

# SOUTH SURREY WHITE ROCK

MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JUL PLUS AUG 2016

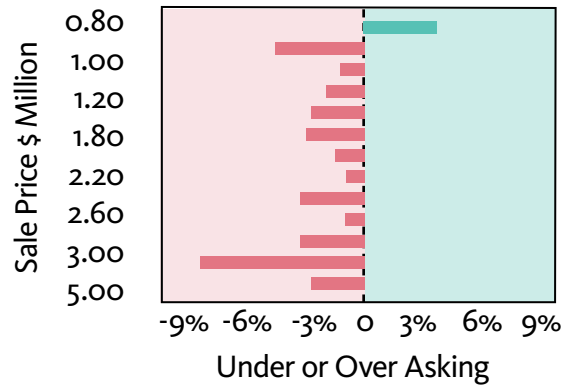


**Detached**

Sales to New Listing ratio:

**22%**

**August Detached  
Average Sale Price to List Price**



**Median Detached  
Sale Price:**

**\$1,325,000**

**Down 11%**  
since last month.

## **BUYERS, IT'S YOUR TURN.**

*There has been much speculation on what this market will do in the near future, with the natural slowdown that began in the summer and the 15% tax on foreign home buyers imposed by the BC government on August 2nd. These have created inventory in the market, and our numbers now indicate a reduced pace.*

Expect to see more buyer opportunities in the coming months. There have already been anecdotal reports of buyers who left the market, going back to their banks to renew their pre-approvals. There is also a sense in the market that buyers who are ready, willing and able are waiting for the market to adjust by about 10% before jumping back in.

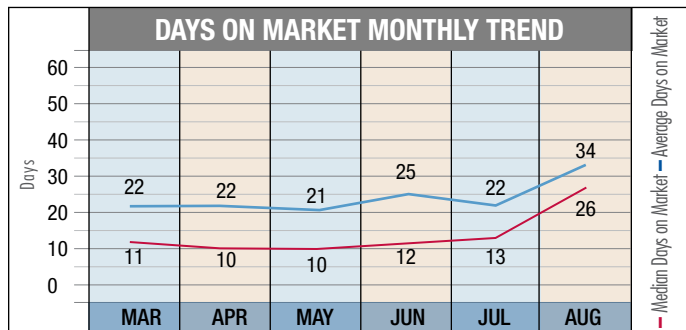
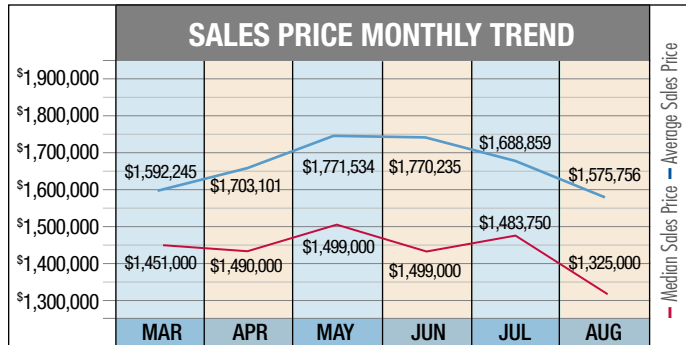
The latter part of October into the beginning of November will dictate the remainder of the year and the holiday season will set the tone for the start of the New Year 2017. Chinese New Year is January 28, 2017, which will be a small kick start to the spring market, and I expect that the market will correct itself in the months following Chinese New Year.

*Faith*



# SINGLE FAMILY DETACHED HOMES - AUGUST

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2016



		2015	2016	CHANGE
Unit Sales (by Month)	MARCH	173	259	49.7%
	APRIL	209	237	13.4%
	MAY	202	212	5.0%
	JUNE	193	151	-21.8%
	JULY	171	112	-34.5%
	AUGUST	134	47	-64.9%
	Totals	1,082	1,018	-5.9%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 800,000	4	2	50%
800,001 - 900,000	5	0	0%
900,001 - 1,000,000	13	7	54%
1,000,001 - 1,200,000	25	8	32%
1,200,001 - 1,400,000	40	10	25%
1,400,001 - 1,600,000	26	4	15%
1,600,001 - 1,800,000	10	3	30%
1,800,001 - 2,000,000	9	3	33%
2,000,001 - 2,200,000	7	2	29%
2,200,001 - 2,400,000	10	2	20%
2,400,001 - 2,600,000	15	0	0%
2,600,001 - 2,800,000	8	2	25%
2,800,001 - 3,000,000	6	1	17%
3,000,000 - 4,000,000	17	3	18%
4,000,000 - 5,000,000	6	0	0%
5,000,001 +	8	0	0%
<b>Totals</b>	<b>209</b>	<b>47</b>	<b>22%</b>

