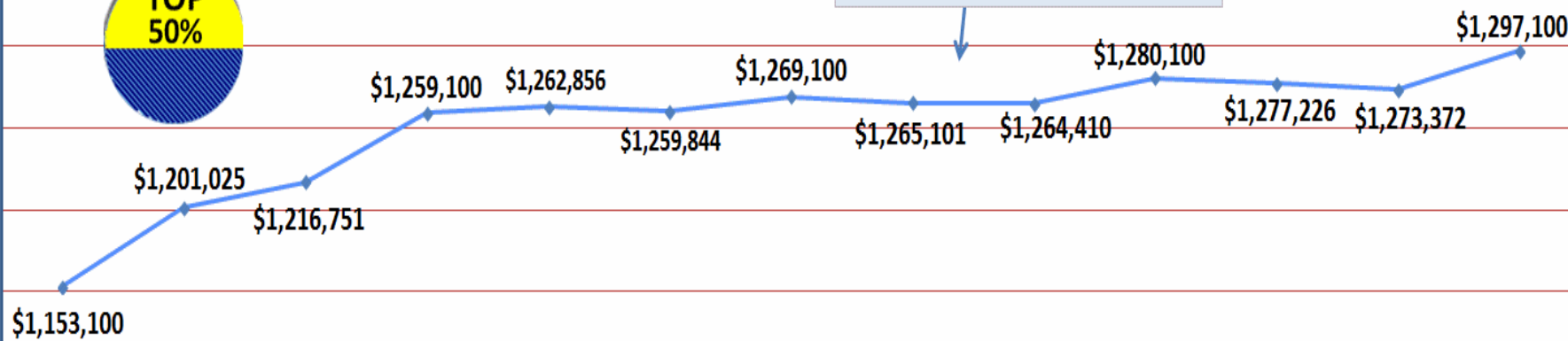
Detached Langley, Cloverdale Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$950,000

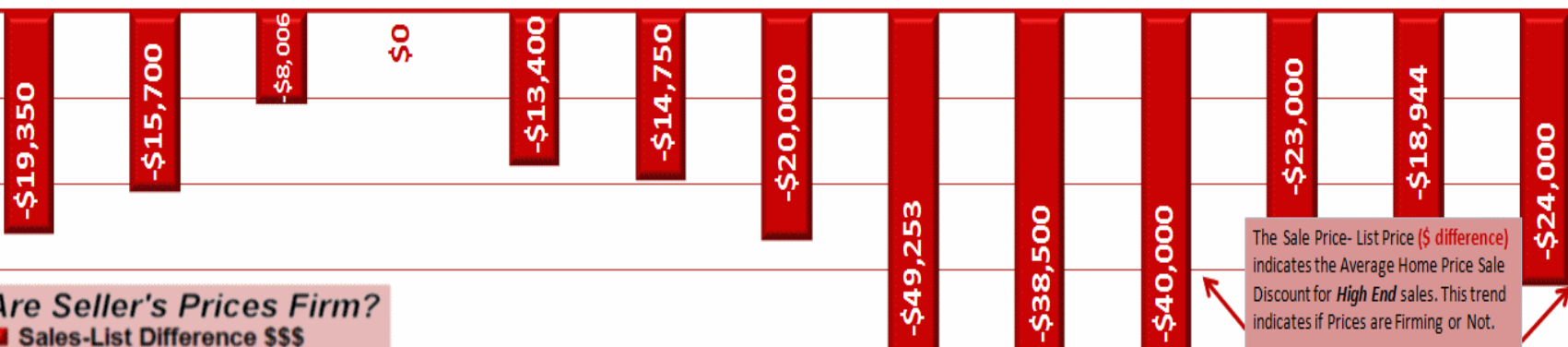
The Home Price Index HPIp is our MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to its previous sale after 2005)



Detached



Sales Discount \$\$
Sale Price - Original List Price (\$ 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.

Are Seller's Prices Firm?

Sales-List Difference \$\$\$

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



Detached

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

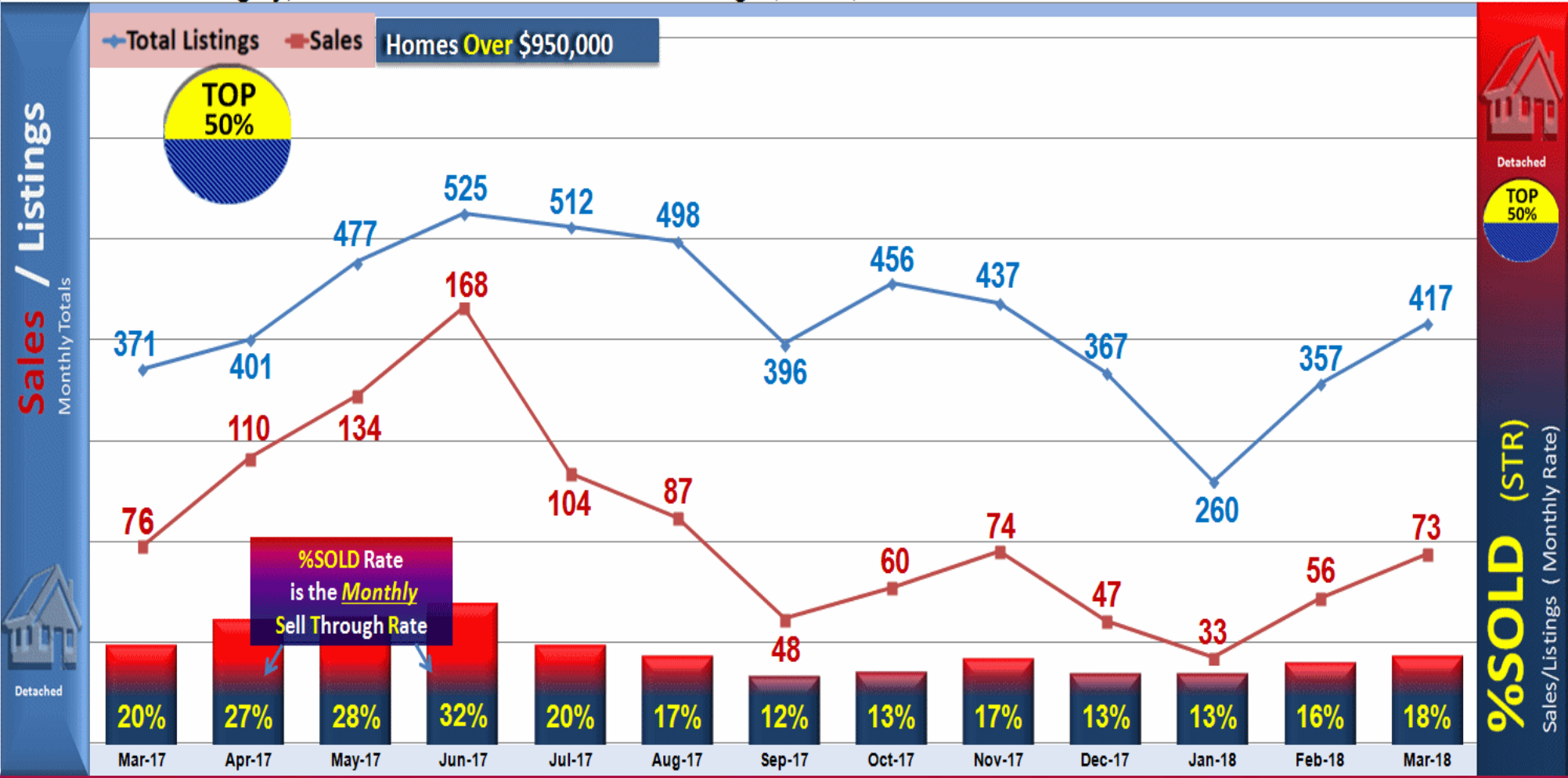
chris@thego2guys.net

Cell: 604-985-7653



Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale

Detached Langley, Cloverdale 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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale

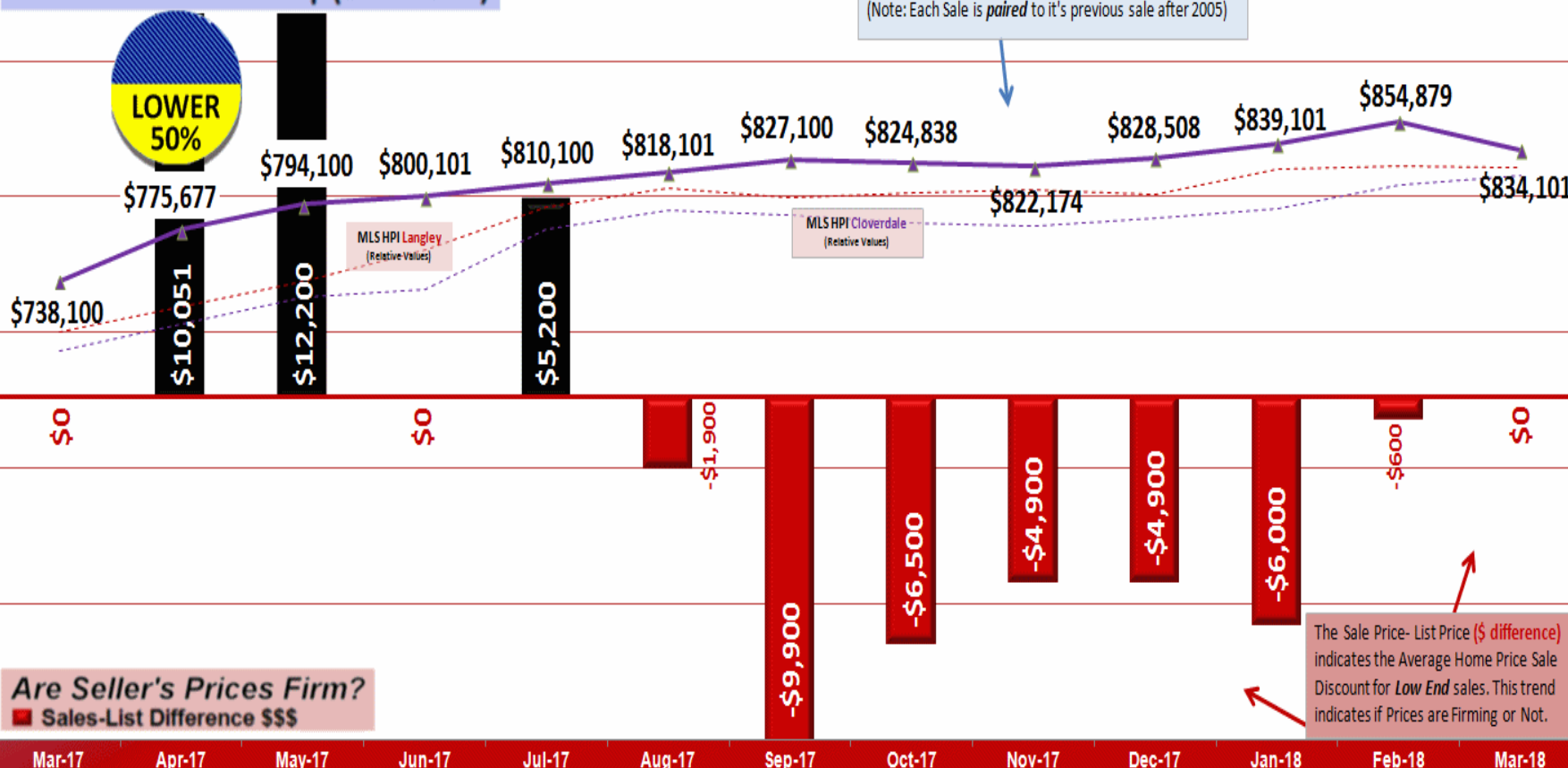
Detached Langley, Cloverdale Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

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

Homes Below \$950,000

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)



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



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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



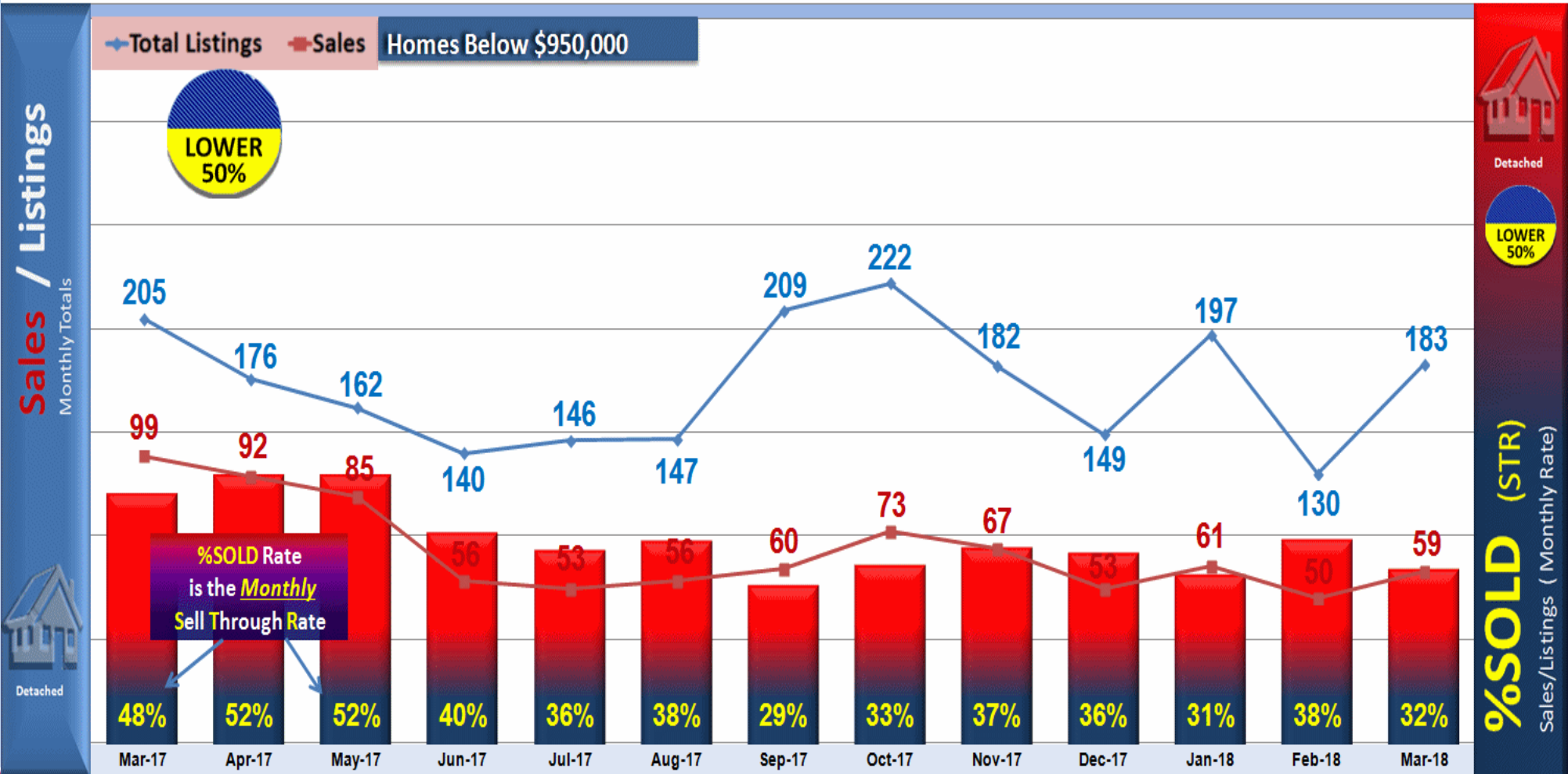
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale

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



Sales / Listings
Monthly Totals



Detached



Detached



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



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale



THE GO 2 GUYS

TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

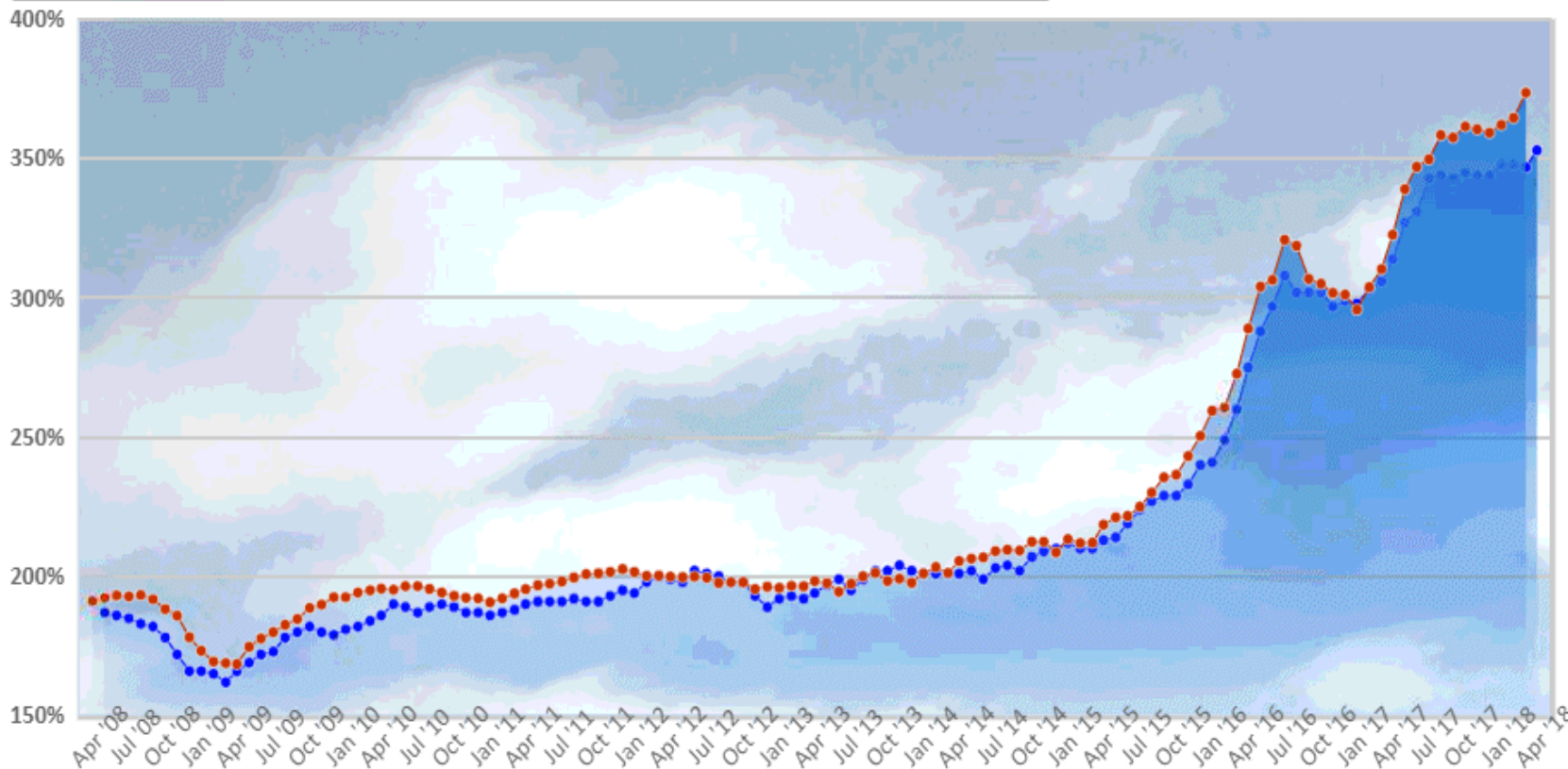
Chris Braden
PERSONAL REAL ESTATE COOPERATION



Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Mar 2018	% 353.00
Feb 2018	% 347.00
Jan 2018	% 348.00
Dec 2017	% 348.00
Nov 2017	% 344.00
Oct 2017	% 344.00
Sep 2017	% 345.00
Aug 2017	% 343.00
Jul 2017	% 344.00
Jun 2017	% 343.00
May 2017	% 331.00
Apr 2017	% 327.00

<<< 1 2 3 >>>

*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.

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

The GO 2 GUYS



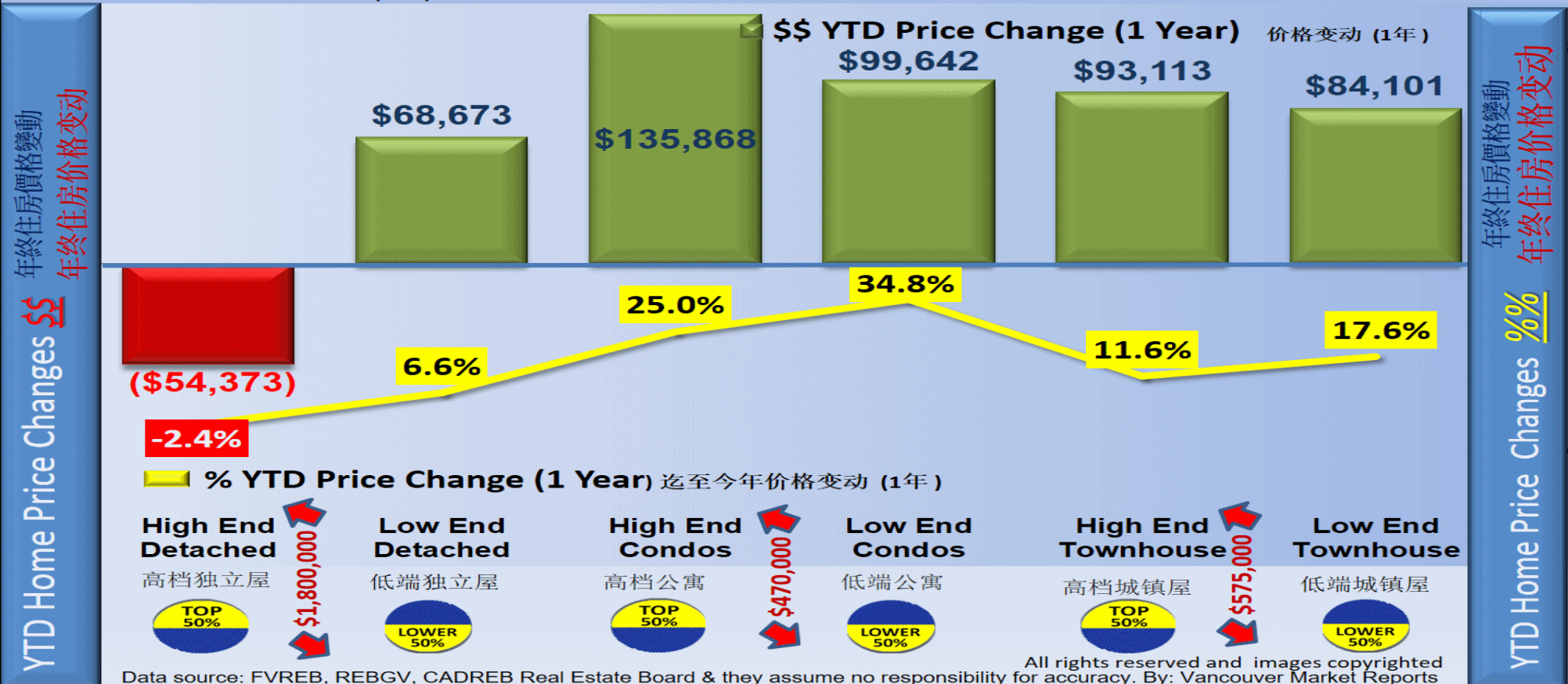
South Surrey White Rock Real Estate Price Changes (\$/%)

白石,南素里 房地產價格變動/白石,南素里 房地產價格變動

Housing Types: Year-To-Date Mar 2017 – Mar 2018 (Quarters)

房屋类型: 迄至今年 (每季) 由2017 三月份至2018 三月份

Powered by: Vancouver Market Reports HPIp

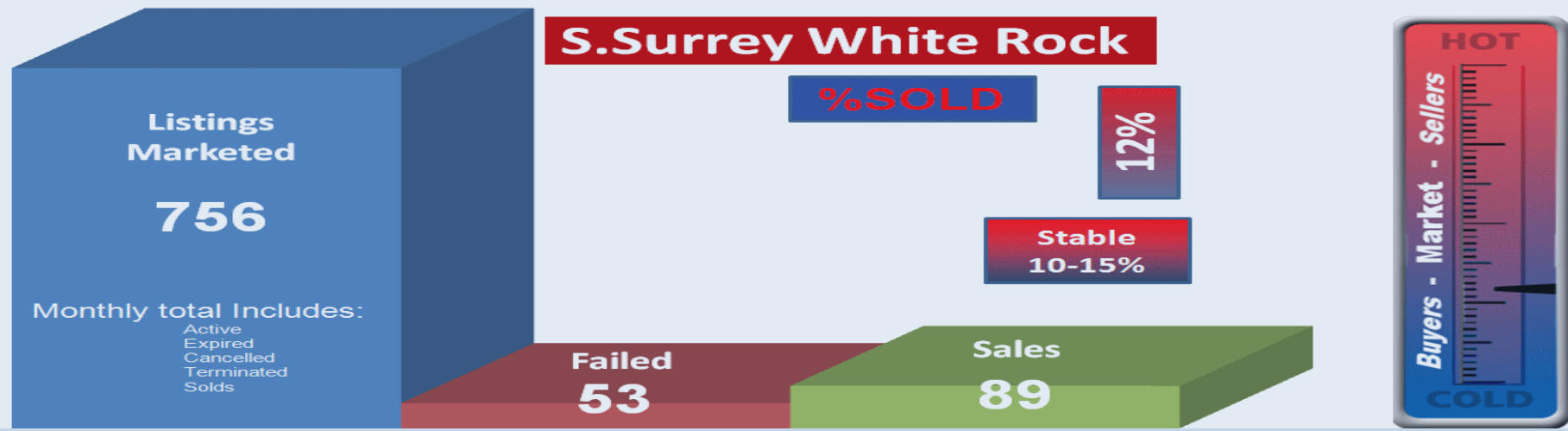


Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

*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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Monthly Market Activity Mar 2018- Single Family



Apr 1 2018 White Rock - South Surrey Market Update (Detached)

Current: White Rock South Surrey is in a Stable Market with average listing inventories, **12 %SOLD** rate and a 95% Sell/List Ratio. (This means that there is an average of a \$65,000 discount on a sale from the original list price)
Most Active Price Range: Homes below \$900,000 have **33.3 %SOLD** rate.
Least Active Price Range: Homes above \$3 mill. have **0.8 %SOLD** rate.

History: The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$38,851.
 The S. Surrey White Rock Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$105,771.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
 Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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

White Rock - South Surrey List Price Ranges Statistics - Mar 2018							Detached	
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD		
0-\$900,000	16	5	25	96%	-\$15,000	31.3%	↑	
\$900,001-\$1,100,000	50	11	8	97%	-\$29,800	22.0%	↑	
\$1,100,001-\$1,250,000	66	17	31	95%	-\$57,524	25.8%	↑	
\$1,250,001-\$1,400,000	80	12	41	97%	-\$47,950	15.0%		
\$1,400,001-\$1,600,000	95	17	36	96%	-\$62,000	17.9%	↑	
\$1,600,001-\$1,800,000	52	5	46	94%	-\$95,000	9.6%		
\$1,800,001-\$2,000,000	65	5	11	97%	-\$50,000	7.7%	↓	
\$2,000,001-\$3,000,000	201	16	46	94%	-\$149,500	8.0%	↓	
\$3,000,001 and more	131	1	8	88%	-\$518,000	0.8%	↓	
Total Activity	756	89	30	95%	-\$65,000	12%		

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	767	732	756		24	↑
Active Listings (1st of the month)	561	515	576	614	38	↑
Solds	129	88	89		1	↑
Days on Market (DOM)	27	21	30		9	↑
%SOLD (Sales/ Listings /monthly rate)	16.8%	12.0%	11.8%		-0.2%	↓
(Top 50%) Home Price Index HPIp	\$2,158,881	\$2,181,377	\$2,197,732		\$16,355	↑
(Lower 50%) Home Price Index HPIp	\$1,057,435	\$1,140,194	\$1,163,206		\$23,012	↑

*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.



What Sold in your Neighbourhood and for What Price?

White Rock - South Surrey Sub areas Statistics - Mar 2018				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Elgin Chantrell	126	7	70	92%	-\$155,000	5.6%
Sunnyside Pk Surrey	67	13	23	94%	-\$80,000	19.4%
Crescent Bch Ocean Pk.	128	13	45	94%	-\$128,000	10.2%
White Rock	181	18	18	95%	-\$88,000	9.9%
King George Corridor	87	15	30	96%	-\$29,900	17.2%
Hazelmere	10	1	7	92%	-\$218,000	10.0%
Grandview Surrey	69	9	36	96%	-\$57,524	13.0%
Morgan Creek	44	8	10	96%	-\$54,000	18.2%
Pacific Douglas	44	5	21	97%	-\$88,000	11.4%
Total Activity	756	89	30	95%	-\$65,000	12%

*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.



Next Months Market Forecast

Forecast: White Rock South Surrey has average Listing supply; 614 homes are for sale and with the **12% SOLD** monthly rate gives us a ~8 months of inventory. 13% of the active listings have reduced their price by \$126,137 on average or \$92,500 median for the last month. We project White Rock South Surrey to be a continued Stable market.

March's Real Estate Statistics shows **78%** of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of **\$10,681**, which is even more than the \$8,381 increase that we saw in the month prior. At the same time, the Vancouver Detached Markets showed a price decrease of \$2,135. With the many new foreign buyer taxes, much tougher mortgage lending rules, higher interest rates, pending trade tariffs and the dramatic reduction of our foreign buyers in Vancouver, we are forecasting the beginning of a **Buyer's Market** across the top 50% of the Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets) There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

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. 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.

#1 RE/MAX Market Reports
RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS

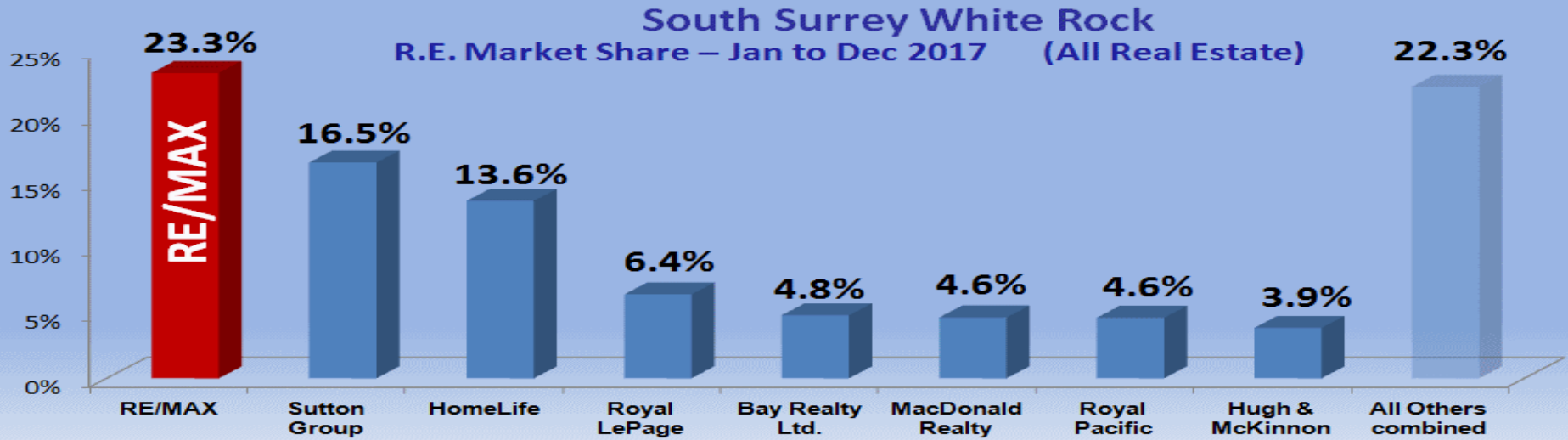


TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding Chris Braden
PERSONAL REAL ESTATE COORDINATION

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

the RE/MAX Market Share Reports



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

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

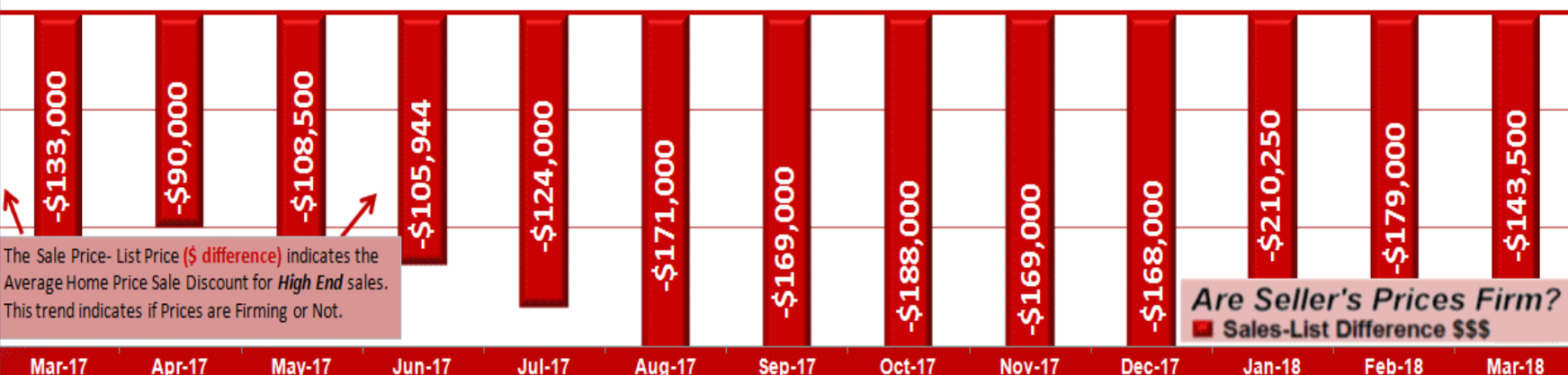
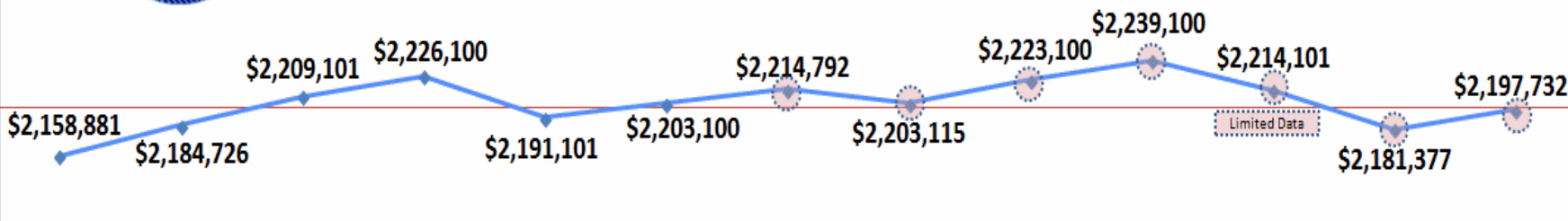
Detached White Rock - South Surrey Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

Homes Over \$1,800,000

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

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



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

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

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



Detached



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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



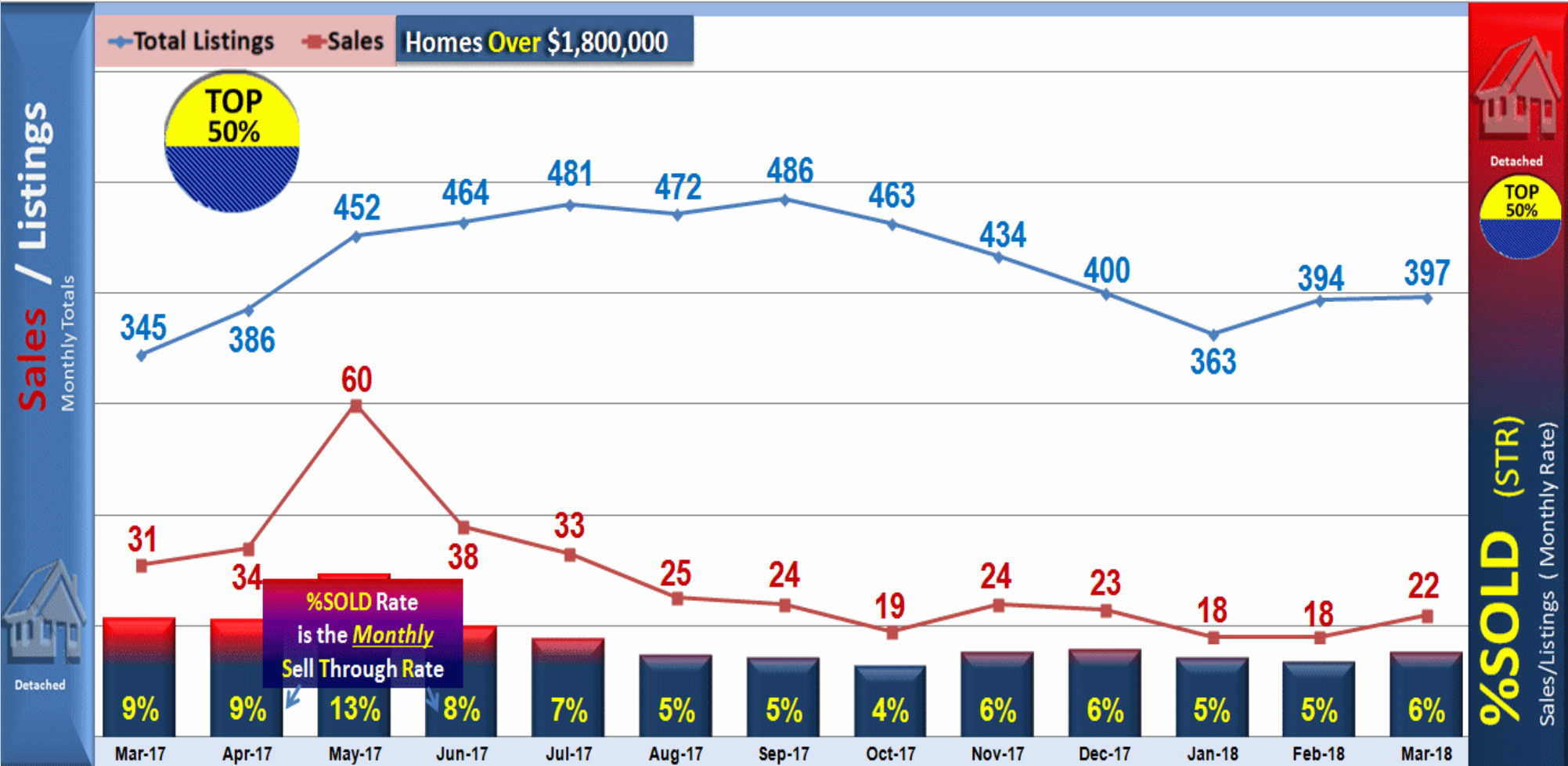
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

Detached White Rock - South Surrey 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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

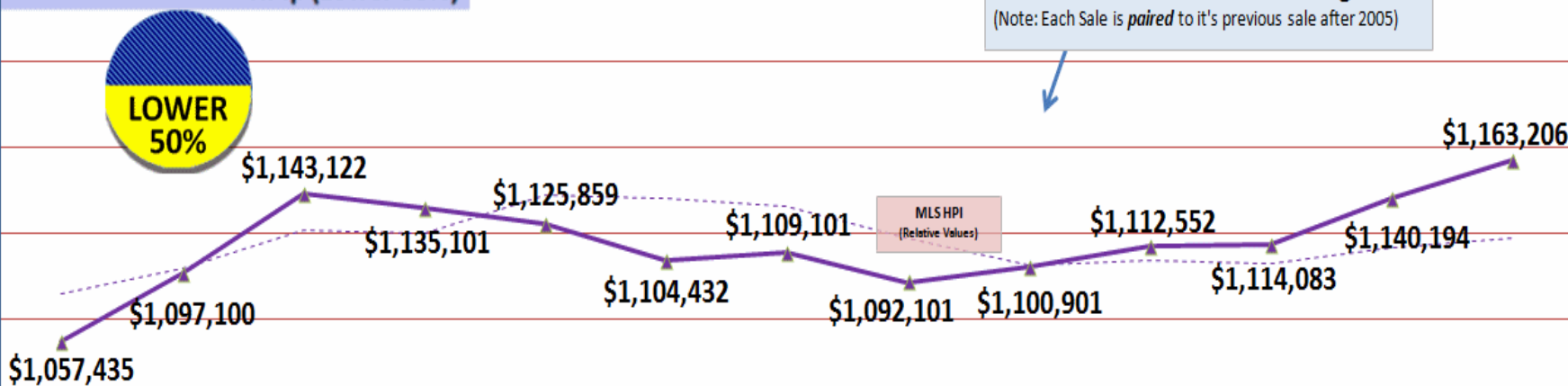
Detached White Rock - South Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home Sales)

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

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

Homes Below \$1,800,000

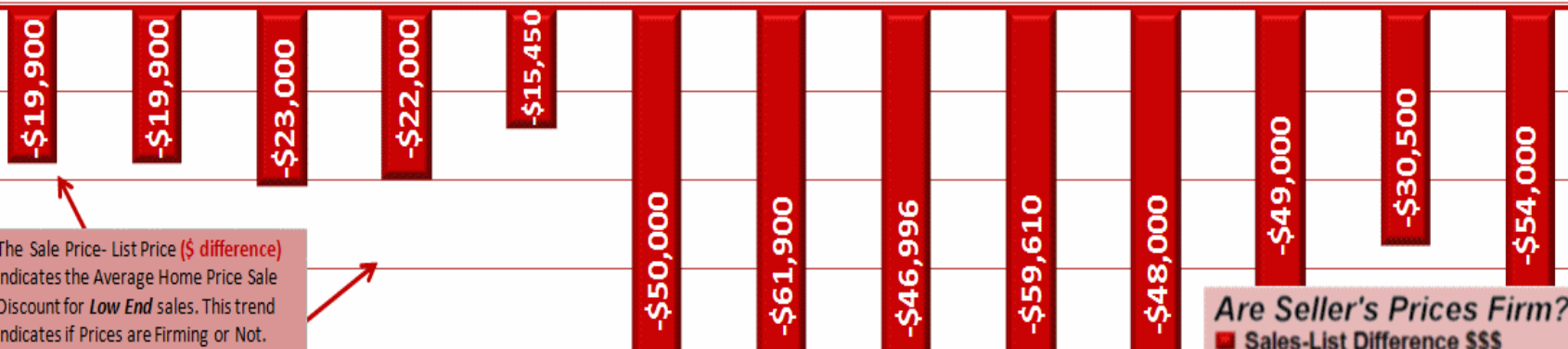
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.
(Note: Each Sale is paired to its previous sale after 2005)



Detached



Sales Discount \$\$
Sale Price - Original List Price (\$ 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.

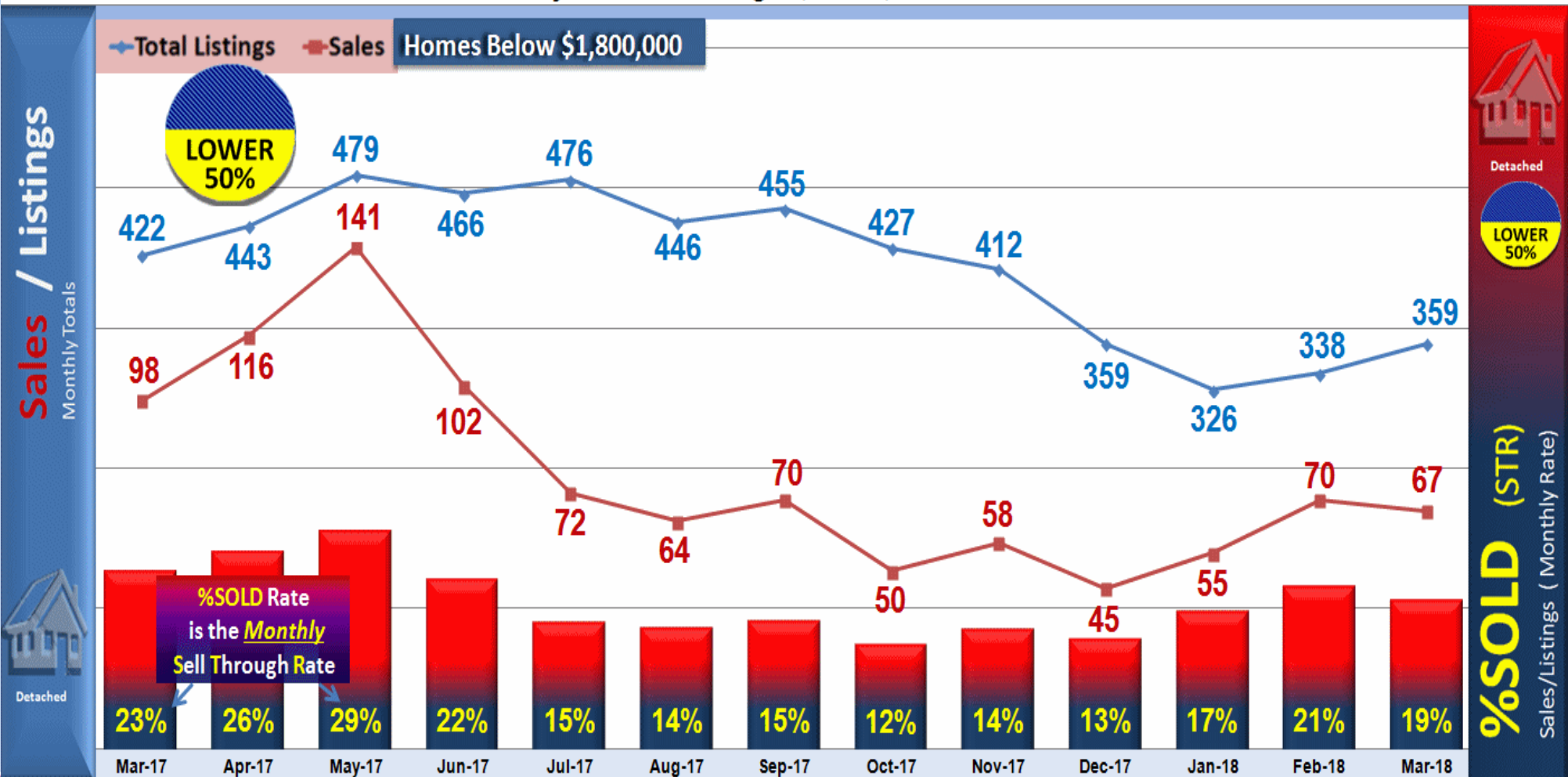
Are Seller's Prices Firm?
Sales-List Difference \$\$\$

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **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 Apr 1/18 White Rock & S. Surrey

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



Sales / Listings
Monthly Totals



Detached



Detached



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

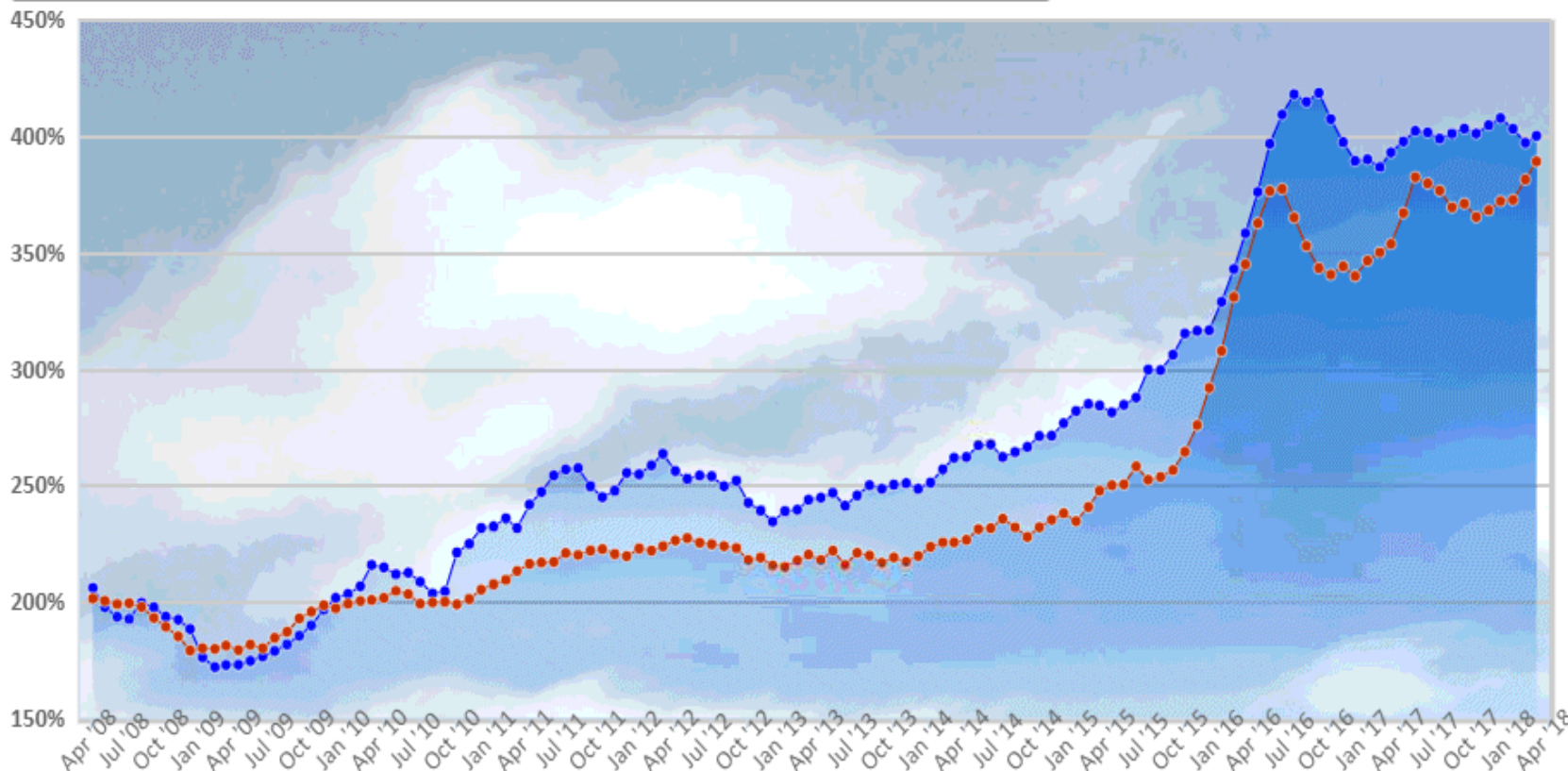
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Homes Top 50% : HPIp Forecast+ Forecast-
White Rock S Surrey Homes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Mar 2018	% 400.40
Feb 2018	% 397.40
Jan 2018	% 403.40
Dec 2017	% 408.00
Nov 2017	% 405.00
Oct 2017	% 401.40
Sep 2017	% 403.50
Aug 2017	% 401.40
Jul 2017	% 399.20
Jun 2017	% 401.90
May 2017	% 402.50
Apr 2017	% 398.00

<<< 1 2 3 >>>

*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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATION

Chris Braden
PERSONAL REAL ESTATE COORDINATION

East Vancouver Real Estate Price Changes (\$/%)

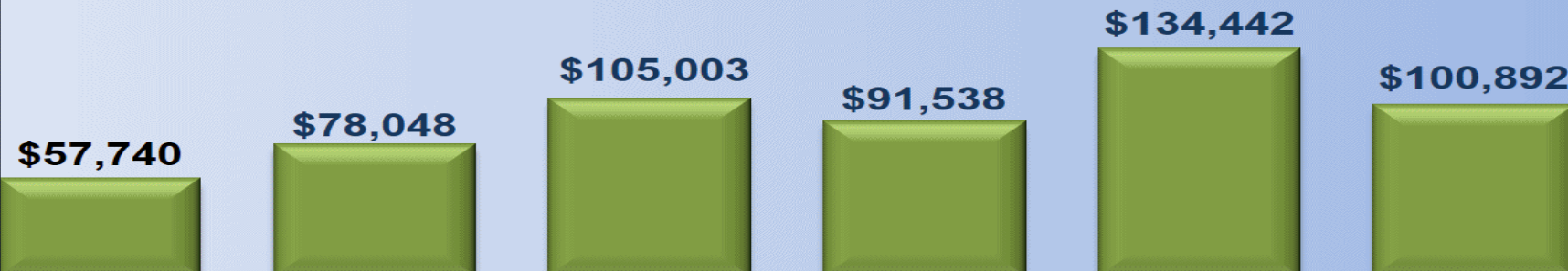
東溫 房地產價格變動 / 东温 房地产价格变动

Housing Types: Year-To-Date Mar 2017 – Mar 2018 (Quarters)

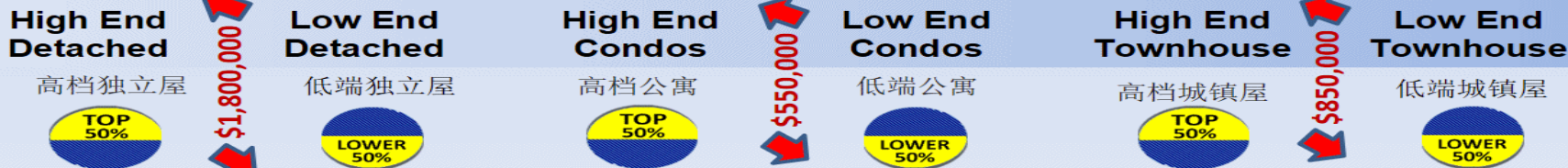
房屋类型: 迄至今年 (每季) 由2017 三月份至2018 三月份

Powered by: Vancouver Market Reports HPI^{ip}

■ \$\$ YTD Price Change (1 Year) 价格变动 (1年)



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



YTD Home Price Changes

年終住房價格變動

年終住房價格變動

YTD Home Price Changes

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

All rights reserved and images copyrighted

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

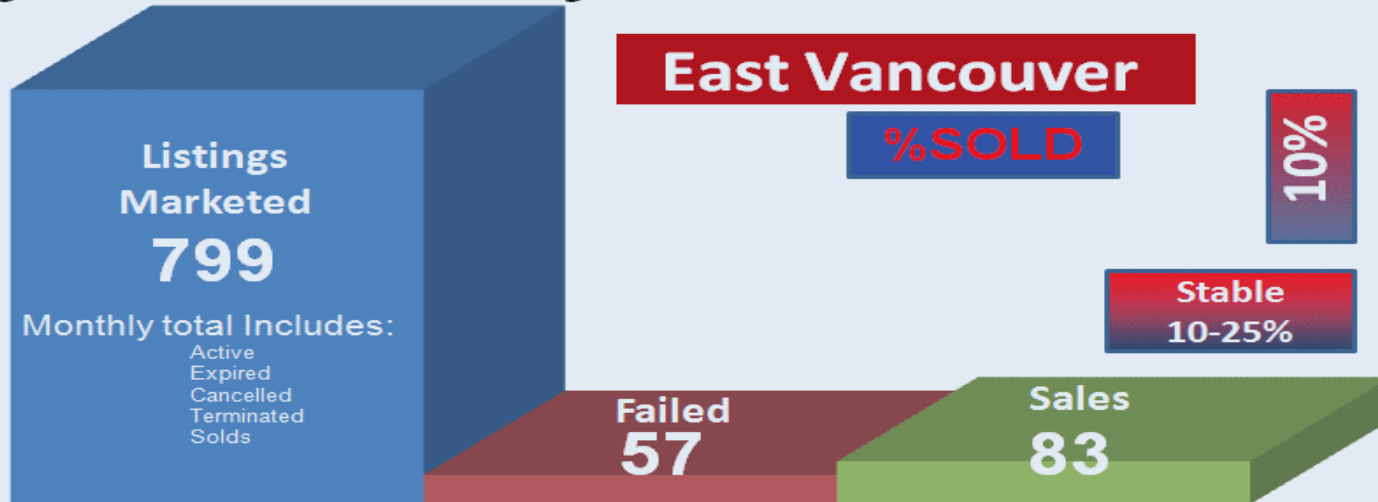
doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



Monthly Market Activity - Mar 2018 - Single Family



Apr 1 2018 East Vancouver Market Update (Detached)

Current: East Vancouver has a Buyer's Market with average listing inventory, **10 %SOLD** rate, a 97% Sell/List Ratio and 20 DOM. (This means an average of a \$54,000 discount on a sale from the original list price)

Most Active Price Range: Homes between \$1.2 mill. - \$1.3 mill. have High **20.0 %SOLD** rate.

