Tom Edwards' Market Reports

Advanced Marketing Tools

RE/MAX Performance Realty 11925 80 Avenue Delta, BC V4C 1Y1
NorthDeltaHomes.com Ph: 604-590-4888
Tom Edwards' Market Reports

Detached
- North Delta
- Surrey East
- Surrey West
- White Rock S Surrey

*Warning*: These Advanced Market Reports are Dangerous to operate without lesson 😁
We highly recommend the [Stats Boot Camp Course](#) to fully understand them.
North Delta Real Estate Price Changes ($/%)

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

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

High End Detached 高档独立屋

$940,000

Low End Detached 低端独立屋

$904,000

0.5% 1.2%

$5,269 $9,119

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

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

More Details

Re/MAX Statistics, on the Web!

Top

North Delta’s Home Seller

NorthDeltaHomes.com

Ph: 604-590-4888

RE/MAX Performance Realty 11925 80 Avenue Delta, BC V4C 1Y1

North Delta

Mar 1/19

Produced for:

Tom Edwards

North Delta
Mar 1 2019  N. Delta Market Update  (Detached)

Current: N. Delta has a Stable Market with 13 %SOLD rate and a 97% Sell/List ratio.

(This means that there is an average of a $31,940 discount from the original list price)

Most Active Price Range: Homes below $875,000 have a high 30.8 %SOLD rate.

Least Active Price Range: Homes above $1.2 mill. have 2.7 %SOLD rate.

History: The North Delta Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased $7,274. The North Delta Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased $4,276.

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

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
1. How Many Sold During the Month and at What Price Range?

<table>
<thead>
<tr>
<th>Home Price Range</th>
<th>Total Listings (/month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price / List Price</th>
<th>Sell - List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-$875,000</td>
<td>26</td>
<td>8</td>
<td>20</td>
<td>97%</td>
<td>-$27,000</td>
<td>30.8%</td>
</tr>
<tr>
<td>$875,001-$980,000</td>
<td>44</td>
<td>9</td>
<td>16</td>
<td>97%</td>
<td>-$29,000</td>
<td>20.5%</td>
</tr>
<tr>
<td>$980,001-$1,200,000</td>
<td>49</td>
<td>7</td>
<td>39</td>
<td>96%</td>
<td>-$38,000</td>
<td>14.3%</td>
</tr>
<tr>
<td>$1,200,001 and more</td>
<td>75</td>
<td>2</td>
<td>11</td>
<td>98%</td>
<td>-$35,000</td>
<td>2.7%</td>
</tr>
<tr>
<td>Total Activity</td>
<td>194</td>
<td>26</td>
<td>20</td>
<td>97%</td>
<td>-$31,940</td>
<td>13%</td>
</tr>
</tbody>
</table>

2. How Many Properties Were Available During the Month?

<table>
<thead>
<tr>
<th>Monthly Changes Summary</th>
<th>Feb-18</th>
<th>Jan-19</th>
<th>Feb-19</th>
<th>3/1/2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings** (A,S,T,C,X)</td>
<td>183</td>
<td>192</td>
<td>194</td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>103</td>
<td>141</td>
<td>141</td>
<td>151</td>
<td>10</td>
</tr>
<tr>
<td>Solds</td>
<td>40</td>
<td>22</td>
<td>26</td>
<td></td>
<td>4</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>6</td>
<td>50</td>
<td>20</td>
<td></td>
<td>-30</td>
</tr>
<tr>
<td>%SOLD (Sales/Listings monthly rate)</td>
<td>22%</td>
<td>11%</td>
<td>13%</td>
<td></td>
<td>1.9%</td>
</tr>
<tr>
<td>(Top 50%) Home Price Index HPI</td>
<td>$1,011,384</td>
<td>$1,007,129</td>
<td>$1,004,110</td>
<td>-$3,018</td>
<td></td>
</tr>
<tr>
<td>(Lower 50%) Home Price Index HPI</td>
<td>$804,453</td>
<td>$799,191</td>
<td>$800,177</td>
<td></td>
<td>$986</td>
</tr>
</tbody>
</table>
### N. Delta Sub areas Statistics - Feb 2019

