

Market Analysis and Forecasting

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# RE/MAX Market Reports



## Advanced Marketing Tools

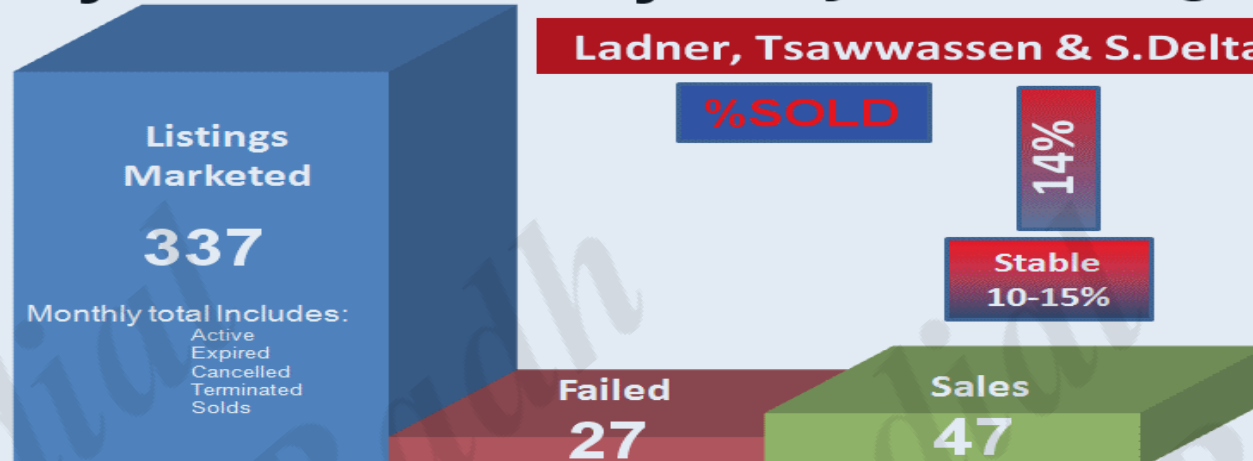




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Market Analysis and Forecasting Aug. 1/13 Ladner, S. Delta

## Monthly Market Activity - July 2013 - Single Family



August 1 2013 Ladner, Tsawwassen & S.Delta Market Update (detached)

**Current:** Ladner, Tsawwassen and S.Delta residential detached housing market has a **14 %SOLD** rate making it a **Stable Market**. (This means 14 homes out of 100 sold last month with an average \$26,800 sales discount from the original list price).

**Most Active Price Range:** Homes below \$600,000 range have **28.6 %SOLD** rate.

**Least Active Price Range:** Homes above \$900,000 have **6.4 %SOLD** rate.

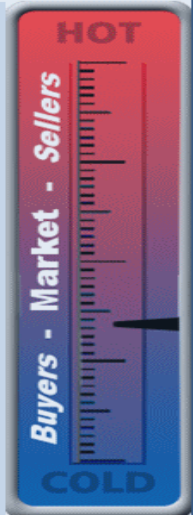
**History:** Ladner, Tsawwassen and S.Delta Year-To-Date RMR HPI\* shows that prices decreased \$2,109.

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

**Forecast:** Ladner, Tsawwassen and S.Delta have 263 homes for sale and with the stable **14 %SOLD** monthly rate gives us ~7 months of inventory. At this sell through rate approximately 147 of these listings will not sell. 13% of the active listings have reduced their price by \$44,326 on average or \$30,000 median in the last month.

The Lower Mainland is experiencing a near normal activity levels. Many buyers are taking advantage of the sharper prices and todays still very low interest rates. This may make it one of the greatest Move-Up Real Estate Market opportunities in decades as buyers take advantage of these sharp prices.