Least Active Price Range: Homes above \$2 mill. have **3.9 %SOLD** rate.

History: The East Vancouver Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$119,001. The East Vancouver Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$64,006.

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



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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

East Vancouver List Price Ranges Statistics - Mar 2018							Detached
Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
\$0-\$1,200,000	21	3	37	100%	\$0	14.3%	
\$1,200,001-\$1,300,000	35	7	10	96%	-\$44,000	20.0%	↑
\$1,300,001-\$1,400,000	45	8	14	95%	-\$73,400	17.8%	↑
\$1,400,001-\$1,500,000	52	9	8	100%	\$0	17.3%	↑
\$1,500,001-\$1,700,000	157	26	20	98%	-\$39,956	16.6%	↑
\$1,700,001-\$2,000,000	180	18	36	97%	-\$58,556	10.0%	
\$2,000,001 and more	309	12	32	97%	-\$98,000	3.9%	↓
Total Activity	799	83	20	97%	-\$49,800	10%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	876	783	799		16	↑
Active Listings (1st of the month)	629	580	613	659	46	↑
Solds	156	77	83		6	↑
Days on Market (DOM)	14	19	20		1	↑
%SOLD (Sales/Listings/mnthly rate)	18%	10%	10%		1%	↑
(Top 50%) Home Price Index HPIp	\$1,730,100	\$1,872,100	\$1,849,101		-\$22,999	↓
(Lower 50%) Home Price Index HPIp	\$1,262,100	\$1,335,405	\$1,326,106		-\$9,299	↓

*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.



What Sold in your Neighbourhood and for What Price?

East Vancouver Sub areas Statistics - Mar 2018					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Champlain Heights	2	1	222	92%	-\$165,600	50.0%
Collingwood Van East	98	7	26	97%	-\$49,888	7.1%
Fraser VE	46	5	4	100%	\$0	10.9%
Fraserview VE	55	3	32	95%	-\$88,800	5.5%
Grandview VE	63	7	12	99%	-\$19,000	11.1%
Hastings	22	2	51	88%	-\$194,000	9.1%
Hastings East	23	1	7	96%	-\$58,000	4.3%
Killarney VE	79	11	33	96%	-\$75,000	13.9%
Knight	62	4	20	97%	-\$43,500	6.5%
Main	39	6	12	96%	-\$86,500	15.4%
Mount Pleasant VE	28	10	10	99%	-\$13,000	35.7%
Renfrew VE	106	9	39	98%	-\$28,000	8.5%
Renfrew Heights	43	6	14	99%	-\$19,956	14.0%
South Vancouver	89	7	39	96%	-\$72,000	7.9%
Victoria VE	44	4	23	89%	-\$156,500	9.1%
Total Activity	799	83	20	97%	-\$49,800	10%

*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.



Next Months Market Forecast

Forecast: East Vancouver has average Listing Supply; with 659 homes for sale and the **10 %SOLD** monthly rate gives us ~10 months of Inventory. 7% of the active listings have reduced their price by \$75,330 on average or \$61,000 on median for the last month. We project East Vancouver to be a continued Seller's Market.

March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

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. 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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

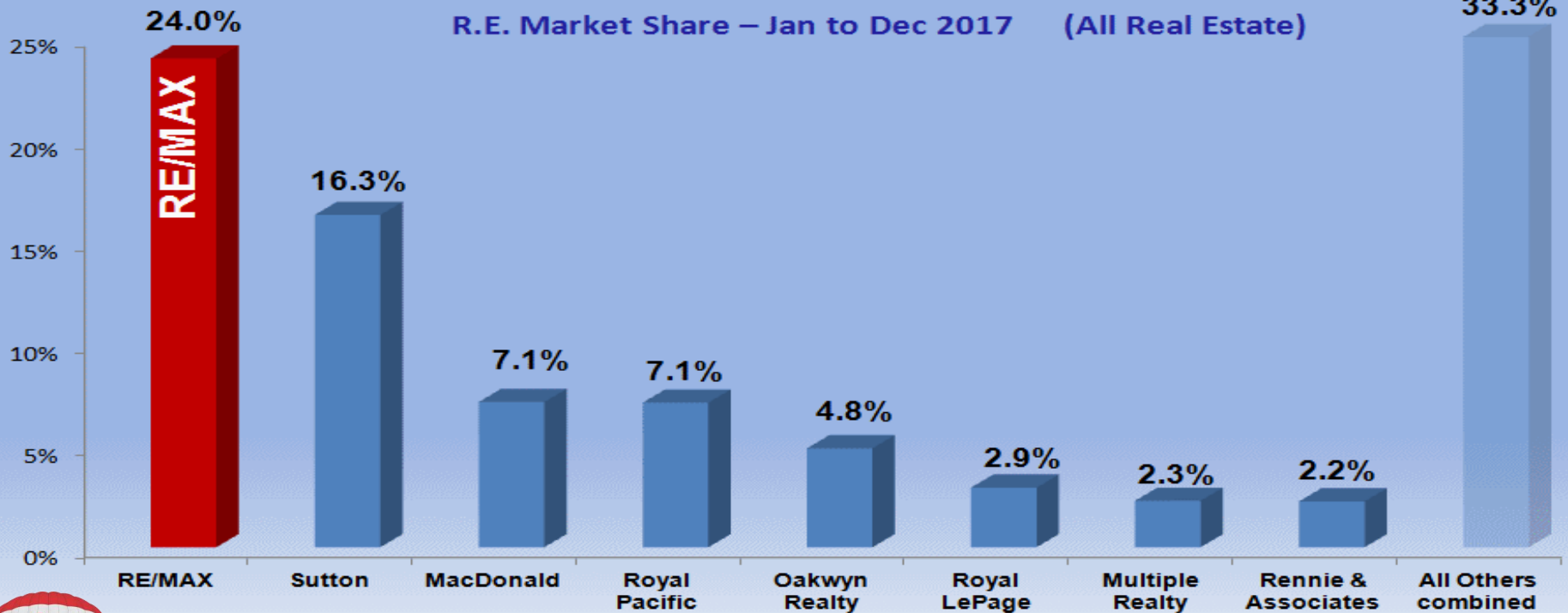
Market Analysis and Forecasting

Apr 1/18 East Vancouver

#1 the RE/MAX Market Share Reports

East Vancouver

R.E. Market Share – Jan to Dec 2017 (All Real Estate)



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

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting

Apr 1/18 East Vancouver

Detached

East Vancouver

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

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

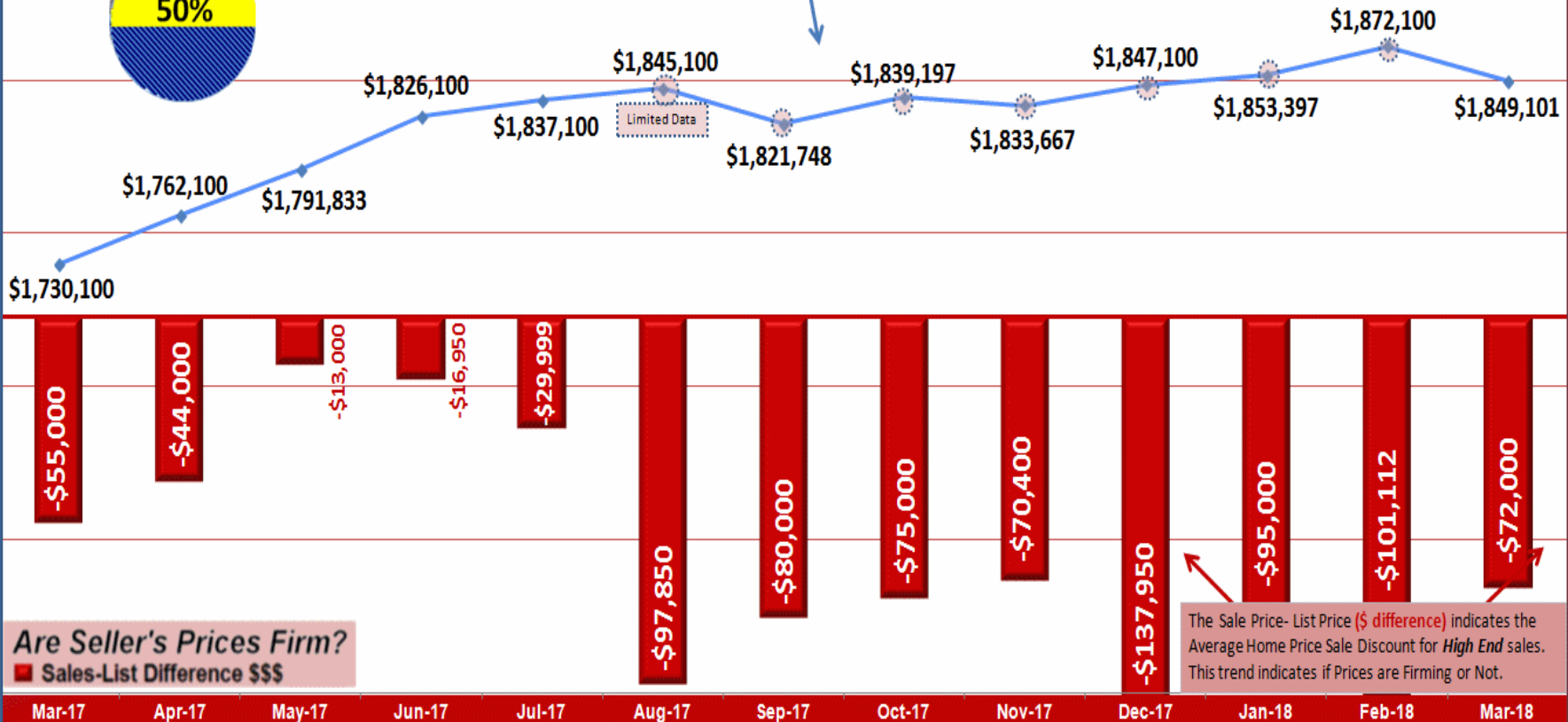
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



Homes Over \$1,800,000

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 \$\$\$



Sales Discount \$\$
Sale Price - Original List Price (\$\$ 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 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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

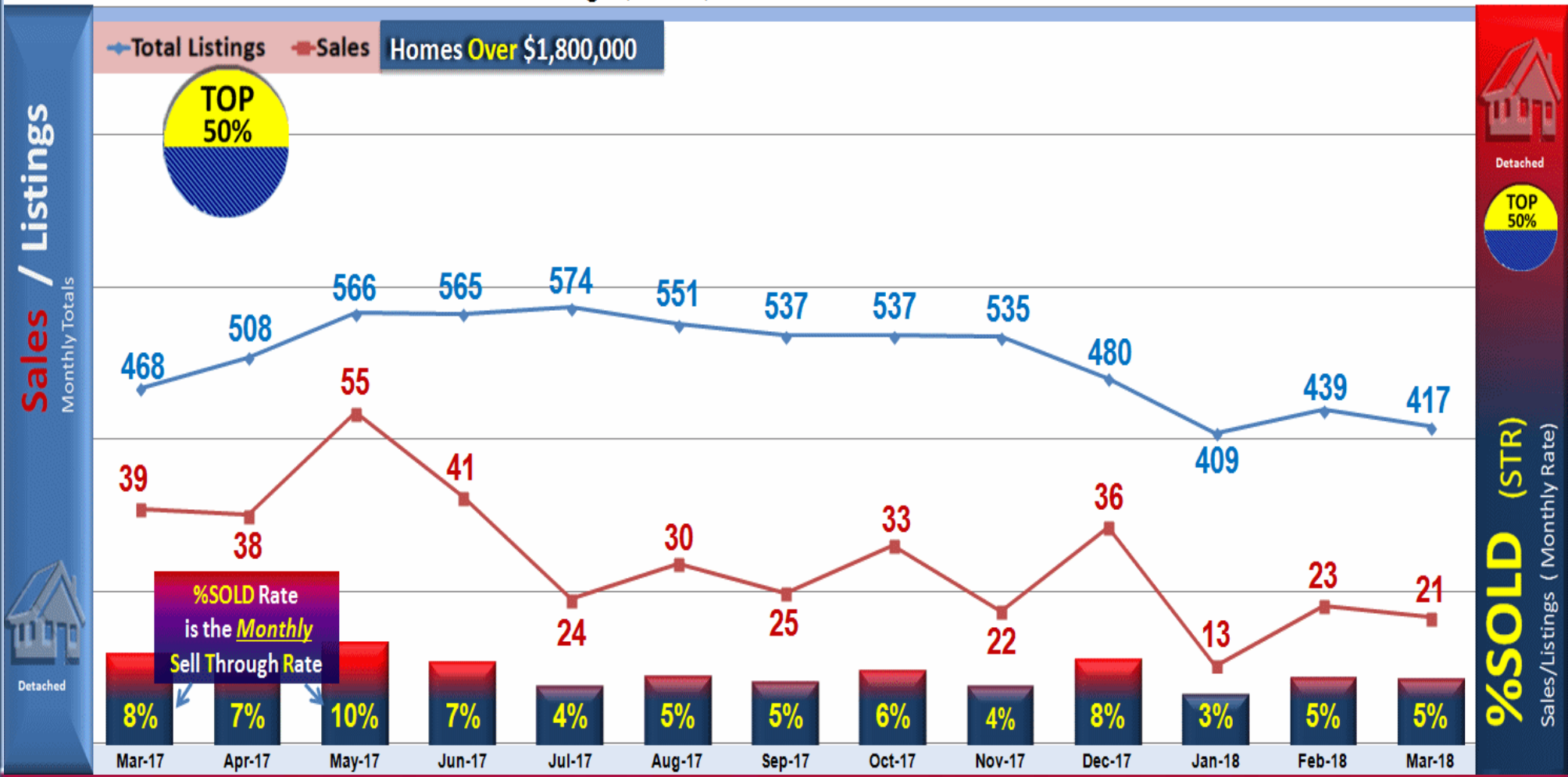
Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting

Apr 1/18 East Vancouver

Detached East Vancouver 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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



Market Analysis and Forecasting

Apr 1/18 East Vancouver

Detached

East Vancouver

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

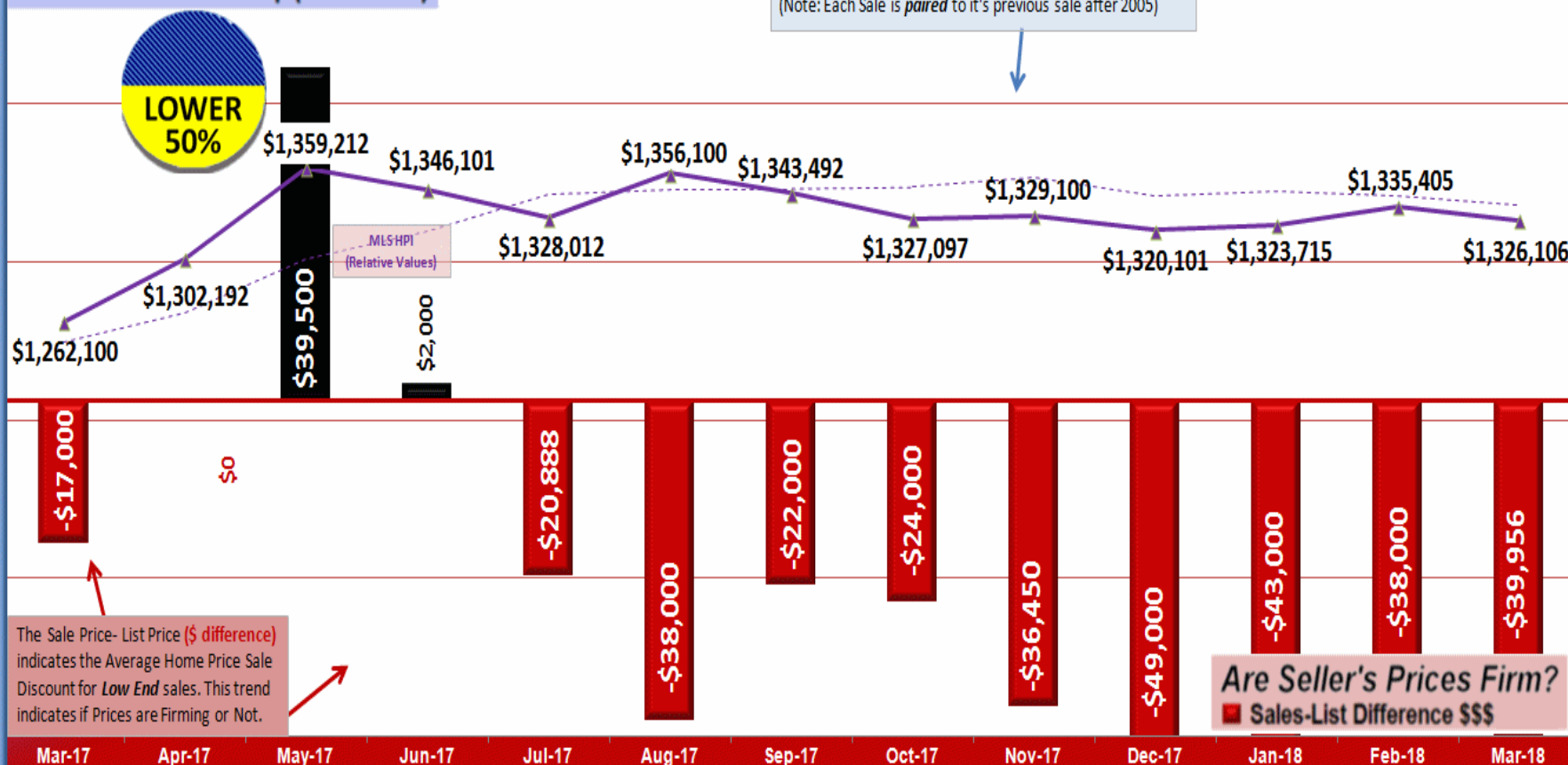
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Below \$1,800,000

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



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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

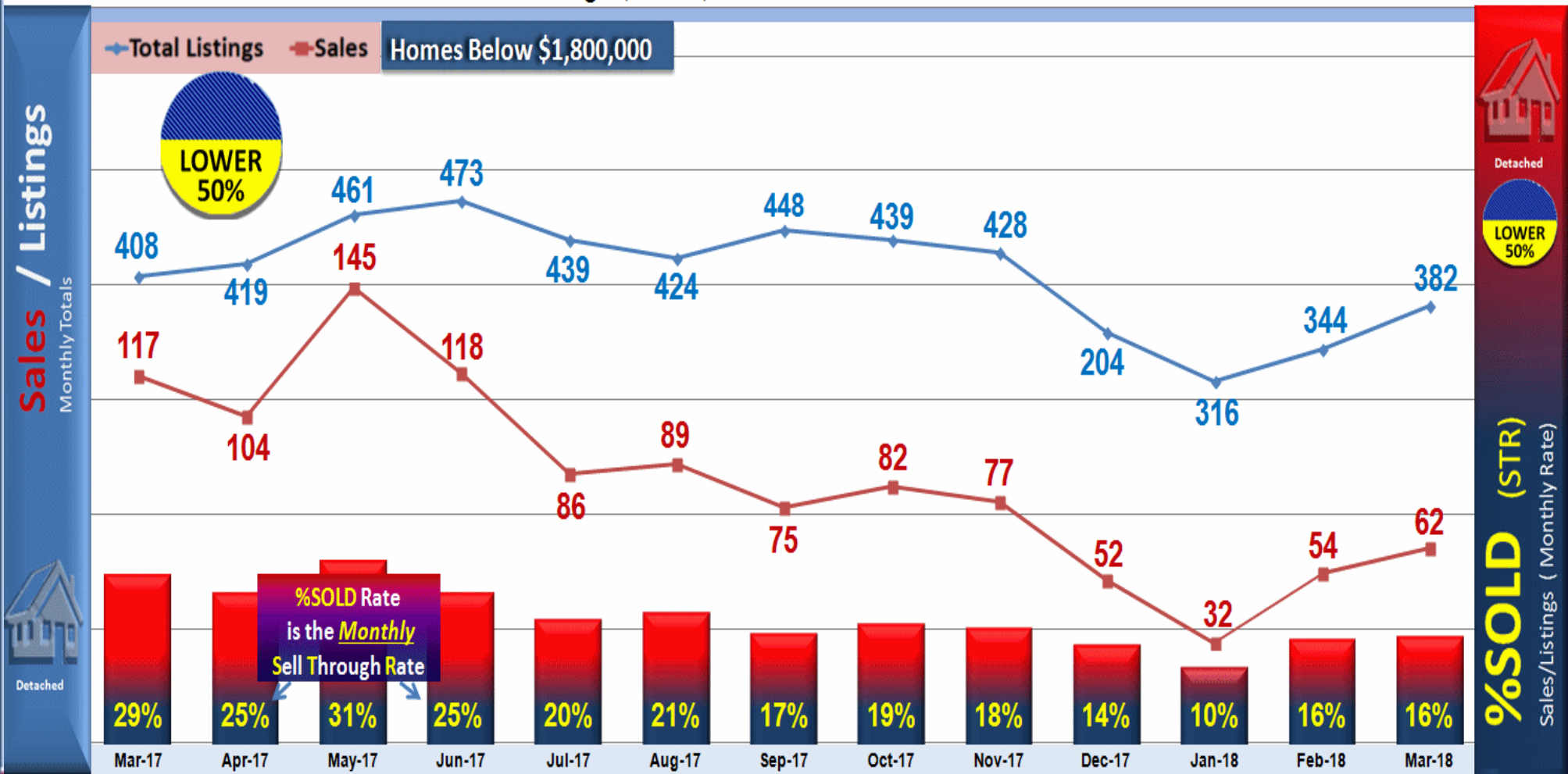
Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting

Apr 1/18 East Vancouver

Detached East Vancouver Total Listings^{xx}, 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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

The GO 2 GUYS



THE GO 2 GUYS

TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

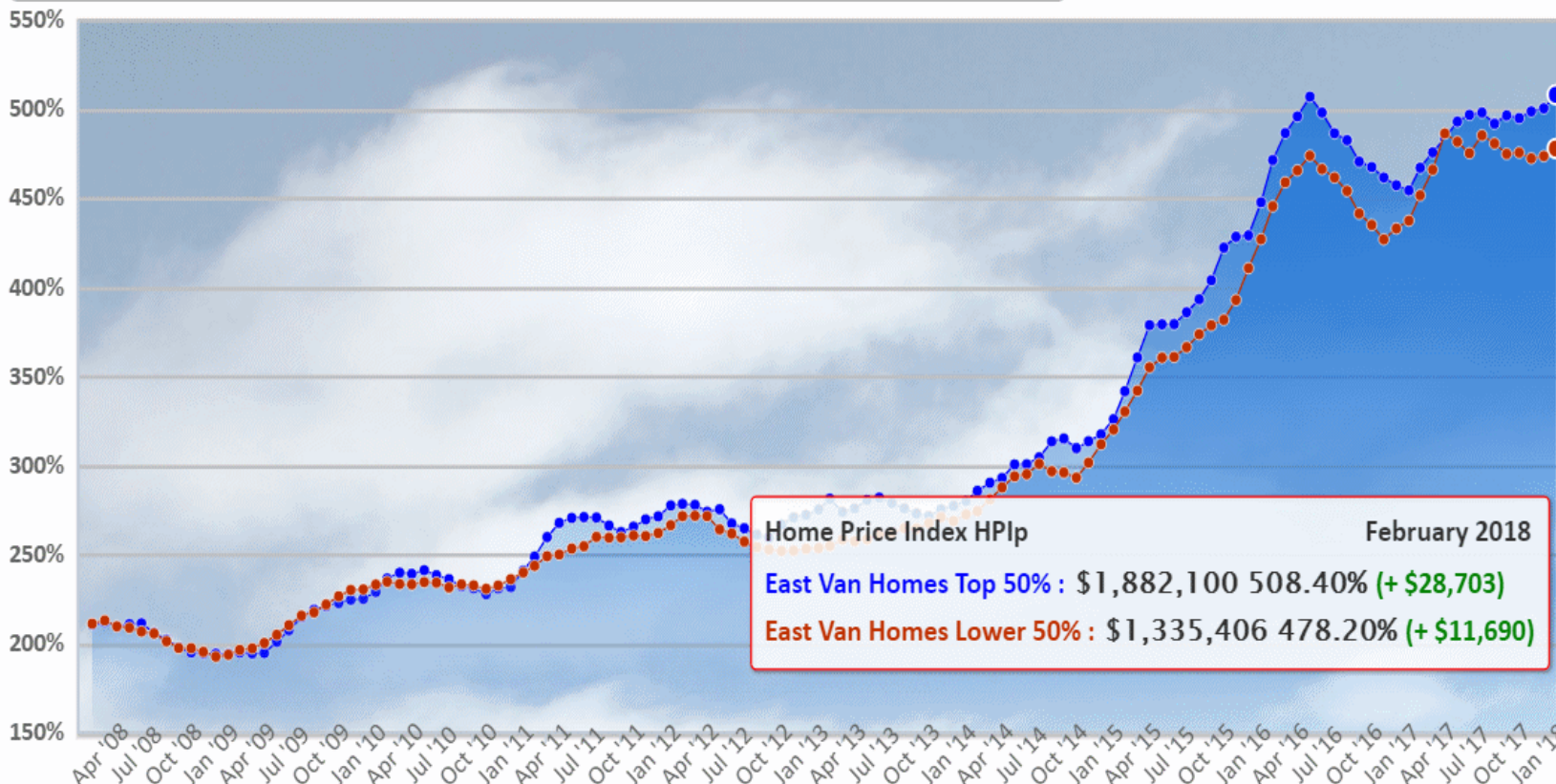
Chris Braden
PERSONAL REAL ESTATE COOPERATION



Powered by the Greater Vancouver Market Reports HPIp



East Van Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 East Van Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 508.40
Jan 2018	% 500.70
Dec 2017	% 499.00
Nov 2017	% 495.30
Oct 2017	% 496.80
Sep 2017	% 492.10
Aug 2017	% 498.40
Jul 2017	% 497.10
Jun 2017	% 493.30
May 2017	% 484.00
Apr 2017	% 476.00
Mar 2017	% 467.40

<< 1 2 3 >>>



*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.

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

The GO 2 GUYS



Coquitlam Real Estate Price Changes (\$/%)

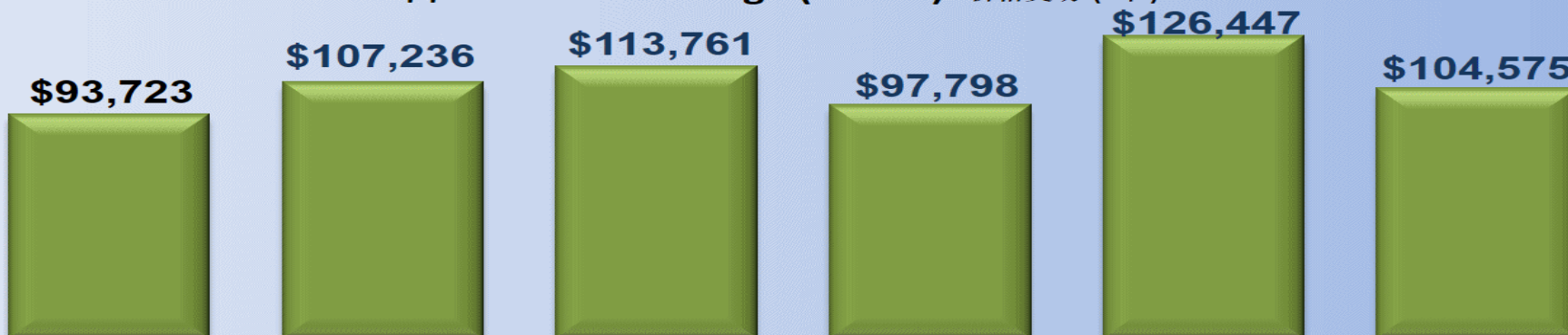
高貴林房地產價格變動 / 高貴林房地產價格變動

Housing Types: Year-To-Date Mar 2017 – Mar 2018 (Quarters)

房屋类型: 迄至今年 (每季) 由2017 三月份至2018 三月份

Powered by: Vancouver Market Reports HPI[®]

\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)



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

High End Detached

高档独立屋

TOP 50%

Low End Detached

低端独立屋

LOWER 50%

High End Condos

高档公寓

TOP 50%

Low End Condos

低端公寓

LOWER 50%

High End Townhouse

高档城镇屋

TOP 50%

Low End Townhouse

低端城镇屋

LOWER 50%

\$1,400,000

\$400,000

\$730,000

All rights reserved and images copyrighted
Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

年終住房價格變動

年終住房價格變動

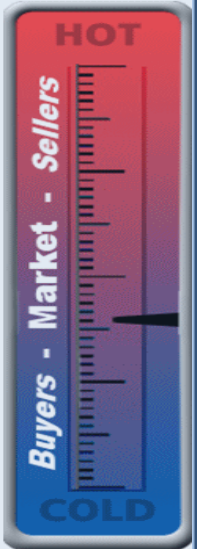
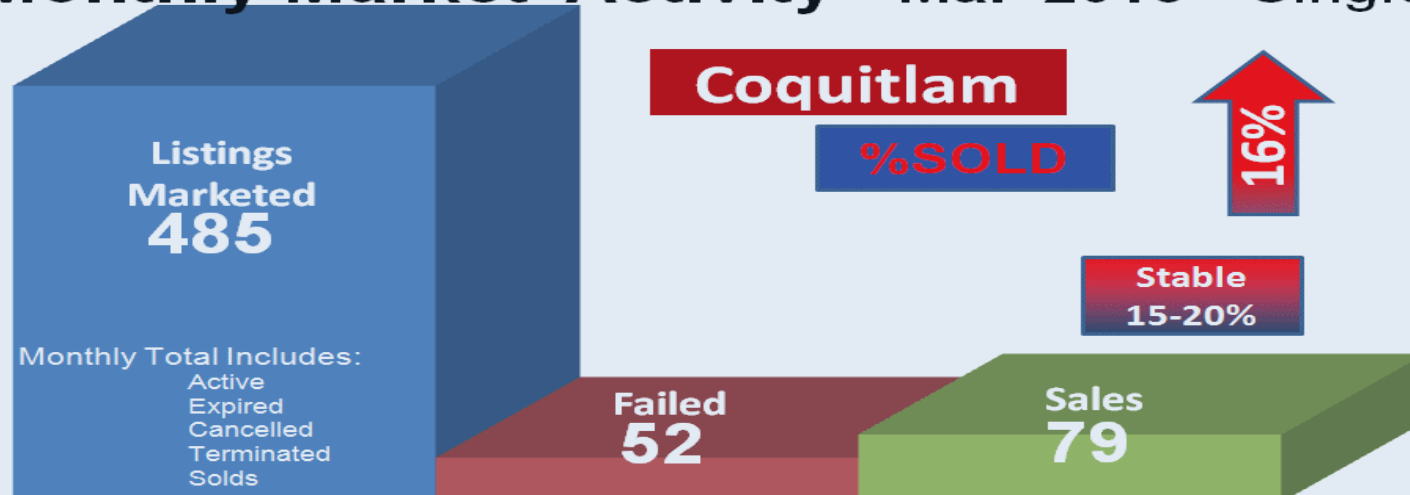
YTD Home Price Changes

YTD Home Price Changes

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Monthly Market Activity - Mar 2018 - Single Family



Apr 1, 2018 Coquitlam Market Update (Detached)

Current: Coquitlam's **16 % SOLD** Rate indicates a Stable Market.

(This means 14 homes out of 100 sold last month with an Average \$28,000 Discount from the Original List Price) but do check the many micro-markets **15 %SOLD** rates for each neighbourhood.

Most Active Price Range: Homes below \$1mill. have a **27.8 %SOLD** rate.

Least Active Price Range: Homes above \$2 mill. have **5.7 %SOLD** rate.

History: The Coquitlam Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$128,274.

The Coquitlam Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$115,000.



*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.



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

Coquitlam Price Range Statistics - Mar 2018

Detached

Home Price Range	Total Listings (Month)	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	36	10	12	99%	-\$6,200	27.8%	↑
\$1,000,000-1,200,000	44	9	11	98%	-\$25,000	20.5%	↑
\$1,200,001-\$1,400,000	102	27	13	99%	-\$14,000	26.5%	↑
\$1,400,001-\$1,700,000	123	20	28	98%	-\$32,450	16.3%	↑
\$1,700,001-\$2,000,000	58	6	61	95%	-\$85,500	10.3%	↓
\$2,000,001 and more	122	7	31	95%	-\$100,000	5.7%	↓
Total Activity	485	79	22	98%	-\$29,900	16%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	394	426	485		59	↑
Active Listings	236	294	316	354	38	↑
Solds	99	61	79		18	↑
DOM	12	12	22		10	↑
%SOLD (Sales/Listings /Mthly Rate)	25%	14%	16%		2%	↑
(Top 50%) Home Price Index HPIp	\$1,643,100	\$1,780,864	\$1,771,374		-\$9,490	↓
(Lower 50%) Home Price Index HPIp	\$970,100	\$1,061,651	\$1,085,100		\$23,449	↑

*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.



What Sold in your Neighbourhood and for What Price?

Coquitlam Neighbourhood Statistics - Mar 2018				Detached		
Neighbourhoods	Total Listings	Sales	DOM	Sell Price /List Price	Sell - List \$Difference	%SOLD
Burke Mountain	100	19	24	98%	-\$31,900	19.0%
Central Coquitlam-Chineside	114	14	16	98%	-\$27,500	12.3%
Coquitlam East	21	4	9	98%	-\$38,800	19.0%
Cape Horn	14	4	50	98%	-\$33,000	28.6%
Coquitlam West	52	4	52	101%	\$11,016	7.7%
Eagle Ridge-Canyon Springs	11	3	6	102%	\$26,250	27.3%
Harbour Chines	12	1	13	100%	\$100	8.3%
Hockaday	4	1	1	103%	\$31,200	25.0%
Harbour Place	8	2	14	91%	-\$137,500	25.0%
Meadow Brook	8	1	37	92%	-\$55,900	12.5%
Maillardville	30	3	26	98%	-\$4,900	10.0%
New Horizons	17	6	27	97%	-\$31,450	35.3%
Park Ridge Estates	3	1	29	93%	-\$118,000	33.3%
Ranch Park	22	4	9	102%	\$22,500	18.2%
River Springs	2	1	6	100%	\$1,700	50.0%
Scott Creek	1	0				0.0%
Eagle Ridge - Summit	8	3	44	96%	-\$58,400	37.5%
Westwood Plateau-Summit	58	8	39	95%	-\$82,400	13.8%
Total Activity	485	79	22	98%	-\$29,900	16%

*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.



Next Months Market Forecast

Forecast: Coquitlam has a normal Listing supply; 354 homes are for sale. With the **16 %SOLD** Monthly Rate (**STR**) gives us ~6 months of inventory. 7% of the Active Listings have reduced their price by \$56,595 on Average or \$50,888 Median. We project Coquitlam Detached to be a Stable Market.

March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

Raw Data collected from the Real Estate Boards: FVREB - REBGV - CADREB 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. 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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



Market Analysis and Forecasting

Apr 1/18 Coquitlam



THE GO 2 GUYS

TIME TO LIST?
CALL DOUG & CHRIS

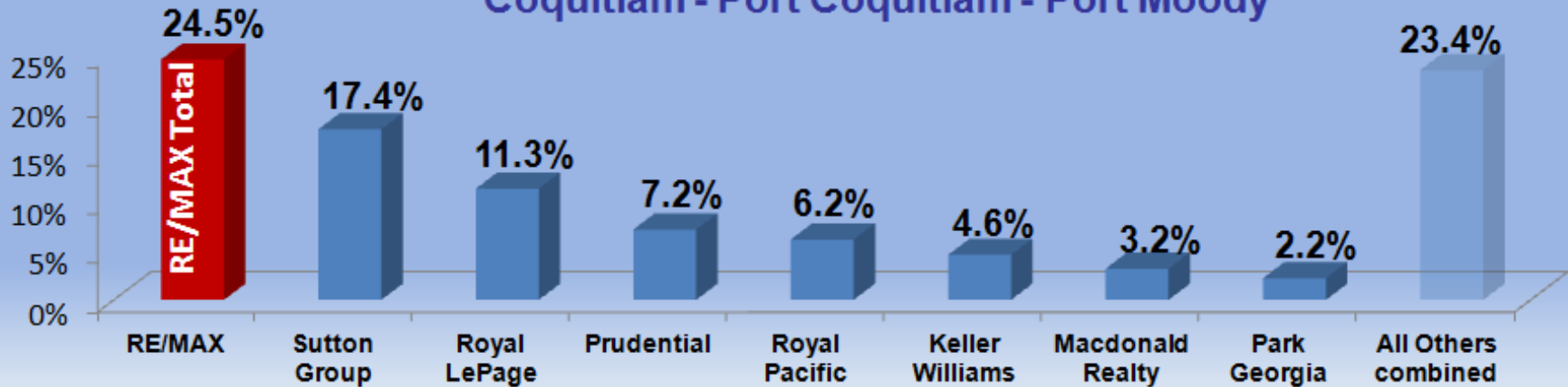
Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION



#1 the RE/MAX Market Share Reports

Coquitlam - Port Coquitlam - Port Moody



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

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting

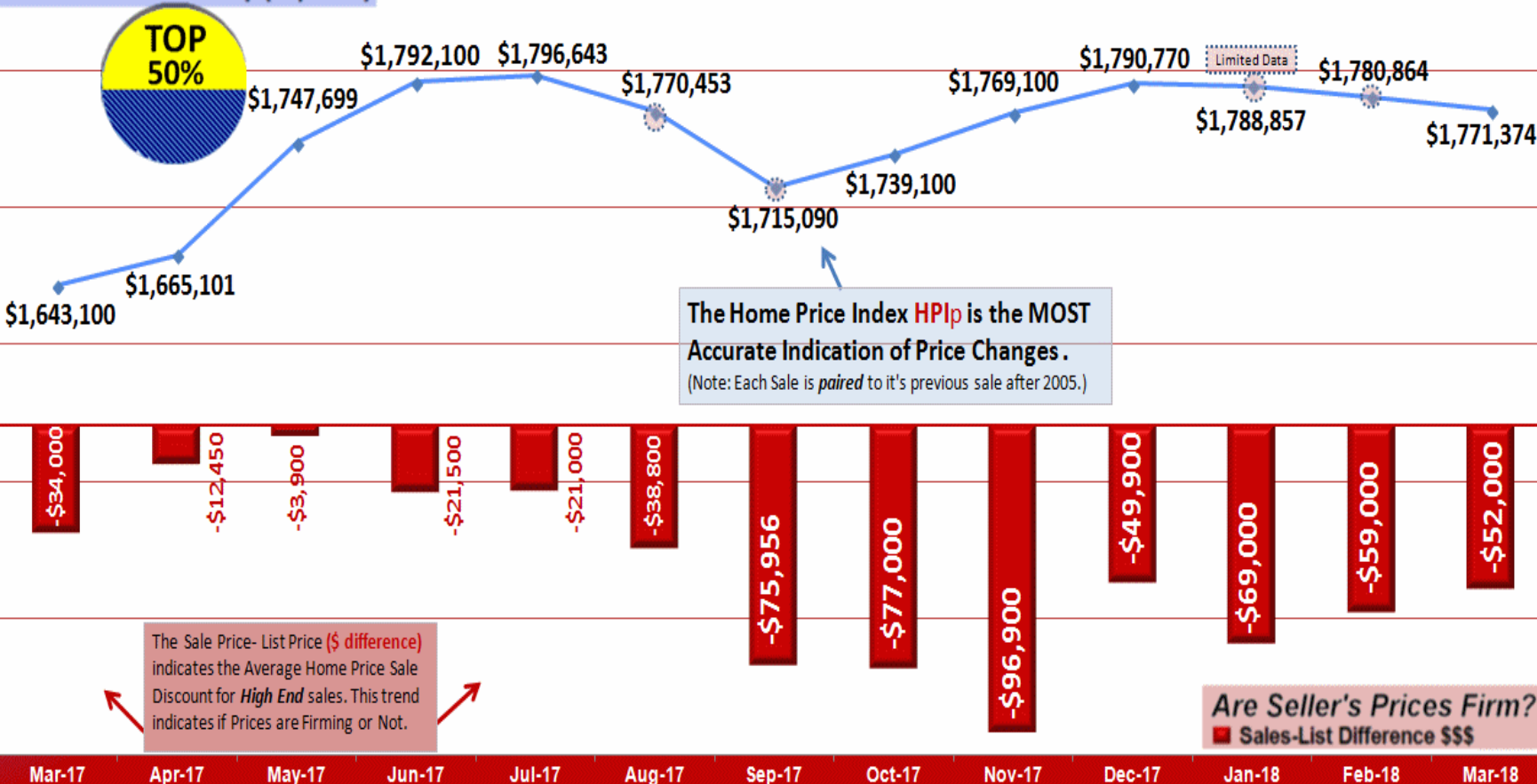
Apr 1/18 Coquitlam

Detached

Coquitlam 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? Homes Over \$1,400,000
Home Price Index → HPIp (Top 50%)



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 High End sales. This trend indicates if Prices are Firming or Not.