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2016

SOUTH SURREY / WHITE ROCK				
MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
S Surrey White Rock	47	\$1,495,800	0.3%	46.1%

The MLS® HPI takes into consideration what averages and medians do not – items such as lot size, age, number of rooms, etc. The most commonly traded set of these attributes describes the composite of the typical or ‘benchmark’ property type in a given area. Prices paid for homes with these attributes determine benchmark home prices.

Benchmarks and indices for “Detached single family homes” are generated as a composite of One- and Two-storey detached single family homes. These homes are independent structures that are typically built on land that exceeds the footprint of the building on each of its sides. Ownership of the surrounding land (typically less than 40,000 square foot lot), entrance and associated lesser structures is an integral and inseparable part of the home. The generation of indices for this particular composite category of homes is generated for FVREB.

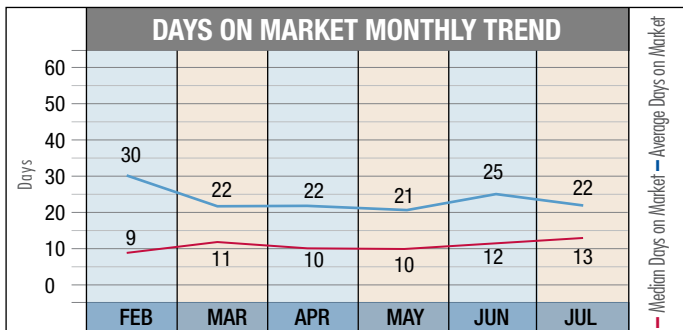
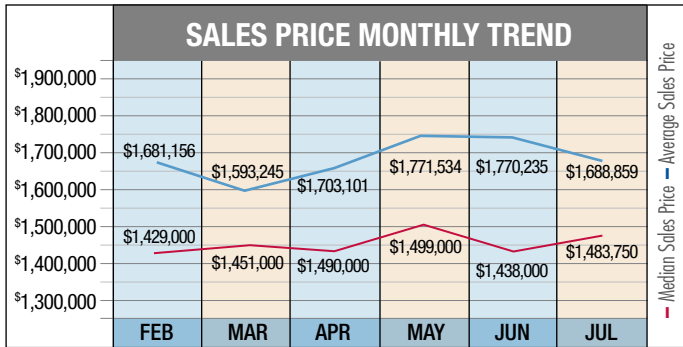
The MLS® HPI Benchmark Price shown above represents the current expected sales price for a typical or “Benchmark” Detached in South Surrey White Rock.

## FAITH'S KEY INSIGHTS:

- Earlier this summer, a developer paid \$21.7 million for approximately 12 acres near 21st Avenue and 165th Street, and townhouse developers are paying from \$1.8 million to \$2.2 million per acre for South Surrey sites this year. We note this because in the shifting housing market that defined South Surrey-White Rock in August, some may have lost sight of the fact that this area is still growing, still drawing thousands of newcomers. In August, detached house sales were down 64.9% from a year earlier. Keep calm. This is an aberration, with a normal summer slowdown fueled by the new tax on foreign buyers.
- The benchmark price of a detached house in South Surrey-White Rock was up just 0.3% in August from a month earlier. The detached price benchmark is now \$1.49 million, but the overall average house price is down nearly \$200,000 from June, an indication that the higher-end market is being affected the most by the lower sales.
- Buyers and sellers should understand the psychology that comes into play when there is a sudden shift in a housing market. A year ago, when sales and prices were setting month-over-month highs, some buyers waved multiple bids and waived subjects in a fear of missing out. Today, with all of the same fundamentals in place, many buyers have left the market even though there is a healthy inventory of detached houses and price increases have moderated. Psychologists may have an explanation for this behaviour, but as Realtors® our decades of experience has shown that it is the deal you make for yourself that matters, not what is swirling around in the overall market and the media.