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





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## Market Analysis and Forecasting Aug. 1/13 Ladner, S. Delta

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Delta Manor	11	1	3	100%	\$0	9%
East Delta	5	0				0%
Hawthorne	40	7	14	95%	-\$36,000	18%
Holly	24	6	62	96%	-\$30,000	25%
Ladner Rural	14	3	27	97%	-\$17,000	21%
Ladner Elementary	18	5	26	97%	-\$26,900	28%
Neilsen Grove	22	3	114	93%	-\$44,000	14%
Port Guichon	8	0				0%
Westham Island	4	0				0%
Boundary Beach	21	1	77	98%	-\$20,400	5%
Beach Grove	26	5	44	97%	-\$19,000	19%
Cliff Drive	37	3	58	96%	-\$30,000	8%
Tsawwassen Central	27	5	103	95%	-\$35,000	19%
English Bluff	30	1	29	99%	-\$5,000	3%
Pebble Hill	37	6	46	96%	-\$28,350	16%
Tsawwassen East	13	1	74	89%	-\$85,900	8%
<b>Total Activity</b>	<b>337</b>	<b>47</b>	<b>47</b>	<b>96%</b>	<b>-\$26,800</b>	<b>14%</b>

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$600,000	56	16	41	96%	-\$23,450	28.6%
\$600,001-\$700,000	80	11	58	96%	-\$29,000	13.8%
\$700,001-\$800,000	63	6	33	98%	-\$17,950	9.5%
\$800,001-\$900,000	44	8	29	96%	-\$33,500	18.2%
\$900,001 and more	94	6	102	91%	-\$101,900	6.4%
<b>Total Activity</b>	<b>337</b>	<b>47</b>	<b>47</b>	<b>96%</b>	<b>-\$26,800</b>	<b>14%</b>

Monthly Changes Summary	Jul-12	Jun-13	Jul-13	8/1/2013	Change
Total Listings** (A.S.T.C.X)	306	353	337		-16
Active Listings (1st of the month)	227	287	262	263	1
Solds	31	64	47		-17
DOM	61	61	47		-14
Sold-List % Price Difference	97%	95%	96%		1%
Sold-List \$ Price Difference	-\$19,000	-\$39,050	-\$26,800		\$12,250
Home Price Index*	\$671,536	\$668,427	\$669,427		\$1,000
%SOLD (Sales/ Listings /mnlthly rate)	10%	18%	14%		-4%

### August 1 2013 Ladner, Tsawwassen & S.Delta Market Update (detached)

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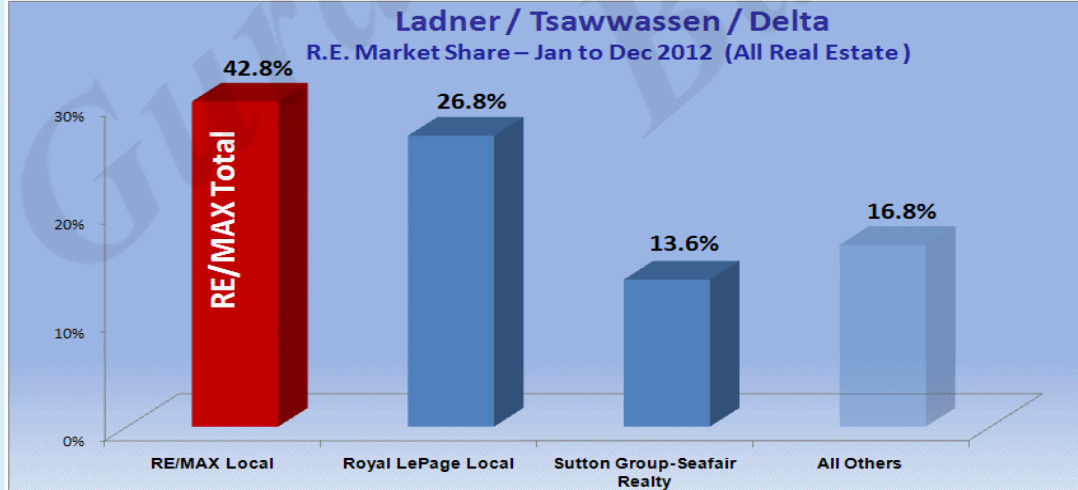
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Note: The Home Price Index \* (HPI) is all the detached home sales averaged & adjusted for finished sqft, age and lot size. (This HPI excludes the mobile home, duplex and the house and acreage sales.) For a more accurate price change for your home do request a personal Comparative Market Analysis (CMA). This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: RMXReports.com