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



Detached



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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

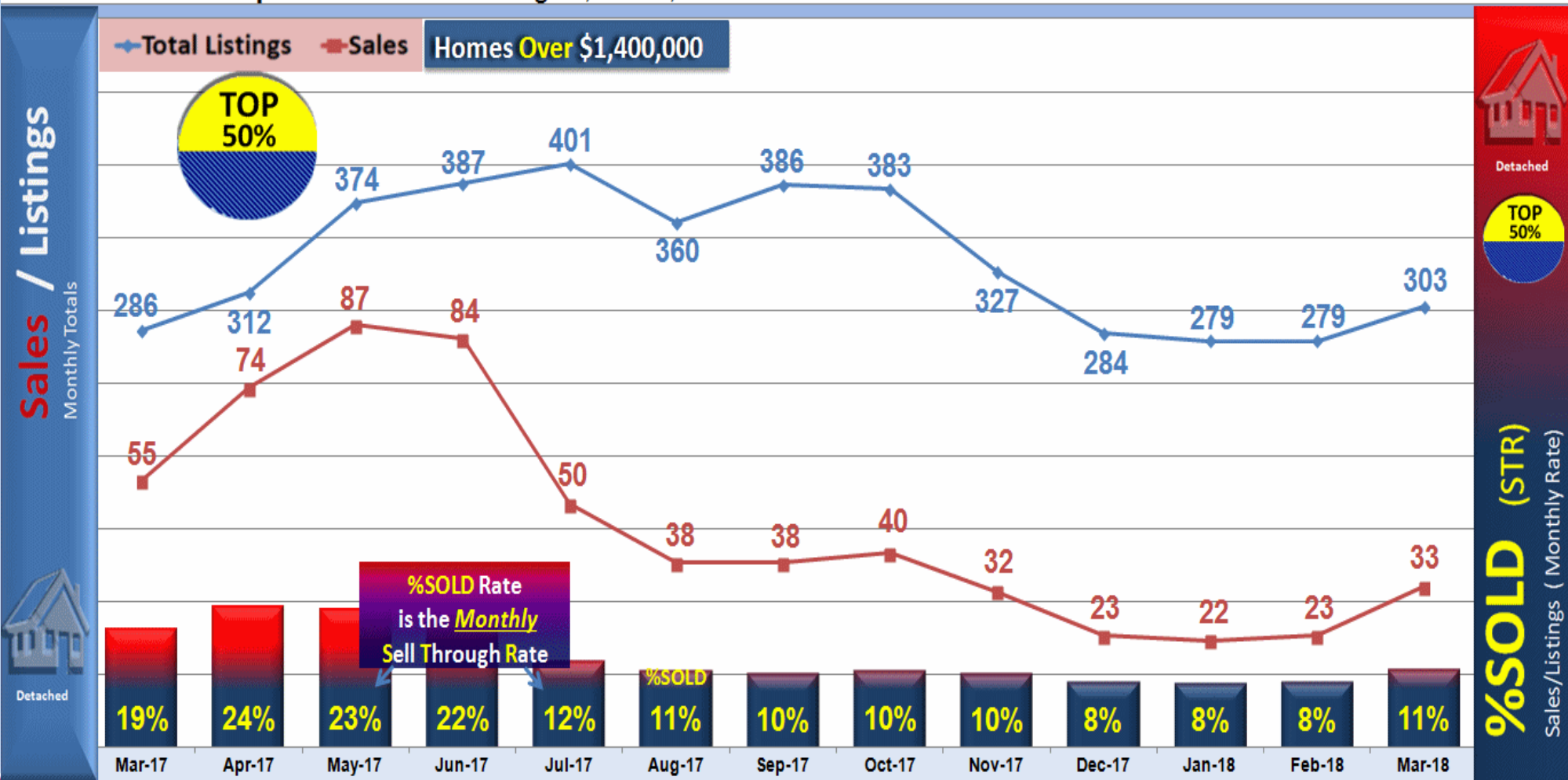
Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting

Apr 1/18 Coquitlam

Detached Coquitlam Total Listings**, Sales, and %SOLD rates



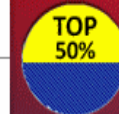
Sales / Listings
Monthly Totals



Detached



Detached



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



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



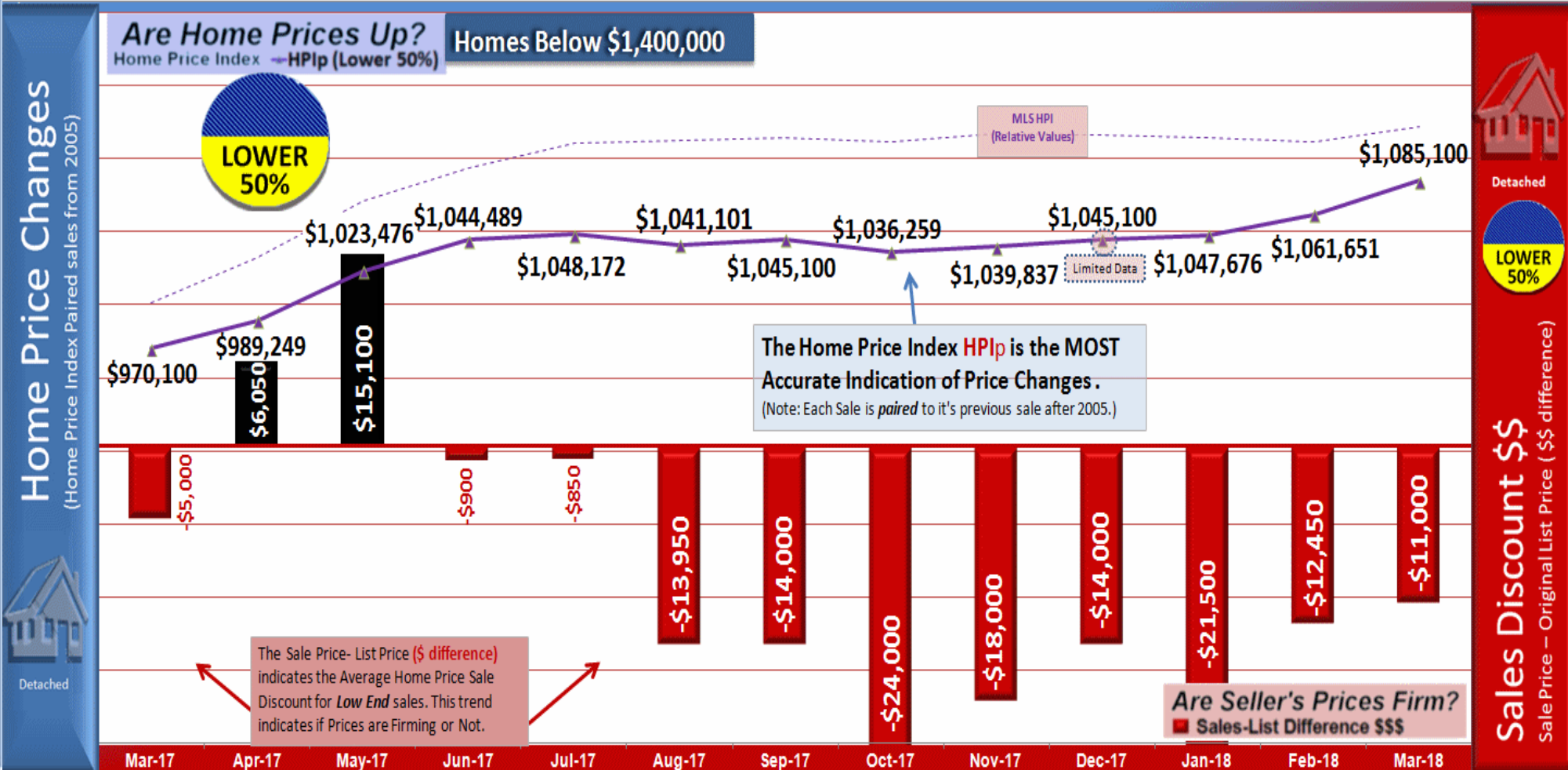
Market Analysis and Forecasting

Apr 1/18 Coquitlam

Detached

Coquitlam

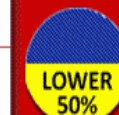
Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



Detached



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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

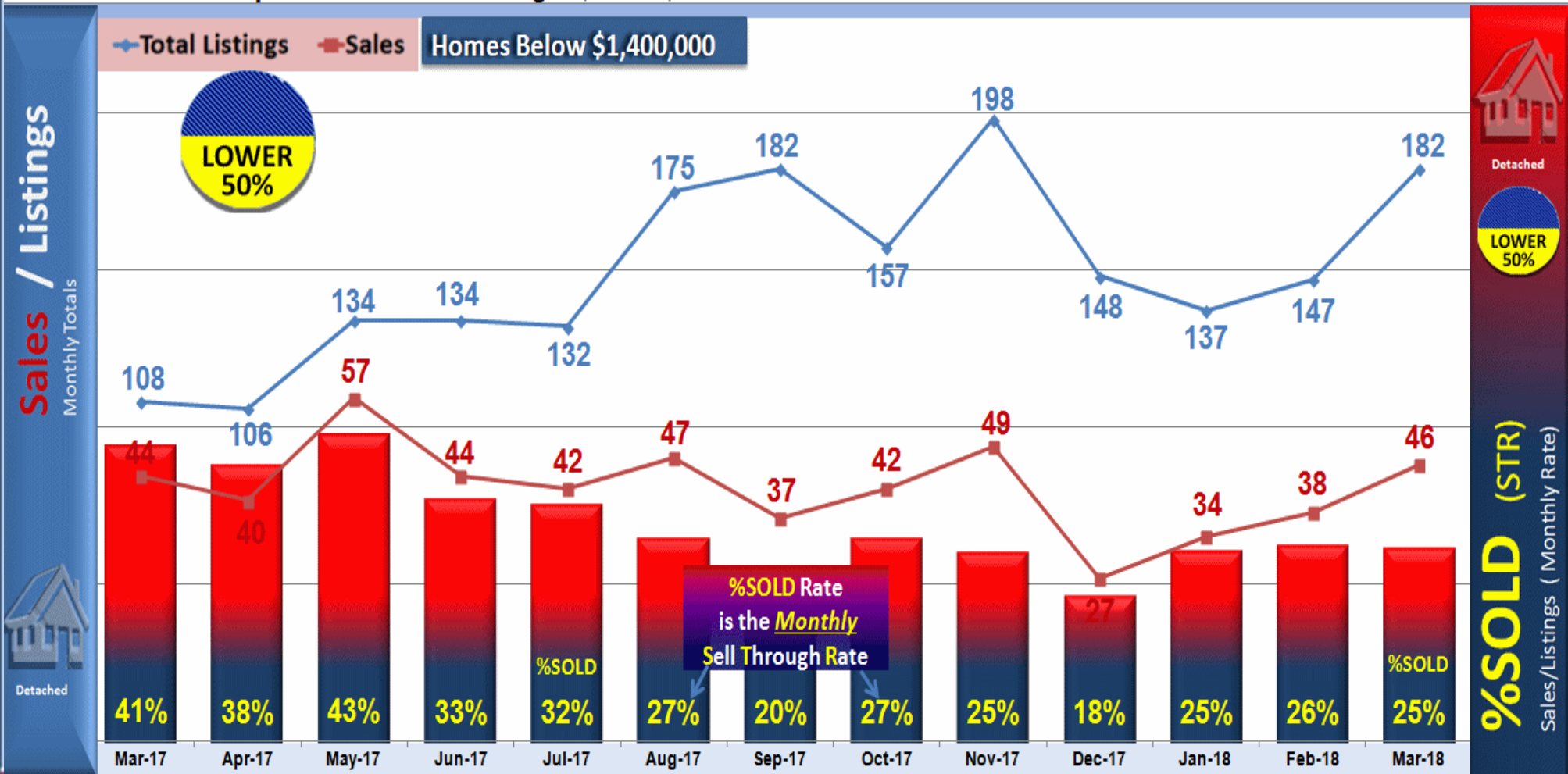
Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting

Apr 1/18 Coquitlam

Detached Coquitlam 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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

The GO 2 GUYS

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes

Market Analysis and Forecasting

Apr 1/18 Coquitlam



THE GO 2 GUYS

TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR



Tap E x +

你的房屋价值,利润,投资收益率知多少?

Powered by the Greater Vancouver Market Reports HPIp

Coquitlam Homes Top 50% : HPIp Forecast+ Forecast-
Coquitlam Homes Lower 50% : HPIp Forecast+ Forecast-

Monthly Home values

Date	Value
Mar 2018	% 407.60
Feb 2018	% 409.80
Jan 2018	% 411.70
Dec 2017	% 412.10
Nov 2017	% 407.10
Oct 2017	% 400.20
Sep 2017	% 394.70
Aug 2017	% 407.40
Jul 2017	% 413.50
Jun 2017	% 412.40
May 2017	% 402.20
Apr 2017	% 383.20

计算你的房产价值; 与130的本地和全球市场比较你的投资利润
Calculate Your Home Value & Compare Your ROI to 130 Local & World Markets.

*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 GO 2 GUYS

RE/MAX Little Oak Realty

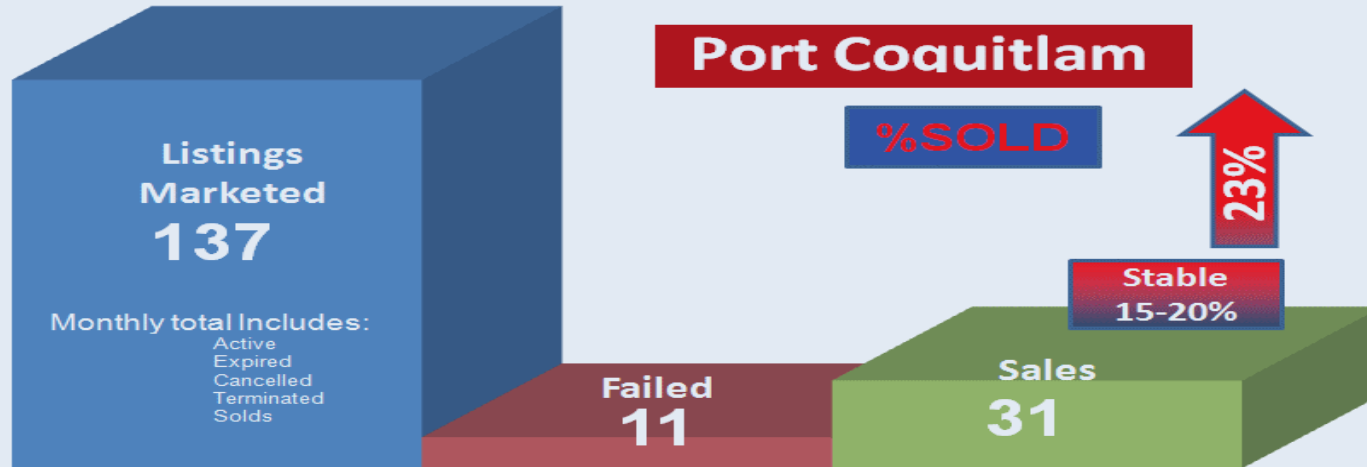
doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



Monthly Market Activity - Mar 2018 - Single Family



Apr 1 2018 Port Coquitlam Market Update (Detached)

Current: Pt Coquitlam's **23 %SOLD** rate indicates a Sellers Market.

(This means 23 homes out of 100 sold with an average \$0 discount from the original list price).

Most Active Price Range: Homes between \$900,000 - \$1 mill. have **36.1 %SOLD** rate.

Least Active Price Range: Homes above \$1.1 mill. have **11.5 %SOLD** rate.

History: Port Coquitlam Year-To-Date RMR Home Price Index* shows that prices increased \$144,417.

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



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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

Port Coquitlam Price Range Statistics - Mar 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$850,000	7	1	1	100%	\$100	14.3%	
\$850,000-\$900,000	11	3	28	99%	-\$10,000	27.3%	↑
\$900,001-\$1,000,000	36	13	6	101%	\$6,000	36.1%	↑
\$1,000,001-\$1,100,000	22	7	17	99%	-\$15,000	31.8%	↑
\$1,100,001 and more	61	7	8	98%	-\$28,000	11.5%	
Total Activity	137	31	11	100%	\$0	23%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	139	119	137		18	↑
Active Listings (1st of the month)	82	75	81	86	5	↑
Solds	49	27	31		4	↑
Days on Market (DOM)	7	0	8		8	↑
%SOLD (Sales/ Listings/Mthly Rate)	35%	22.7%	22.6%		-0.1%	↓
Home Price Index	\$863,677	\$985,902	\$1,008,094		\$22,193	↑



*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.



What Sold in your Neighbourhood and for What Price?

Port Coquitlam Sub areas Statistics - Mar 2018			Detached			
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	0	0				0.0%
Central Port Coquitlam	8	1	14	102%	\$15,000	12.5%
Citadel PQ	14	4	5	102%	\$28,056	28.6%
Glenwood PQ	42	9	8	99%	-\$9,000	21.4%
Lower Mary Hill	10	4	64	99%	-\$14,000	40.0%
Lincoln Park PQ	12	1	12	102%	\$20,100	8.3%
Mary Hill	8	1	4	101%	\$6,000	12.5%
Oxford Heights	22	8	15	98%	-\$19,000	36.4%
Riverwood	12	3	8	110%	\$97,200	25.0%
Woodland Acres PQ	9	0				0.0%
Total Activity	137	31	11	100%	\$0	23%



*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 GO 2 GUYS

TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION



Next Months Market Forecast

Forecast: Port Coquitlam has Average Listing supply; 86 homes are for sale and with the **23 %SOLD** Monthly rate gives us a ~4 months of inventory. 13% of the active listings have reduced their price by \$54,748 on average and \$50,000 on median. We project Port Coquitlam to be a continued Sellers Market.

March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

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. 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 GO 2 GUYS

RE/MAX Little Oak Realty

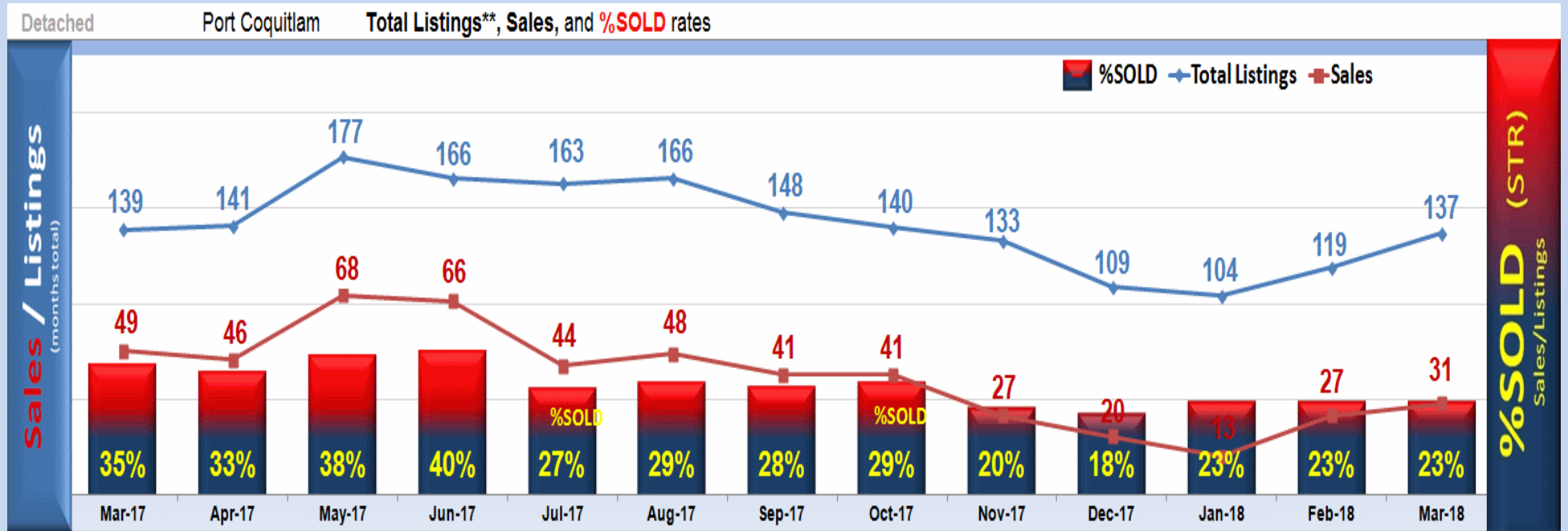
doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



How has the Market performed this Past Month and Year?



*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 GO 2 GUYS

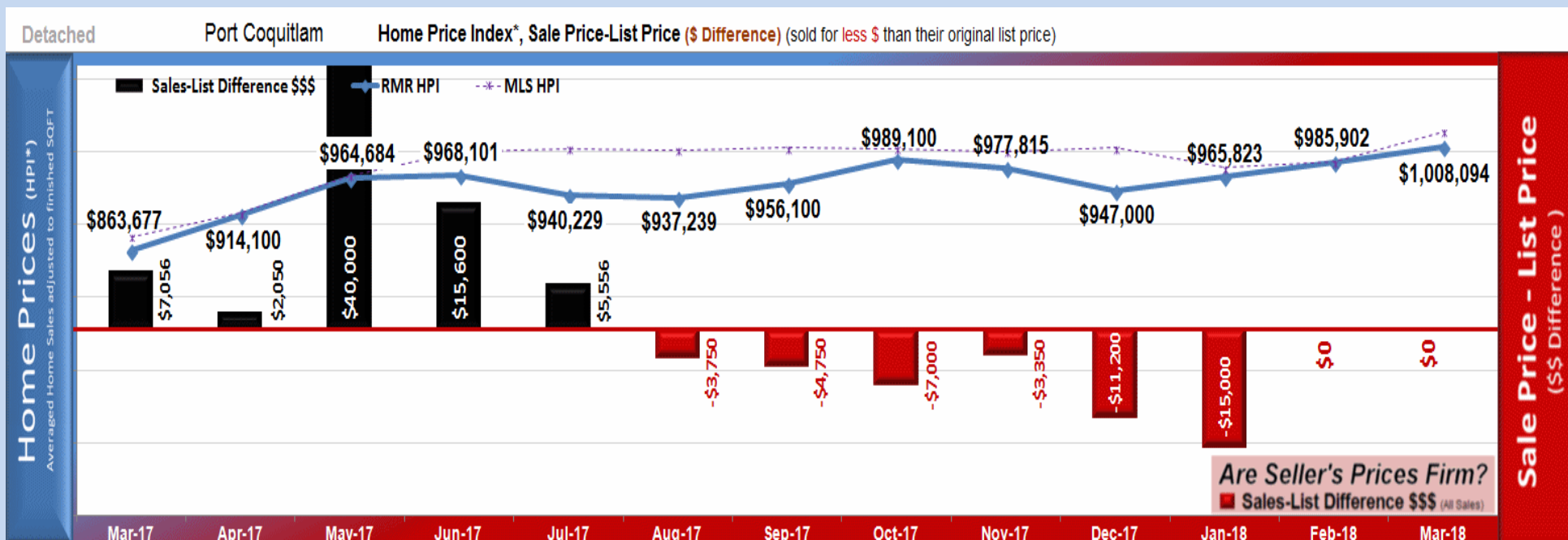
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR



How has the Housing Price Index changed and ... What is the Average Negotiated Discount?



*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.



Monthly Market Activity - Mar 2018- Single Family



Apr 1 2018 Port Moody Market Update (Detached)

Current: Port Moody's **8 %SOLD** Rate indicates a Buyer's Market.
(Meaning 8 Homes out of 100 Sold Last Month with an Average \$88,000 Discount from the Original List price).

Most Active Price Range: Homes below \$1 mill. have **20.0 %SOLD** rate.

Least Active Price Range: Homes between \$1 mill. - \$2 mill. have **4.2 %SOLD** rate.

History: Pt Moody YTD RMR HPI* shows that prices increased \$132,469.

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



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



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

Port Moody Price Range Statistics - Mar 2018

Home Price Range	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	5	1	95	93%	-\$67,500	20.0%	↑
\$1,000,001-\$2,000,000	48	2	26	94%	-\$100,900	4.2%	
\$2,000,001-\$2,500,000	13	2	12	95%	-\$111,809	15.4%	
\$2,500,001 and more	25	2	80	98%	-\$59,000	8.0%	↓
Total Activity	91	7	25	96%	-\$88,000	8%	↓

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings** (A,S,T,C,X)	86	86	91		5	↑
Active Listings (1st of the month)	59	58	72	80	8	↑
Solds	22	8	7		-1	↓
Days on Market (DOM)	16	0	25		25	↑
%SOLD (Sales/ Listings/Mthly Rate)	26%	9%	8%		-2%	↓
Home Price Index	\$1,297,631	\$1,382,497	\$1,430,100		\$47,603	↑

*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.



What Sold in your Neighbourhood and for What Price?

Port Moody Sub areas Statistics - Mar 2018				Detached		
Neighbourhoods	Total Listings (/Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Anmore	29	3	24	96%	-\$88,000	10.3%
Belcarra	4	0				0.0%
Barber Street	2	0				0.0%
College Park PM	20	2	58	93%	-\$101,559	10.0%
Glenayre	4	0				0.0%
Heritage Mountain	8	1	25	96%	-\$73,800	12.5%
Heritage Woods PM	6	0				0.0%
loco	0	0				0.0%
Mountain Meadows	0	0				0.0%
North Shore Pt Moody	7	0				0.0%
Port Moody Centre	11	1	27	92%	-\$128,000	9.1%
Total Activity	91	7	25	96%	-\$88,000	8%



*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.



Next Months Market Forecast

Forecast: Port Moody has Average Listing Supply; 80 homes are for sale and with the **8 %SOLD** Monthly Rate gives us a ~13 months of Inventory. We project Port Moody to continue into a Buyer Market.

March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

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. 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 GO 2 GUYS

RE/MAX Little Oak Realty

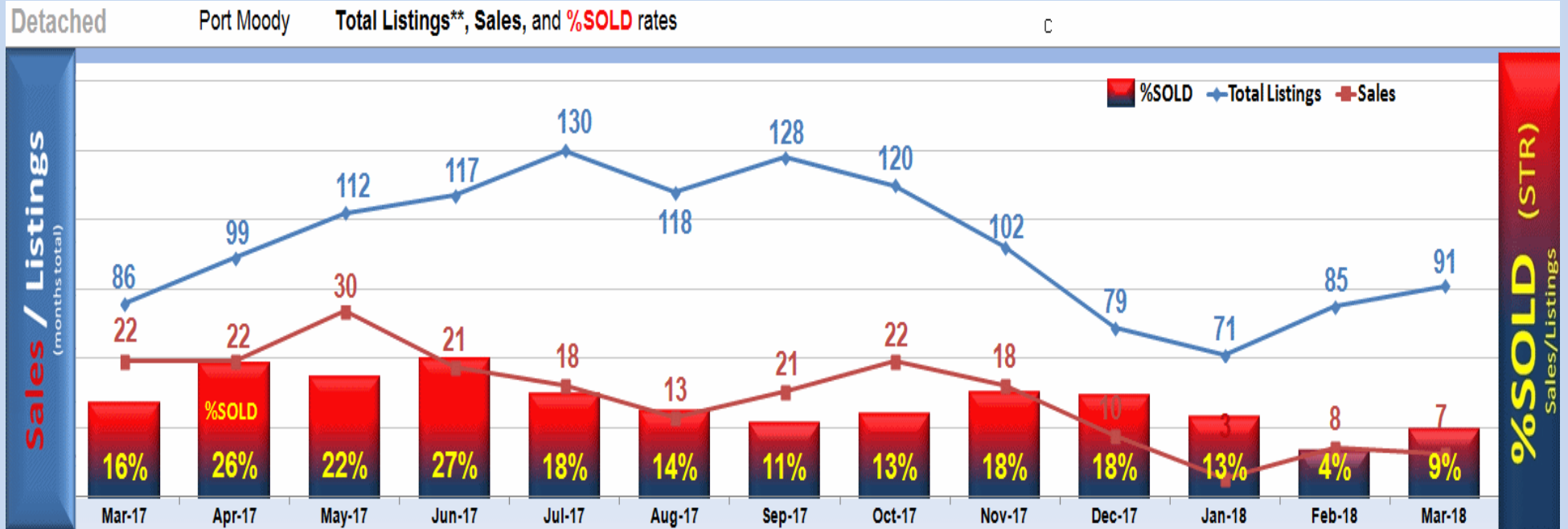
doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



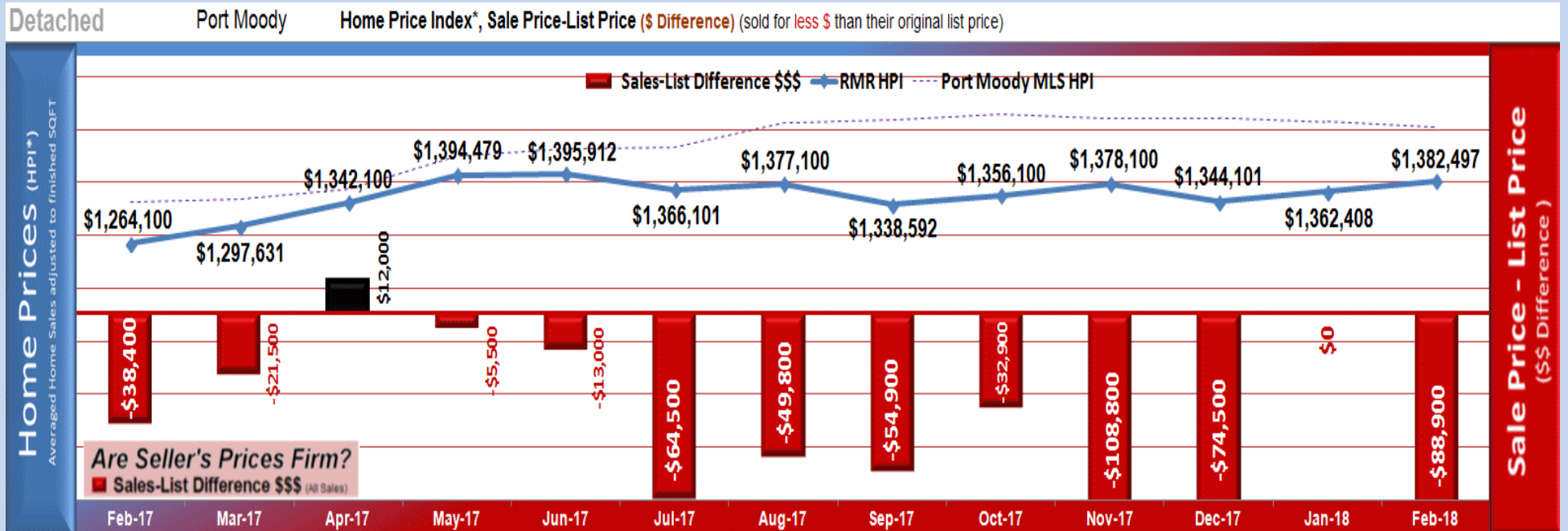
How has the Market performed this Past Month and Year?



*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.



How has the Housing Price Index changed and ... What is the Average Negotiated Discount?



*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.



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting

Apr 1/18 Burnaby

Burnaby Real Estate Price Changes (\$/%)

本拿比房地產價格變動 / 本拿比房地產价格变动

Housing Types: Year-To-Date Mar 2017 – Mar 2018 (Quarters)

房屋类型: 迄于今年 (每季) 由2017 三月份至2018 三月份

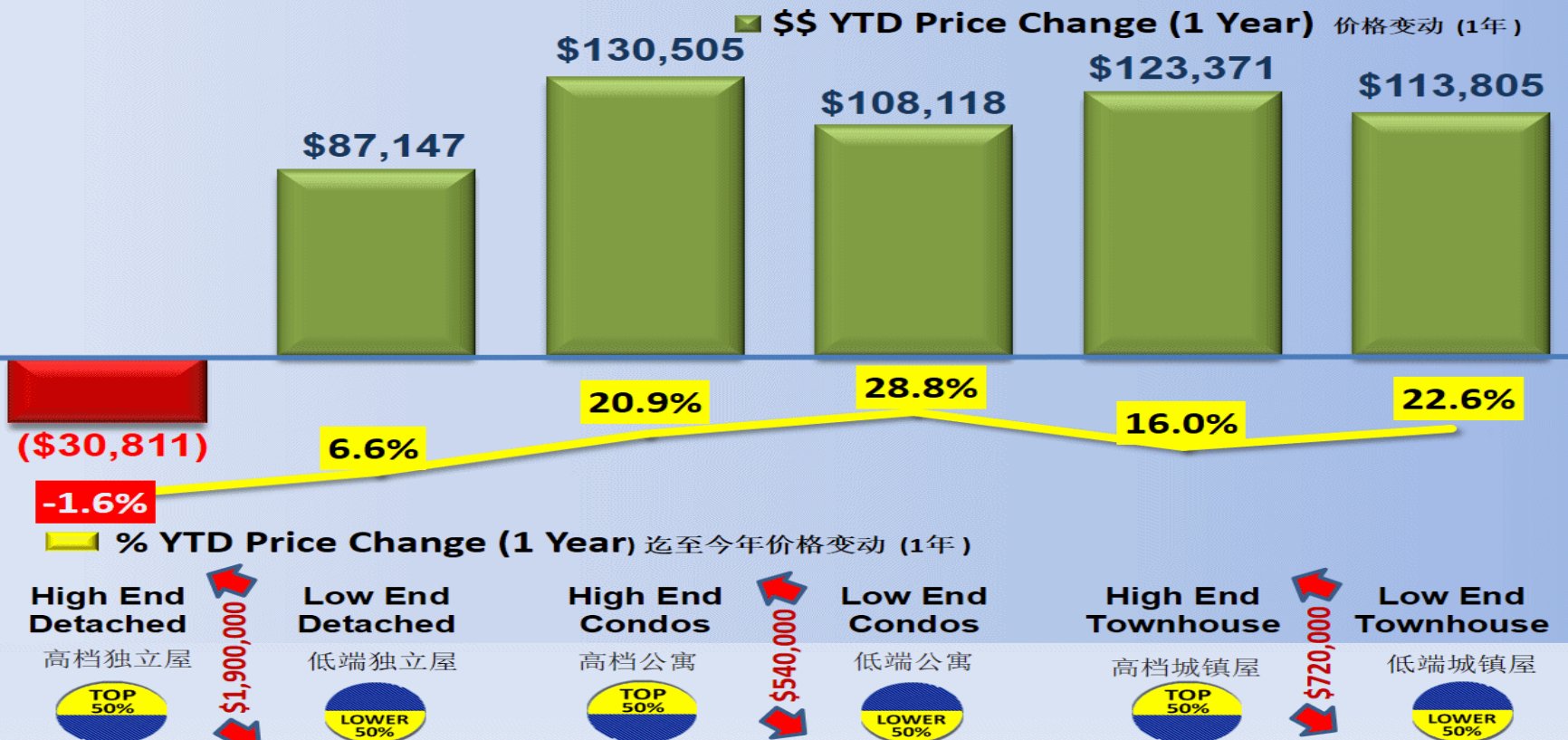
Powered by: Vancouver Market Reports HPIp

年終住房價格變動
年終住房价格变动

年終住房價格變動
年終住房价格变动

YTD Home Price Changes \$\$

YTD Home Price Changes %

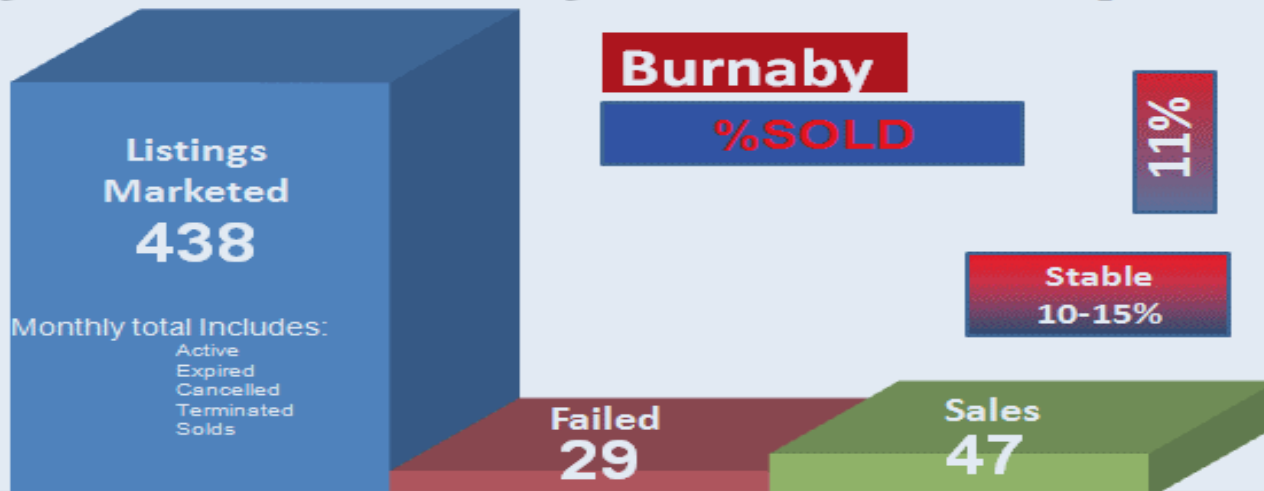


Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

*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.



Monthly Market Activity - Mar 2018 - Single Family



Apr 1 2018 Burnaby Market Update (detached)

Current: Burnaby's Residential Detached housing market is in a Stable Market with **11 %SOLD** rate.

(This means 10 homes out of 100 sold last month with an average \$92,000 Discount from the original price)

Most Active Range: Homes below \$1.3 mill. have **23.5 %SOLD** rate.

Least Active Range: Homes above \$2.5 mill. have **5.6 %SOLD** rate.

History: The Burnaby Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices decreased \$44,589.

The Burnaby Home Price Index **HPIp** (Lower 50%) Year-To-Date shows that prices increased \$31,714.

*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.



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

Burnaby List Price Ranges Statistics - Mar 2018

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,300,000	17	4	25	95%	-\$69,000	23.5%	↑
\$1,300,001-\$1,450,000	23	4	56	100%	\$1,000	17.4%	↑
\$1,450,001-\$1,600,000	56	9	39	94%	-\$100,000	16.1%	↑
\$1,600,001-\$1,800,000	74	6	19	95%	-\$93,000	8.1%	↑
\$1,800,001-\$2,000,000	69	9	20	93%	-\$138,000	13.0%	
\$2,000,001-\$2,500,000	74	8	10	96%	-\$79,000	10.8%	
\$2,500,001 and more	125	7	21	94%	-\$192,000	5.6%	↓
Total Activity	438	47	21	95%	-\$92,000	11%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change	
Total Listings (A,S,T,C,X)	461	438	438		0	
Active Listings (1st of the month)	331	311	344	362	18	↑
Solds	50	61	47		-14	↓
Days on Market (DOM)	19	24	21		-3	↓
%SOLD (Sales/ Listings /mnthly rate)	10.8%	13.9%	10.7%		-3.2%	↓
(Top 50%) Home Price Index HPIp	\$1,824,101	\$1,807,100	\$1,779,512		-\$27,588	↓
(Lower 50%) Home Price Index HPIp	\$1,325,101	\$1,361,251	\$1,356,815		-\$4,436	↓

*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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Burnaby Sub areas Statistics - Mar 2018

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	% SOLD
Brentwood Park	11	1	18	91%	-\$178,000	9%
Central BN	8	1	150	102%	\$30,000	13%
Capitol Hill BN	41	5	79	94%	-\$83,000	12%
Forest Hills BS	3	1	14	96%	-\$78,000	33%
Government Road	25	5	8	93%	-\$188,000	20%
Montecito	21	4	42	97%	-\$58,694	19%
Oakdale	0	0				0%
Parkcrest	25	3	8	97%	-\$49,888	12%
Sperling-Duthie	33	6	64	90%	-\$153,500	18%
Simon Fraser Univer.	14	1	16	96%	-\$49,900	7%
Sullivan Heights	5	1	124	87%	-\$210,000	20%
Simon Fraser Hills	0	0				0%
Vancouver Heights	17	2	9	100%	-\$13,000	12%
Willingdon Heights	16	4	26	96%	-\$80,500	25%
Westridge BN	8	0				0%
Big Bend	6	0				0%
Burnaby Hospital	11	2	19	95%	-\$61,100	18%
Buckingham Heights	9	0				0%
Burnaby Lake	17	0				0%
Central Park BS	8	0				0%
Deer Lake	14	2	140	94%	-\$193,000	14%
Deer Lake Place	8	0				0%
Forest Glen BS	20	2	13	94%	-\$134,000	10%
Greentree Village	5	0				0%
Garden Village	10	0				0%
Highgate	22	3	23	96%	-\$55,000	14%
Metrtown	12	0				0%
Suncrest	5	0				0%
South Slope	37	3	15	93%	-\$145,000	8%
Upper Deer Lake	27	1	78	98%	-\$37,500	4%
Total Activity	438	47	21	95%	-\$92,000	11%



*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.



Next Months Market Forecast

Forecast: Burnaby has a normal Listing supply; 344 homes are for sale and with the **11 %SOLD** monthly rate gives us a ~9 months of inventory. 10% of the active listings have reduced their price by \$101,177 on average or \$100,000 median. We project Burnaby to be a continued Stable market.

March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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



*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



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

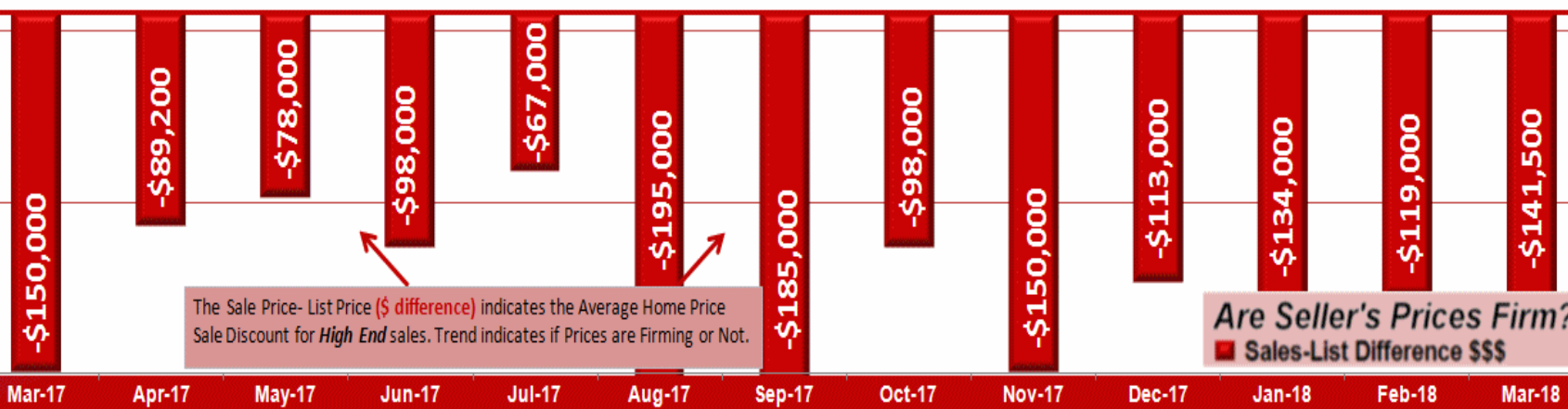
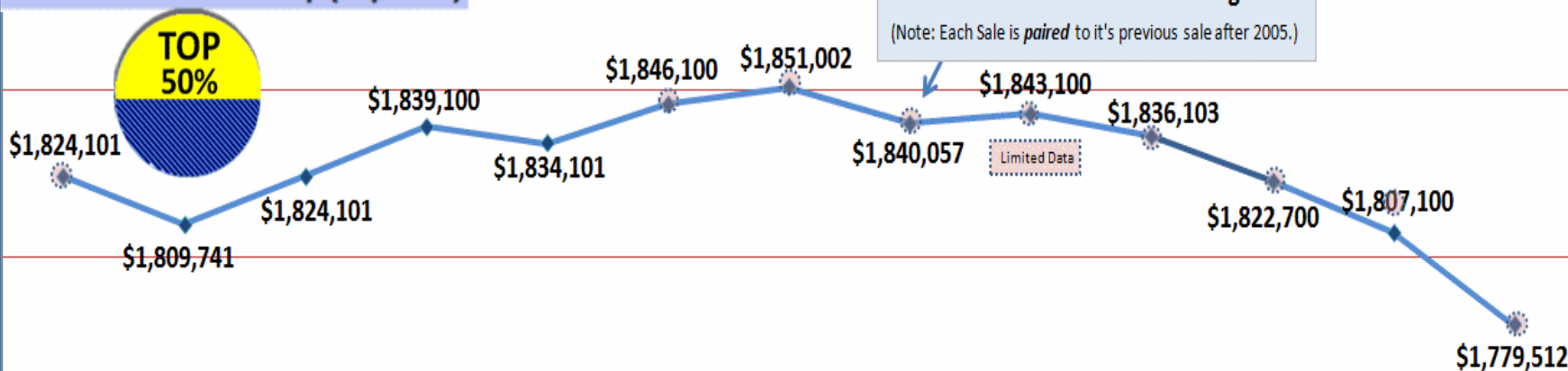
Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Over \$1,800,000

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

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



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

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



Detached

TOP 50%

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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

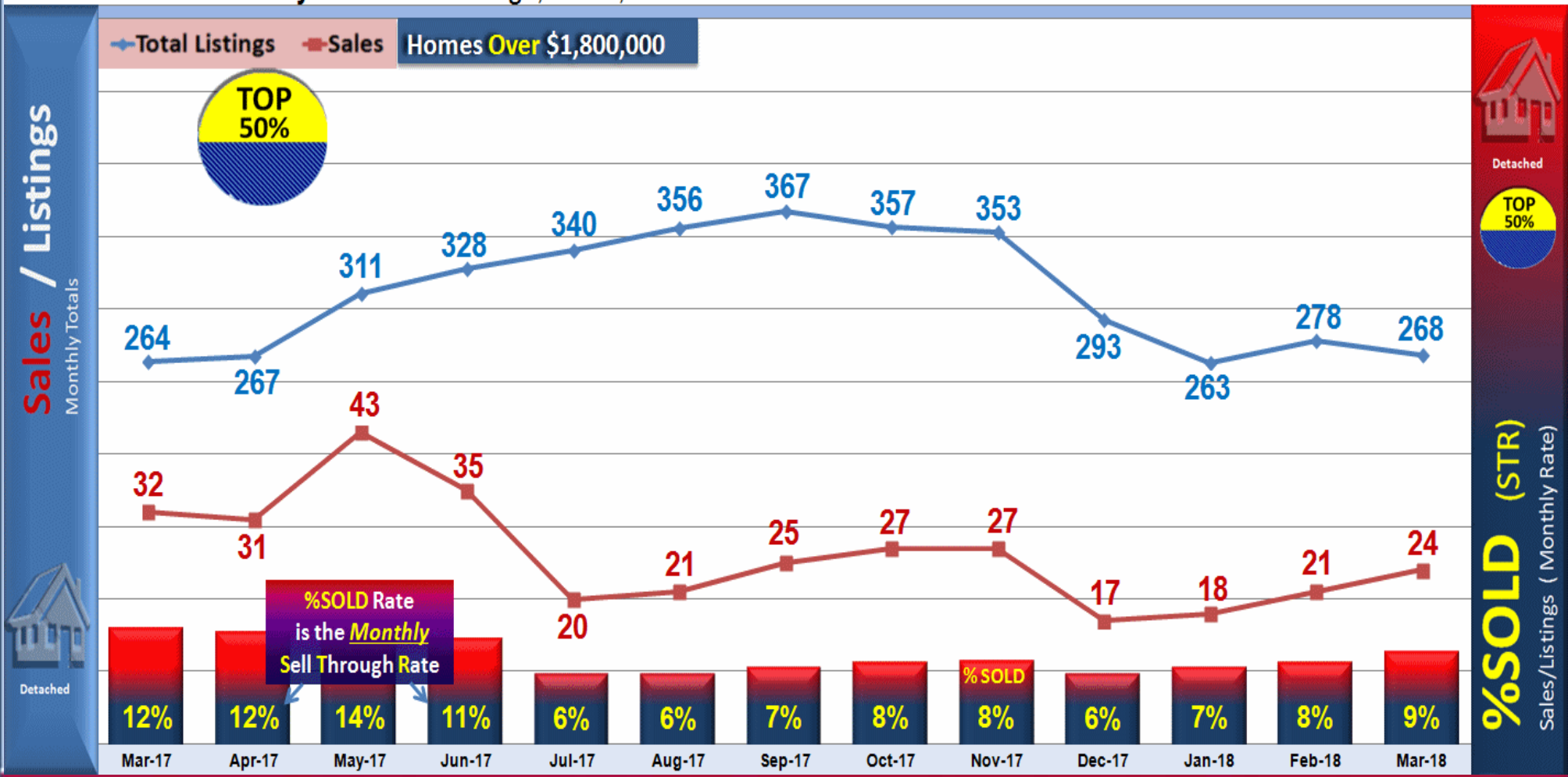
Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting

Apr 1/18 Burnaby

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached

TOP 50%

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



Detached

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



Market Analysis and Forecasting

Apr 1/18 Burnaby

Detached Burnaby Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End sales)

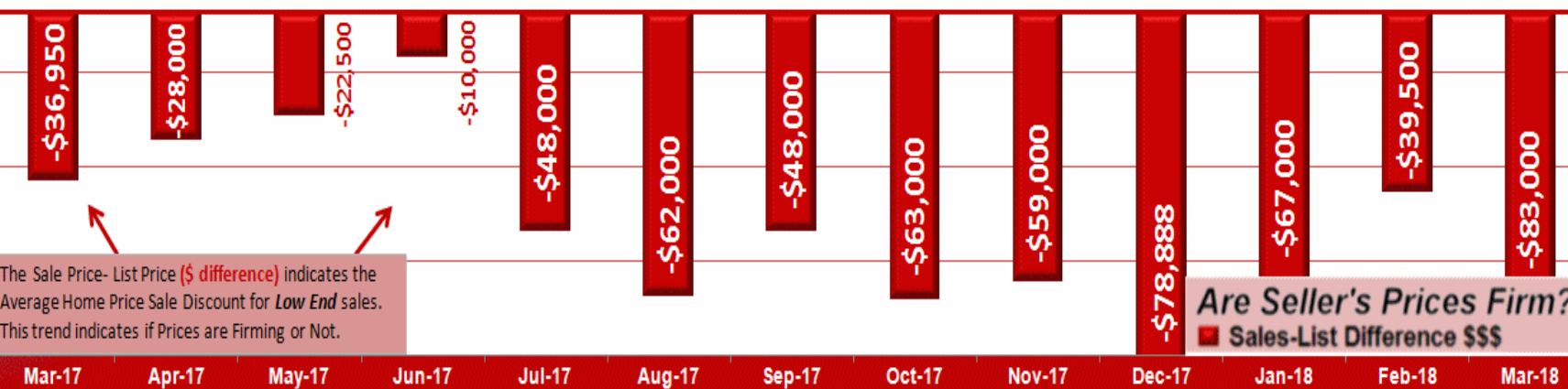
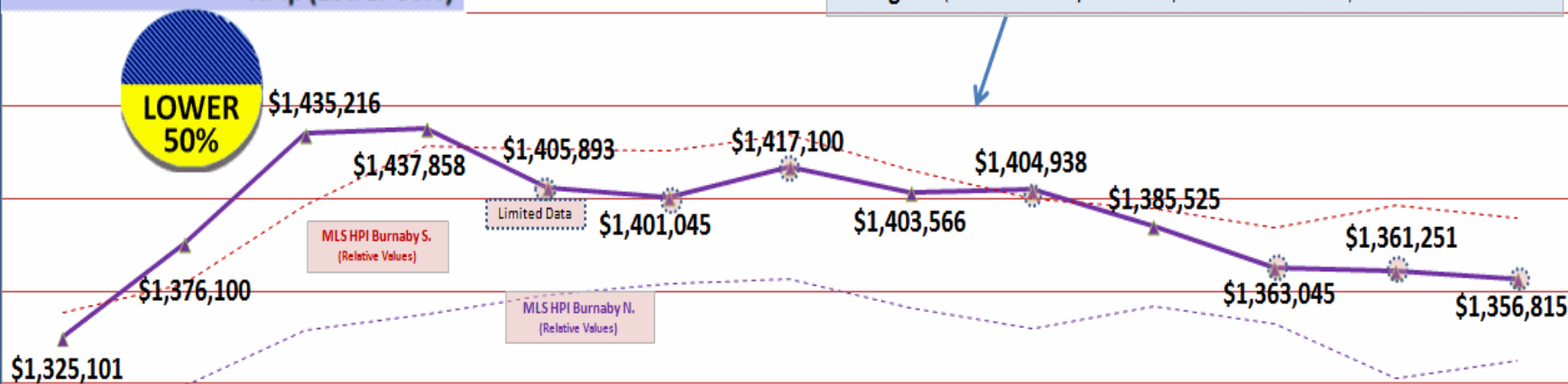
Home Price Changes
(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