<table>
<thead>
<tr>
<th>Neighbourhoods</th>
<th>Total Listings (/month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price /List Price</th>
<th>Sell - List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annieville</td>
<td>47</td>
<td>7</td>
<td>3</td>
<td>97%</td>
<td>-$19,800</td>
<td>14.9%</td>
</tr>
<tr>
<td>Nordel</td>
<td>62</td>
<td>12</td>
<td>41</td>
<td>96%</td>
<td>-$36,440</td>
<td>19.4%</td>
</tr>
<tr>
<td>Scottsdale</td>
<td>41</td>
<td>6</td>
<td>18</td>
<td>97%</td>
<td>-$30,950</td>
<td>14.6%</td>
</tr>
<tr>
<td>Sunshine Hills Woods</td>
<td>44</td>
<td>1</td>
<td>22</td>
<td>98%</td>
<td>-$25,000</td>
<td>2.3%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>194</strong></td>
<td><strong>26</strong></td>
<td><strong>20</strong></td>
<td><strong>97%</strong></td>
<td><strong>-$31,940</strong></td>
<td><strong>13%</strong></td>
</tr>
</tbody>
</table>

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

Forecast: North Delta has average Listing supply; 151 homes are for sale and with the 13% SOLD monthly rate gives us about ~8 months of inventory. 11% of the active listings have reduced their price by $47,424 on average or $39,500 on median for the last month. We project North Delta to be a continued Stable market.

February’s Real Estate Statistics shows 56% of Fraser Valley’s Detached Markets values increased. Overall, Single Family Homes in the Fraser Valley Market are balanced with just a $464 monthly price decrease. This is an improvement over the $3,389 price drop we saw the month prior. At the same time, the Vancouver Detached Markets showed an average monthly price decrease of $13,230. We are forecasting for the following months; a Stable Detached Market in the Fraser Valley and a continued Buyer’s Market across most of Vancouver.

Currently, the Condo Market presents a Cooler Market with 63% of the Greater Vancouver (Lower Mainland) with decreasing prices. At the same time, 67% of the Townhouse Markets are decreasing. (16 out of 28 Markets). We are forecasting a continued Buyers Market in all Condo/Townhouse Markets for the short term. We analyze and provide 97 individual City's Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com
RE/MAX Agents Sell More Real Estate than Any Other Canadian Brand

--% 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, List Price, & 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.

produced for: Tom Edwards

RE/MAX Performance Realty 11925 80 Avenue Delta, BC V4C 1Y1
NorthDeltaHomes.com Ph: 604-590-4888
Mar 1/19 North Delta

Detached

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

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 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.

produced for: Tom Edwards

RE/MAX Performance Realty 11925 80 Avenue Delta, BC V4C 1Y1 NorthDeltaHomes.com Ph: 604-590-4888
Mar 1/19 North Delta

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

Homes Over $940,000

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

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
Home Price Index HPIp (Lower 50%). Sale-List Price ($ difference) (average home sold for $ less than their original list price for Low End Home sales)

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

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

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

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

Handbook of Home Prices

-4,900
-3,500
-12,900
-18,400
-24,900
-32,500
-36,200
-39,000
-41,512
-29,000

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

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

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

Mar 1/19
North Delta

RE/MAX Statistics, on the Web!

RE/MAX Performance Realty
11925 80 Avenue Delta, BC V4C 1Y1
NorthDeltaHomes.com

Ph: 604-590-4888

produced for: Tom Edwards
Market Analysis and Forecasting

Mar 1/19 North Delta

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

Homes Below $940,000

LOWER 50%

Sales / Listings
Monthly Totals

Detached

%SOLD Rate is the Monthly Sell Through Rate


17% 18% 14% 17% 21% 20% 13% 15% 17% 18% 24% 15% 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.

produced for: Tom Edwards

RE/MAX Performance Realty 11925 80 Avenue Delta, BC V4C 1Y1

NorthDeltaHomes.com

Ph: 604-590-4888