## #1 the RE/MAX Market Share Reports



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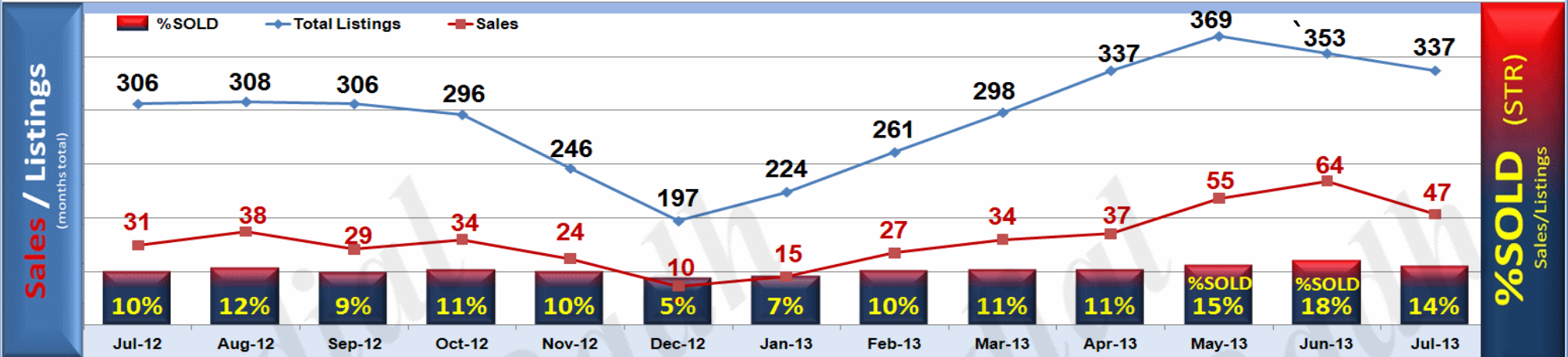
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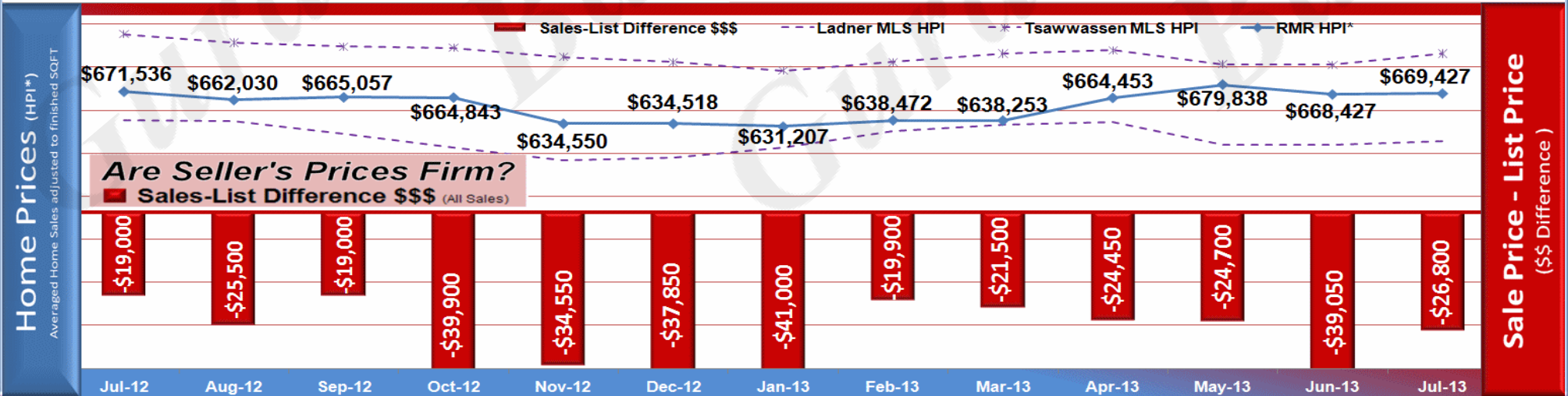
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**Market Analysis and Forecasting** Aug. 1/13 Ladner, S. Delta

Detached Ladner, Tsawwassen & S. Delta Total Listings, Sales, and %SOLD rates



Detached Ladner, Tsawwassen & S. Delta Home Price Index\*, Sale Price-List Price \$ Difference (average home sold for \$less than their original list price)



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# Supply and Demand

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