Homes Below \$1,800,000

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



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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

detached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

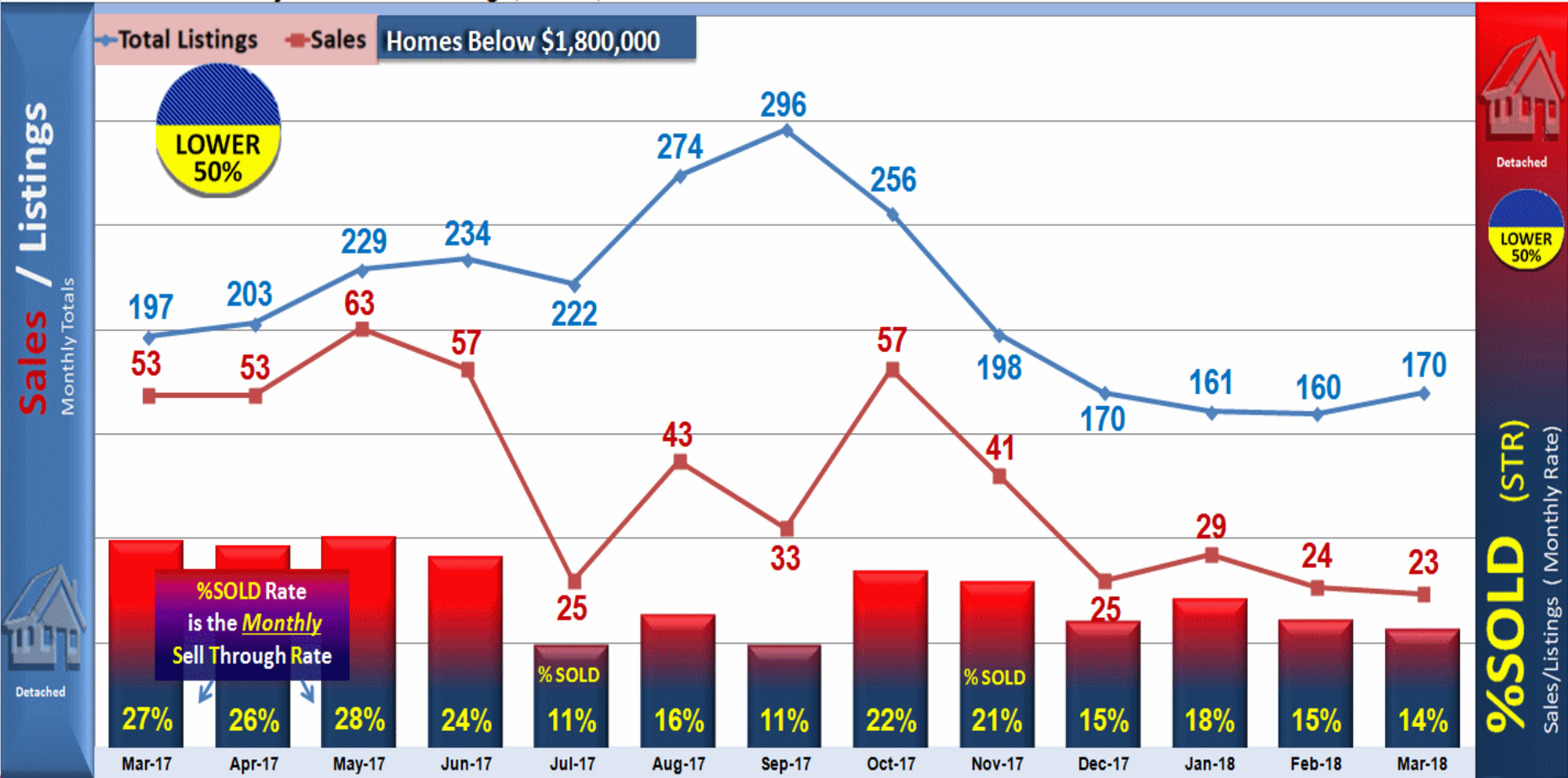
Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting

Apr 1/18 Burnaby

Detached Burnaby Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



Detached



Detached



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



*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

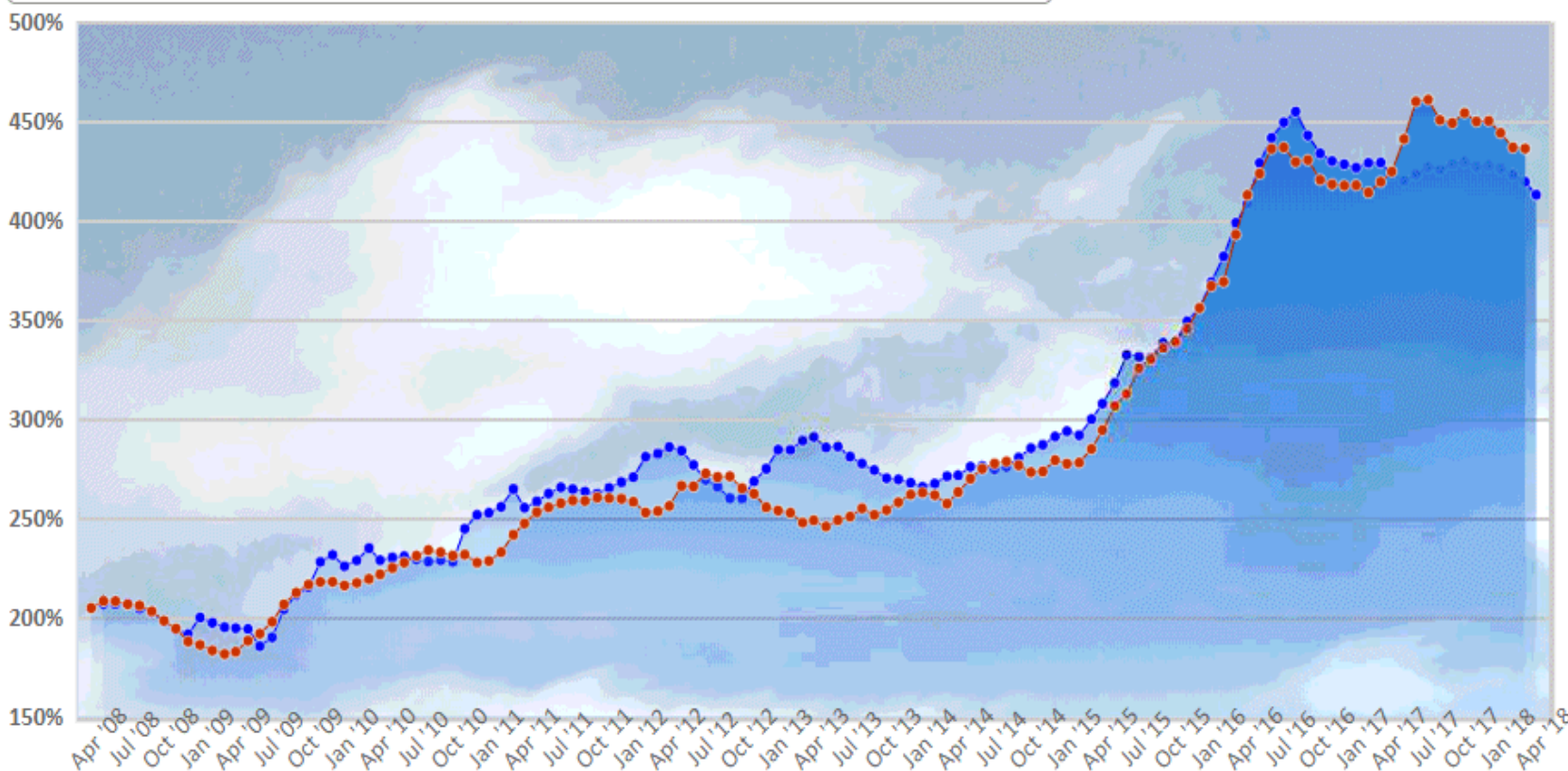
Market Analysis and Forecasting

Apr 1/18 Burnaby

Powered by the Greater Vancouver Market Reports HPIp



Burnaby Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Burnaby Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Mar 2018	% 413.40
Feb 2018	% 419.90
Jan 2018	% 423.50
Dec 2017	% 426.60
Nov 2017	% 428.20
Oct 2017	% 427.50
Sep 2017	% 430.10
Aug 2017	% 428.90
Jul 2017	% 426.10
Jun 2017	% 427.30
May 2017	% 423.80
Apr 2017	% 420.50

<<< 1 2 3 >>>



*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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Maple Ridge - Pitt Mdws

Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Albion	18	4	8	100%	\$0	22.2%
Cottonwood MR	33	8	20	100%	-\$2,450	24.2%
East Central	79	29	7	101%	\$5,100	36.7%
Northwest Maple Ridge	2	0				0.0%
Silver Valley	11	7	7	101%	\$4,200	63.6%
Southwest Maple Ridge	15	2	23	99%	-\$6,500	13.3%
North Maple Ridge	8	5	6	100%	\$100	62.5%
West Central	50	23	8	100%	\$0	46.0%
Central Meadows	12	8	7	100%	\$1,450	66.7%
Mid Meadows	17	10	7	102%	\$10,401	58.8%
North Meadows	3	2	12	100%	-\$1,200	66.7%
South Meadows	8	2	60	100%	\$0	25.0%
Total Activity	256	100	7	100%	\$0	39%

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$250,000	6	4	7	117%	\$35,050	66.7%
\$250,001-\$400,000	56	27	6	100%	\$1,900	48.2%
\$400,001-\$550,000	88	44	7	100%	\$50	50.0%
\$550,001 and more	106	25	17	100%	\$0	23.6%
Total Activity	256	100	7	100%	\$0	39%

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings** (A,S,T,C,X)	376	231	256		25
Active Listings (1st of the Month)	188	125	125	145	20
Solds	168	99	100		1
DOM	6	8	7		-1
%SOLD (Sales/Listings /monthly rate)	44.7%	42.9%	39.1%		-3.8%
Condos (Upper 50%) Home Price Inde	\$341,899	\$438,141	\$456,100		\$17,959
Condos (Lower 50%) Home Price Inde	\$219,909	\$302,349	\$316,100		\$13,751
Twnhs (Upper 50%) Home Price Index HF	\$493,100	\$587,866	\$595,522		\$7,656
Twnhs (Lower 50%) Home Price Index HF	\$339,100	\$431,230	\$441,100		\$9,870

Apr 1 2018 Maple Ridge - Pitt Meadows Market Update Attached Townhomes/Condos

Current: Maple Ridge, Pitt Meadows is a Sellers Market with Average listing inventory, a **39 %SOLD** Rate and a 100% Sell/List ratio.
(This means an average of a \$0 discount on a sale from the original list price)

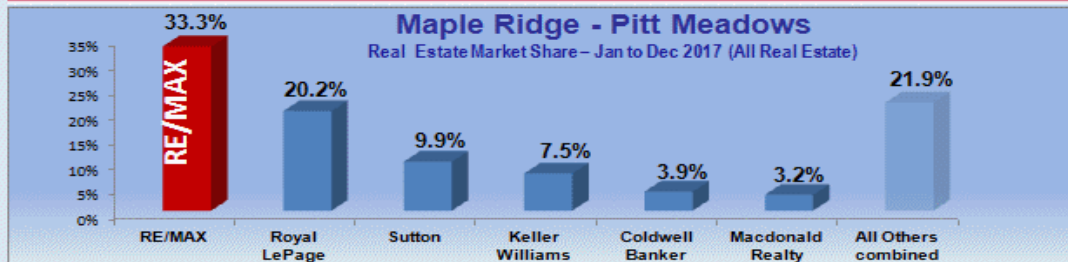
Most Active Range: Homes below \$250,000 have **66.7 %SOLD** rate.
Least Active Range: Homes above \$550,000 have **23.6 %SOLD** rate.

History: Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$114,201.
Maple Ridge, Pitt Meadows's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$96,191.
Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp (Upper 50%)** shows that prices increased \$102,422.
Maple Ridge, Pitt Meadows's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$102,000.

Forecast: The Listing Inventories are currently 32% less than same month last year. We project Ridge-Meadows Attached to be a continued Sellers market. March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets. Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

Note: For a more accurate price change CALL US for a Personal Comparative Market Analysis for your home. Data is from : FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

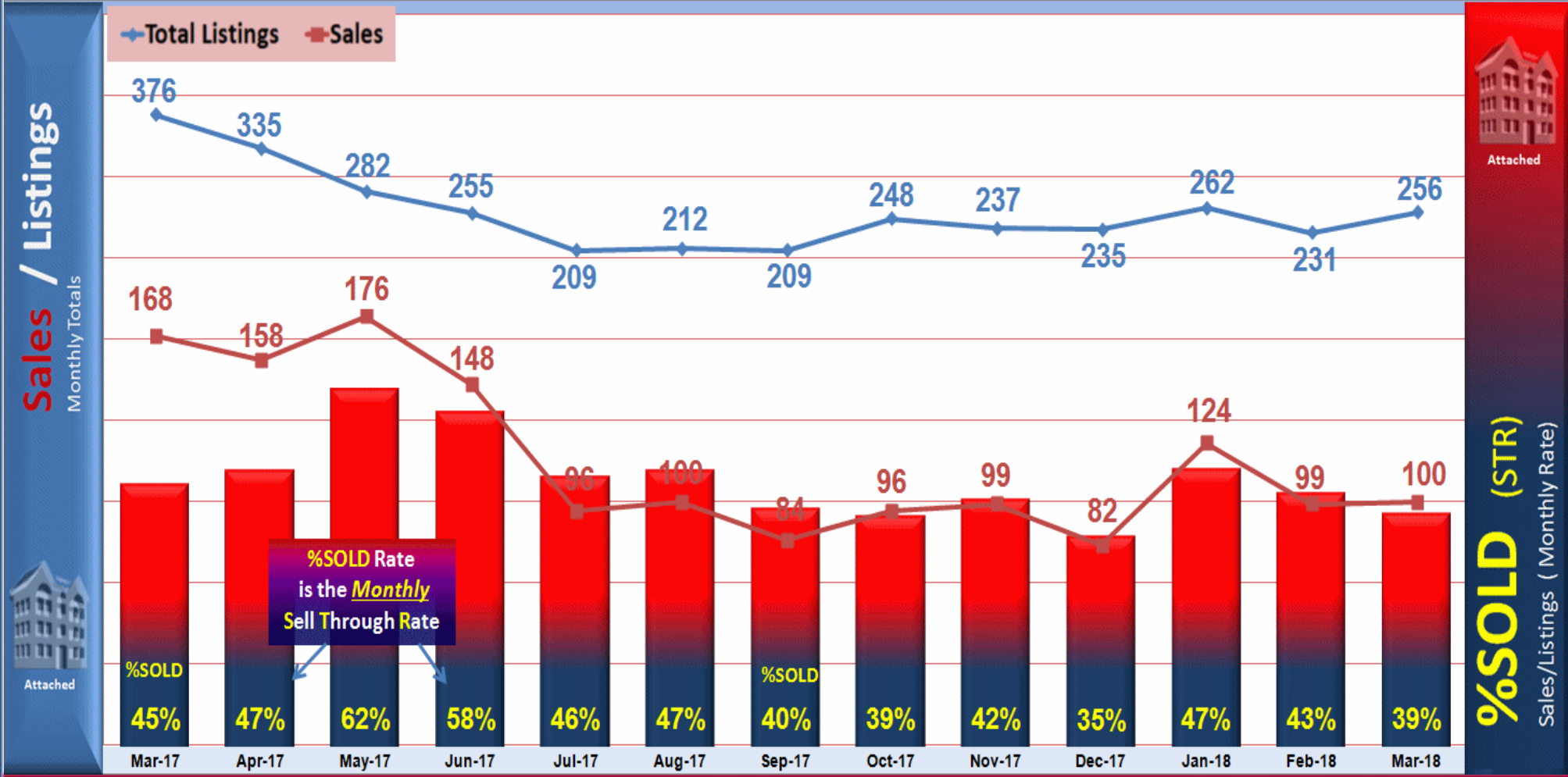
Cell: 604-985-7653

The GO 2 GUYS



Market Analysis and Forecasting Apr 1/18 Maple Ridge –Pitt Mdws

Attached Townhomes/ Condos Maple Ridge, Pitt Meadows Total Listings, Sales, and %SOLD rates



Sales / Listings
Monthly Totals



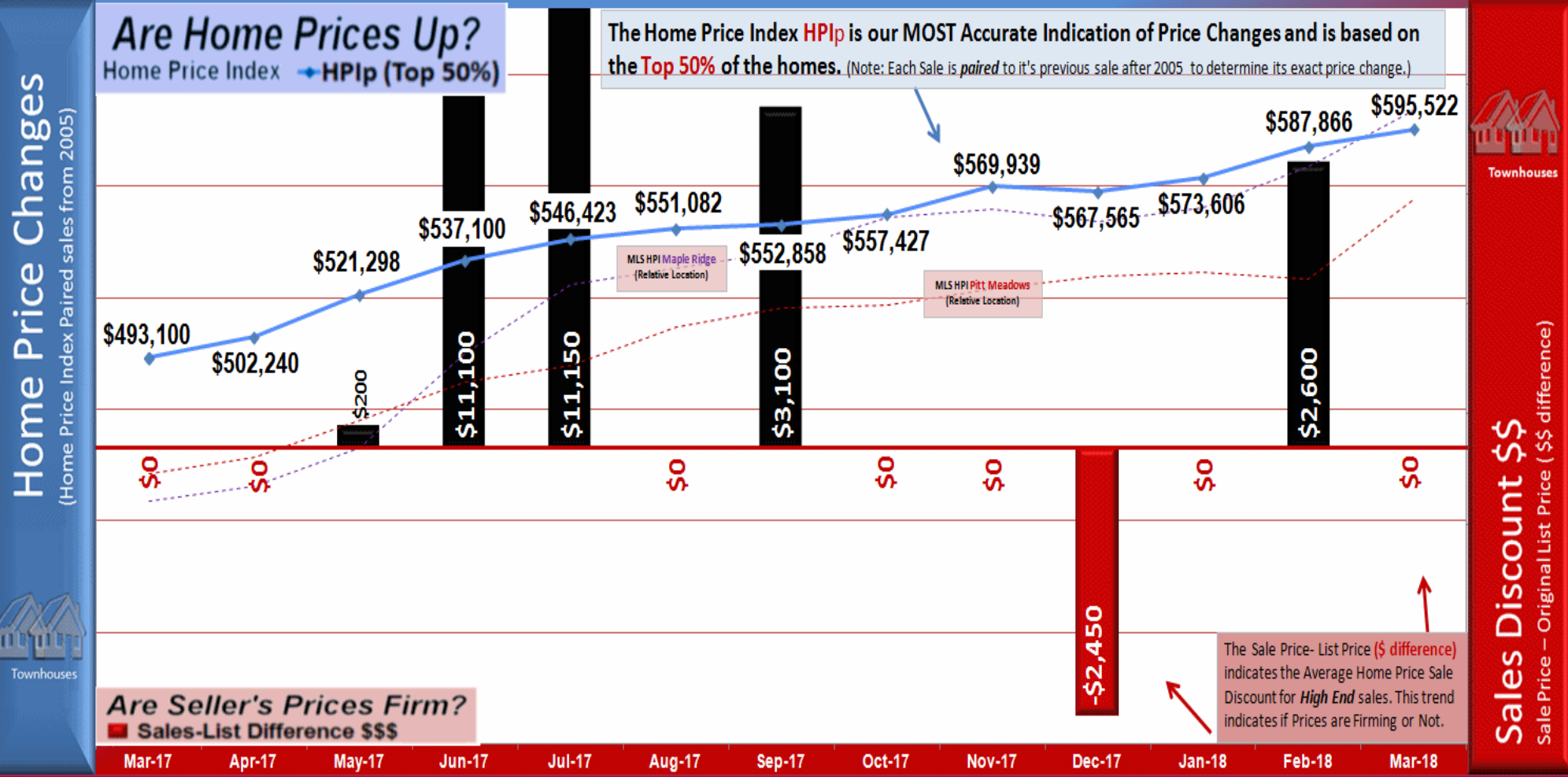
Attached

%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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Attached Maple Ridge, Pitt Meadows 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 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 Apr 1/18 Maple Ridge –Pitt Mdws

Attached Maple Ridge, Pitt Meadows Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

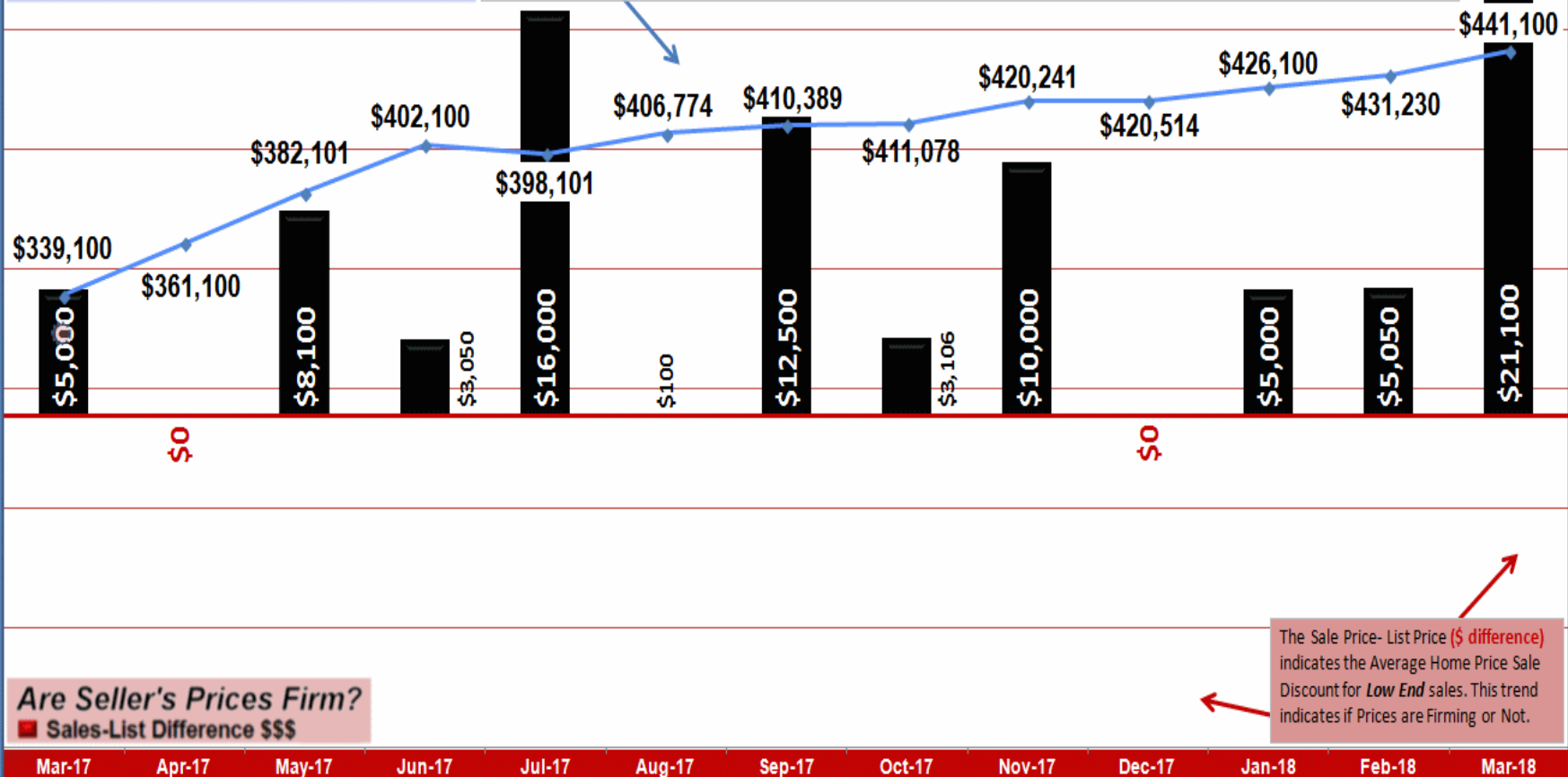


Townhouses

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

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

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

*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 GO 2 GUYS



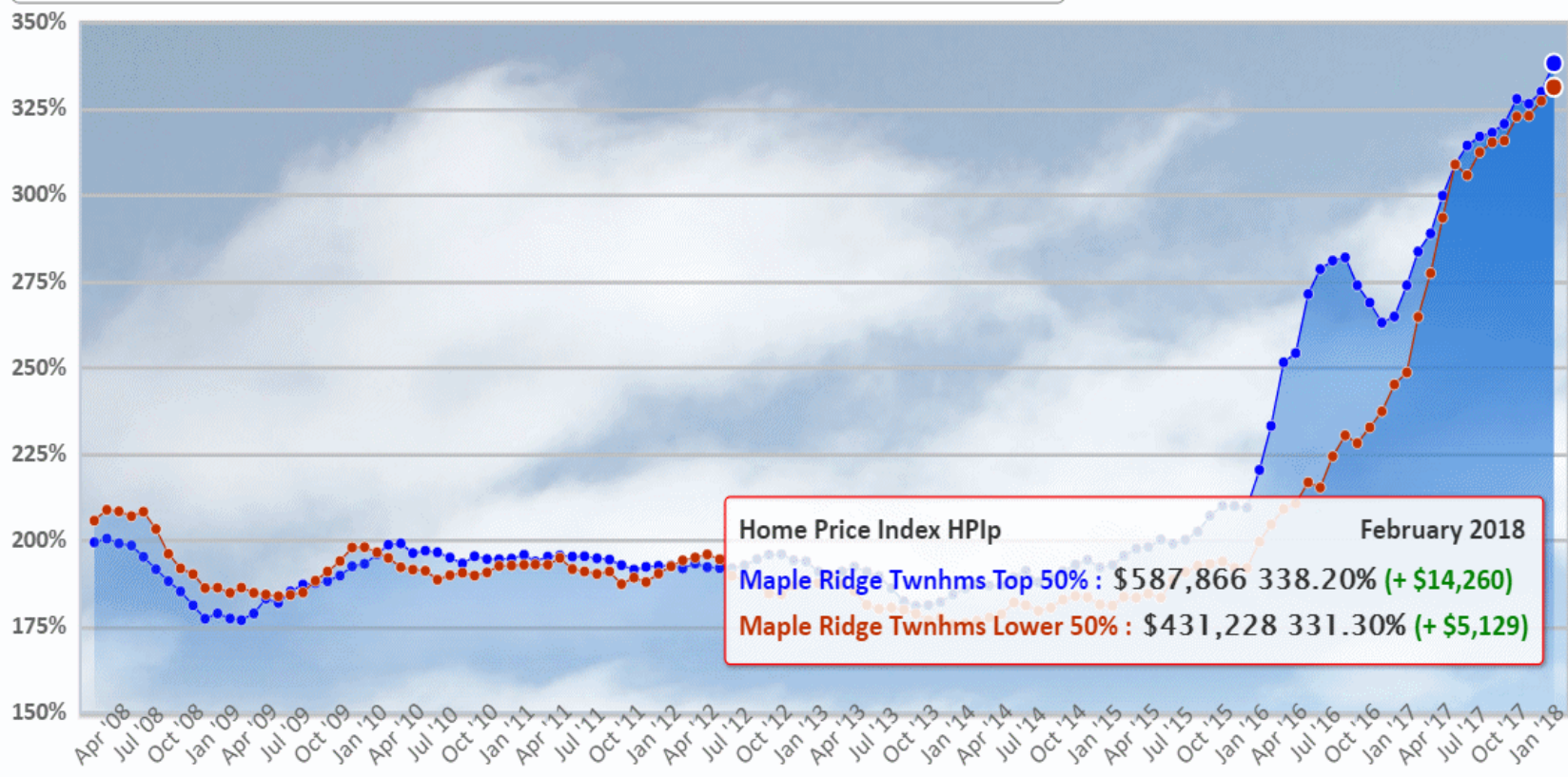
TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 Maple Ridge –Pitt Mdws

Powered by the Greater Vancouver Market Reports HPIp



Maple Ridge Twnhms Top 50% : HPIp Forecast+ Forecast-
Maple Ridge Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 338.20
Jan 2018	% 330.00
Dec 2017	% 326.50
Nov 2017	% 327.90
Oct 2017	% 320.70
Sep 2017	% 318.10
Aug 2017	% 317.00
Jul 2017	% 314.40
Jun 2017	% 309.00
May 2017	% 299.90
Apr 2017	% 288.90
Mar 2017	% 283.70

<<< 1 2 3 >>>

*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.



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



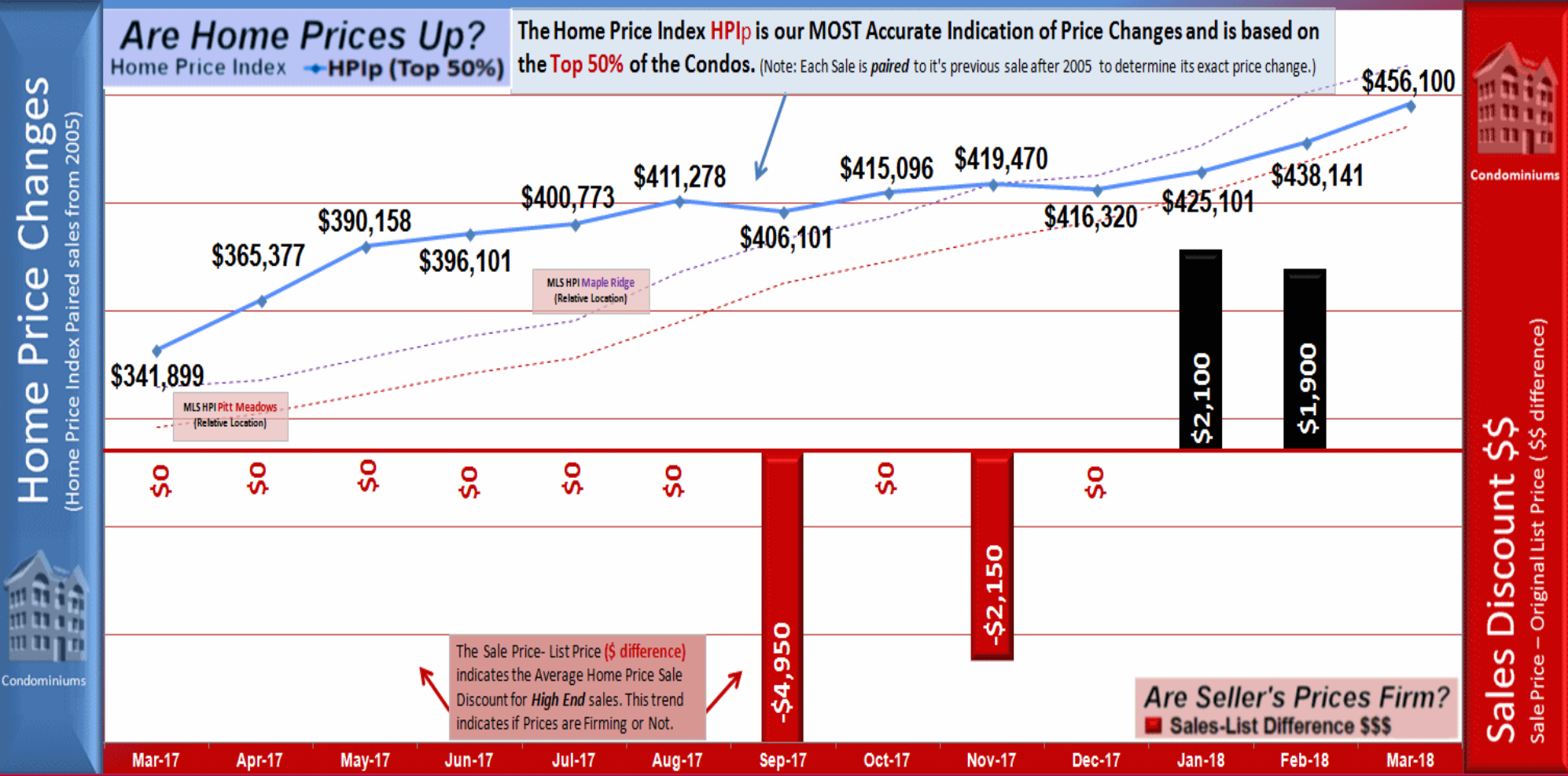
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Maple Ridge –Pitt Mdws

Attached Maple Ridge, Pitt Meadows 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)



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.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

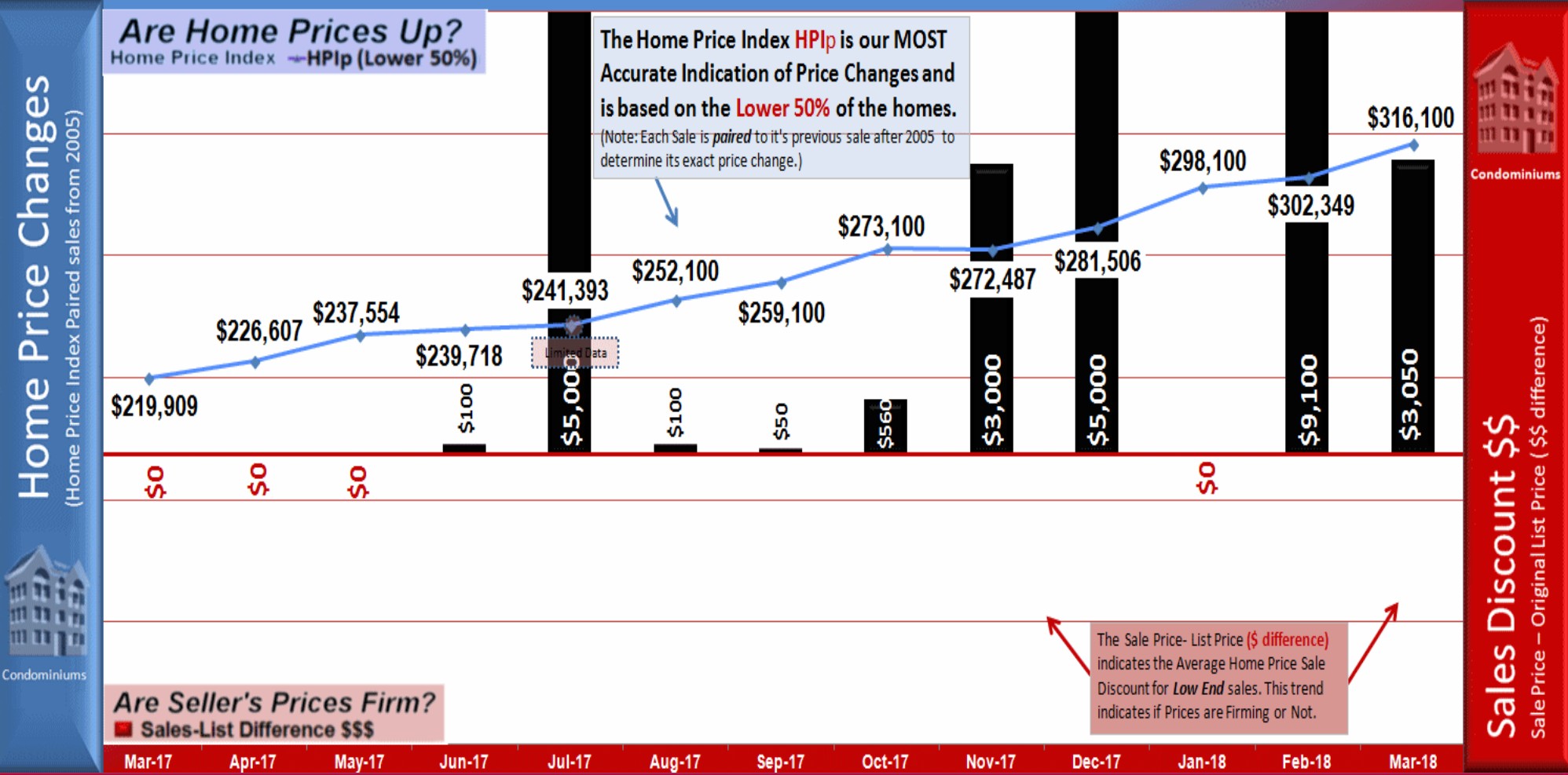
Cell: 604-985-7653



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding
Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Maple Ridge –Pitt Mdws

Attached Maple Ridge, Pitt Meadows 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 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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

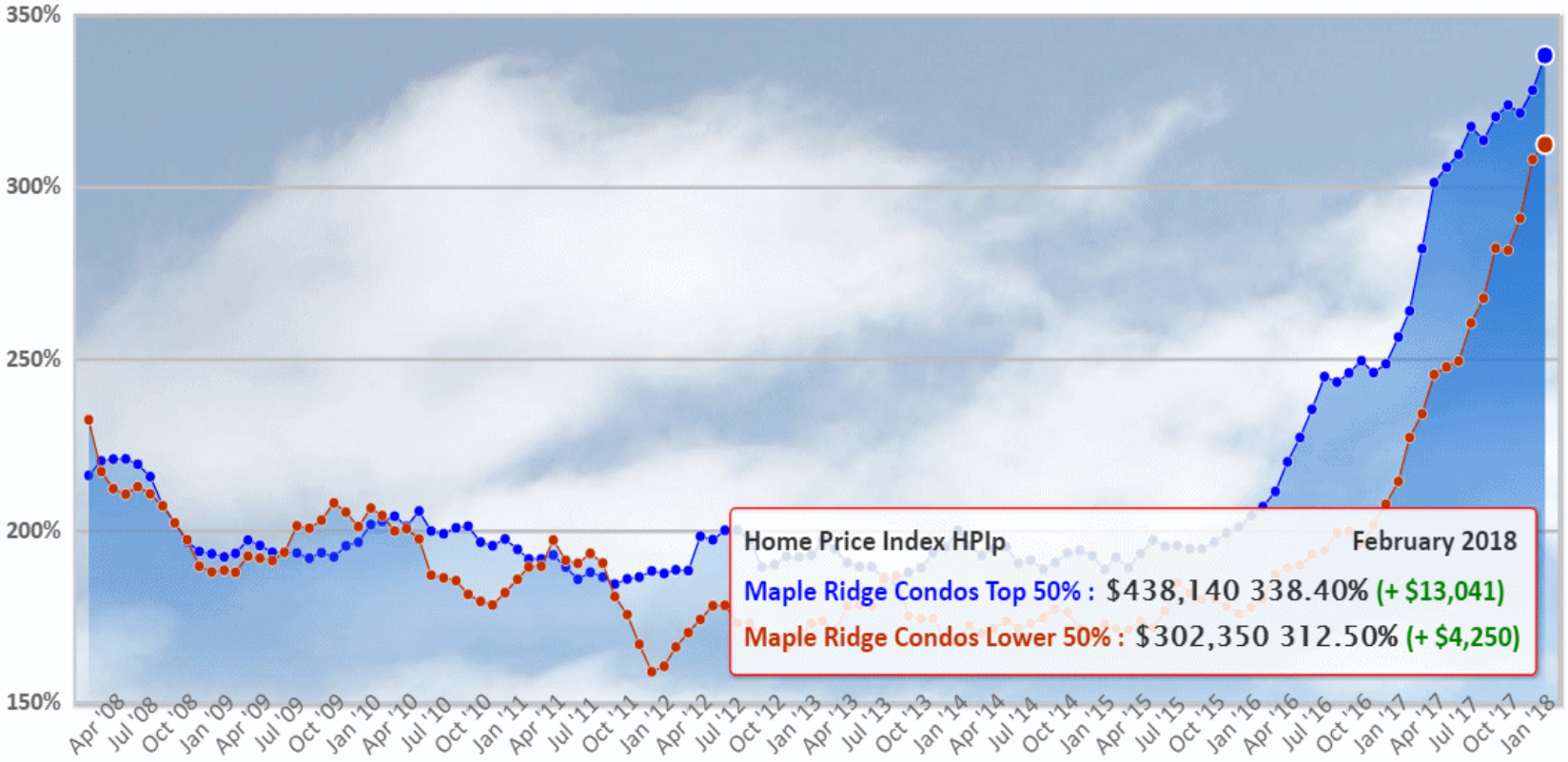
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 Maple Ridge –Pitt Mdws

Powered by the Greater Vancouver Market Reports HPIp



Maple Ridge Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Maple Ridge Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 338.40
Jan 2018	% 328.30
Dec 2017	% 321.60
Nov 2017	% 324.00
Oct 2017	% 320.60
Sep 2017	% 313.70
Aug 2017	% 317.70
Jul 2017	% 309.60
Jun 2017	% 305.90
May 2017	% 301.40
Apr 2017	% 282.20
Mar 2017	% 264.10

<<< 1 2 3 >>>

*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.



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COORDINATOR PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 East Surrey

Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	8	1	25	97%	-\$19,000	12.5%
Guildford	103	43	7	105%	\$21,000	41.7%
Fleetwood Tynehead	62	28	8	100%	\$500	45.2%
Panorama Ridge	15	6	21	99%	-\$4,950	40.0%
Sullivan Station	74	24	9	101%	\$6,750	32.4%
Total Activity	262	102	8	101%	\$10,001	39%

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$300,000	9	8	8	113%	\$28,900	88.9%
\$300,001-\$500,000	87	37	7	104%	\$12,000	42.5%
\$500,001-\$650,000	87	32	8	103%	\$18,350	36.8%
\$650,001 and more	79	25	13	100%	\$0	31.6%
Total Activity	262	102	8	101%	\$10,001	39%

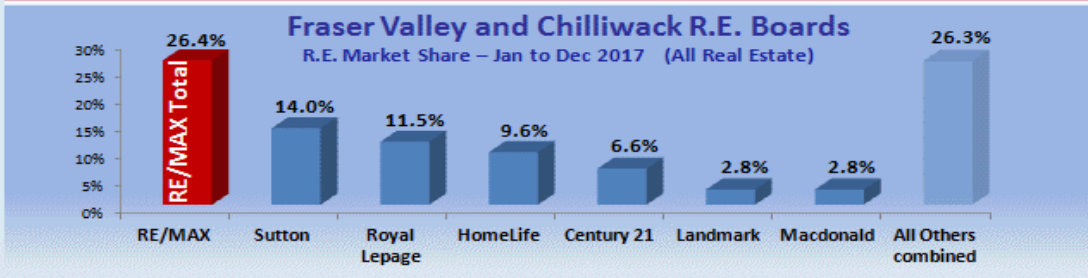
Apr 12 2018 **East Surrey Market Update** Attached Townhomes/ Condos
Current: East Surrey is a Sellers Market with average listing inventory, a **39 %SOLD** rate and a 101% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging \$10,001)
Most Active Price Range: Homes below \$300,000 have **88.9 %SOLD** rate.
Least Active Price Range: Homes above \$650,000 have **31.6 %SOLD** rate.

	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings** (A,S,T,C,X)	359	209	262		53
Active Listings (1st of the month)	161	102	111	146	35
Solds	181	85	102		17
Days on Market (DOM)	7	6	8		2
% SOLD (Sales/ Listings /monthly rate)	50%	41%	39%		-1.7%
Condos (Top 50%) Home Price Index HPI	\$314,365	\$432,100	\$448,100		\$16,000
Condos (Lower 50%) Home Price Index HF	\$206,440	\$297,519	\$316,100		\$18,581
Twnhs (Top 50%) Home Price Index HPI	\$545,075	\$645,937	\$655,926		\$9,989
Twnhs (Lower 50%) Home Price Index HPI	\$362,100	\$481,029	\$489,317		\$8,288

History: The East Surrey's **Condos** Year-To-Date Home Price Index HPIp (Top 50%) shows that prices are increased \$133,735.
 The East Surrey's **Condos** Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased \$109,660.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased \$110,851.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices are increased \$127,217.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The listing inventory is 27% less than the same month last year. March's Real Estate Statistics shows 78% of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of \$10,681, which is even more than the \$8,381 increase that we saw in the month prior. At the same time, the Vancouver Detached Markets showed a price decrease of \$2,135. With the many new foreign buyer taxes, much tougher mortgage lending rules, higher interest rates, pending trade tariffs and the dramatic reduction of our foreign buyers in Vancouver, we are forecasting the beginning of a **Buyer's Market** across the top 50% of the Detached Markets.
 Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets) There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

the RE/MAX Market Share Reports



Analytical Methods: The East 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 **East Surrey HPIp Top 50%** representing the higher end sales and the **East Surrey HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: RMXReports.

*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.



RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

The GO 2 GUYS



Market Analysis and Forecasting

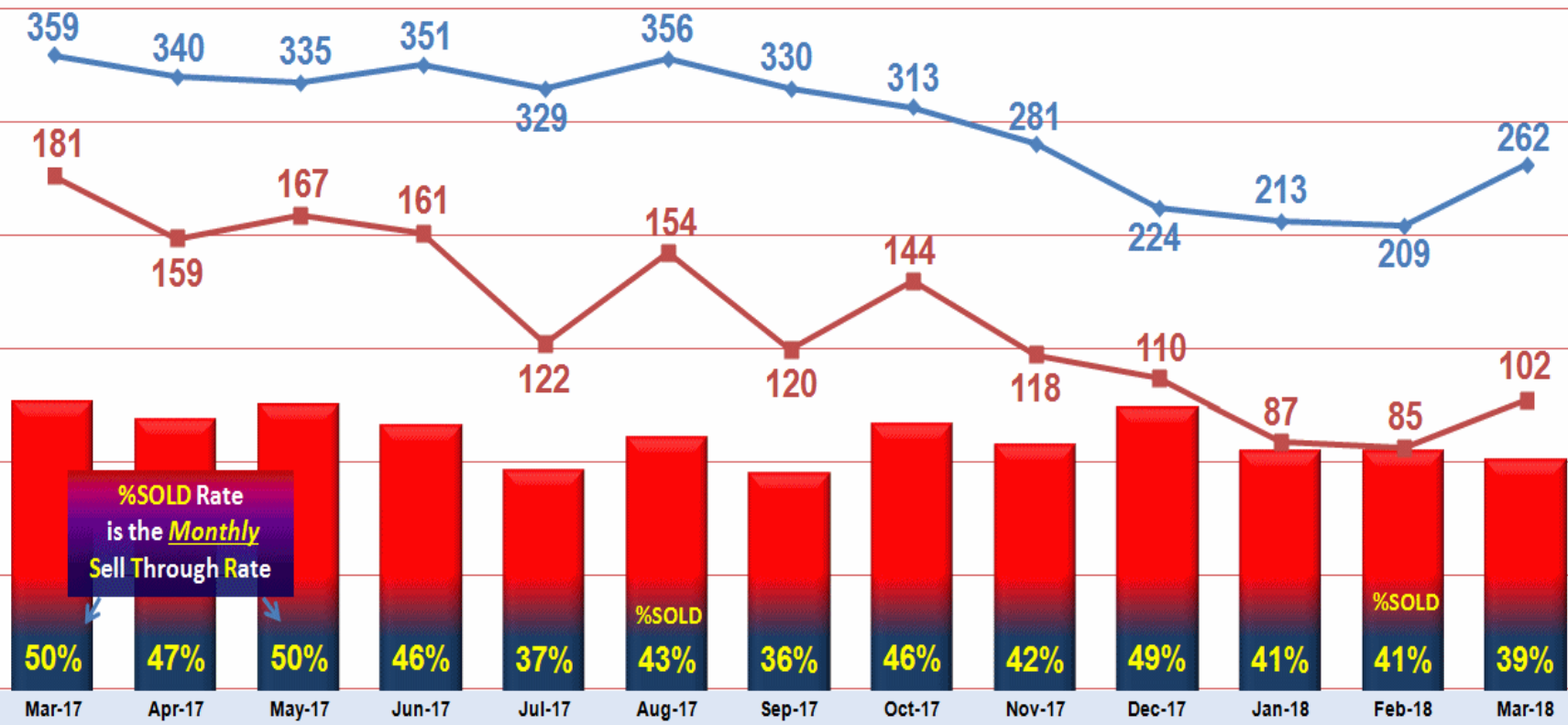
Apr 1/18

East Surrey

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

Sales / Listings
Monthly Totals

Total Listings Sales



%SOLD Rate is the Monthly Sell Through Rate



%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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 East Surrey

Attached East 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)



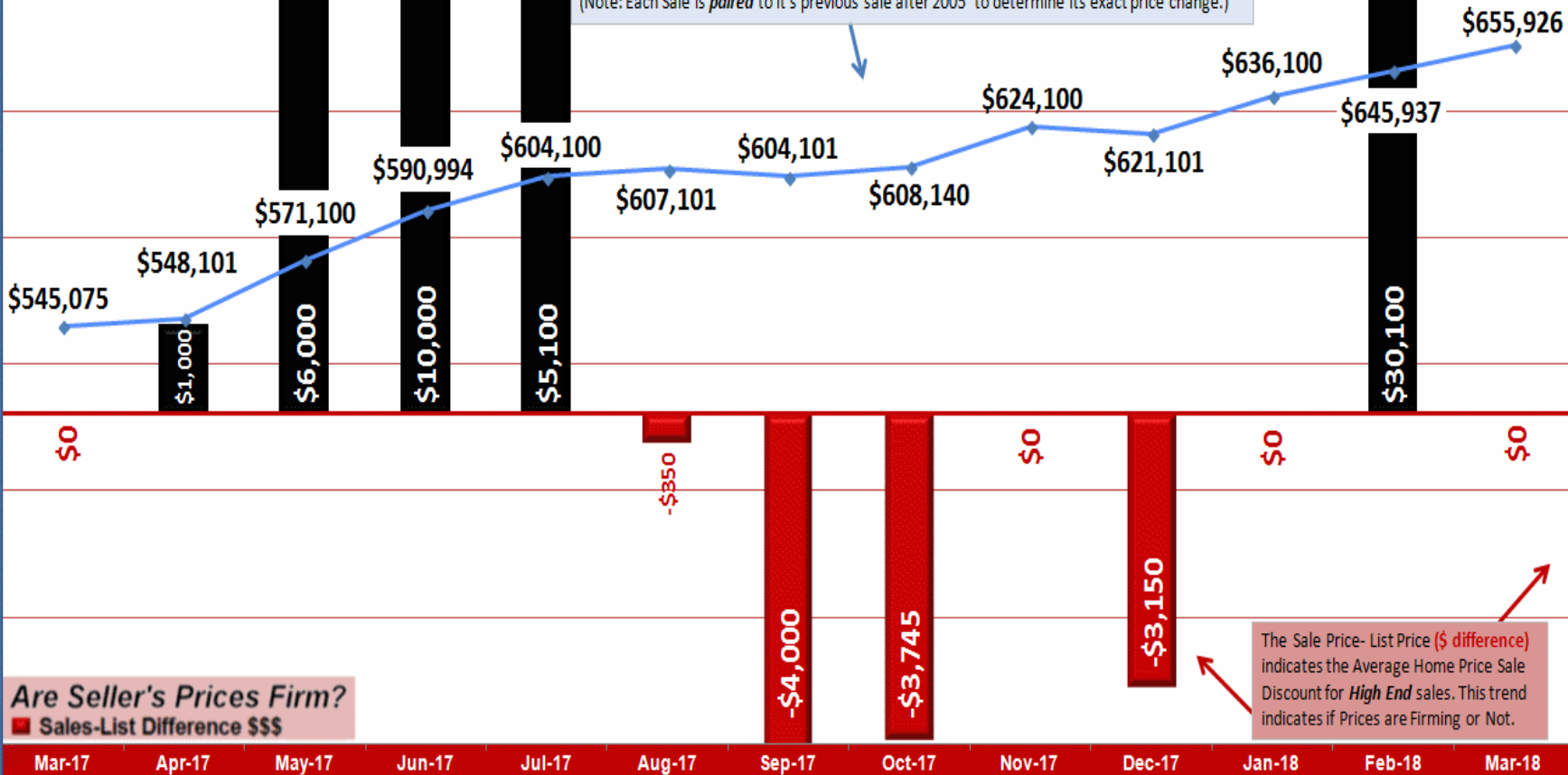
Townhouses

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

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

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.