# SINGLE FAMILY DETACHED HOMES - JULY

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2016



	2015	2016	CHANGE
Unit Sales (by Month)			
FEBRUARY	147	242	64.6%
MARCH	173	259	49.7%
APRIL	209	237	13.4%
MAY	202	212	5.0%
JUNE	193	151	-21.8%
JULY	171	112	-34.5%
Totals	1,095	1,213	10.8%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 800,000	3	1	33%
800,001 - 900,000	6	6	100%
900,001 - 1,000,000	18	8	44%
1,000,001 - 1,200,000	40	18	45%
1,200,001 - 1,400,000	40	13	33%
1,400,001 - 1,600,000	50	24	48%
1,600,001 - 1,800,000	24	9	38%
1,800,001 - 2,000,000	17	8	47%
2,000,001 - 2,200,000	11	4	36%
2,200,001 - 2,400,000	11	7	64%
2,400,001 - 2,600,000	14	2	14%
2,600,001 - 2,800,000	11	1	9%
2,800,001 - 3,000,000	7	3	43%
3,000,001 - 4,000,000	26	7	27%
4,000,001 - 5,000,000	6	0	0%
5,000,001 +	11	1	9%
<b>Totals</b>	<b>295</b>	<b>112</b>	<b>31%</b>

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2016

SOUTH SURREY / WHITE ROCK				
MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
S Surrey White Rock	112	\$1,437,600	3.7%	48.9%

The MLS® HPI takes into consideration what averages and medians do not – items such as lot size, age, number of rooms, etc. The most commonly traded set of these attributes describes the composite of the typical or ‘benchmark’ property type in a given area. Prices paid for homes with these attributes determine benchmark home prices.

Benchmarks and indices for “Detached single family homes” are generated as a composite of One- and Two-storey detached single family homes. These homes are independent structures that are typically built on land that exceeds the footprint of the building on each of its sides. Ownership of the surrounding land (typically less than 40,000 square foot lot), entrance and associated lesser structures is an integral and inseparable part of the home. The generation of indices for this particular composite category of homes is generated for FVREB.

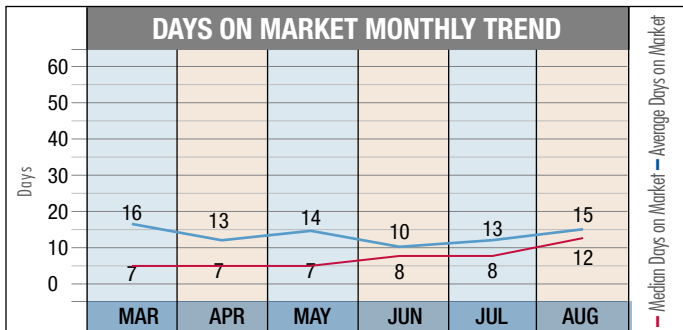
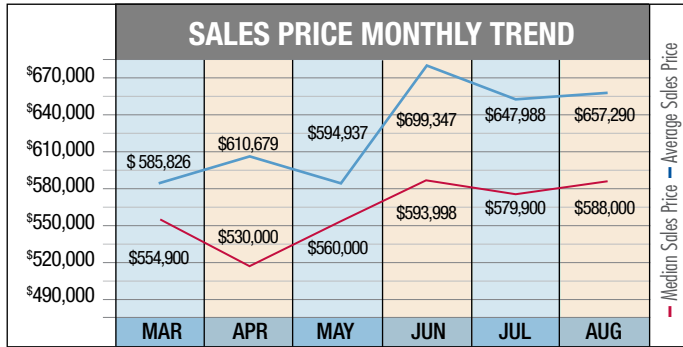
The MLS® HPI Benchmark Price shown above represents the current expected sales price for a typical or “Benchmark” Detached in South Surrey White Rock.