*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.



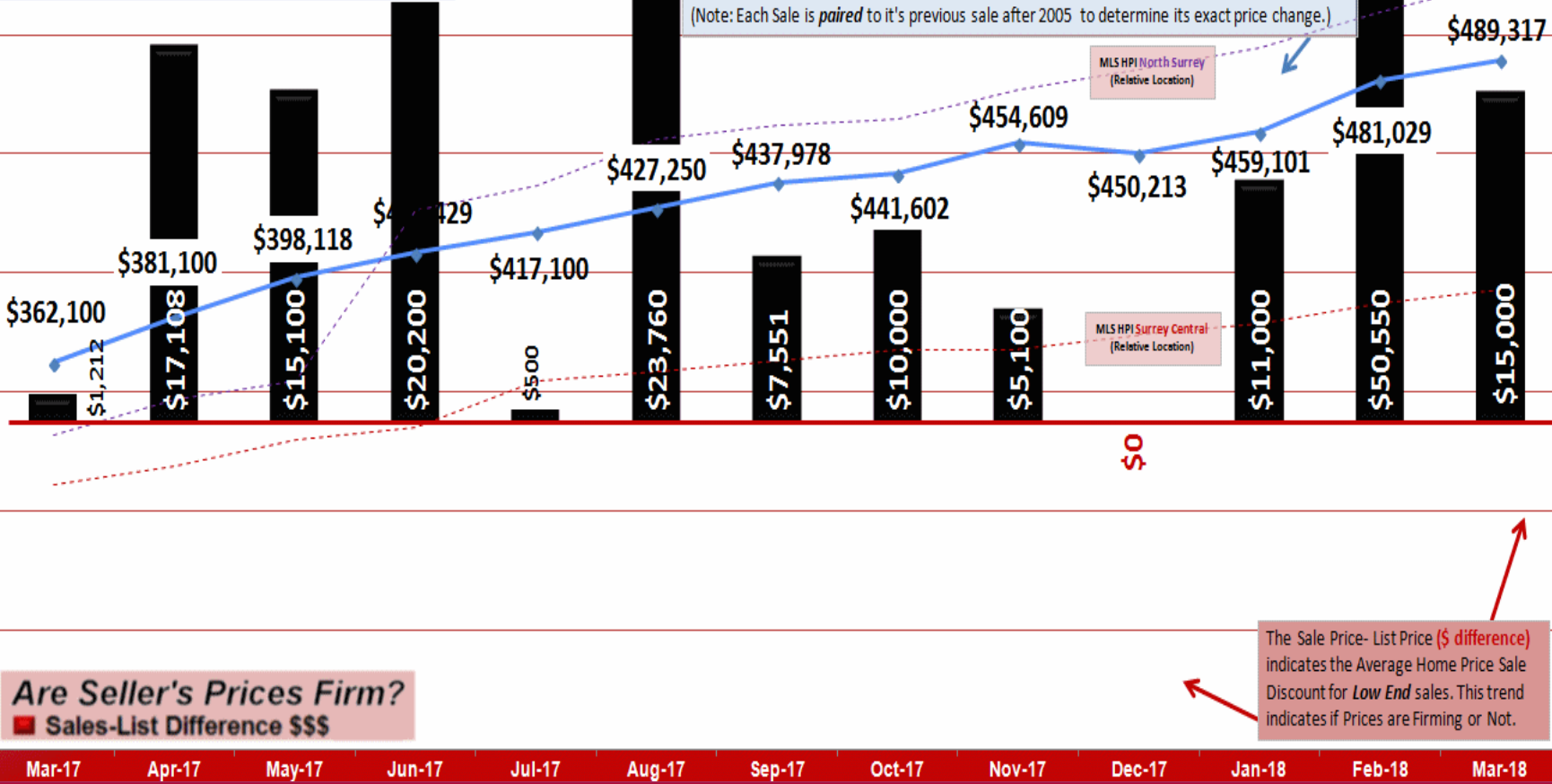
Market Analysis and Forecasting Apr 1/18 East Surrey

Attached East 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%)

The Home Price Index HPIp is our 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)

*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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting

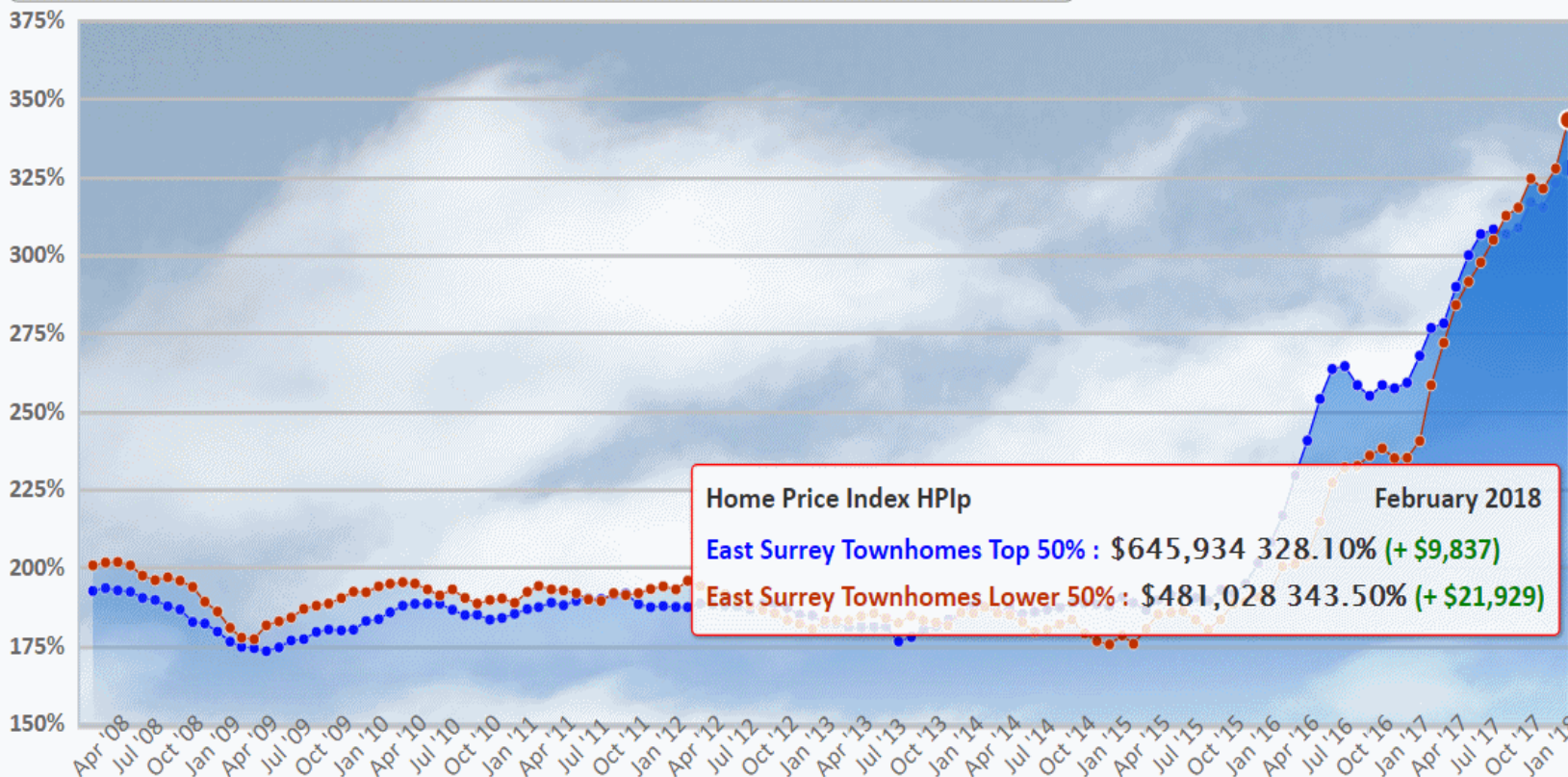
Apr 1/18

East Surrey

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Feb 2018	% 328.10
Jan 2018	% 323.20
Dec 2017	% 315.50
Nov 2017	% 317.10
Oct 2017	% 308.90
Sep 2017	% 306.90
Aug 2017	% 308.40
Jul 2017	% 306.90
Jun 2017	% 300.20
May 2017	% 290.10
Apr 2017	% 278.40
Mar 2017	% 276.90

<<< 123 >>>



*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.

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

The GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 East Surrey

Attached East 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)

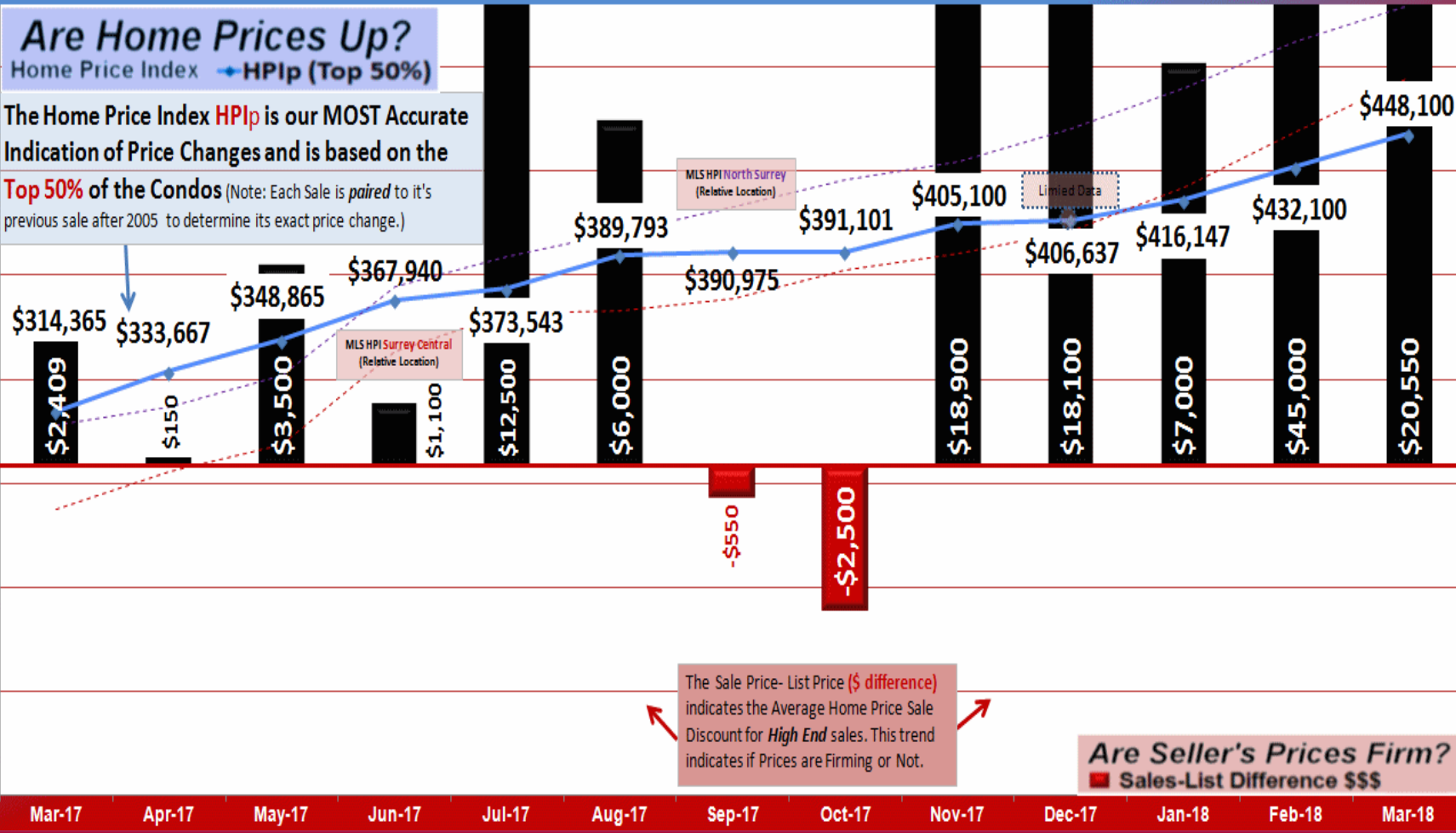


Condominiums

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.)



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

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

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

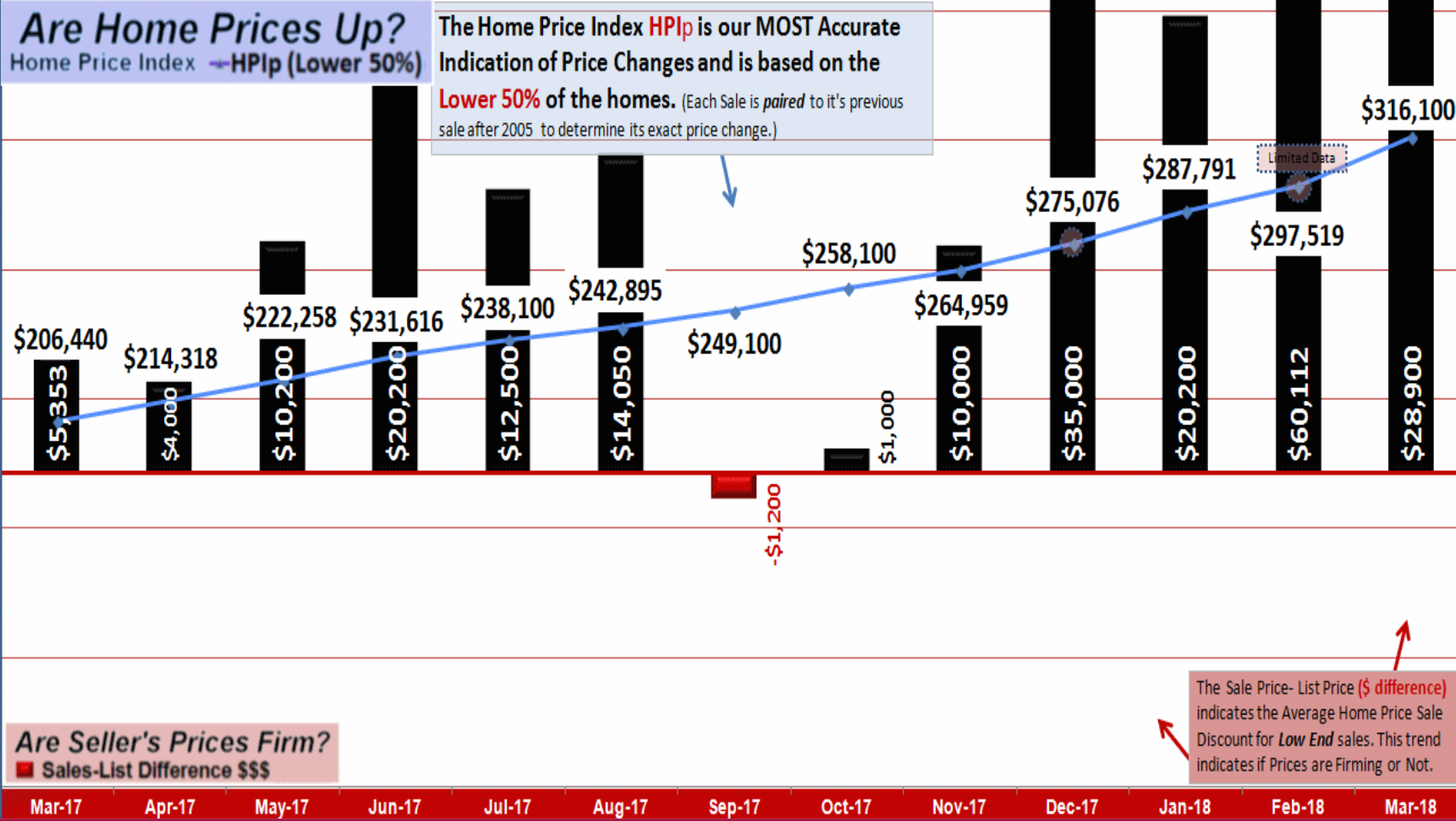


TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 East Surrey

Attached East 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)



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



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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes. (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.

*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.

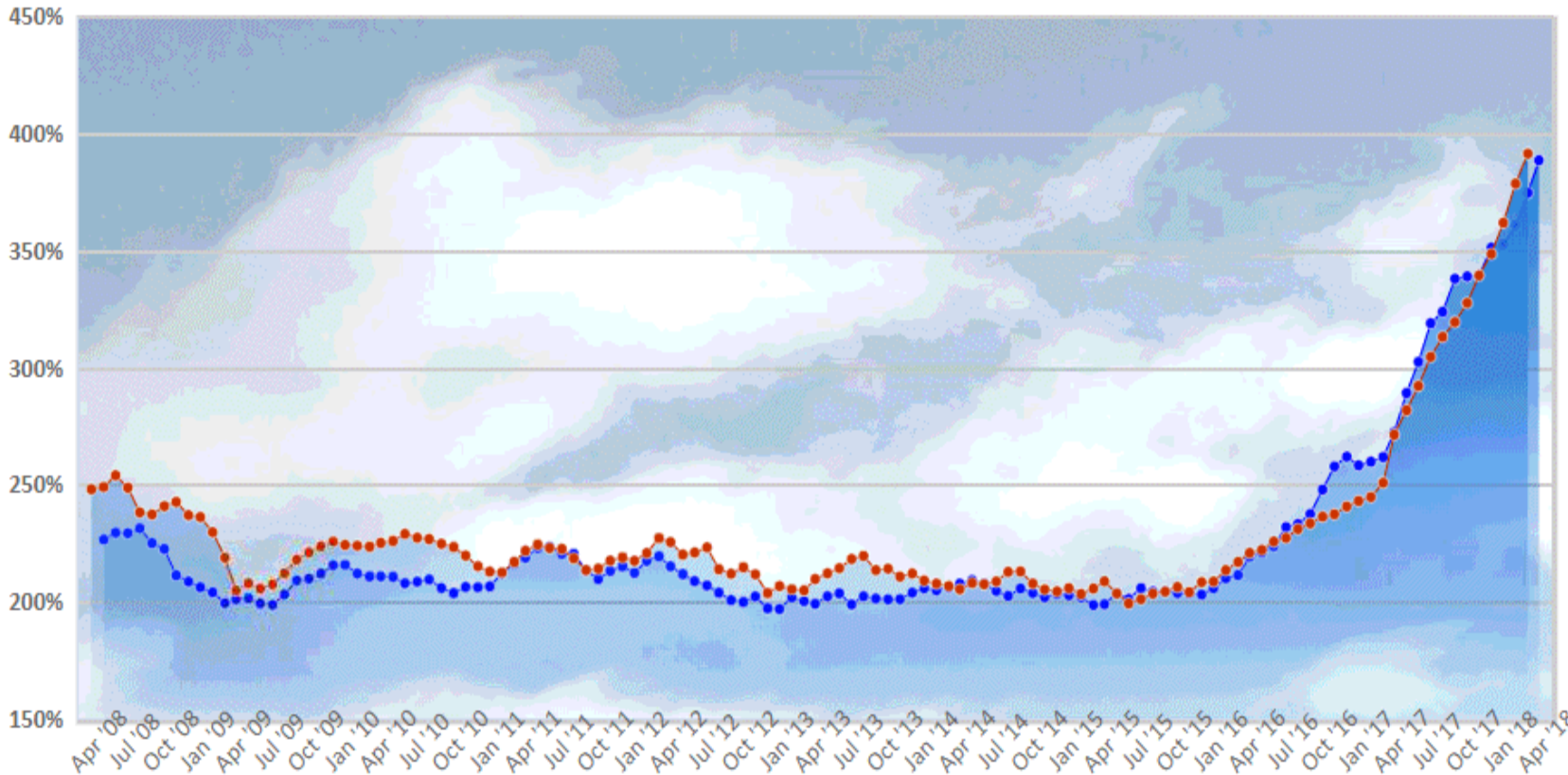


Market Analysis and Forecasting Apr 1/18 East Surrey

Powered by the Greater Vancouver Market Reports HPIp



East Surrey Condos Top 50% : HPIp Forecast+ Forecast-
East Surrey Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Mar 2018	% 388.90
Feb 2018	% 375.00
Jan 2018	% 361.20
Dec 2017	% 352.90
Nov 2017	% 351.60
Oct 2017	% 339.50
Sep 2017	% 339.30
Aug 2017	% 338.30
Jul 2017	% 324.20
Jun 2017	% 319.30
May 2017	% 302.80
Apr 2017	% 289.60

<<< 1 2 3 >>>

*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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Neighbourhoods	Total Listings	Sales	DOM	Sale Price / List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	85	41	7	100%	\$0	48.2%
Clayton	136	47	7	102%	\$11,100	34.6%
Murrayville	17	4	5	98%	-\$8,950	23.5%
Salmon River	5	3	7	108%	\$32,000	60.0%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	16	12	6	105%	\$20,550	75.0%
Langley City	127	56	8	104%	\$12,250	44.1%
Total Activity	386	163	7	102%	\$10,000	42%

Home Price Range	Total Listings	Sales	DOM	Sale Price / List Price	Sell - List \$Difference	%SOLD
0-\$300,000	22	14	8	113%	\$25,600	63.6%
\$300,001-\$500,000	157	81	7	104%	\$12,500	51.6%
\$500,001-\$700,000	175	60	7	100%	\$1,000	34.3%
\$700,001 and more	32	8	12	100%	-\$450	25.0%
Total Activity	386	163	7	102%	\$10,000	42%

Apr 1 2018 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Sellers Market with average listing inventories, a **42 %SOLD** rate and a 102% Sell/List Ratio. (This means that there is an average of a \$10,000 surplus on a sale from the original list price)
Most Active Price Range: Attached homes below \$300,000 have **63.6 %SOLD** rate and is in a Sellers Market.
Least Active Price Range: Attached homes above \$700,000 have **25.0 %SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$134,000.
 The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$106,339.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$105,001.
 The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$129,815.

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

Forecast: The Listing Inventories have decreased by 10% listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued sellers market.

March's Real Estate Statistics shows **78%** of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of **\$10,681**, which is even more than the \$8,381 increase that we saw in the month prior. At the same time, the Vancouver Detached Markets showed a price decrease of \$2,135. With the many new foreign buyer taxes, much tougher mortgage lending rules, higher interest rates, pending trade tariffs and the dramatic reduction of our foreign buyers in Vancouver, we are forecasting the beginning of a **Buyer's Market** across the top 50% of the Detached Markets.

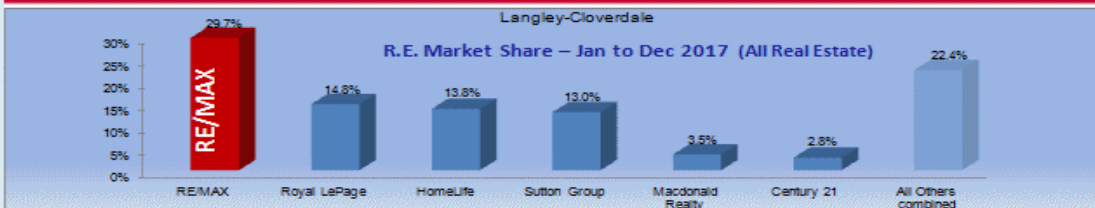
Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets) There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

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: FVRES, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings** (A,S,T,C,X)	391	283	386		103
Active Listings	151	123	160	196	36
Solds	197	109	163		54
Days on Market (DOM)	6	6	7		1
%SOLD (Sales/ Listings /mnlthly rate)	50.4%	38.5%	42.2%		3.7%
Condos (Top 50%) Home Price Index HPIp	\$334,100	\$449,100	\$468,100		\$19,000
Condos (Lower 50%) Home Price Index HPIp	\$238,761	\$325,231	\$345,100		\$19,869
Twnhs (Top 50%) Home Price Index HPIp	\$584,100	\$685,100	\$689,101		\$4,001
Twnhs (Lower 50%) Home Price Index HPIp	\$388,428	\$504,335	\$518,243		\$13,908

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. [More Details](#)
 Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale

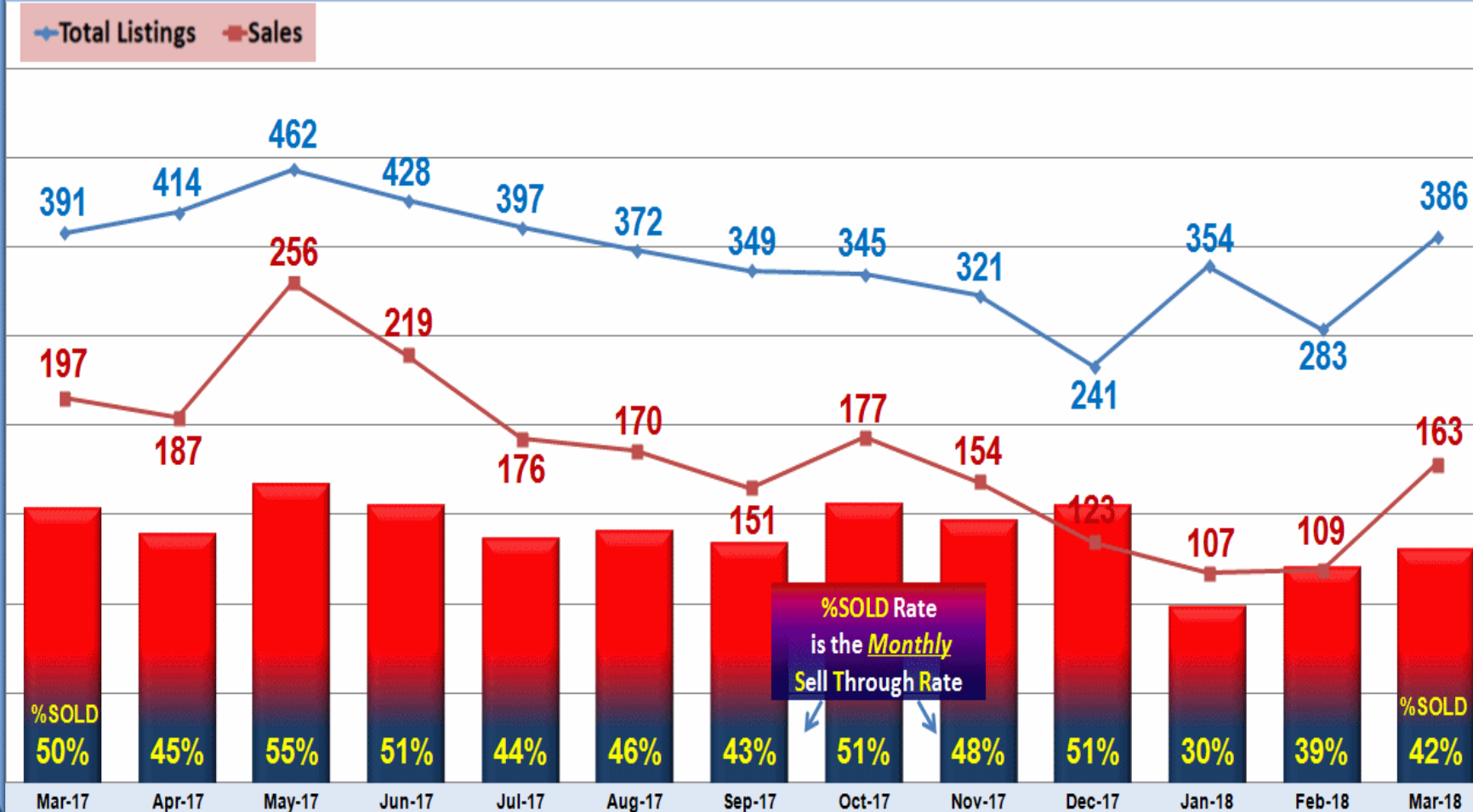
Attached Langley, Cloverdale Total Listings **, Sales, and %SOLD Rates

Sales / Listings
Monthly Totals



Attached

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



%SOLD Rate is the Monthly Sell Through Rate

*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.



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 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)

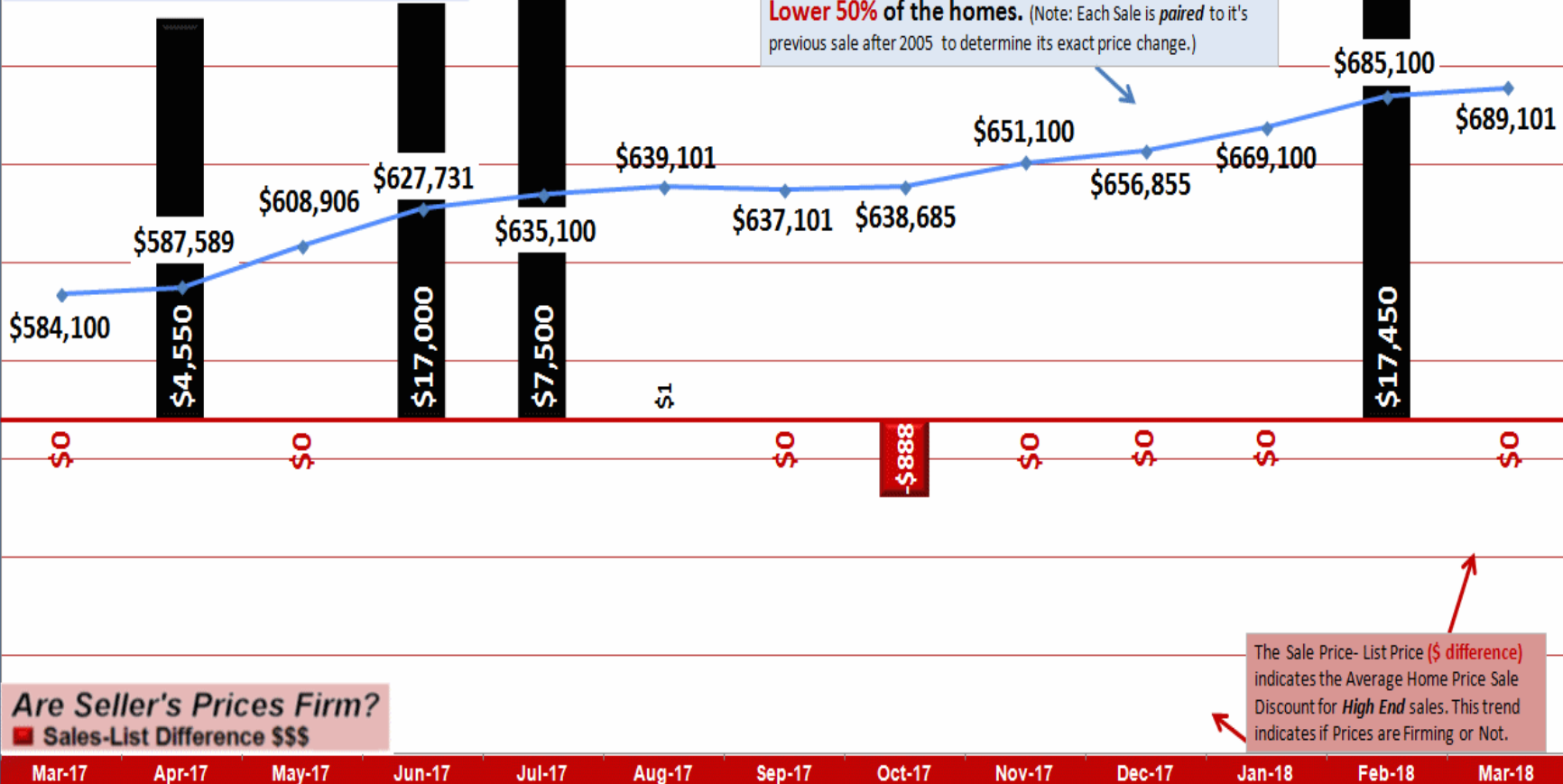
Home Price Changes
(Home Price Index Paired sales from 2005)



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

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

*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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale

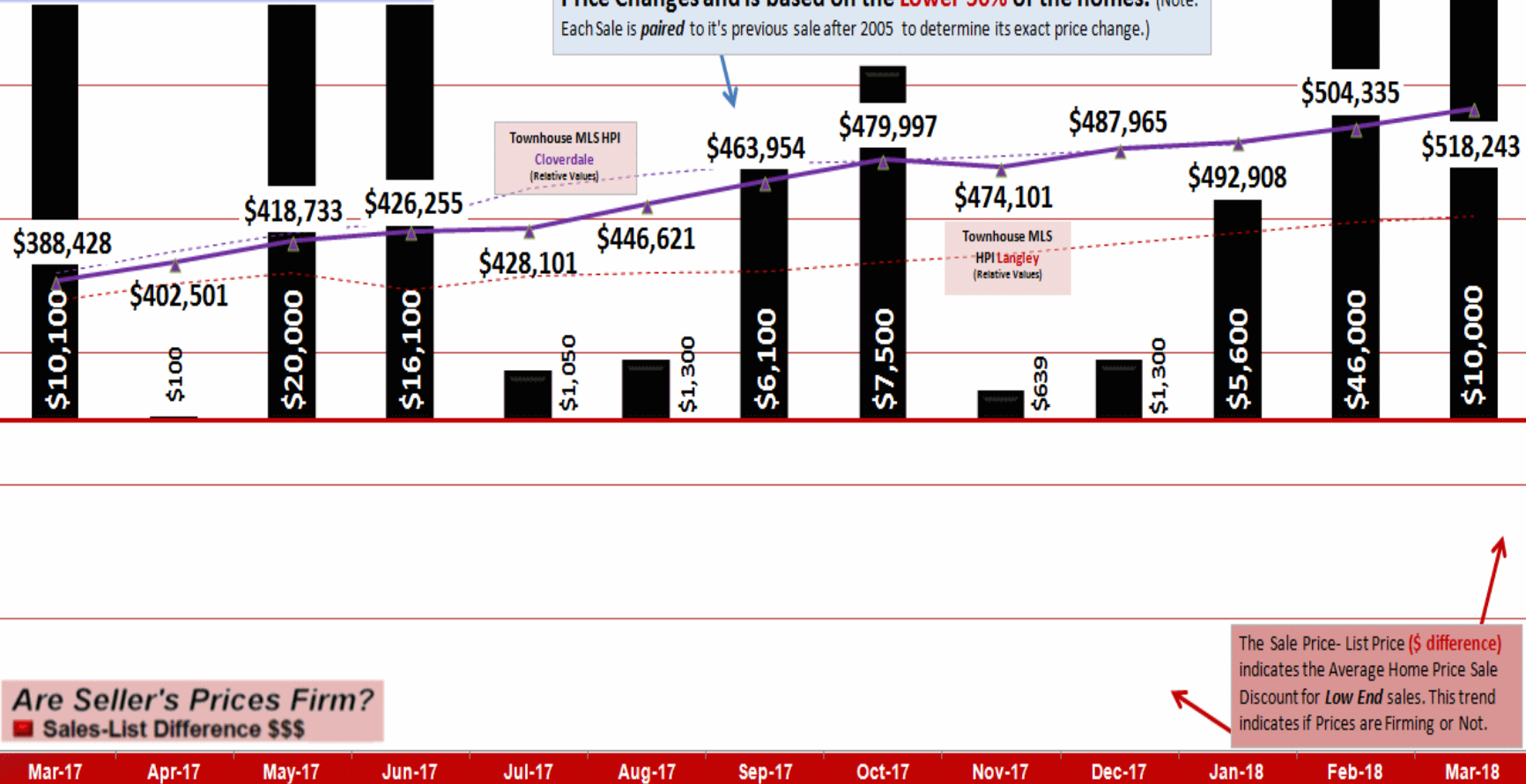
Attached Langley, Cloverdale Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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)



*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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

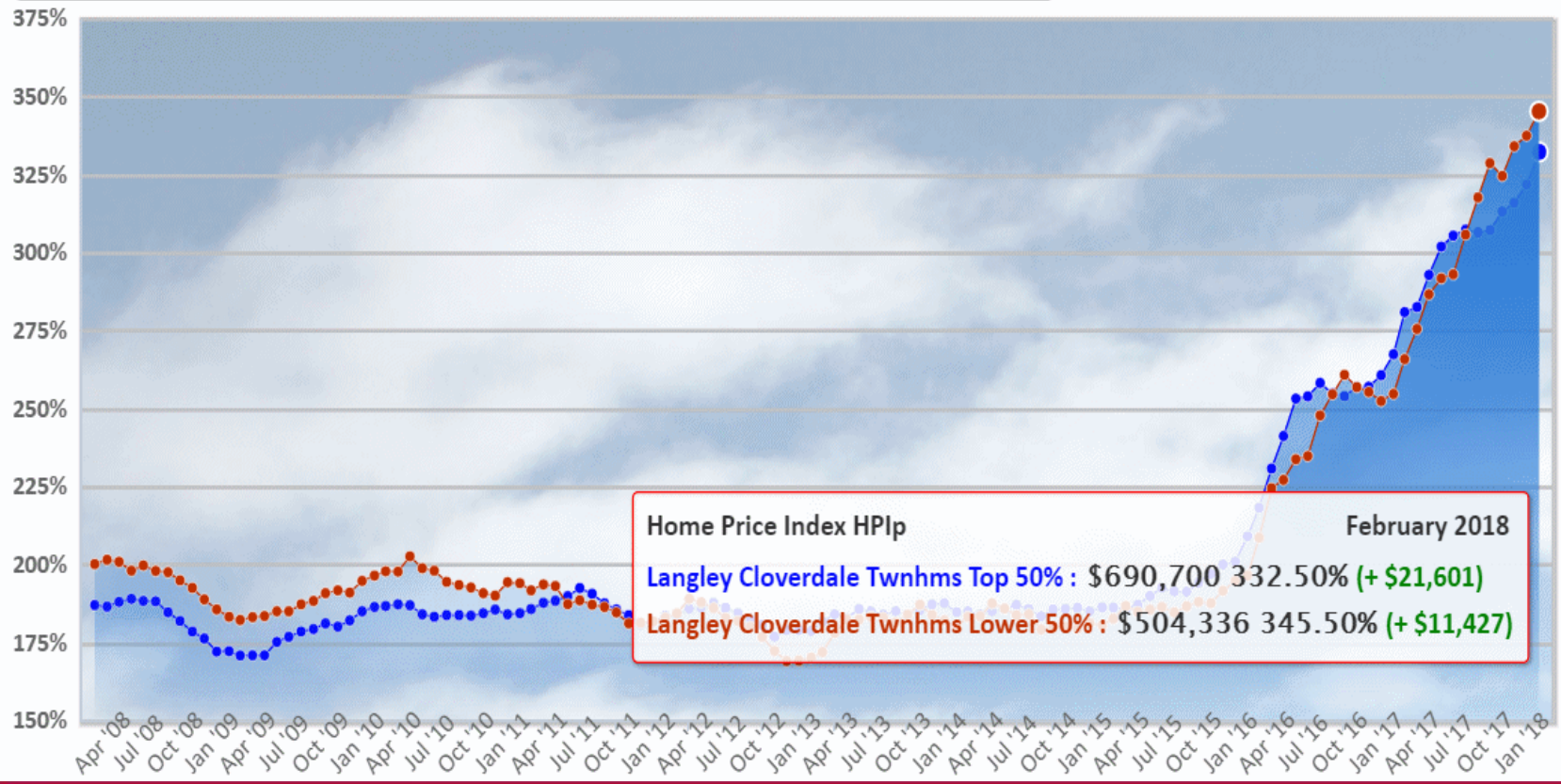
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 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
Feb 2018	% 332.50
Jan 2018	% 322.10
Dec 2017	% 316.20
Nov 2017	% 313.40
Oct 2017	% 307.40
Sep 2017	% 306.70
Aug 2017	% 307.60
Jul 2017	% 305.70
Jun 2017	% 302.20
May 2017	% 293.10
Apr 2017	% 282.80
Mar 2017	% 281.20

<<< 123 >>>



*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.

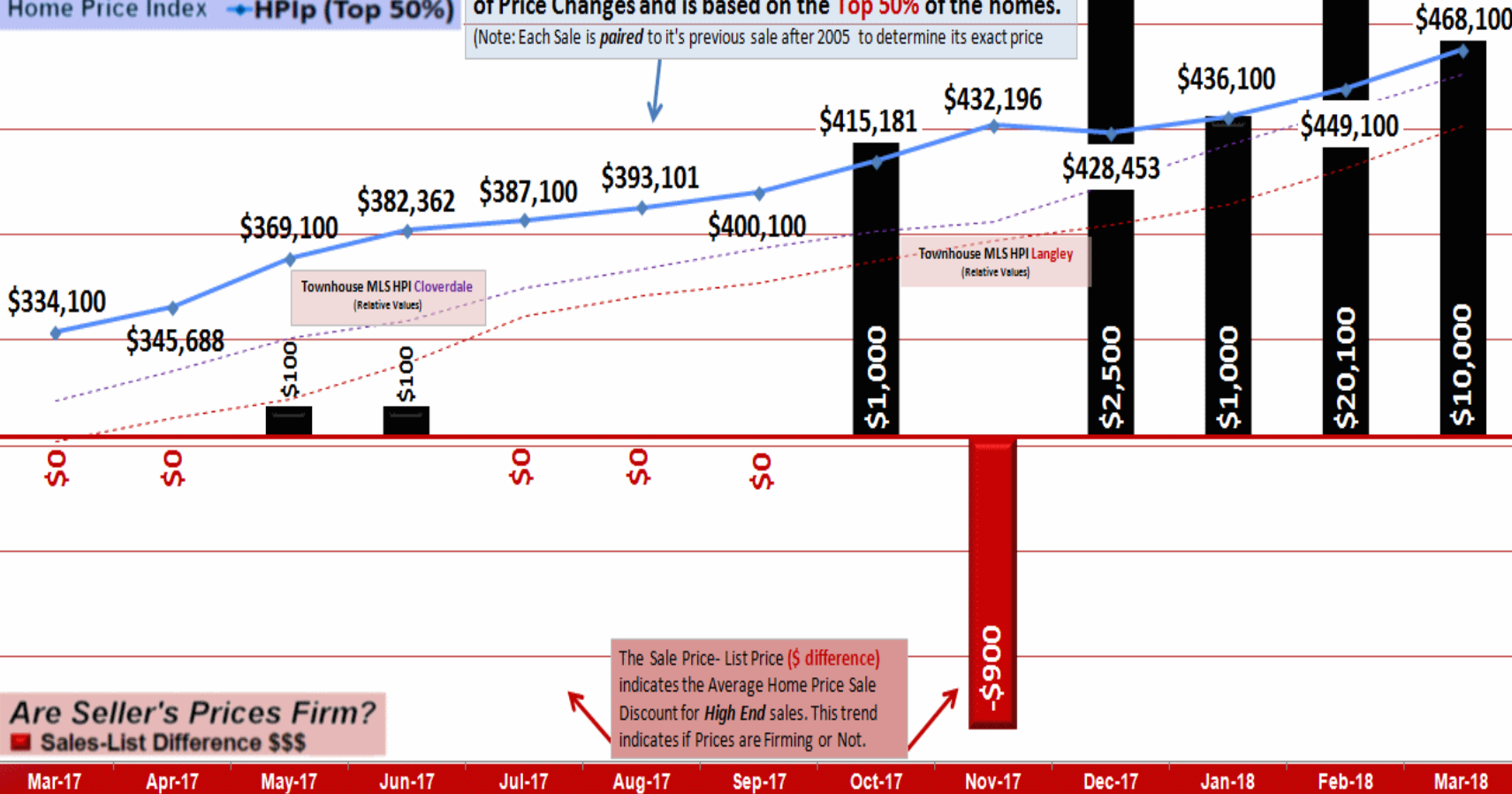


Attached Langley, Cloverdale Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

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

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)



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

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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 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)

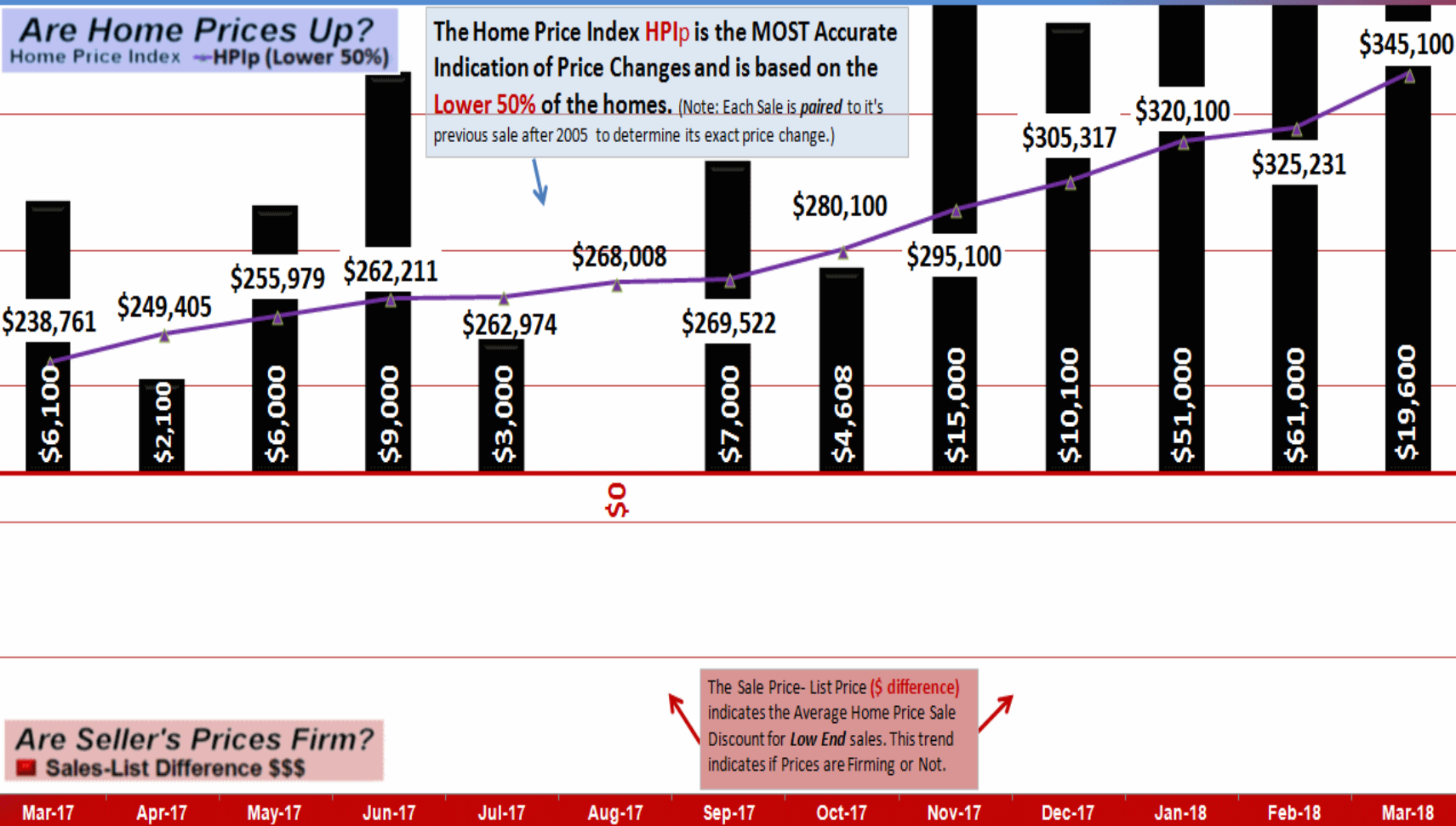
Home Price Changes

(Home Price Index Paired sales from 2005)

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.)



Condominiums

Sales Discount \$\$

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

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

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

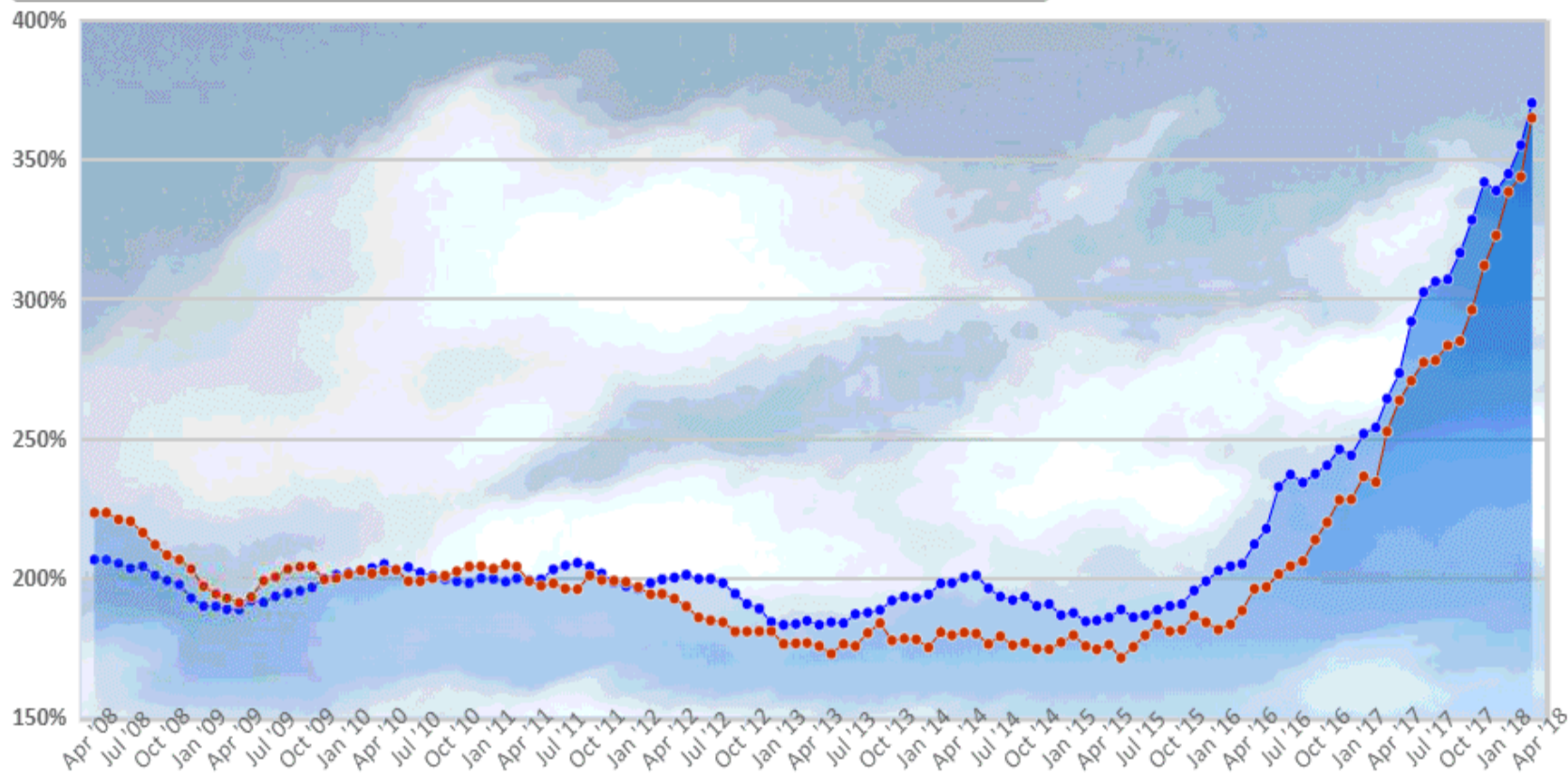
Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 Langley, Cloverdale

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Mar 2018	% 370.50
Feb 2018	% 355.40
Jan 2018	% 345.10
Dec 2017	% 339.10
Nov 2017	% 342.10
Oct 2017	% 328.60
Sep 2017	% 316.70
Aug 2017	% 307.20
Jul 2017	% 306.40
Jun 2017	% 302.60
May 2017	% 292.10
Apr 2017	% 273.60

<<< 1 2 3 >>>



*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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differenc	%SOLD
Elgin Chantrell	5	1	4	99%	-\$10,000	20.0%
Sunnyside Park Surrey	29	11	8	98%	-\$8,000	37.9%
Crescent Bch Dcn Pk.	5	2	7	101%	\$8,000	40.0%
White Rock	147	21	8	100%	\$0	14.3%
King George Corridor	68	28	7	100%	\$50	41.2%
Hazelmere	0	0				
Grandview Surrey	158	47	7	100%	\$0	29.7%
Morgan Creek	31	6	8	99%	-\$7,450	19.4%
Pacific Douglas	16	6	15	98%	-\$9,900	37.5%
Total Activity	459	122	7	100%	\$0	27%

Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Differen	%SOLD
\$0-\$400,000	33	17	8	100%	\$1,000	51.5%
\$400,001-\$500,000	74	24	7	101%	\$3,050	32.4%
\$500,001-\$590,000	55	17	7	99%	-\$4,000	30.9%
\$590,001-\$675,000	66	19	7	100%	-\$2,900	28.8%
\$675,001-\$800,000	78	18	10	100%	-\$1,000	23.1%
\$800,001-\$1,000,000	104	22	8	100%	\$0	21.2%
\$1,000,001 and more	49	5	21	97%	-\$35,000	10.2%
Total Activity	459	122	7	100%	\$0	27%

Apr 1 2018 White Rock - South Surrey Market Update (Attached)

Current: White Rock South Surrey is in a Sellers Market with average listing inventories, **27 %SOLD** rate and a 100% Sell/List Ratio.
(This means that there is an average of \$0 discount on a sale from the original list price)

Most Active Price Range: Homes below \$400,000 have **51.5 %SOLD** rate.
Least Active Price Range: Homes above \$1 mill. have **10.2 %SOLD** rate.

History: The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$132,229.

The White Rock South Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices decreased \$91,428.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$86,968.

The White Rock South Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$65,109.

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

Forecast: White Rock has average Listing Inventories, 5% less last year. The New Listings exceeded the sales last month by 61.

March's Real Estate Statistics shows **78%** of Fraser Valley's Detached Markets values experienced an Average Monthly Price increase of **\$10,681**, which is even more than the \$8,381 increase that we saw in the month prior. At the same time, the Vancouver Detached Markets showed a price decrease of \$2,135. With the many new foreign buyer taxes, much tougher mortgage lending rules, higher interest rates, pending trade tariffs and the dramatic reduction of our foreign buyers in Vancouver, we are forecasting the beginning of a **Buyer's Market** across the top 50% of the Detached Markets.

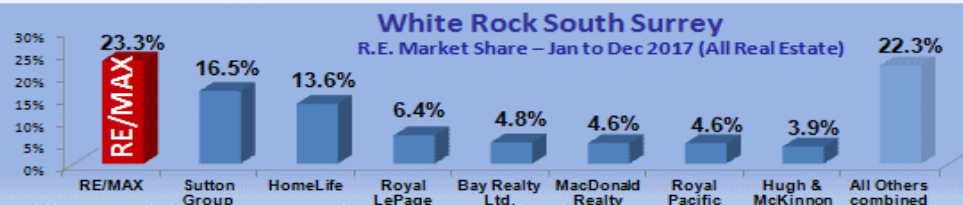
Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets) There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

Analytical Methods: The White Rock South 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 **White Rock South Surrey HPIp Top 50%** representing the higher end sales and the **White Rock South Surrey HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time.

Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings (A,S,T,C,X)	485	372	459		87
Active Listings	221	205	246	302	56
Solds	218	97	122		25
Days on Market (DOM)	10	11	7		-4
%SOLD (Sales/ Listings /mthly rate)	45%	26%	27%		1%
Condos (Top 50%) Home Price Index HPIp	\$548,101	\$679,231	\$680,330		\$1,099
Condos (Lower 50%) Home Price Index HPIp	\$301,672	\$384,289	\$393,100		\$8,811
Twnhs (Top 50%) Home Price Index HPIp	\$814,132	\$892,101	\$901,100		\$8,999
Twnhs (Lower 50%) Home Price Index HPIp	\$491,968	\$565,001	\$557,077		-\$7,924

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. [More Details](#)

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

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



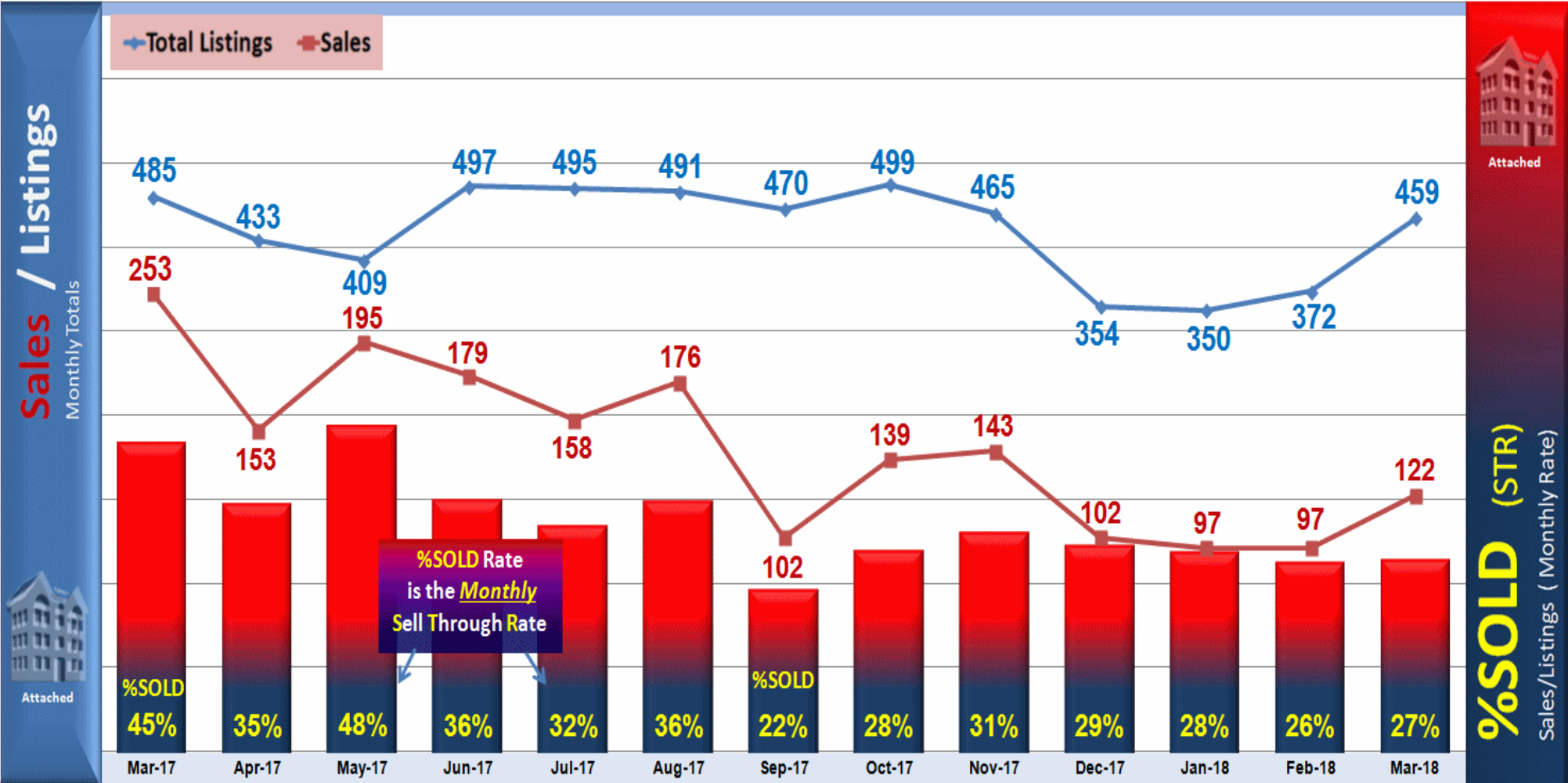
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

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



%SOLD Rate is the Monthly Sell Through Rate

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

The GO 2 GUYS

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



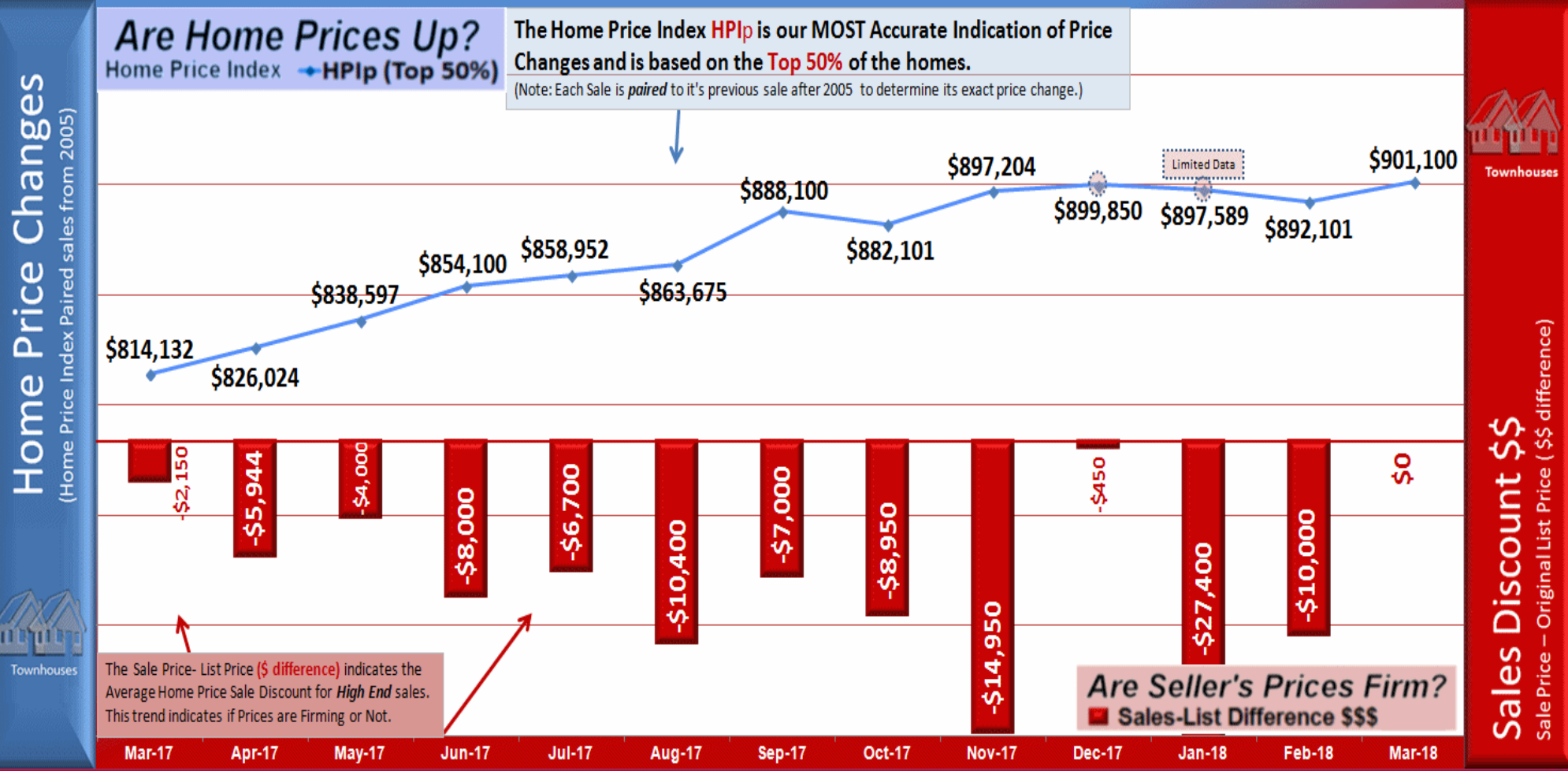
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

Attached White Rock - South 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 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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



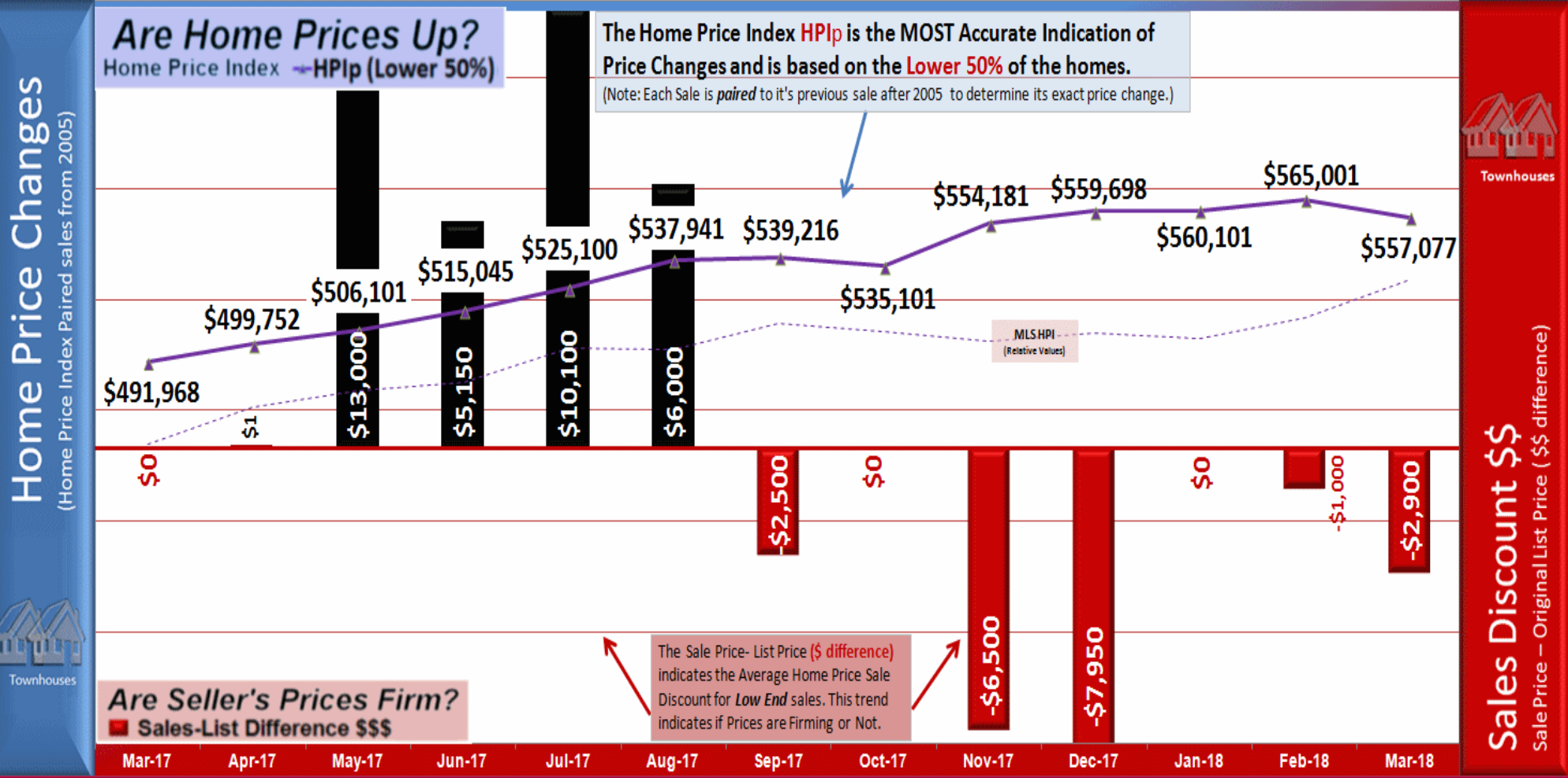
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

Attached White Rock - South 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 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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

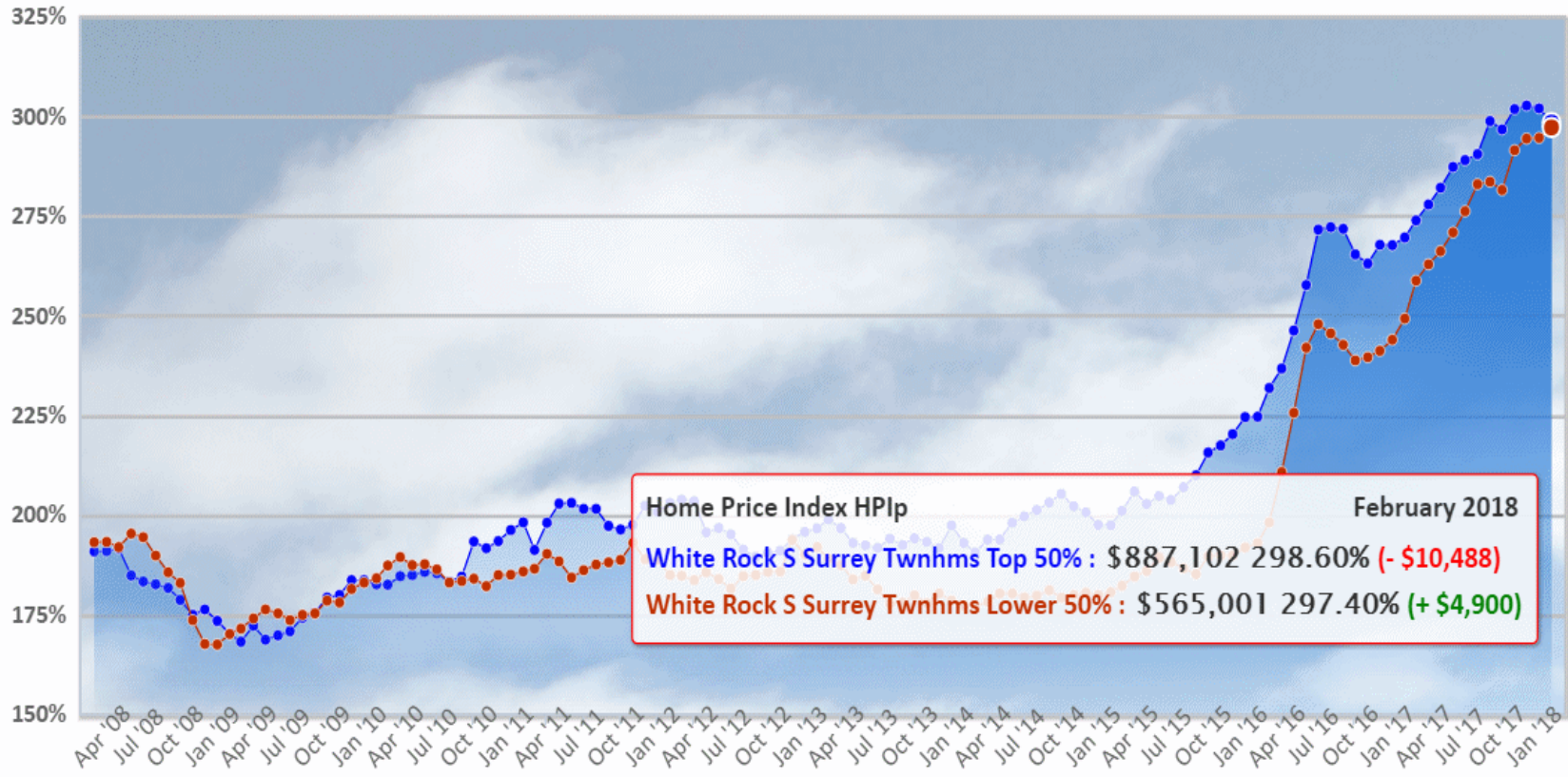
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Twnhms Top 50% : **HPIp** Forecast+ Forecast-
White Rock S Surrey Twnhms Lower 50% : **HPIp** Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 298.60
Jan 2018	% 302.20
Dec 2017	% 302.90
Nov 2017	% 302.00
Oct 2017	% 296.90
Sep 2017	% 299.00
Aug 2017	% 290.70
Jul 2017	% 289.20
Jun 2017	% 287.50
May 2017	% 282.30
Apr 2017	% 278.10
Mar 2017	% 274.10

<<< 1 2 3 >>>



*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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

Attached White Rock - South 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)



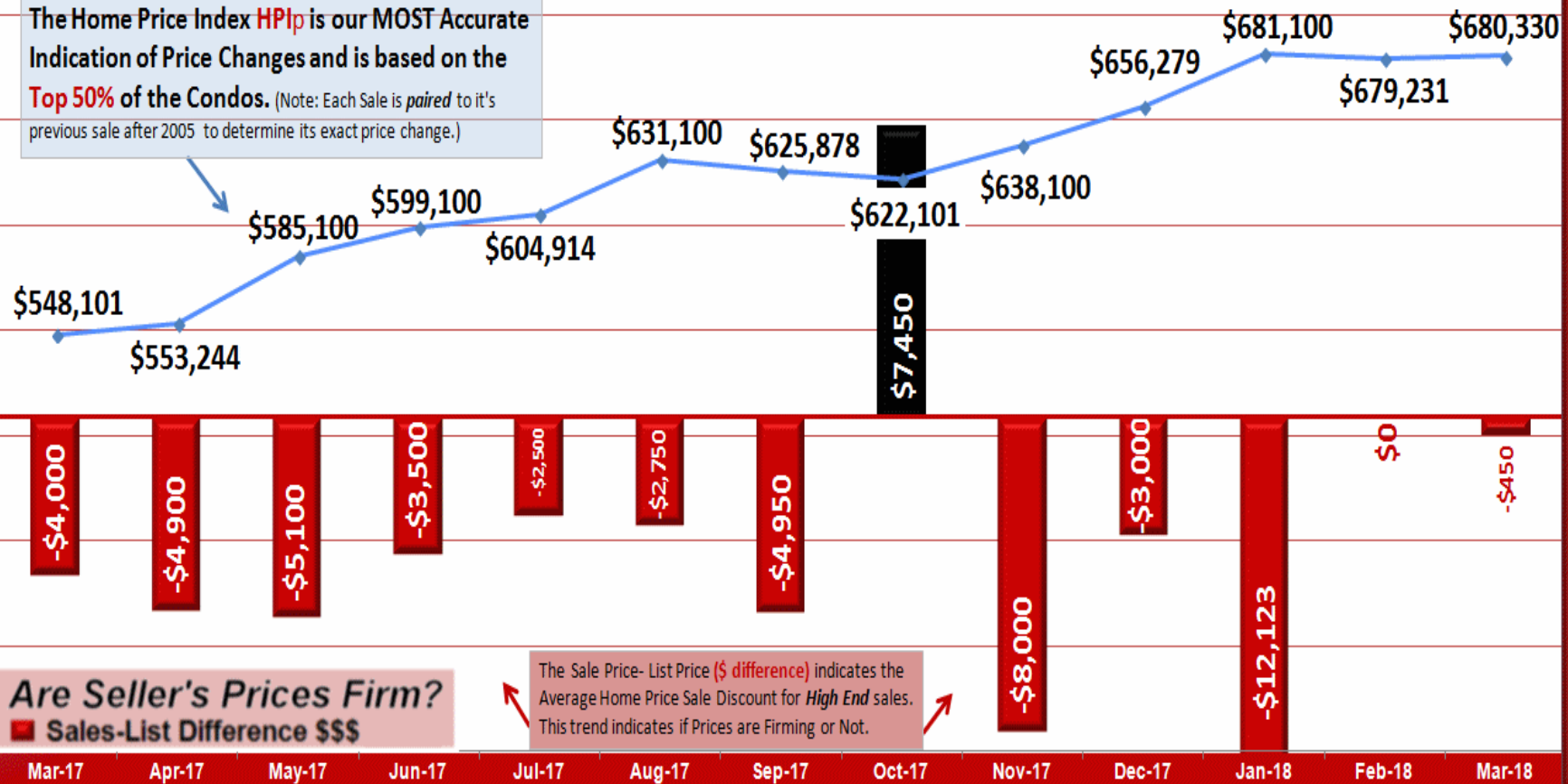
Condominiums

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.

*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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

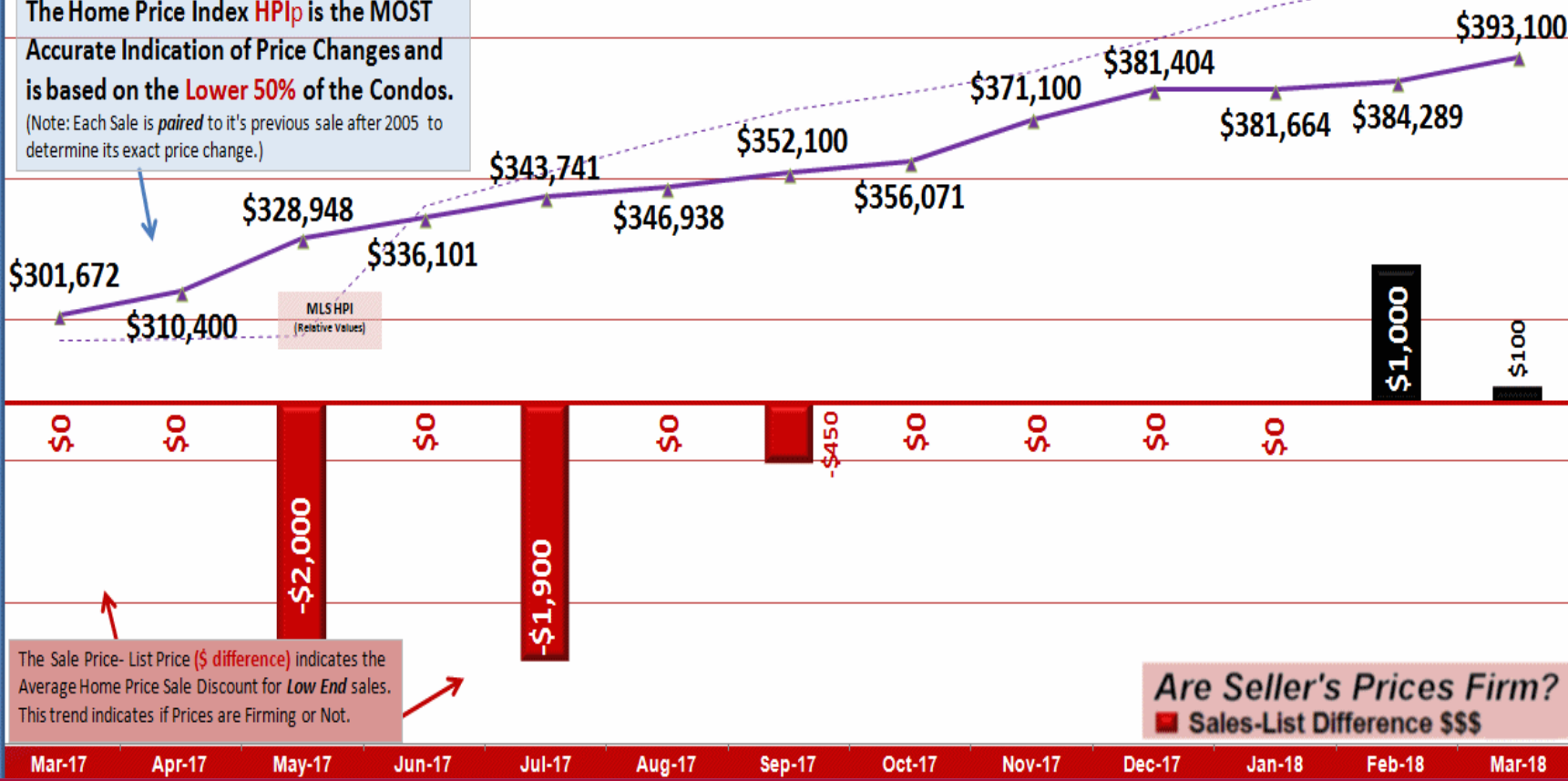
Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

Attached White Rock - South Surrey Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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

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

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



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 \$\$\$



Condominiums

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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

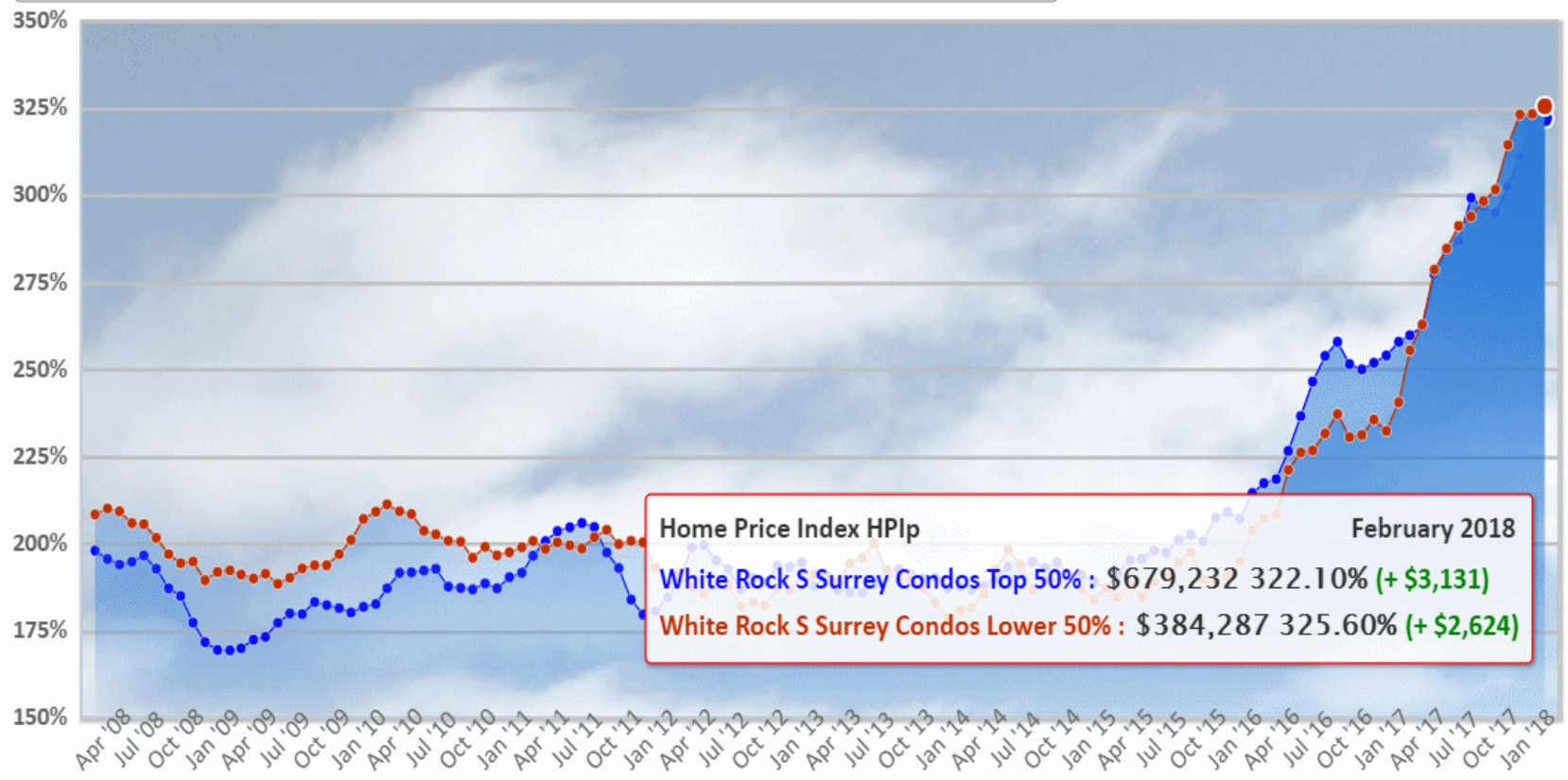
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 White Rock & S. Surrey

Powered by the Greater Vancouver Market Reports HPIp



White Rock S Surrey Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
White Rock S Surrey Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 322.10
Jan 2018	% 320.60
Dec 2017	% 311.20
Nov 2017	% 302.60
Oct 2017	% 295.00
Sep 2017	% 296.80
Aug 2017	% 299.30
Jul 2017	% 286.90
Jun 2017	% 284.10
May 2017	% 277.50
Apr 2017	% 262.40
Mar 2017	% 259.90

<<< 123 >>>



*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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting Apr 1/18 East Vancouver



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

East Vancouver Sub areas Statistics - Mar 2018

Neighbourhoods	Total Listings	Sales	DOM	Sell / List	Sell - List \$Difference	%SOLD
Champlain Heights	77	21	8	100%	\$0	27.3%
Collingwood Van. East	78	29	7	106%	\$26,000	37.2%
Downtown VE	16	12	7	101%	\$6,500	75.0%
Fraser VE	25	10	11	100%	\$0	40.0%
Fraserview VE	20	10	7	102%	\$11,500	50.0%
Grandview VE	45	16	8	107%	\$48,000	35.6%
Hastings	32	10	7	106%	\$46,550	31.3%
Hastings East	2	1	33	97%	-\$10,000	50.0%
Killarney VE	18	4	33	100%	-\$1,500	22.2%
Knight	24	5	19	99%	-\$6,000	20.8%
Main	23	8	8	101%	\$5,500	34.8%
Mount Pleasant VE	154	59	7	103%	\$20,100	38.3%
Renfrew VE	6	0				0.0%
Renfrew Heights	0	0				0.0%
South Vancouver	4	1	213	94%	-\$63,000	25.0%
Victoria VE	57	14	24	98%	-\$16,750	24.6%
Total Activity	581	200	8	100%	\$1,875	34%

East Vancouver List Price Ranges Statistics - Mar 2018

Home Price Range	Total Listings	Sales	DOM	Sell / List Ratio	Sell - List \$Difference	%SOLD
\$0-\$400,000	16	12	7	114%	\$54,500	75.0%
\$400,001-\$500,000	69	37	7	106%	\$26,000	53.6%
\$500,001-\$600,000	79	34	7	100%	\$2,560	43.0%
\$600,001-\$700,000	63	26	8	100%	\$0	41.3%
\$700,001-\$800,000	66	29	14	99%	-\$6,000	43.9%
\$800,001-\$900,000	51	17	12	100%	\$0	33.3%
\$900,001 and more	237	45	8	100%	\$0	19.0%
Total Activity	581	200	8	100%	\$1,875	34%

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings** (A,S,T,C,X)	562	505	581		76
Active Listings (1st of the month)	298	280	312	327	15
Solds	225	144	200		56
DOM	7	8	8		0
%SOLD (Sales/ Listings /monthly rate)	900%	29%	34%		6%
Condos (Top 50%) Home Price Index HPI	\$654,203	\$750,100	\$761,101		\$11,001
Condos (Lower 50%) Home Price Index HPI	\$416,287	\$490,210	\$497,077		\$6,867
Twnhs (Top 50%) Home Price Index HPI	\$996,100	\$1,113,100	\$1,118,101		\$5,001
Twnhs (Lower 50%) Home Price Index HPI	\$632,754	\$721,889	\$724,838		\$2,949

Apr 1 2018 East Vancouver Market Update (Attached)

Current: East Vancouver has a Sellers Market with **34 % SOLD** rate and a 100% Sell/List Ratio. (This means an average of a \$1,875 Discount on a sale from the original list price)

Most Active Range: Homes below \$400,000 have **75.0 % SOLD** rate.
Least Active Range: Homes above \$900,000 have **19.0 % SOLD** rate.

History: East Vancouver's **Condos** Year-To-Date Home Price Index **HPI** (Top 50%) shows that prices increased \$106,898.
East Vancouver's **Condos** Year-To-Date Home Price Index **HPI** (Lower 50%) shows that prices increased \$80,790.
East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPI** (Top 50%) shows that prices increased \$122,001.
East Vancouver's **Townhouses** Year-To-Date Home Price Index **HPI** (Lower 50%) shows that prices increased \$92,084.

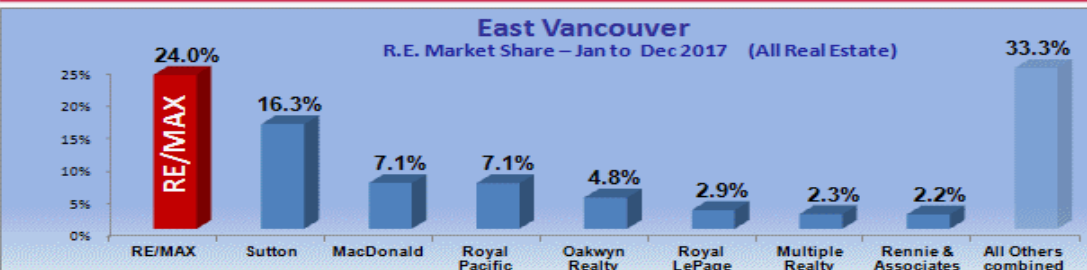
Forecast: The last month listing inventory 3% more than the same month last year. There were more active listings compared to last month. We project East Vancouver to be a Sellers Market.

March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

Note*: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy Copyright: RMXReports.com

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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

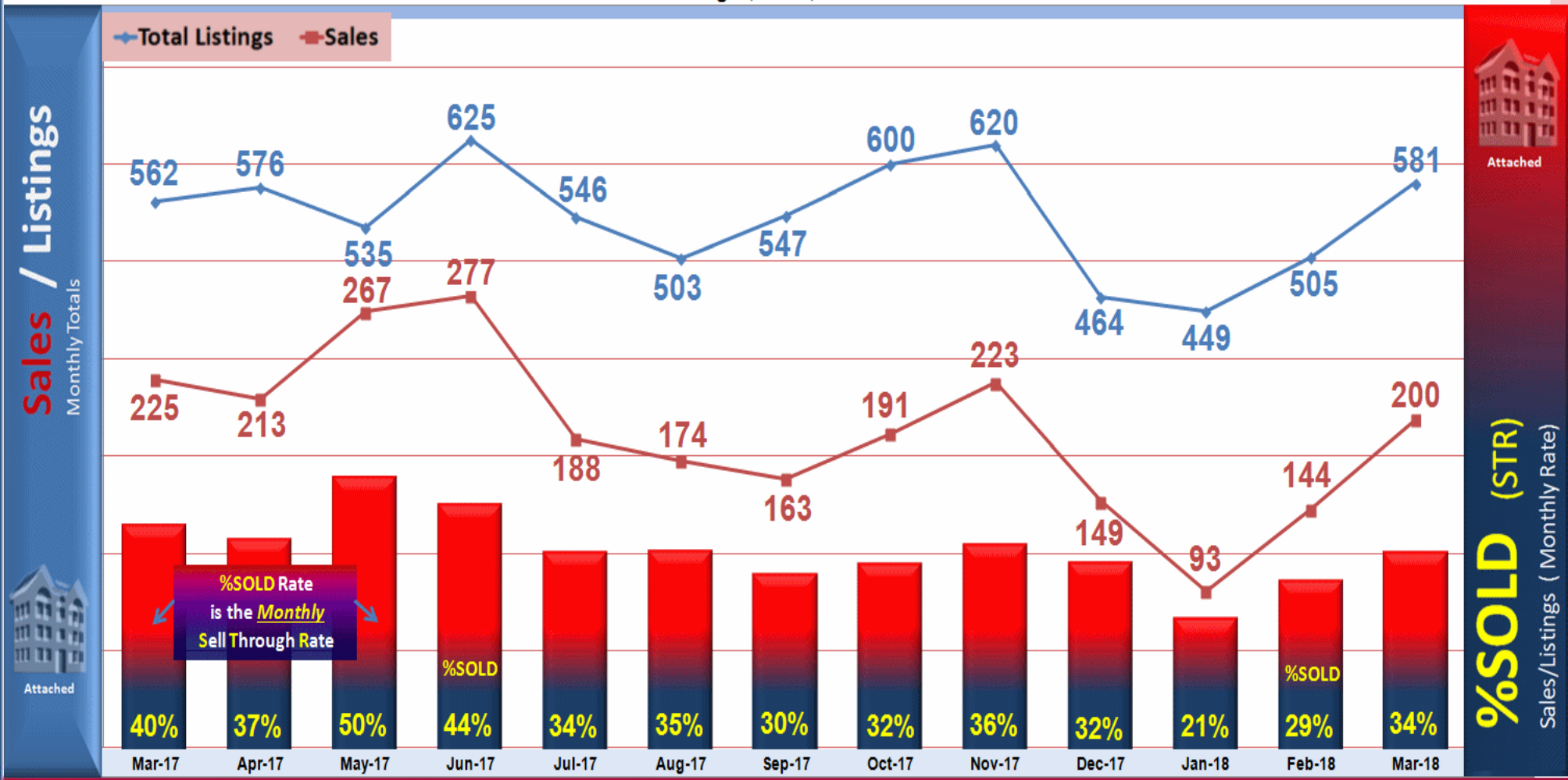
chris@thego2guys.net

Cell: 604-985-7653



Market Analysis and Forecasting Apr 1/18 East Vancouver

Attached Townhomes/ Condos East Vancouver Total Listings, Sales, and %SOLD rates



%SOLD Rate is the Monthly Sell Through Rate

Sales / Listings Monthly Totals

%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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Attached East Vancouver 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)

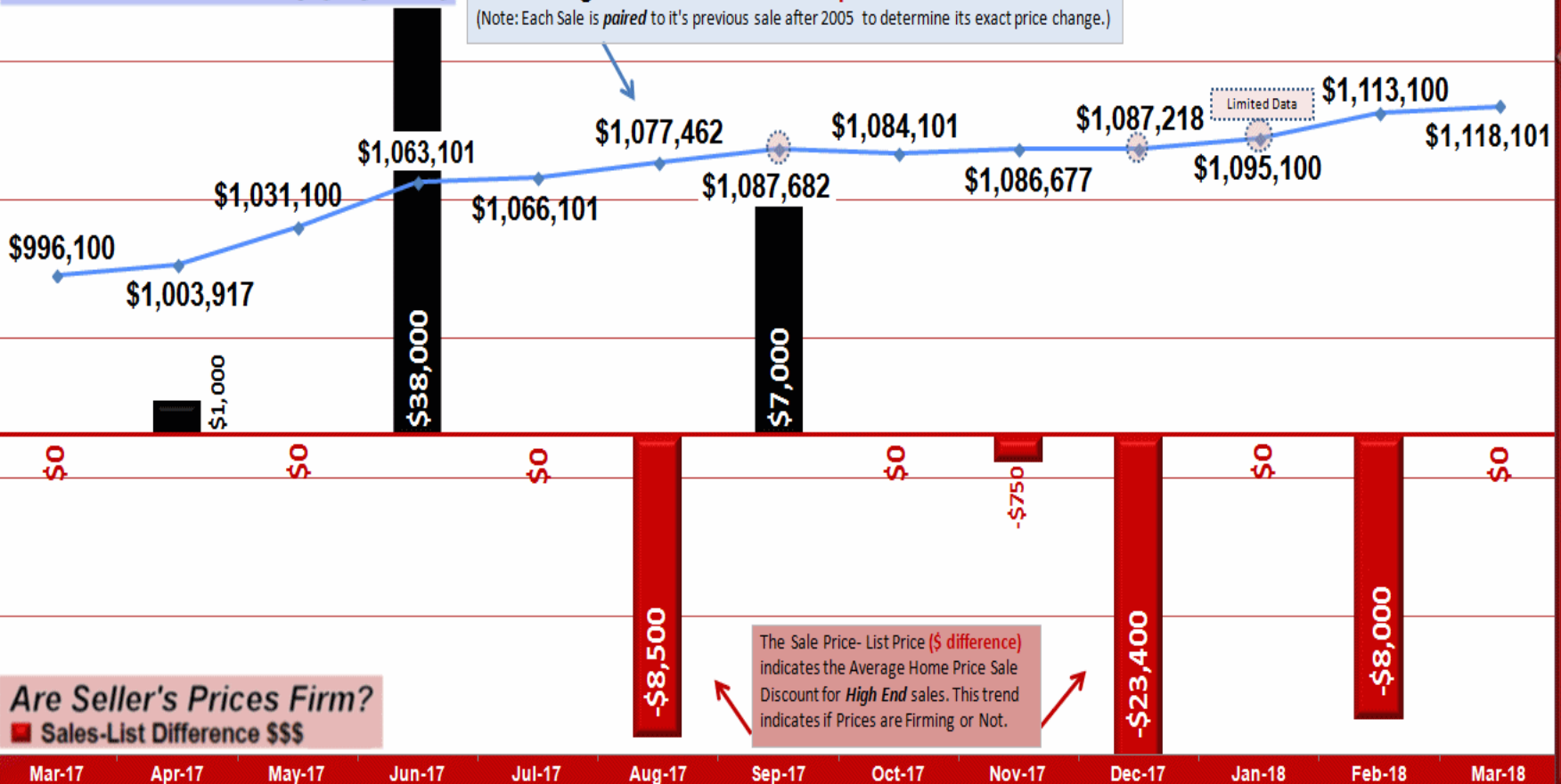


Townhouses

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

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

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.

*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.



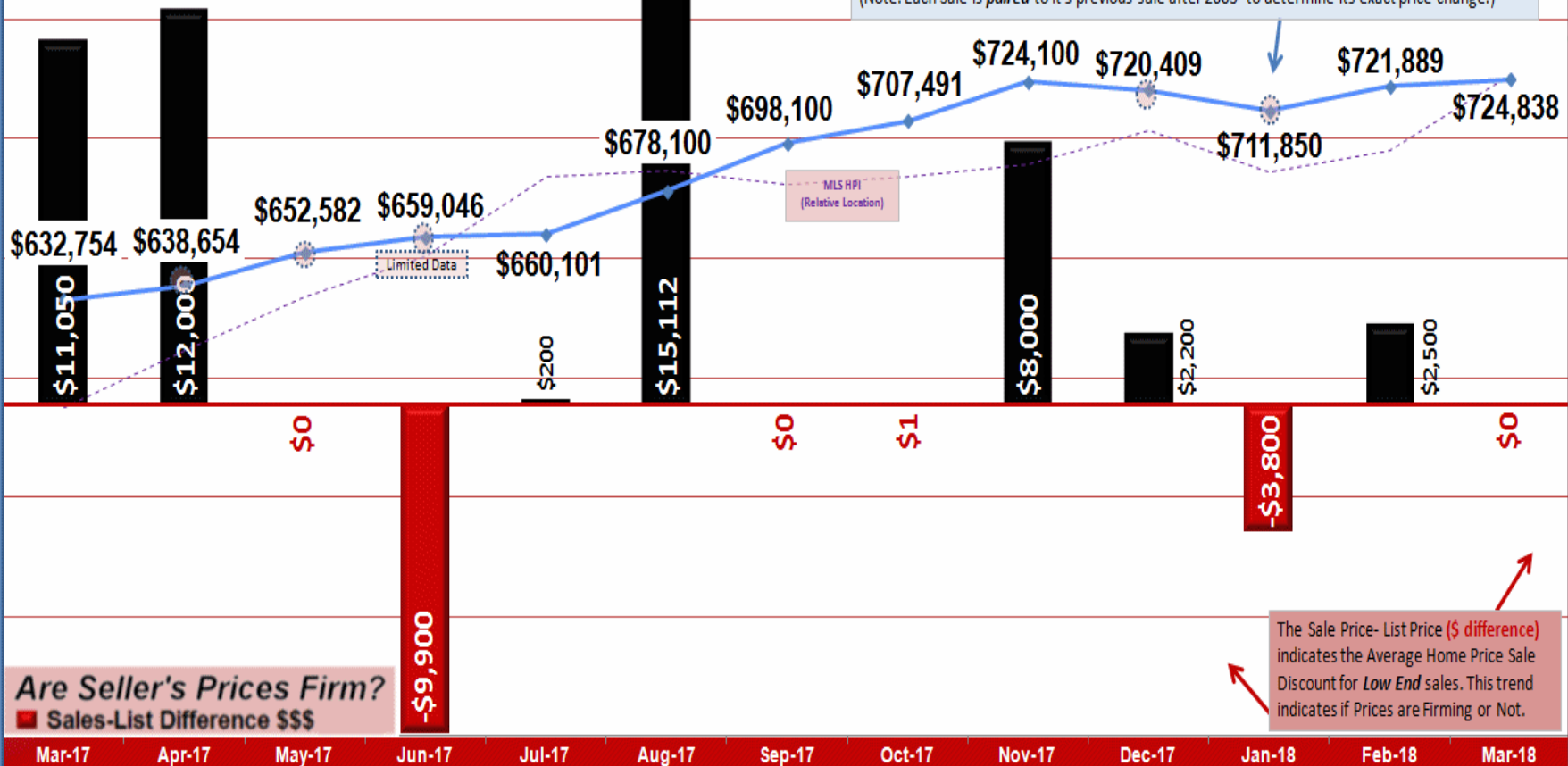
TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 East Vancouver

Attached East Vancouver 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)

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.)