## FAITH'S KEY INSIGHTS:

- Multiple offers are now largely absent from the South Surrey-White Rock detached house marketplace. Sales were back to a pace of three detached houses per day during July and the benchmark price increased by less than 4% from a month earlier. In other words, we are seeing a more balanced market than what we have seen over the previous 18 months. Sellers are competing with a large inventory, with 510 active listings in July, as sales slowed. This is when sellers need the advice and guidance of a professional real estate agency that has real experience in different and changing markets.
- Over the past twenty years we have seen many real estate ups and downs and two things remain constant. The market has always recovered and prices have continued to increase. Faith Wilson Group's confidence in the future for South Surrey-White Rock is expressed in our exclusive Peace of Mind Guarantees for Buyers and Sellers. We guarantee our service to you regardless of the market environment.
- It is estimated that 1,000 more children will enroll in Surrey schools this September that did a year ago, an indication of both the fastest-growing municipality in B.C. and an expected increase in housing demand. If you are a potential detached house seller close to one of the many great schools in South Surrey and White Rock, this may be a great time to list your property.

# TOWNHOUSES - AUGUST

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2016



		2015	2016	CHANGE
Unit Sales (by Month)	MARCH	66	101	53.0%
	APRIL	73	113	54.8%
	MAY	89	101	13.5%
	JUNE	65	60	-7.7%
	JULY	71	51	-28.2%
	AUGUST	73	31	-57.5%
	Totals	437	457	4.6%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 300,000	0	0	-
300,001 - 350,000	0	0	-
350,001 - 400,000	1	0	0%
400,001 - 450,000	1	5	500%
450,001 - 500,000	18	3	17%
500,001 - 550,000	12	6	50%
550,001 - 600,000	5	2	40%
600,001 - 650,000	3	1	33%
650,001 - 700,000	9	1	11%
700,001 - 750,000	8	2	25%
750,001 - 800,000	3	5	167%
800,001 - 850,000	2	2	100%
850,001 - 900,000	6	1	17%
900,001 - 950,000	3	1	33%
950,001 - 1,000,000	0	0	-
1,000,000+	3	2	67%
<b>Totals</b>	<b>74</b>	<b>31</b>	<b>42%</b>

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2016

SOUTH SURREY / WHITE ROCK				
MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
S Surrey White Rock	31	\$558,800	3.3%	29.4%

The MLS® HPI takes into consideration what averages and medians do not – items such as lot size, age, number of rooms, etc. The most commonly traded set of these attributes describes the composite of the typical or ‘benchmark’ property type in a given area. Prices paid for homes with these attributes determine benchmark home prices.

Townhouses have configurations which lay between apartment units and freehold non strata buildings, such as bungalows and two-storey houses. Owners typically pay co-ownership fees for maintenance and enjoy exclusive access to a part of the lot.

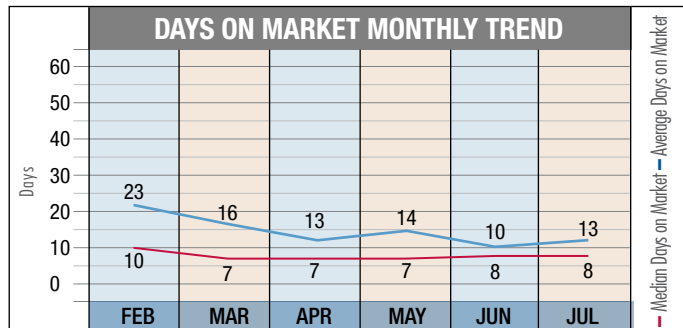
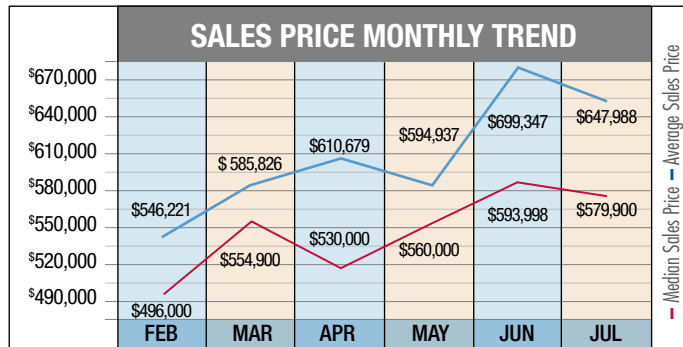
The MLS® HPI Benchmark Price shown above represents the current expected sales price for a typical or “Benchmark” Townhouses in South Surrey White Rock.