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



Townhouses



Townhouses

Sales Discount \$\$

Sale Price - Original List Price (\$ difference)

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 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 GO 2 GUYS



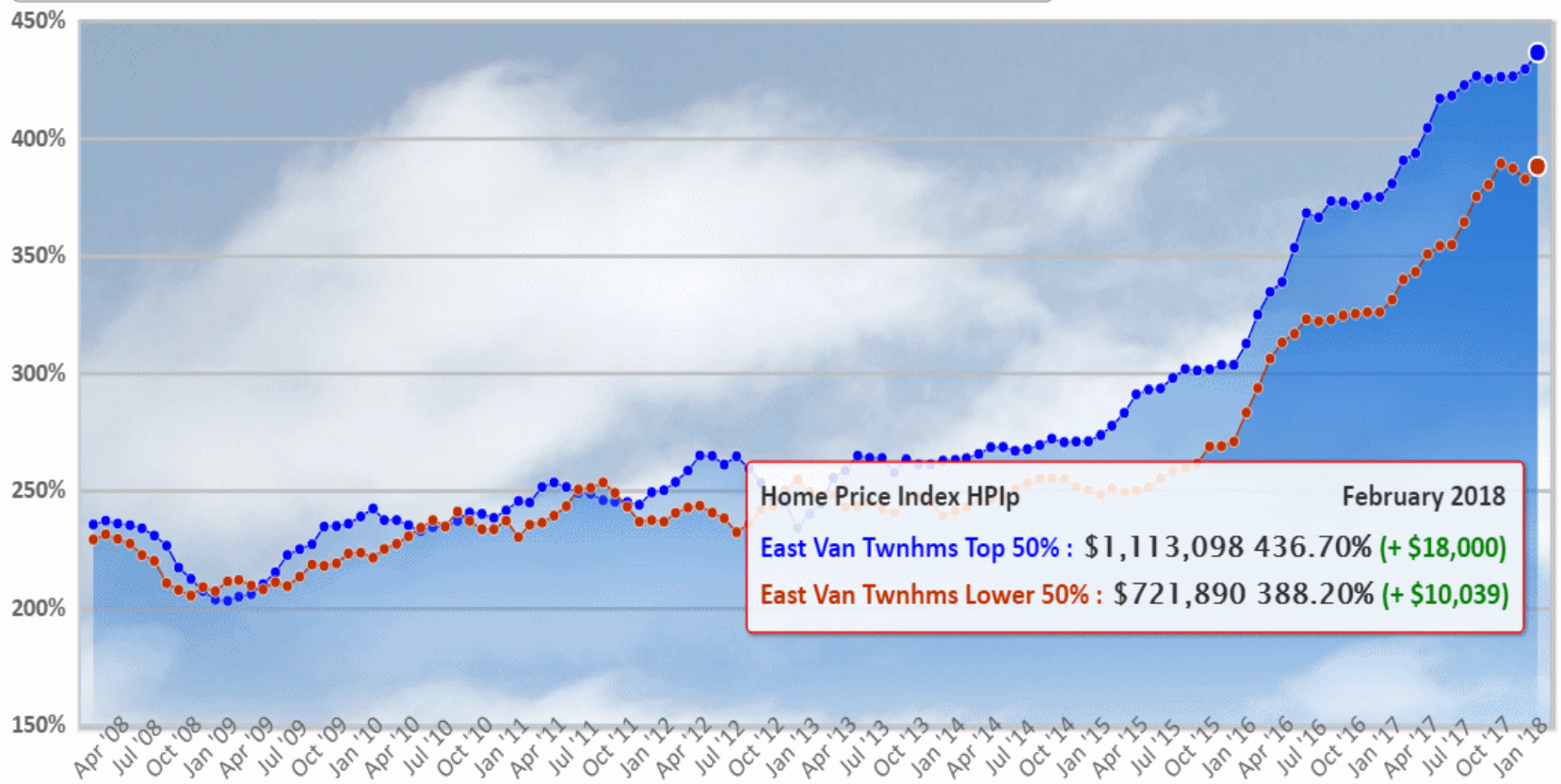
TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding
Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 East Vancouver

Powered by the Greater Vancouver Market Reports HPIp



East Van Twnhms Top 50% : HPIp Forecast+ Forecast-
East Van Twnhms Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 436.70
Jan 2018	% 429.70
Dec 2017	% 426.60
Nov 2017	% 426.40
Oct 2017	% 425.40
Sep 2017	% 426.80
Aug 2017	% 422.80
Jul 2017	% 418.30
Jun 2017	% 417.10
May 2017	% 404.60
Apr 2017	% 393.90
Mar 2017	% 390.80

<<< 123 >>>



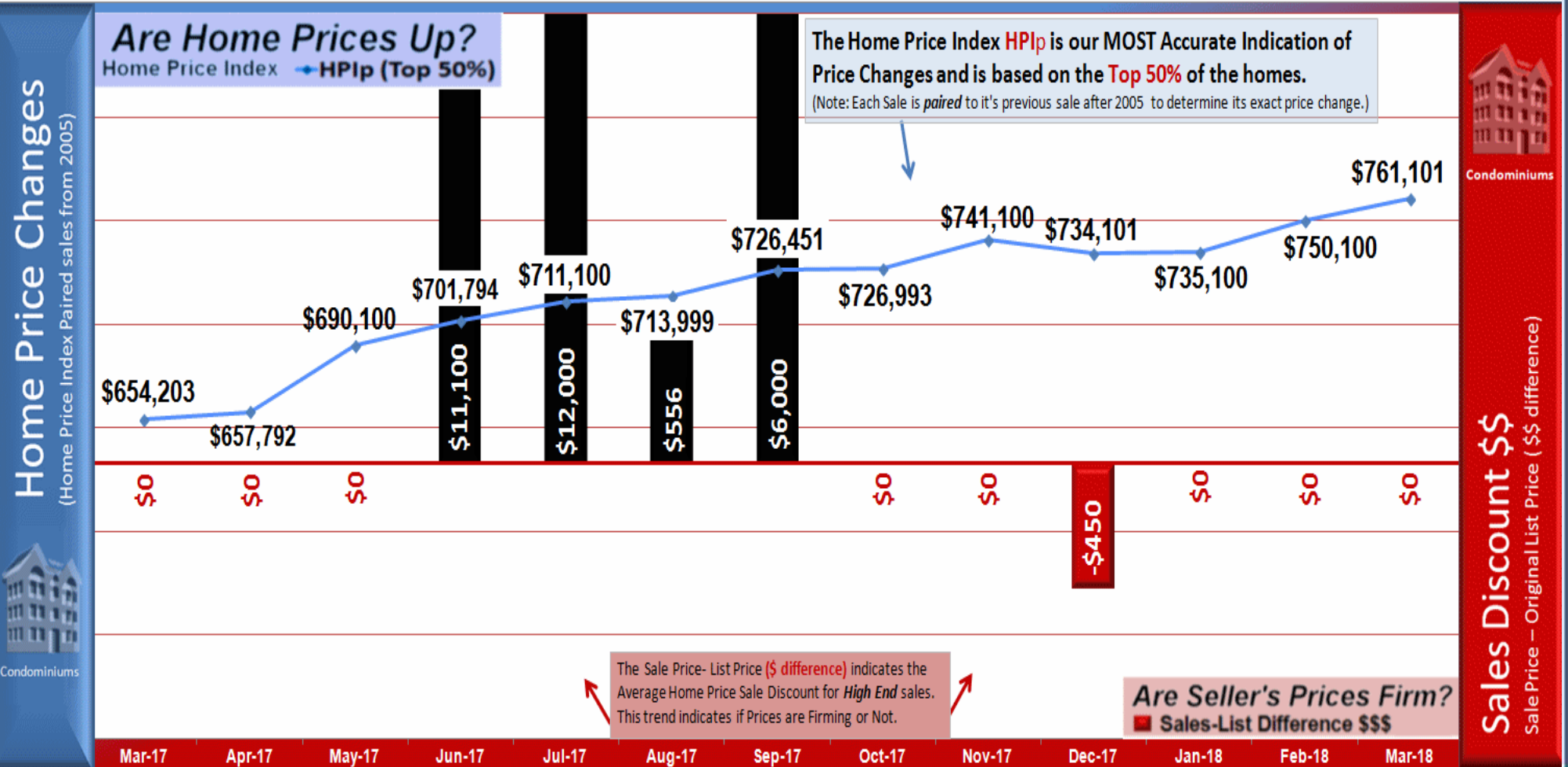
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COORDINATION

Market Analysis and Forecasting Apr 1/18 East Vancouver

Attached East Vancouver 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)

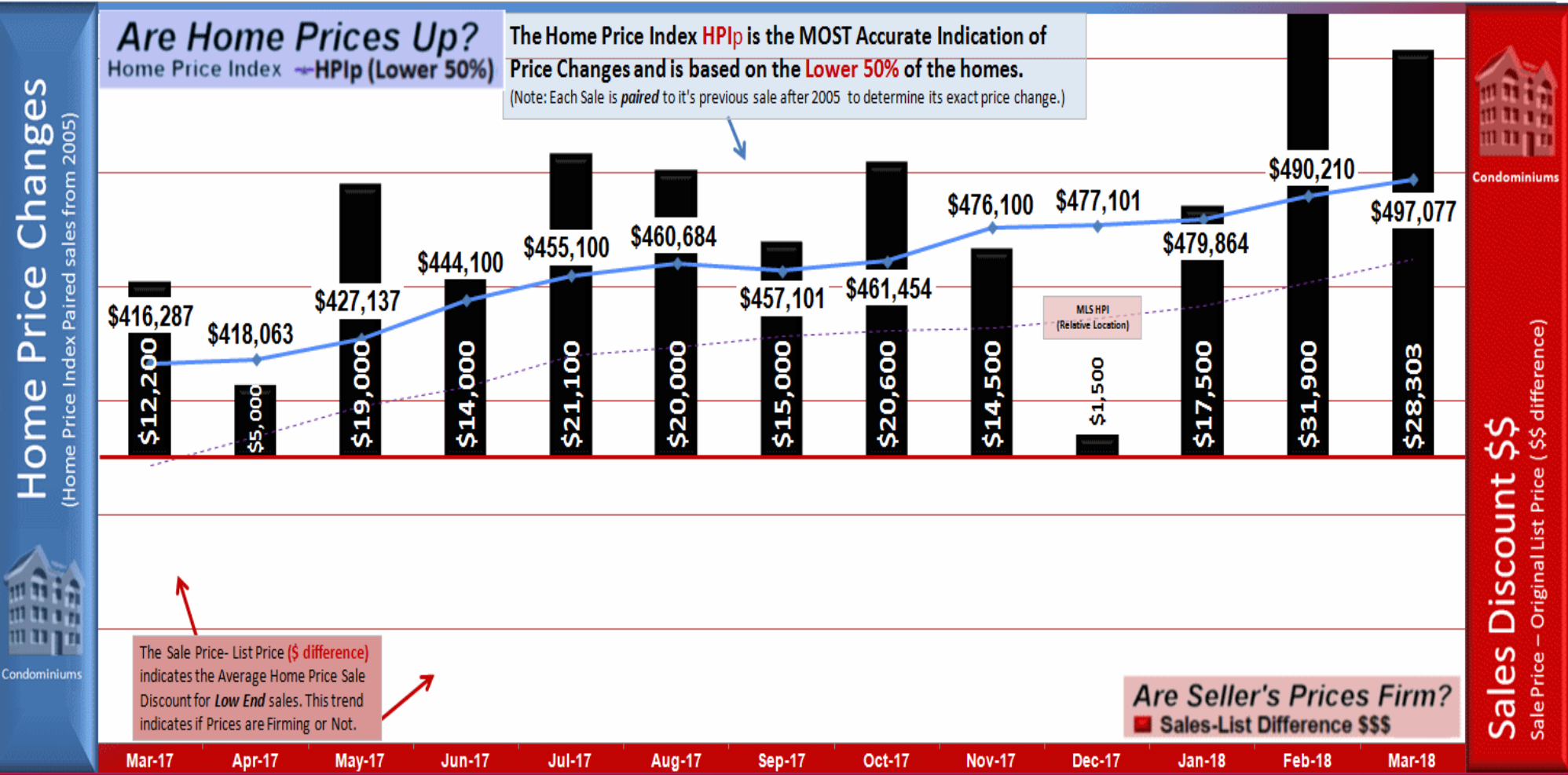


*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting Apr 1/18 East Vancouver

Attached East Vancouver 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 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 GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

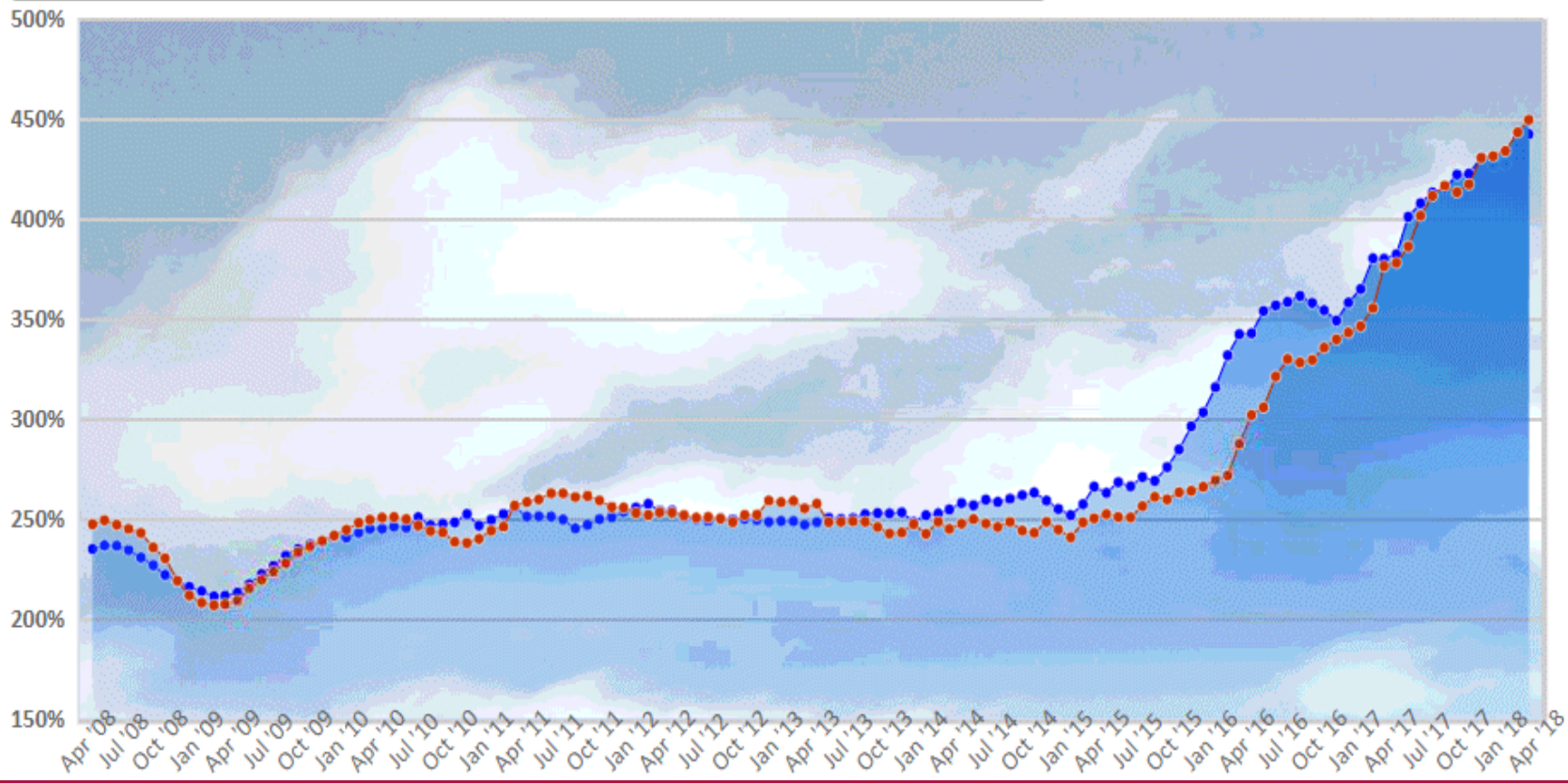
Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 East Vancouver

Powered by the Greater Vancouver Market Reports HPIp



East Van Condos Top 50% : HPIp Forecast+ Forecast-
East Van Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Mar 2018	% 442.70
Feb 2018	% 441.00
Jan 2018	% 427.60
Dec 2017	% 427.00
Nov 2017	% 431.10
Oct 2017	% 422.90
Sep 2017	% 422.50
Aug 2017	% 415.30
Jul 2017	% 413.60
Jun 2017	% 408.20
May 2017	% 401.40
Apr 2017	% 382.60

<<< 1 2 3 >>>



*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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting

Apr 1/18 Coquitlam



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Coquitlam Sub areas Statistics - Mar 2018

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
Burke Mountain	24	6	10	100%	-\$3,250	25.0%
Central Coquitlam	13	8	8	104%	\$18,550	61.5%
Coquitlam East	6	2	8	100%	-\$3,000	33.3%
Cape Horn	1	0				0.0%
Chineside	0	0				0.0%
Coquitlam West	72	20	8	101%	\$9,550	27.8%
Canyon Springs	13	8	7	101%	\$7,500	61.5%
Eagle Ridge CQ	5	2	7	103%	\$15,050	40.0%
Meadow Brook	1	0				0.0%
Maillardville	23	10	7	105%	\$24,606	43.5%
North Coquitlam	77	41	8	101%	\$5,000	53.2%
New Horizons	25	9	7	100%	\$0	36.0%
Ranch Park	0	0				0.0%
Scott Creek	0	0				0.0%
Upper Eagle Ridge	0	0				0.0%
Westwood Plateau	49	20	9	100%	-\$2,900	40.8%
Total Activity	309	126	8	101%	\$8,100	41%

Coquitlam List Price Ranges Statistics - Mar 2018

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List	Sell - List \$Difference	%SOLD
0-\$400,000	18	13	7	110%	\$37,100	72.2%
\$400,000-\$500,001	45	30	8	102%	\$11,600	66.7%
\$500,000-\$600,001	64	27	7	102%	\$10,500	42.2%
\$600,000-\$700,001	53	17	7	100%	\$0	32.1%
\$700,000-\$800,001	39	15	11	100%	\$0	38.5%
\$800,001 and more	90	24	8	100%	-\$2,000	26.7%
Total Activity	309	126	8	101%	\$8,100	41%

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings** (A,S,T,C,X)	400	280	309		29
Active Listings	182	132	160	157	-3
Solds	202	102	126		24
Days on Market (DOM)	9	8	8		0
%SOLD (Sales/Listings (Mthly Rate))	50.5%	36.4%	40.8%		4.3%
Condos (Top 50%) Home Price Index H	\$468,483	\$561,100	\$581,100		\$20,000
Condos (Lower 50%) Home Price Index L	\$301,101	\$387,100	\$406,100		\$19,000
Twnhs (Top 50%) Home Price Index HF	\$758,292	\$868,602	\$891,230		\$22,628
Twnhs (Lower 50%) Home Price Index HL	\$453,184	\$538,123	\$549,925		\$11,802

Apr 1 2018 Coquitlam Market Update Attached Townhomes/ Condos

Current: Coquitlam is a Sellers Market with average listing inventory, a **41% SOLD** rate and a **101% Sell/List Ratio**.
(This means the discount on a sale from the original list price is averaging \$8,100)

Most Active Price Range: Attached Homes below \$400,000 have a **72.2% SOLD** rate.
Least Active Price Range: Attached Homes above \$800,000 have a **26.7% SOLD** rate.

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

HPIp (Top 50%) shows that prices increased \$112,617.

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

HPIp (Lower 50%) shows that prices increased \$104,999.

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

HPIp (Top 50%) shows that prices increased \$132,938.

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

HPIp (Lower 50%) shows that prices increased \$96,741.

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

Forecast: We currently have 16% less listing than same month last year. We project Coquitlam Attached continuing to be a Sellers market.

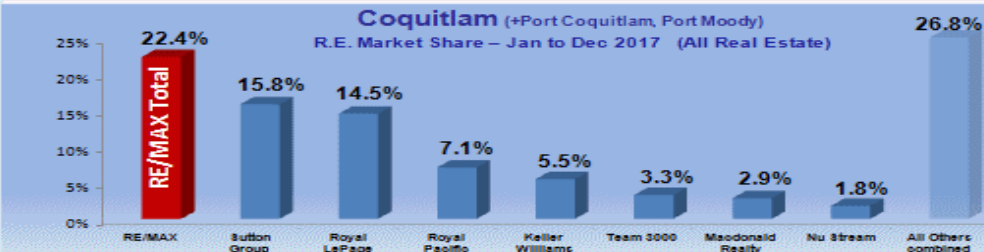
March's Real Estate Statistics shows 48% of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

Analytical Methods: The Coquitlam 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 **Coquitlam HPIp Top 50%** representing the higher end sales and the **Coquitlam 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: FVRES, REBGV, CADRES Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



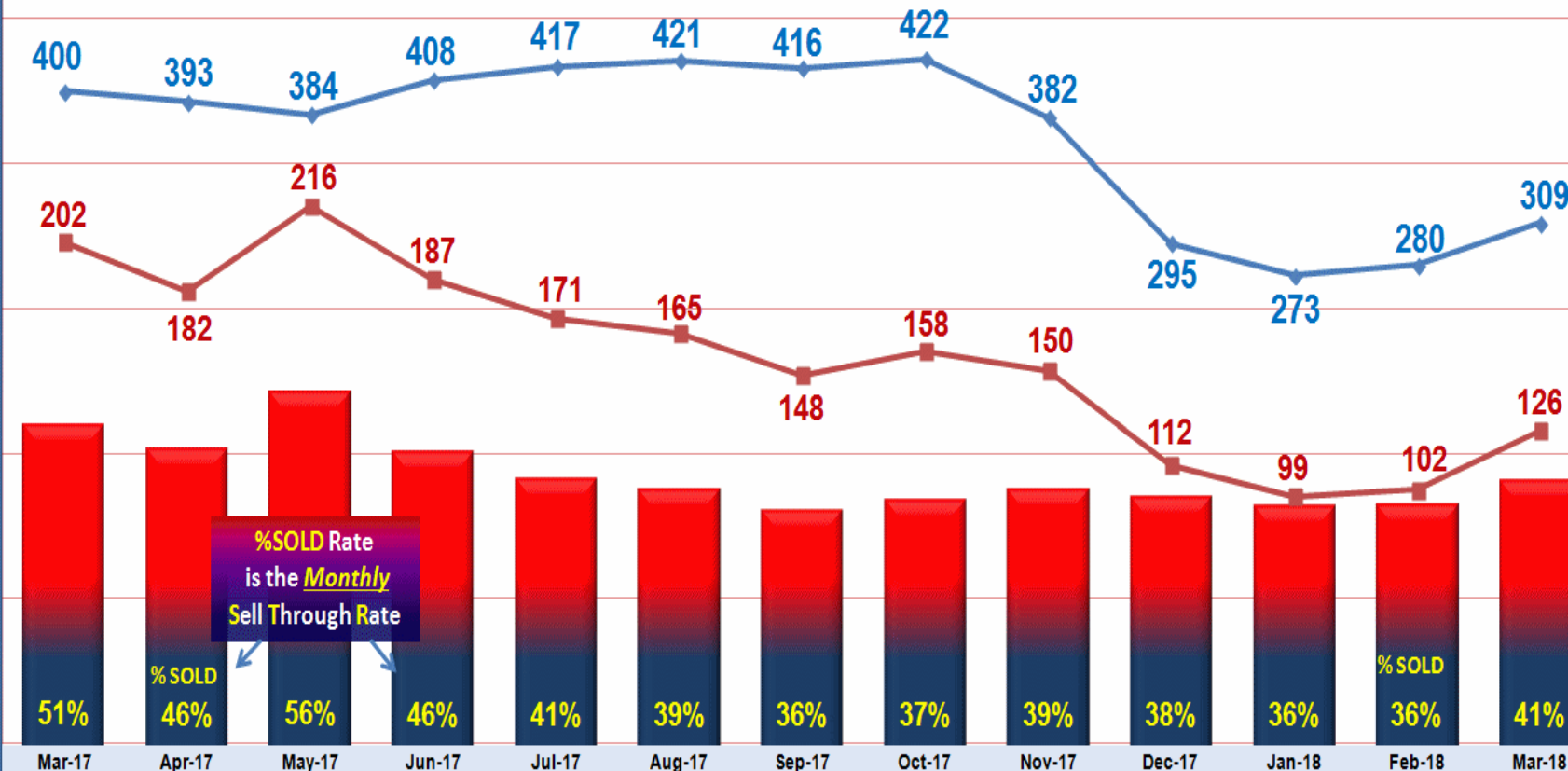
Market Analysis and Forecasting

Apr 1/18 Coquitlam

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

Sales / Listings
Monthly Totals

Total Listings Sales



%SOLD Rate is the Monthly Sell Through Rate



Attached

%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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting

Apr 1/18 Coquitlam

Attached Coquitlam 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)

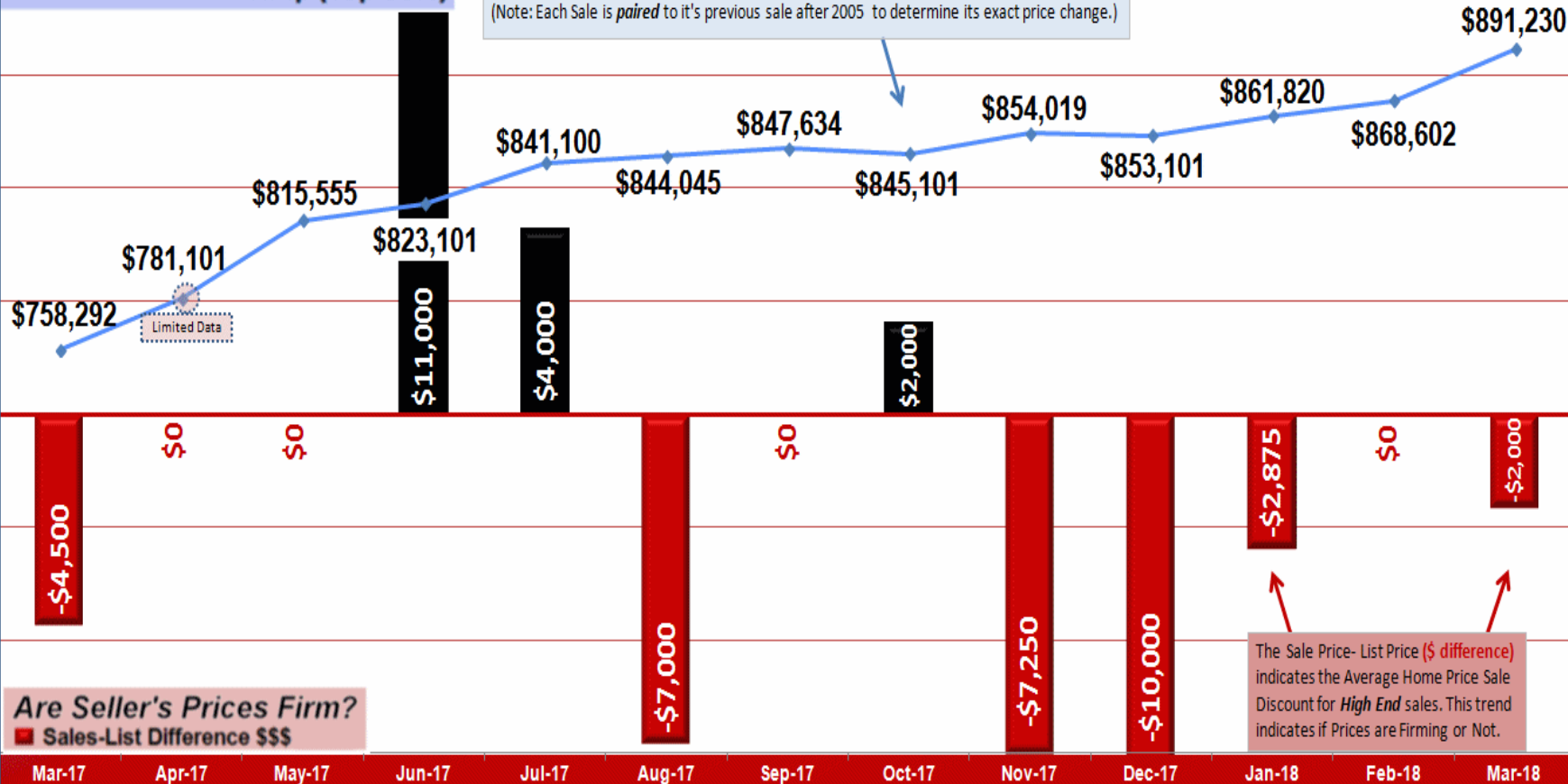


Townhouses

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

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

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.

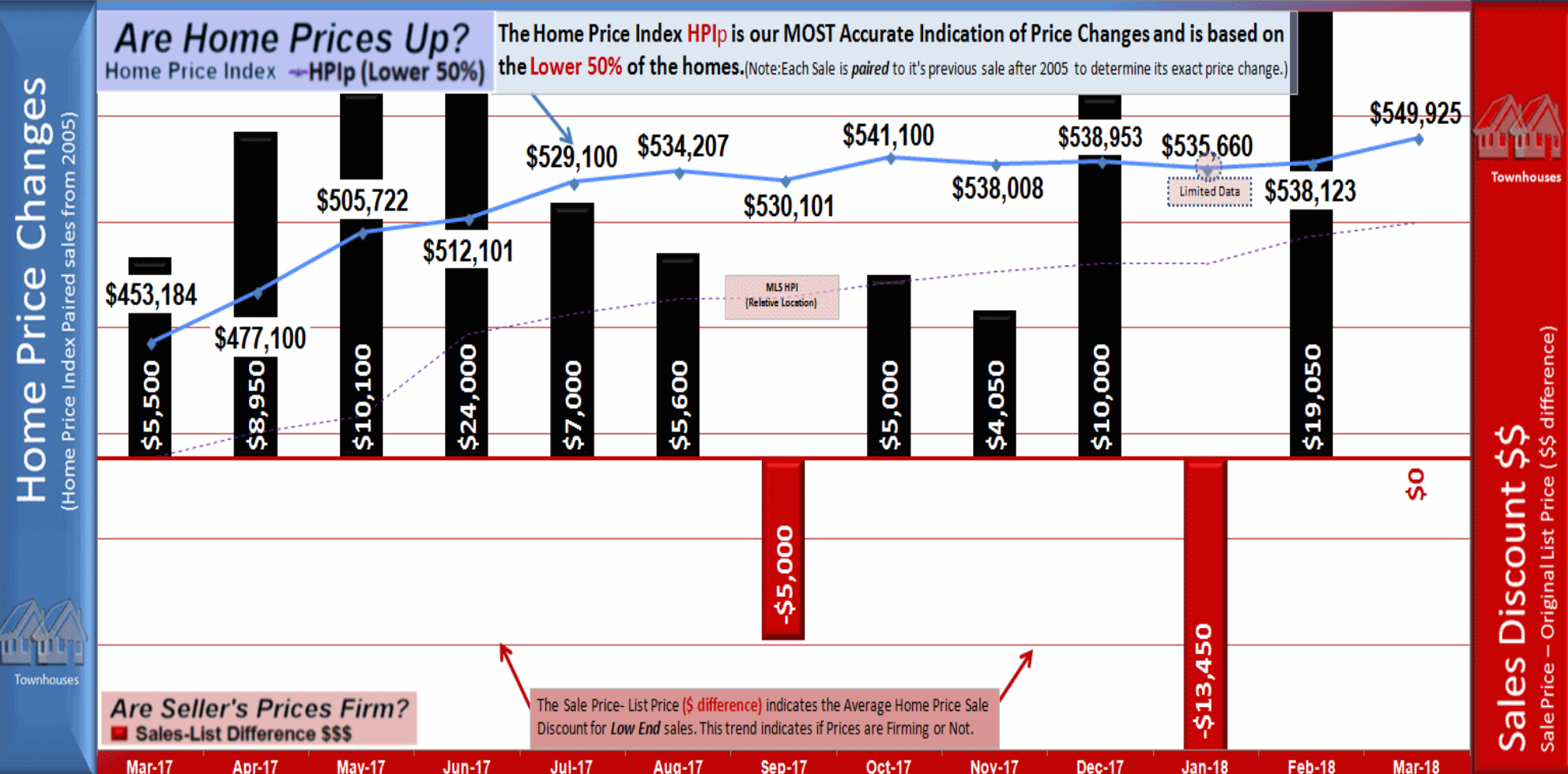
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting

Apr 1/18 Coquitlam

Attached Coquitlam Townhouse Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



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



Townhouses



Townhouses

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

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



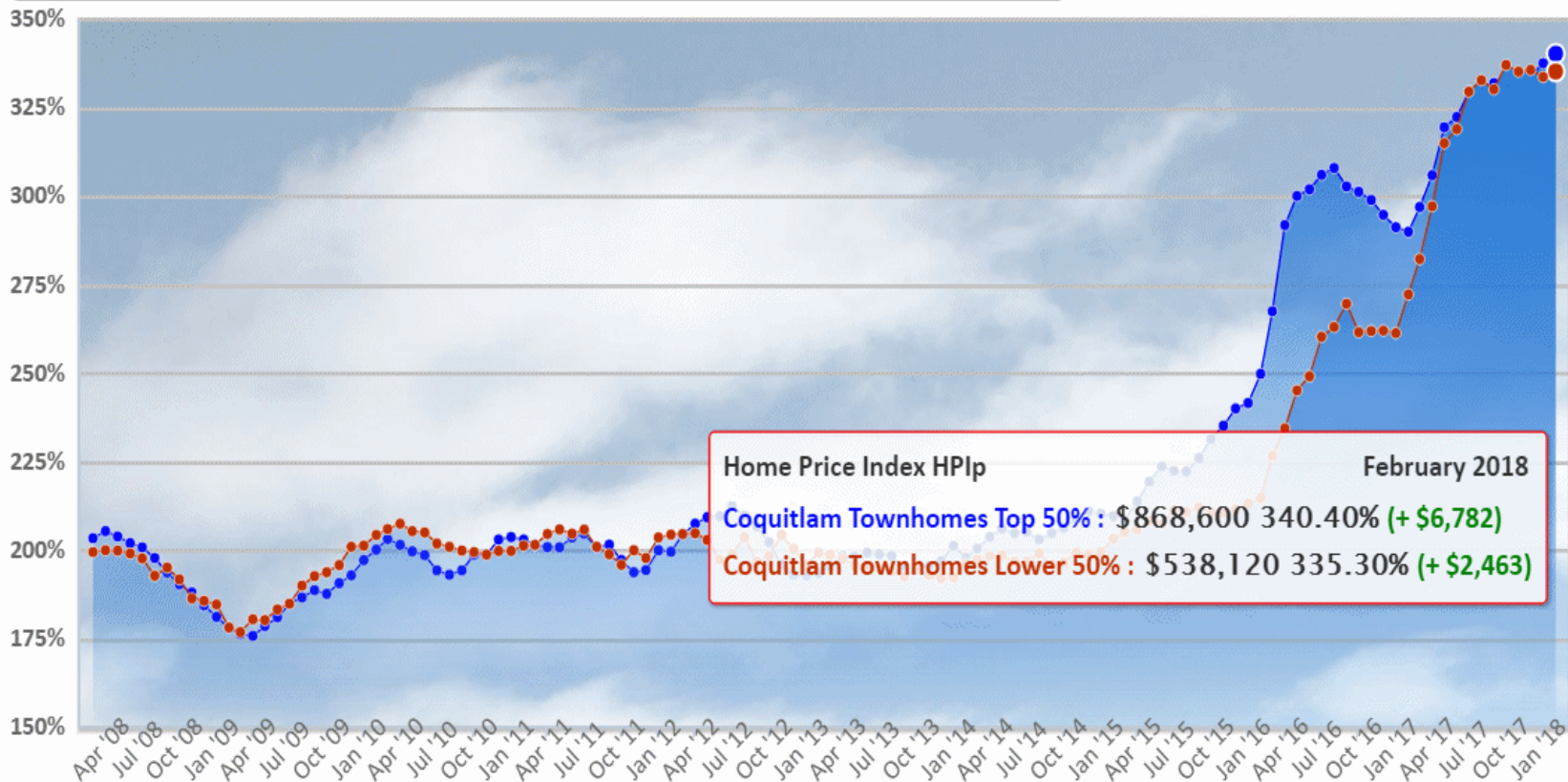
Market Analysis and Forecasting

Apr 1/18 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



Coquitlam Townhomes Top 50% : HPIp Forecast+ Forecast-
Coquitlam Townhomes Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 340.40
Jan 2018	% 337.70
Dec 2017	% 334.30
Nov 2017	% 334.60
Oct 2017	% 331.10
Sep 2017	% 332.10
Aug 2017	% 330.70
Jul 2017	% 329.60
Jun 2017	% 322.50
May 2017	% 319.60
Apr 2017	% 306.10
Mar 2017	% 297.10

<<< 1 2 3 >>>

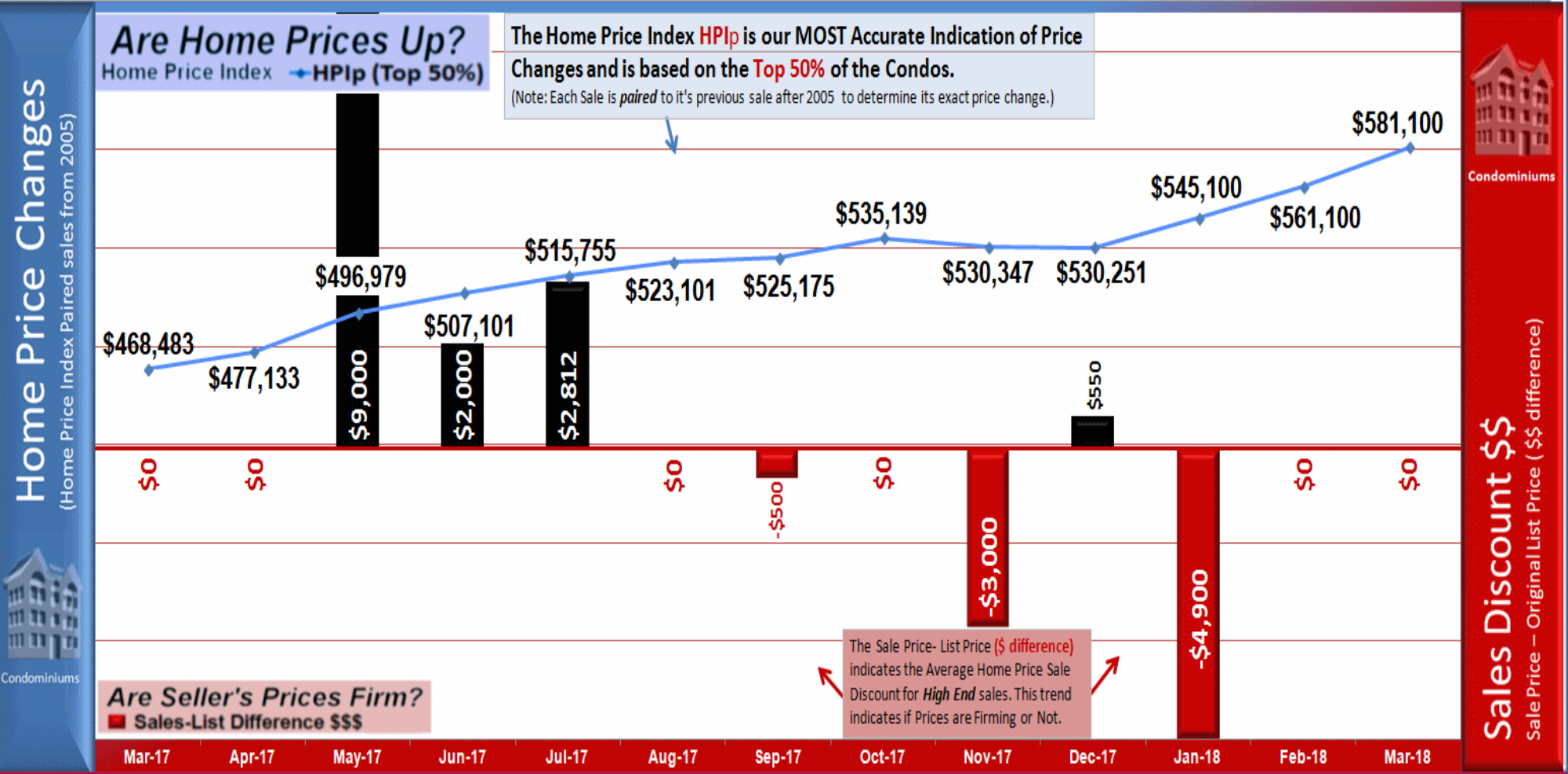
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting

Apr 1/18 Coquitlam

Attached Coquitlam 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 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.

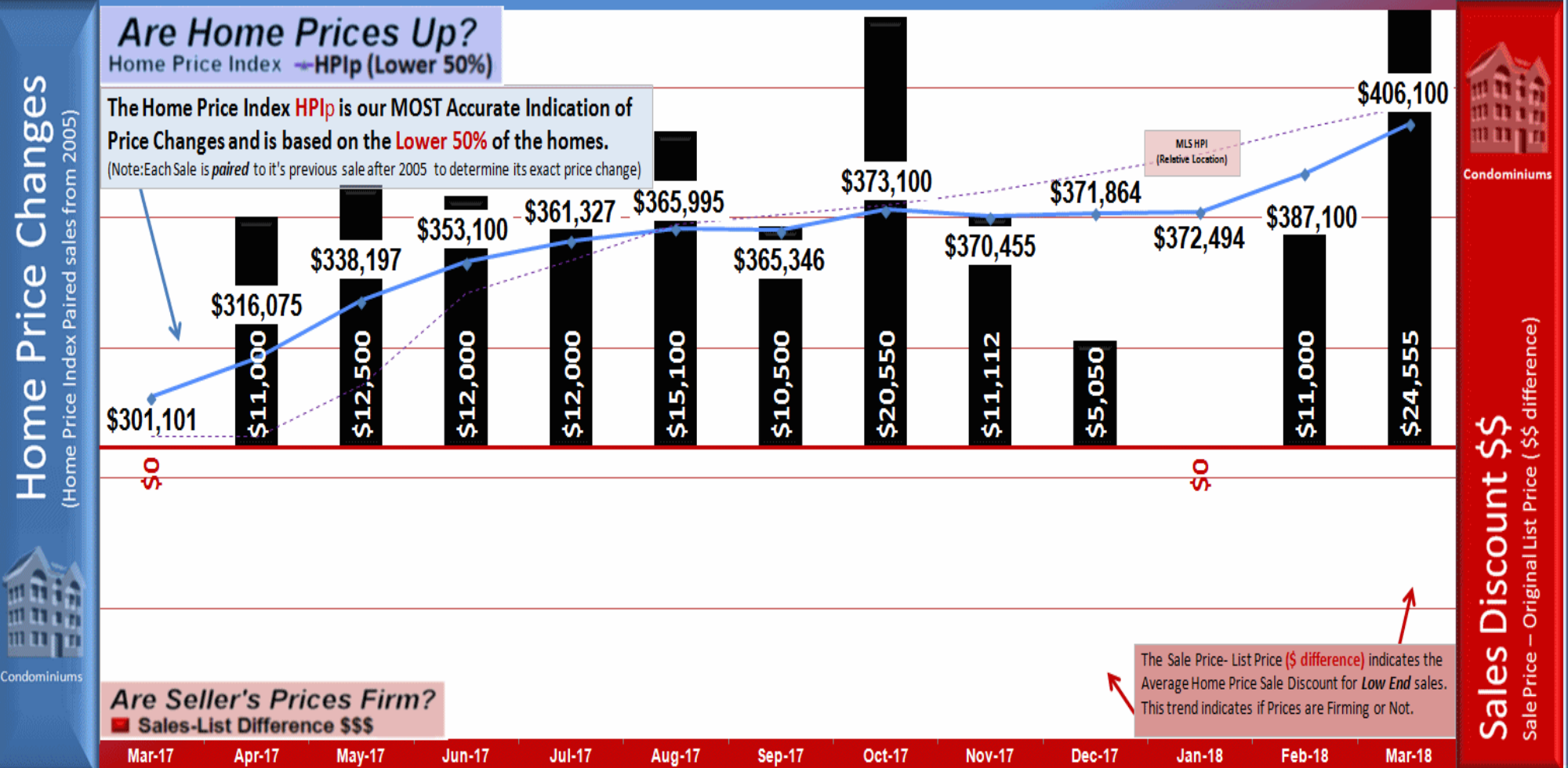
*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month. The DOM, and Sale - List Price differences are based on medians, not averages. Market Share Reports include all property types. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.



Market Analysis and Forecasting

Apr 1/18 Coquitlam

Attached Coquitlam 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



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.

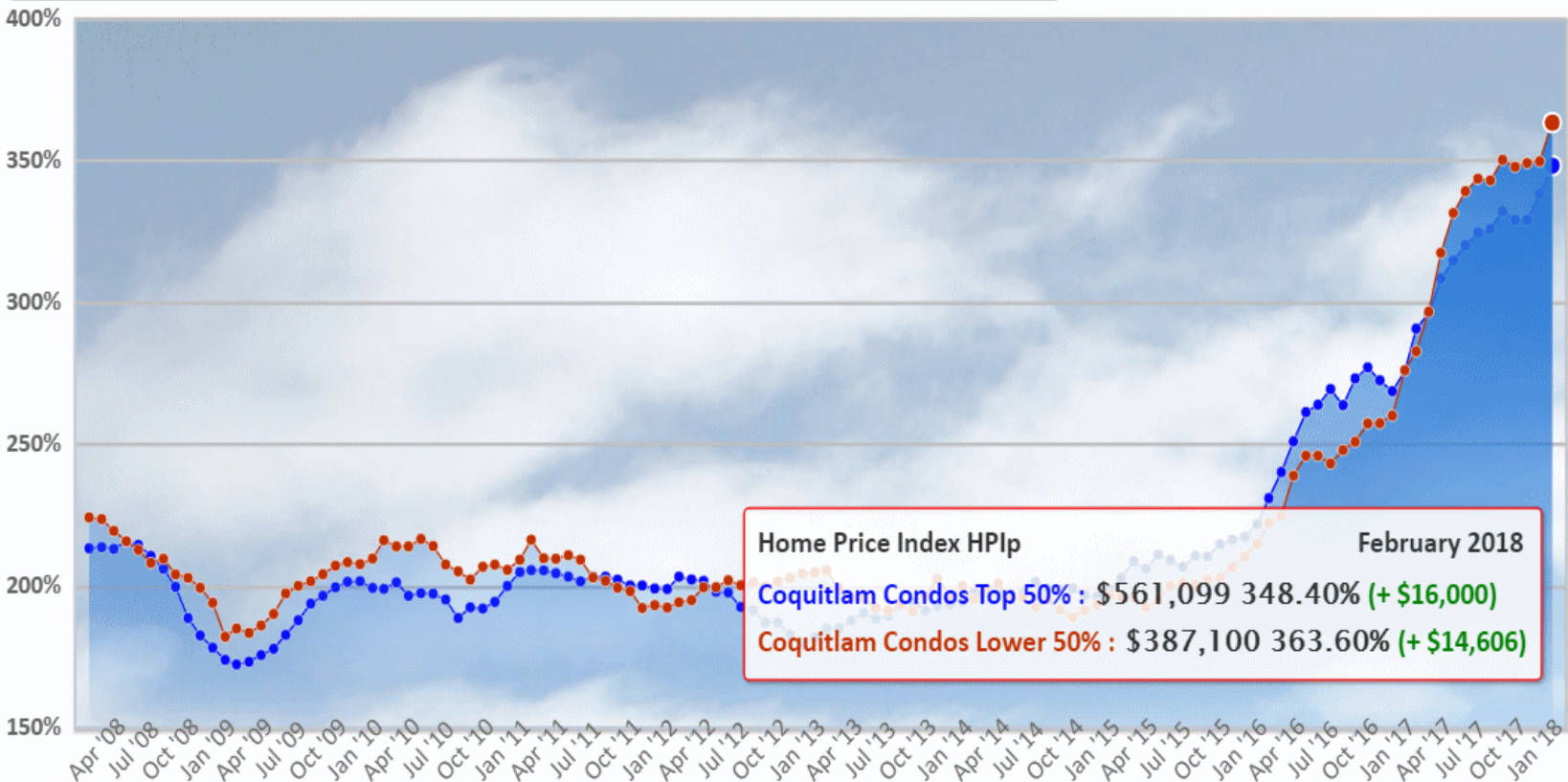


Market Analysis and Forecasting Apr 1/18 Coquitlam

Powered by the Greater Vancouver Market Reports HPIp



Coquitlam Condos Top 50% : HPIp Forecast+ Forecast-
Coquitlam Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 348.40
Jan 2018	% 338.50
Dec 2017	% 329.30
Nov 2017	% 329.30
Oct 2017	% 332.30
Sep 2017	% 326.10
Aug 2017	% 324.80
Jul 2017	% 320.30
Jun 2017	% 314.90
May 2017	% 308.60
Apr 2017	% 296.30
Mar 2017	% 290.90

<<< 1 2 3 >>>

*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.



#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATION

Chris Braden
PERSONAL REAL ESTATE COORDINATION

Market Analysis and Forecasting Apr 1/18 Port Coquitlam

Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Birchland Manor	3	1	20	96%	-\$30,500	33.3%
Central Pt Coquitlam	64	32	8	104%	\$16,550	50.0%
Citadel PQ	10	6	12	100%	\$4,050	60.0%
Glenwood PQ	30	13	6	105%	\$20,000	43.3%
Lower Mary Hill	0	0				0.0%
Lincoln Park PQ	1	0				0.0%
Mary Hill	3	3	5	103%	\$23,000	100.0%
Oxford Heights	2	1	6	103%	\$20,000	0.0%
Riverwood	21	15	6	101%	\$10,100	71.4%
Woodland Acres PQ	0	0				0.0%
Total Activity	134	71	7	103%	\$16,100	53%

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$300,000	2	1	8	124%	\$70,200	50.0%
\$300,001-\$400,000	21	12	6	114%	\$47,050	57.1%
\$400,001-\$500,000	35	20	7	105%	\$21,050	57.1%
\$500,001 and more	76	38	8	101%	\$7,050	50.0%
Total Activity	134	71	7	103%	\$16,100	53%

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings** (A,S,T,C,X)	197	124	134		10 ↑
Active Listings	93	56	62	57	-5 ↓
Solds	90	53	71		18 ↑
DOM	7	6	7		1 ↑
MLS Port Coquitlam HPI* (Apts)	\$331,200	\$434,700	\$480,000		\$45,300 ↑
MLS Port Coquitlam HPI* (Twnhs)	\$548,000	\$675,000	\$726,500		\$51,500 ↑
% SOLD (Sales/Listings/Mthly Rate)	45.7%	42.7%	53.0%		10.2% ↑

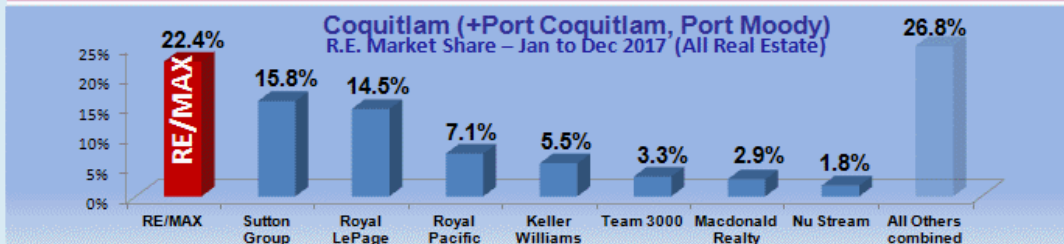
Apr 1 2018 Port Coquitlam Market Update Attached

Current: Port Coquitlam is a Sellers Market with average listing inventory, a **53% SOLD** rate and a 103% Sell/List Ratio.
(This means that there is an average of a \$5,100 discount on a sale from the original list price)
Most Active Price Range: Homes between \$300,000 - \$500,000 have **57.1% SOLD** rate.
Least Active Price Range: Homes above \$500,000 have **20.0% SOLD** rate.

History: **Port Coquitlam's Condos** Year-To-Date **MLS Home Price Index*** shows a decrease of \$148,800.
Port Coquitlam's Townhouses Year-To-Date **MLS Home Price Index*** shows an increase of \$178,500.

Forecast: Listing Inventories are 32% less than same month last year. We project Port Coquitlam Attached to be a sellers market.

the RE/MAX Market Share Reports



March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood. Note: For a more accurate price change for your home call us for a Personal Comparative Market Analysis (CMA). 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. 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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



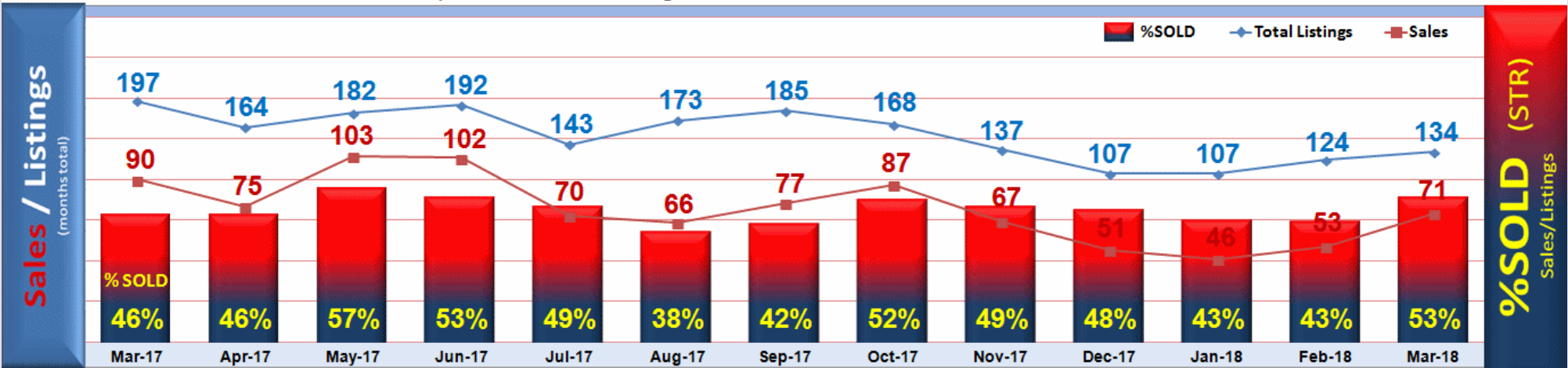
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

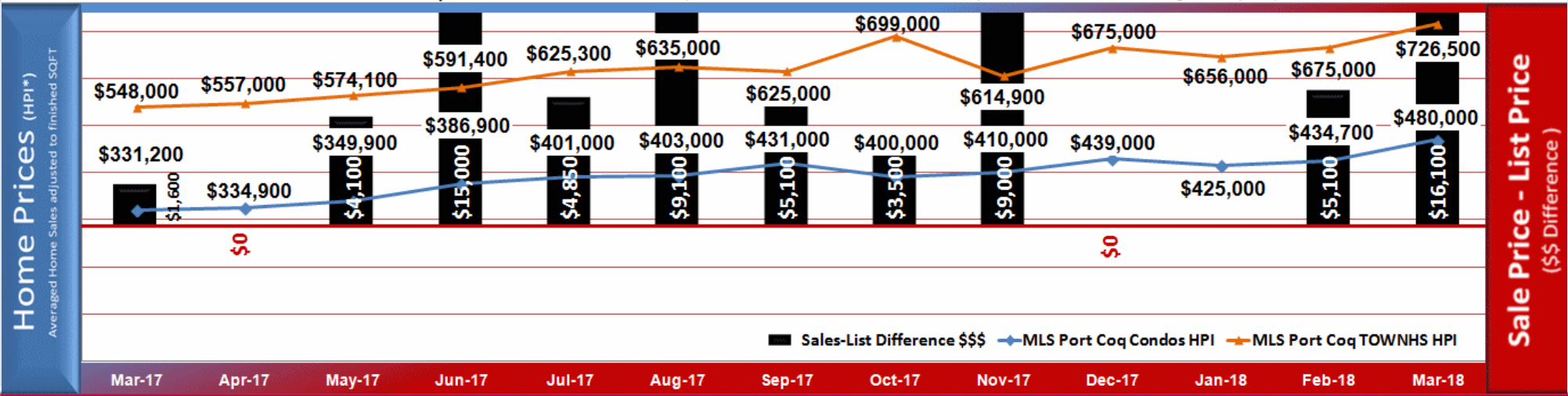
Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 Port Coquitlam

Attached Townhomes/ Condos Port Coquitlam Total Listings**, Sales, and %SOLD rates



Attached Townhomes/ Condos Port Coquitlam Home Price Index*, 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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 Port Moody

Port Moody Sub Area Statistics - Mar 2018						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Attached		
				Sale Price /List Price	Sell - List \$Difference	%SOLD
College Park PM	19	8	8	100%	-\$900	42.1%
Heritage Mountain	5	3	8	104%	\$37,000	60.0%
Heritage Woods PM	2	2	7	102%	\$15,000	100.0%
Anmore	0	0				0.0%
North Shore Pt Moody	13	7	9	100%	-\$111	53.8%
Port Moody Centre	67	30	8	101%	\$10,800	44.8%
Total Activity	106	50	8	101%	\$5,650	47%

Port Moody List Price Range Statistics - Mar 2018						
Home Price Range	Total Listings (Month)	Sales	DOM	Attached		
				Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$450,000	9	4	6	103%	\$15,100	44.4%
\$450,001-\$600,000	20	15	8	100%	\$2,100	75.0%
\$600,001-\$800,000	34	18	9	101%	\$7,600	52.9%
\$800,001 and more	43	13	6	101%	\$11,000	30.2%
Total Activity	106	50	8	101%	\$5,650	47%

Apr 1 2018 Port Moody Market Update (Attached)

Current: Port Moody is a Sellers Market with Average Listing inventory, a **47 %SOLD** Rate and a 101% Sell/List Ratio.
(This means that there is an Average \$5,650 discount on a Sale from the Original List Price)
Most Active Price Range: Homes between \$450,000 - \$600,000 have **75.0 %SOLD** rate.
Least Active Price Range: Attached homes above \$800,000 have **30.2 %SOLD** rate.

History: Port Moody's Condos Year-To-Date MLS Home Price Index* shows an increase of \$132,100.
Port Moody's Townhouses Year-To-Date RMR Home Price Index* shows an decrease of \$222,900.

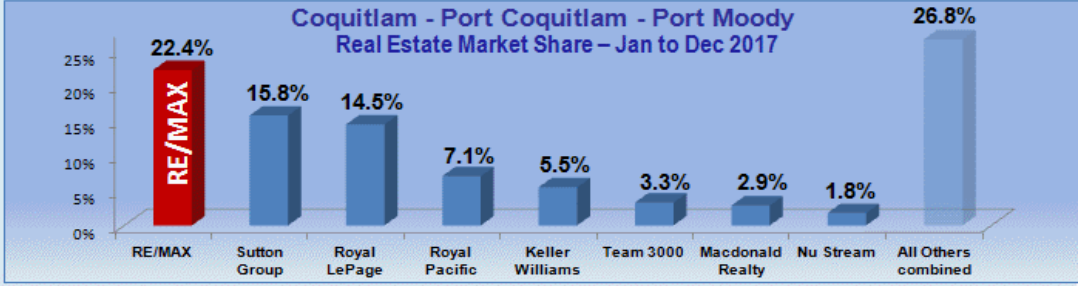
Forecast: Listing Inventories are 5% less than same month lasy year. Total Listing remained the same as last month. Total Listings for this month increased by 14 compared last month. We project Port Moody to be a continued Sellers Market.

March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets.

Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood. Note*: For a more accurate price change for your Home do request a Personal Comparative Market Analysis (CMA). Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings** (A,S,T,C,X)	111	92	106		14
Active Listings	58	38	53	45	-8
Solds	51	30	50		20
DOM	7	9	8		-1
MLS Port Moody HPI* (Apts)	\$509,900	\$609,000	\$642,000		\$33,000
MLS Port Moody HPI* (Twnhs)	\$522,600	\$720,000	\$745,500		\$25,500
%SOLD (Sales/ Listings/Mthly Rate)	46%	33%	47%		15%

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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



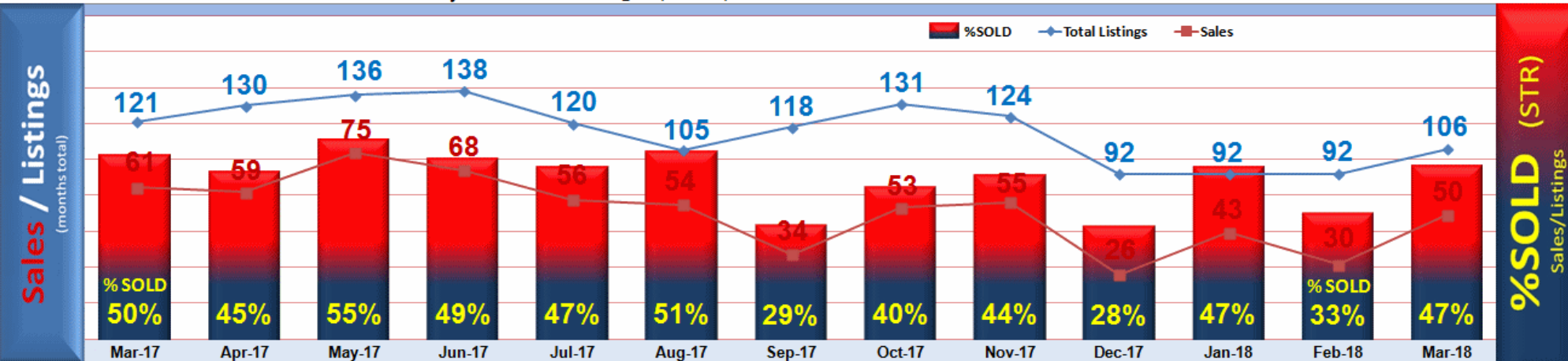
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COOPERATION

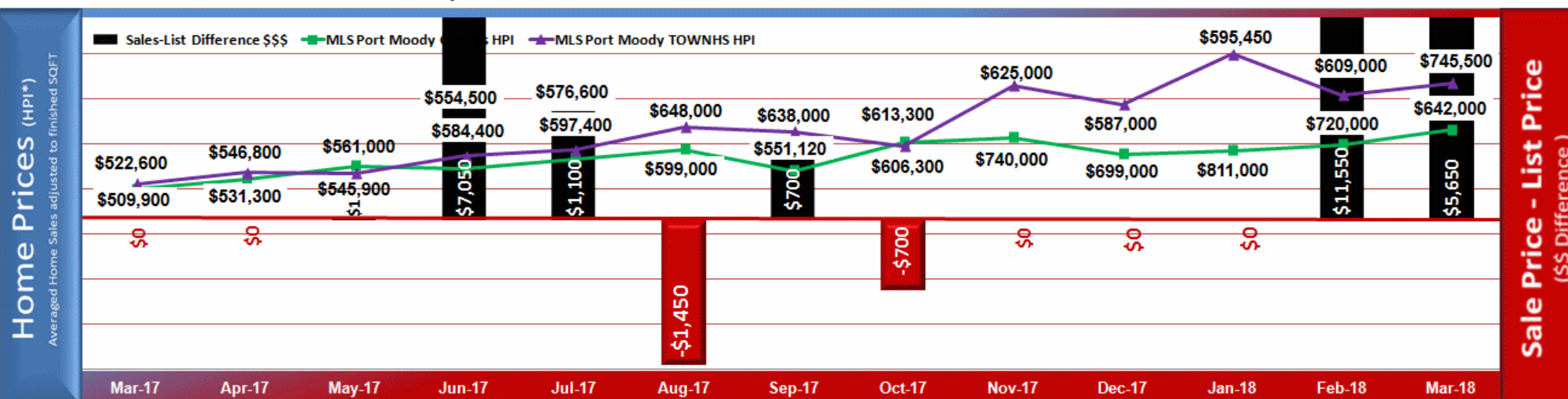
Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting

Attached Townhomes/ Condos Port Moody Total Listings**, Sales, and %SOLD rates



Attached Townhomes/ Condos Port Moody Home Price Index*, 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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

The GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes

Market Analysis and Forecasting Apr 1/18 Burnaby



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Neighbourhoods	Total Listings	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
Brentwood Park	80	33	8	103%	\$16,000	41%
Cariboo	13	7	11	108%	\$30,000	54%
Central BN	16	4	13	101%	\$5,050	25%
Capitol Hill BN	8	3	18	99%	-\$7,000	38%
Forest Hills BS	9	4	11	102%	\$16,500	44%
Government Road	20	11	8	102%	\$15,000	55%
Lake City Industrial	0	0				0%
Montecito	5	1	11	103%	\$20,100	20%
Parkcrest	0	0				0%
Sperling-Duthie	9	2	69	94%	-\$100,000	22%
Simon Fraser Univer.	25	8	8	105%	\$23,100	32%
Sullivan Heights	25	8	8	102%	\$13,500	32%
Simon Fraser Hills	8	7	7	102%	\$13,000	88%
Vancouver Heights	8	7	8	100%	\$1,000	88%
Willingdon Heights	12	2	19	99%	-\$5,500	17%
Westridge BN	0	0				0%
Big Bend	4	0				0%
Burnaby Hospital	9	1	19	95%	-\$78,000	11%
Buckingham Heights	1	0				0%
Burnaby Lake	5	2	33	98%	-\$16,560	40%
Central Park BS	21	8	7	101%	\$3,250	38%
Deer Lake	0	0				0%
Forest Glen BS	28	6	19	99%	-\$6,000	21%
Greentree Village	2	2	8	103%	\$17,750	100%
Highgate	0	0				0%
Metrotown	54	22	10	102%	\$10,550	41%
Oaklands	118	32	11	100%	\$0	27%
Suncrest	7	2	8	103%	\$28,106	29%
South Slope	38	16	8	100%	\$0	42%
Upper Deer Lake	6	0				0%
Total Activity	531	188	8	101%	\$10,000	35%

Home Price Range	Total Listings	Sales	DOM	Sale Price	Sell - List \$Difference	%SOLD
0-\$400,000	25	17	8	106%	\$25,100	68.0%
\$400,001-\$500,000	66	37	8	104%	\$19,000	56.1%
\$500,001-\$600,000	82	35	8	102%	\$9,800	42.7%
\$600,001-\$700,000	91	38	8	102%	\$12,000	41.8%
\$700,001-\$900,000	121	41	12	100%	\$0	33.9%
\$900,001 and above	146	20	19	97%	-\$29,500	13.7%
Total Activity	531	188	8	101%	\$10,000	35%

Monthly Changes Summary	Mar-17	Feb-18	Mar-18	4/1/2018	Change
Total Listings (A.S.T.C.X)	656	474	531		57
Active Listings (1st of the month)	358	281	280	298	18
Solds	251	160	188		28
DOM	8	9	8		-1
%SOLD (Sales/Listings /monthly rate)	38%	34%	35%		2%
Condos (Top 50%) Home Price Index HPIp	\$641,100	\$751,013	\$770,100		\$19,087
Condos (Lower 50%) Home Price Index HPIp	\$395,859	\$481,100	\$506,100		\$25,000
Townhs (Top 50%) Home Price Index HPIp	\$774,906	\$901,840	\$896,808		-\$5,032
Townhs (Lower 50%) Home Price Index HPIp	\$520,573	\$613,260	\$630,491		\$17,231

the RE/MAX Market Share Reports



Apr 1 2018 Burnaby Market Update (attached)

Current: Burnaby's Residential Attached housing market is in a Sellers Market with a **35 %SOLD** rate and a 101% Sell/List Ratio.
(This means that there is an average of a \$10,000 Discount on a sale from the original list price)

Most Active Range: Homes below \$400,000 have **68.0 %SOLD** rate. **Least Active Range:** Homes above \$900,000 have **13.7 %SOLD** rate.

History: The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$129,000
The Burnaby's **Condos** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$110,241.
The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$121,902.
The Burnaby's **Townhouses** Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$109,918.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: Listing inventory levels is 17% less than same month last year. The Total Listings shows an increase by 15 count and so an increase can be seen on SOLD next month. March's Real Estate Statistics shows **48%** of Vancouver's Detached Markets decreased values this last month. Overall, Single Family Homes in Metro Vancouver experienced an Average Monthly Price decrease of **\$2,135** which is a slight improvement over the \$3,340 decrease that we saw in the month prior. On the Average Fraser Valley continues to show a stronger Market with their \$10,681 monthly increase. With many new foreign buyer taxes, the much tougher mortgage lending rules, the higher interest rates, pending trade tariffs, we are forecasting the beginning of **Buyer's Market** across most Detached Markets. Currently, most of the Condo and Townhouse Markets are hot, and we are seeing higher sales prices across the Greater Vancouver (Lower Mainland). 89% of the Townhouse Markets are currently increasing (25 out of 28 Markets). There is a Notable difference between the top 50% of the attached markets which are stabilizing over the much stronger bottom 50% of the markets which can see multiple offers. We are forecasting a continued Seller's Market in the lower end Condo/Townhouse Markets for the following months. 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 Neighbourhood.

Note: For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). Data is from : FVREB, REDBV, 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. 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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

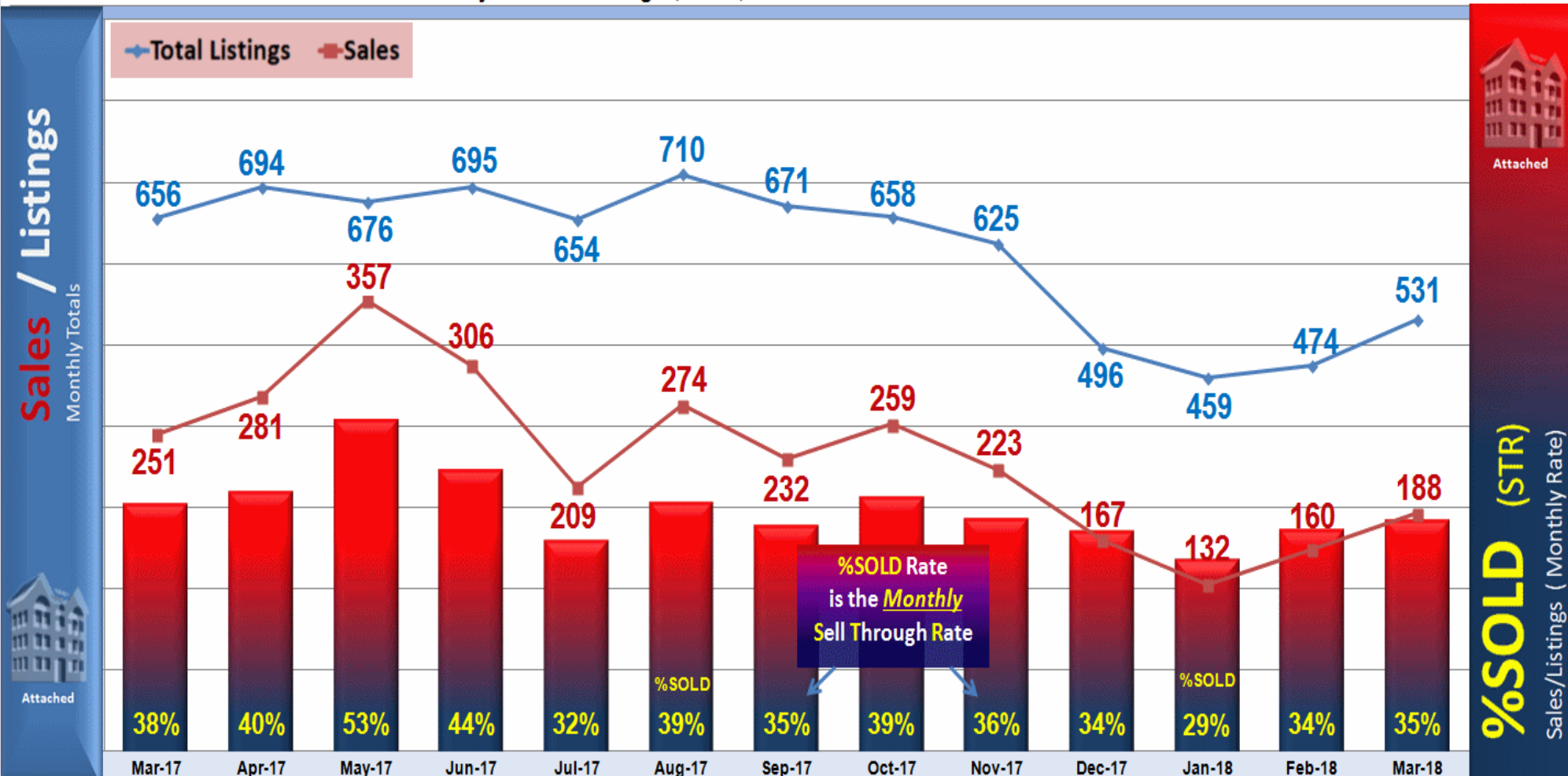
chris@thego2guys.net

Cell: 604-985-7653



Market Analysis and Forecasting Apr 1/18 Burnaby

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



Sales / Listings
Monthly Totals

%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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



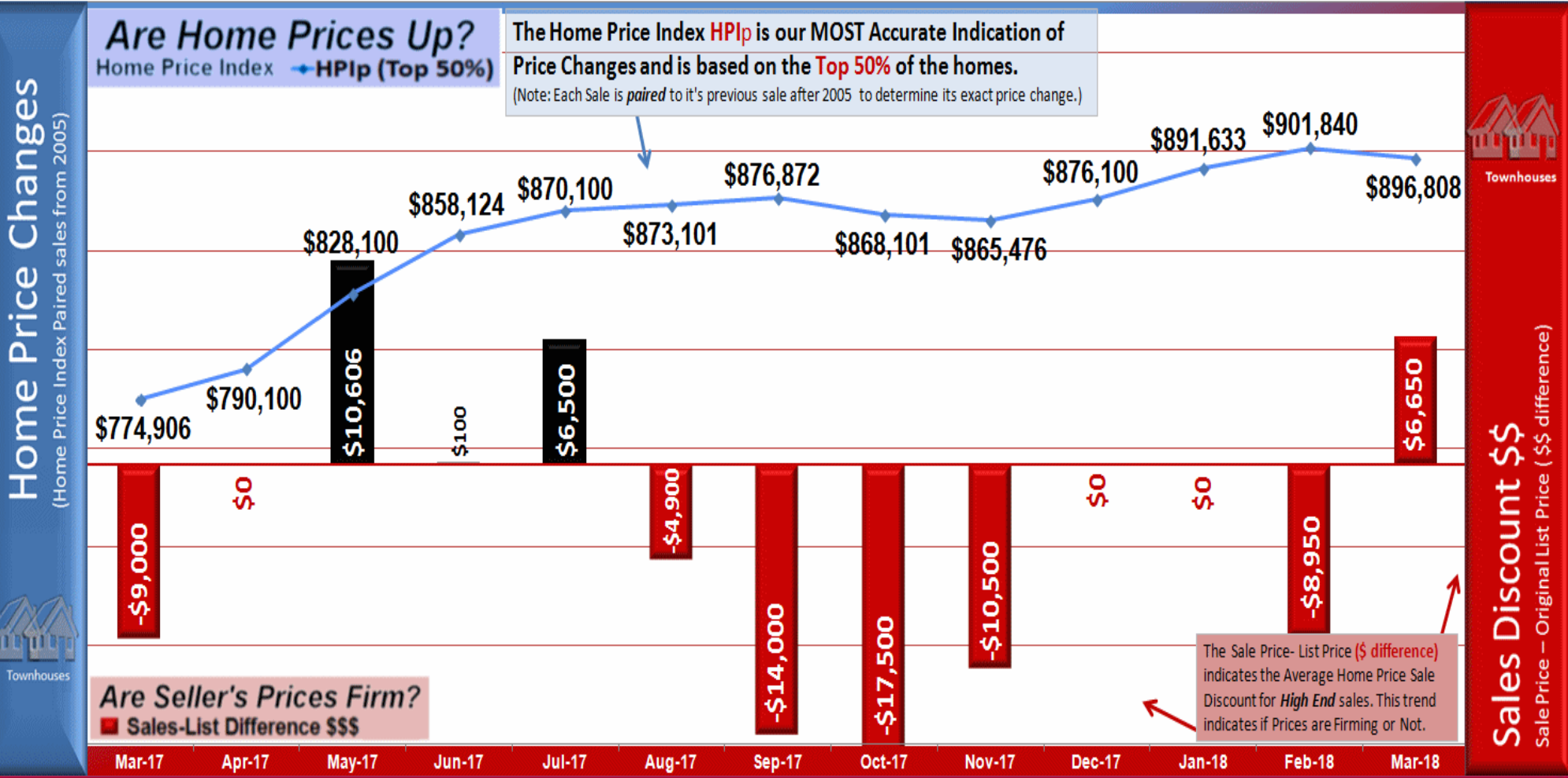
TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Burnaby

Attached Burnaby 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)

*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.

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653

The GO 2 GUYS



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

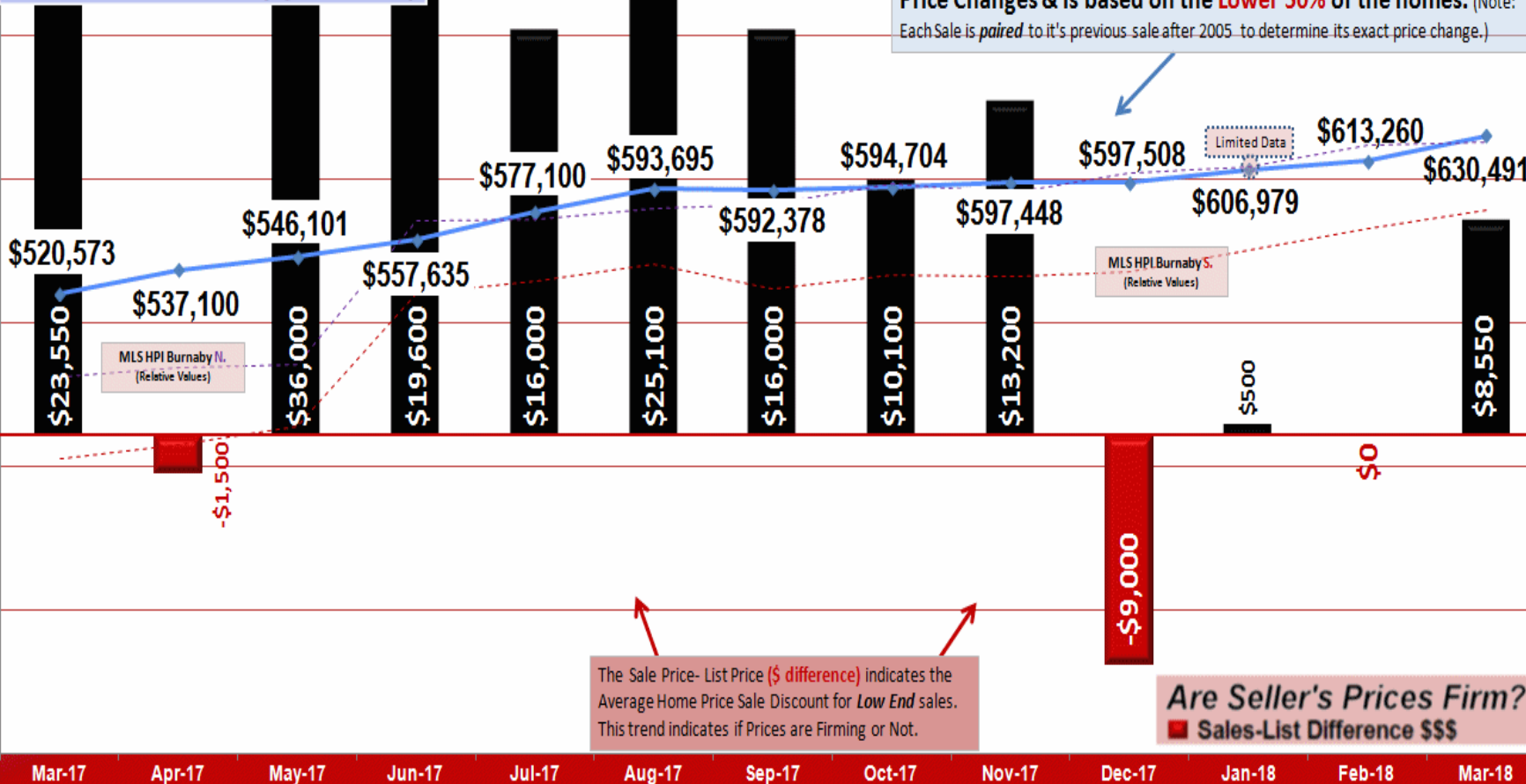
Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Burnaby

Attached Burnaby 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 & 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.)

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 \$\$\$



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](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

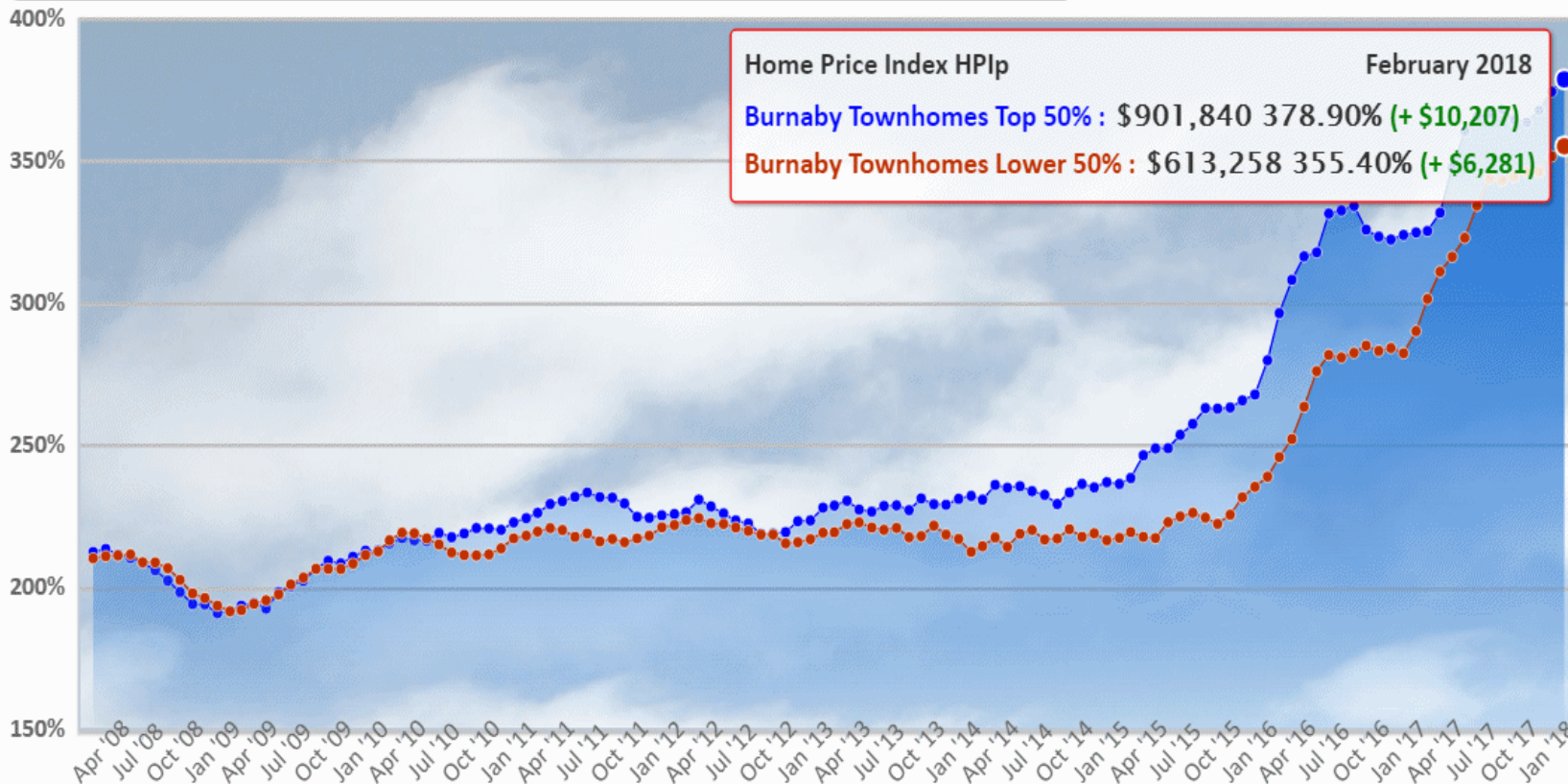


Market Analysis and Forecasting Apr 1/18 Burnaby

Powered by the Greater Vancouver Market Reports HPI



Burnaby Townhomes Top 50% : HPI Forecast+ Forecast-
Burnaby Townhomes Lower 50% : HPI Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 378.90
Jan 2018	% 374.60
Dec 2017	% 368.10
Nov 2017	% 363.70
Oct 2017	% 364.80
Sep 2017	% 368.40
Aug 2017	% 366.90
Jul 2017	% 365.60
Jun 2017	% 360.60
May 2017	% 348.00
Apr 2017	% 332.00
Mar 2017	% 325.60

<<< 1 2 3 >>>

*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.

#1 RE/MAX Market Reports

RE/MAX Statistics, on the Web!

attached homes



THE GO 2 GUYS



TIME TO LIST?
CALL DOUG & CHRIS

Doug Fielding
PERSONAL REAL ESTATE COORDINATOR

Chris Braden
PERSONAL REAL ESTATE COORDINATOR

Market Analysis and Forecasting Apr 1/18 Burnaby

Attached Burnaby 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

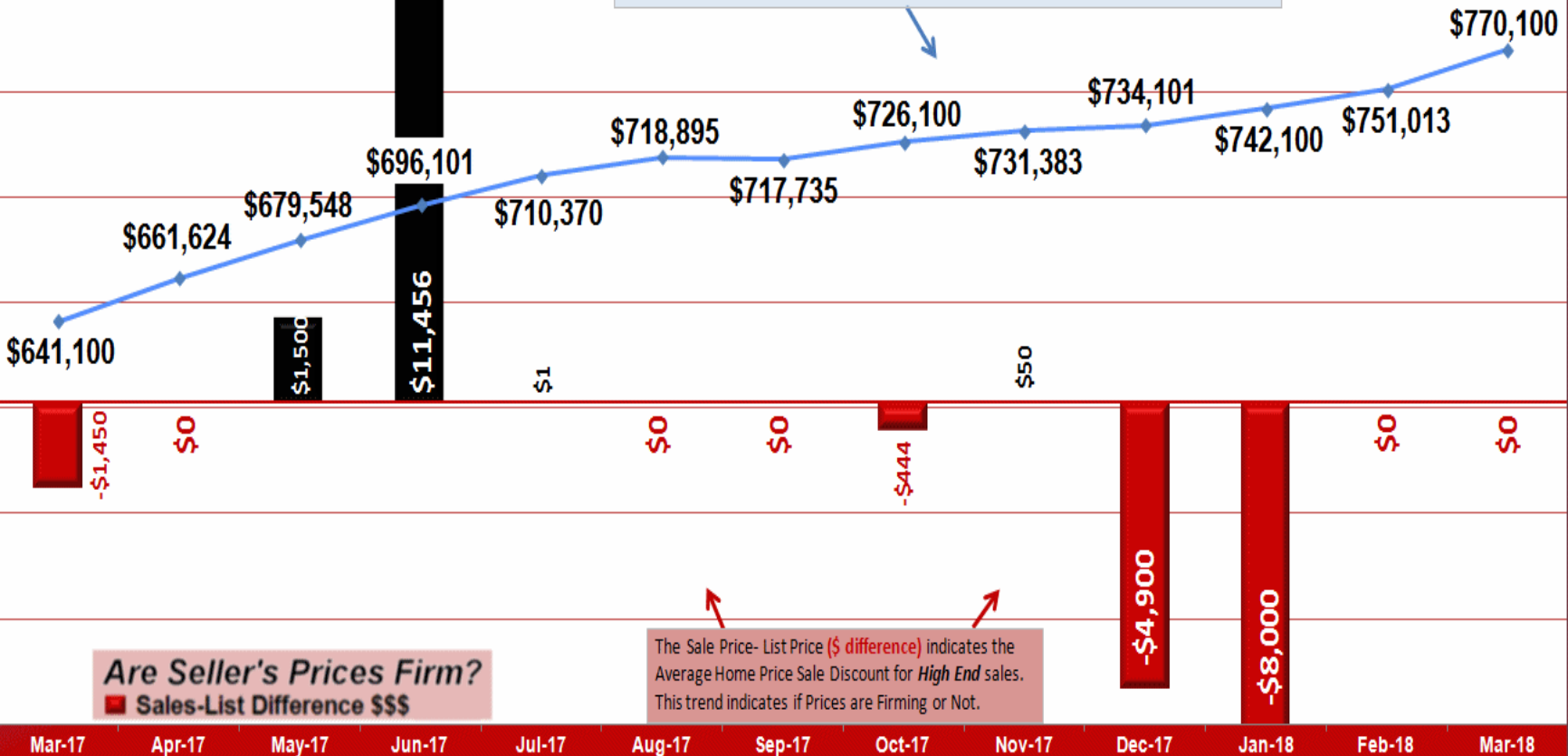
(Home Price Index Paired sales from 2005)

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.



Condominiums

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

*Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **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 GO 2 GUYS

RE/MAX Little Oak Realty

doug@thego2guys.net

chris@thego2guys.net

Cell: 604-985-7653



TIME TO LIST?
CALL DOUG & CHRIS
Doug Fielding Chris Braden
PERSONAL REAL ESTATE COOPERATION

Market Analysis and Forecasting Apr 1/18 Burnaby

Attached Burnaby Condos Home Price Index HPI (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)

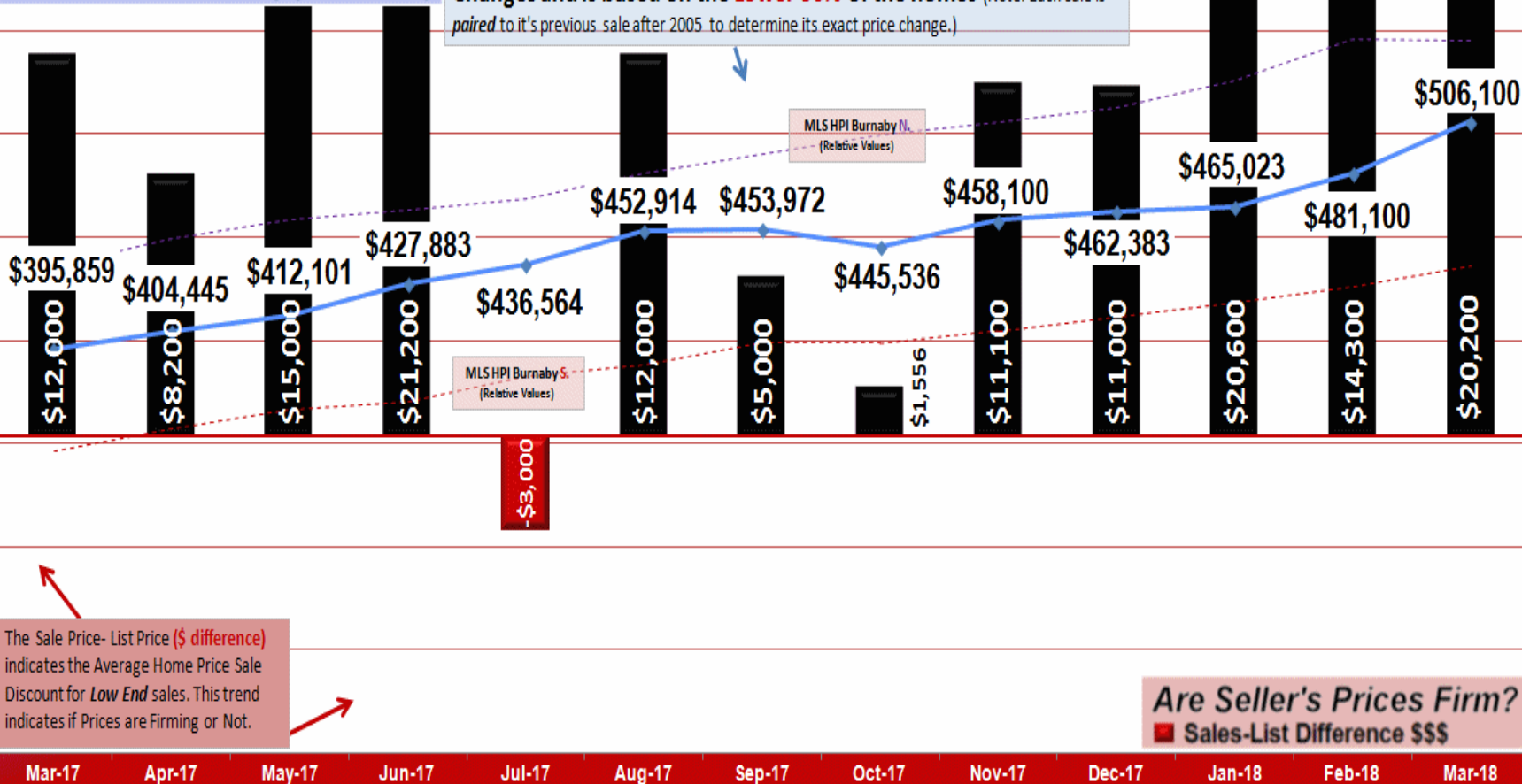


Condominiums

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

Are Home Prices Up?
Home Price Index - HPI (Lower 50%)

The Home Price Index HPI 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.)



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

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

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

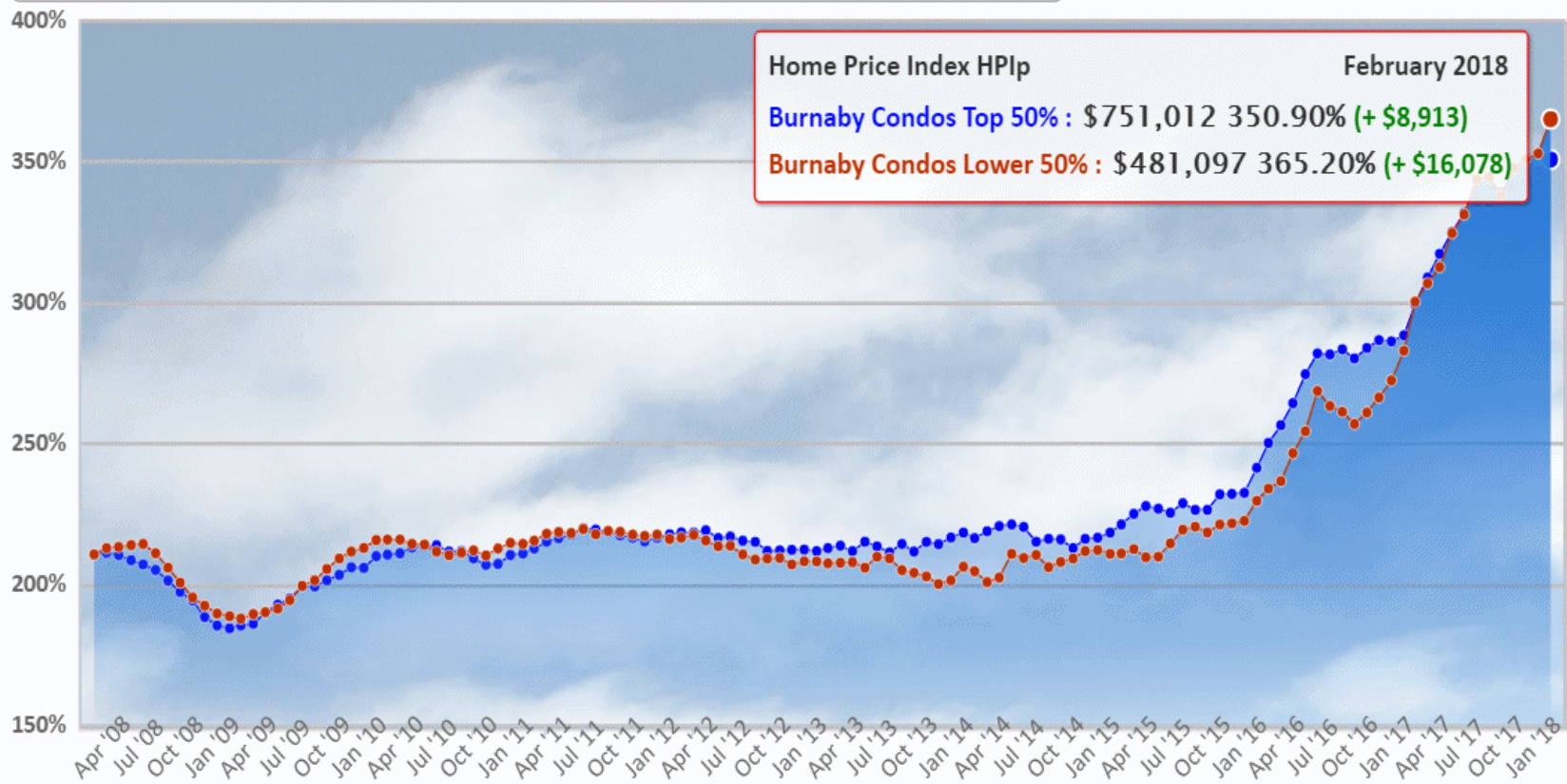


Market Analysis and Forecasting Apr 1/18 Burnaby

Powered by the Greater Vancouver Market Reports HPIp



Burnaby Condos Top 50% : HPIp Forecast+ Forecast-
Burnaby Condos Lower 50% : HPIp Forecast+ Forecast-



Monthly Home values

Date	Value
Feb 2018	% 350.90
Jan 2018	% 346.70
Dec 2017	% 343.00
Nov 2017	% 341.70
Oct 2017	% 339.30
Sep 2017	% 335.40
Aug 2017	% 335.90
Jul 2017	% 331.90
Jun 2017	% 325.20
May 2017	% 317.50
Apr 2017	% 309.10
Mar 2017	% 299.50

<<< 1 2 3 >>>



*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

Market Analysis and Forecasting

Supply and Demand

How **%SOLD** Rates Affect Price Changes
Sell-Through-Rates (STR) - Adsorption Rates