## FAITH'S KEY INSIGHTS:

- We would really like to say that the shortage of townhouses in South Surrey-White Rock is easing, but that is simply not the case. Because of high land prices, developers are more likely to build condominiums than townhouses due to the greater density and potential yield. Also, demand has been so strong for so long that the inventory of existing townhouses is challenged. In August, for instance, there were only 105 active townhouse listings South Surrey-White Rock, down nearly 40% from a year earlier. Right now we are seeing a bit of breather, because sales in August were also down. But if you are thinking of listing your townhome for sale, now is a good time as buyers get back home from holiday and back into the autumn market
- The benchmark price for a townhouse in South Surrey-White Rock in August, at \$558,800, was up 3.3% from July and 28.4% higher than in August 2015. The typical listing was on the market for a median of just 12 days before it sold. This is slightly slower than the 8-day median over the last three months, but homes are still selling quite fast.
- Sales of townhouses in August in South Surrey-White Rock fell 57.3% compared to August 2015 and the sales-to-listing ratio trended in favour of purchasers. Buyers should take this time to get back to the basics of home shopping: have your agent compile lists of properties that fit your lifestyle and budget; nail down your finances; and drive by townhouses that interest you at different times of the week and of the day. Walk the neighbourhood. Right now you have a very good chance of finding the exact townhouse you are looking for, and you may be the only one bringing in an offer to purchase.

# TOWNHOUSES - JULY

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2016



		2015	2016	CHANGE
Unit Sales (by Month)	FEBRUARY	50	101	102.0%
	MARCH	66	101	53.0%
	APRIL	73	113	54.8%
	MAY	89	101	13.5%
	JUNE	65	60	-7.7%
	JULY	71	51	-28.2%
	Totals	414	527	27.3%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 300,000	0	0	-
300,001 - 350,000	2	1	50%
350,001 - 400,000	1	1	100%
400,001 - 450,000	9	3	33%
450,001 - 500,000	17	7	41%
500,001 - 550,000	16	11	69%
550,001 - 600,000	7	5	71%
600,001 - 650,000	3	2	67%
650,001 - 700,000	9	2	22%
700,001 - 750,000	8	5	63%
750,001 - 800,000	6	3	50%
800,001 - 850,000	6	3	50%
850,001 - 900,000	5	1	20%
900,001 - 950,000	3	2	67%
950,001 - 1,000,000	3	2	67%
1,000,000+	5	3	60%
<b>Totals</b>	<b>100</b>	<b>51</b>	<b>51%</b>

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2016

MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
S Surrey White Rock	51	\$540,700	3.8%	25.4%

The MLS® HPI takes into consideration what averages and medians do not – items such as lot size, age, number of rooms, etc. The most commonly traded set of these attributes describes the composite of the typical or ‘benchmark’ property type in a given area. Prices paid for homes with these attributes determine benchmark home prices.

Townhouses have configurations which lay between apartment units and freehold non strata buildings, such as bungalows and two-storey houses. Owners typically pay co-ownership fees for maintenance and enjoy exclusive access to a part of the lot.

The MLS® HPI Benchmark Price shown above represents the current expected sales price for a typical or “Benchmark” Townhouses in South Surrey White Rock.

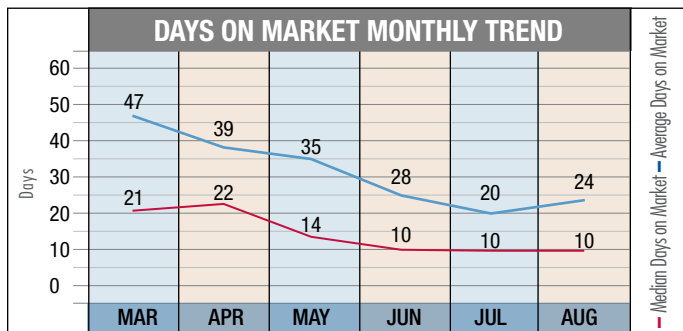
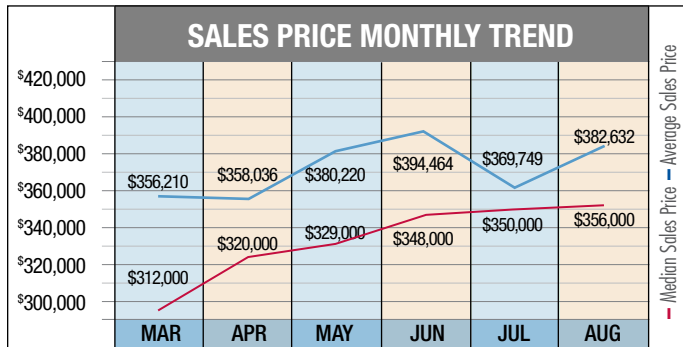
## FAITH'S KEY INSIGHTS:

- There are at least a dozen new townhouse projects currently marketing in South Surrey, all priced above the benchmark price for existing townhouses. Still, there remains a shortage of townhouses in both markets. In July only 71 new listings for townhouses came to the market, down 19% from a year earlier, and the typical listing sold within a median of just 8 days. The benchmark price increased 3.8% from a month earlier, to \$540,700. With the new school year looming, we advise townhouse owners that if it fits your plans, right now could be great time to list your property for sale.
- The local townhouse sector is now attracting a very broad range of buyers, from first-time buyers and young families to people downsizing from detached houses. For sellers, this requires a sophisticated marketing strategy that combines online and social media, multiple languages, print advertising, and right down to effective signage. You may never know where the next buyer will come from, so it is important to have your listings reach the broadest market possible.
- Sales of townhouses have slowed, with the 39 sales in July representing a 45% decline from July 2015 and the lowest monthly sales this year. This gives buyers a greater opportunity to carefully assess listings. While it remains a seller's market, there is less pressure than in previous months. We urge buyers to work with their agent to tour projects, look closely at the amenities and read through the strata minutes as they prepare to make such an important decision.



# APARTMENTS/CONDOS - AUGUST

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2016



		2015	2016	CHANGE
Unit Sales (by Month)	MARCH	57	109	91.2%
	APRIL	78	128	64.1%
	MAY	75	122	62.7%
	JUNE	72	105	45.8%
	JULY	80	73	-8.8%
	AUGUST	59	52	-11.9%
	Totals	421	589	39.9%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	3	2	67%
200,000 – 225,000	1	1	100%
225,001 – 250,000	3	1	33%
250,001 – 275,000	4	3	75%
275,001 – 300,000	11	7	64%
300,001 – 325,000	2	5	250%
325,001 – 350,000	12	7	58%
350,001 – 375,000	10	6	60%
375,001 – 400,000	10	4	40%
400,001 – 425,000	3	2	67%
425,001 – 450,000	6	3	50%
450,001 – 500,000	7	3	43%
500,001 – 600,000	1	3	300%
600,001 – 700,000	2	4	200%
700,000 – 800,000	3	1	33%
800,000 +	0	0	-
<b>Totals</b>	<b>78</b>	<b>52</b>	<b>66.7%</b>

## THE REAL NEIGHBOURHOOD RESULTS: AUG 2016

MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
S Surrey White Rock	52	\$344,000	4.4%	38.5%

The MLS® HPI takes into consideration what averages and medians do not – items such as lot size, age, number of rooms, etc. The most commonly traded set of these attributes describes the composite of the typical or 'benchmark' property type in a given area. Prices paid for homes with these attributes determine benchmark home prices.

Apartment units are characterized by being part of a multi-unit building. Occupants of apartment units may or may not have direct access to the lot from their units. There are also no parts of the lot whereby access is reserved for only one of the co-owners or apartment occupants.

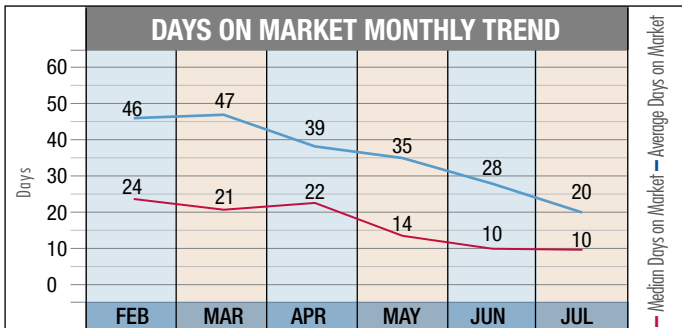
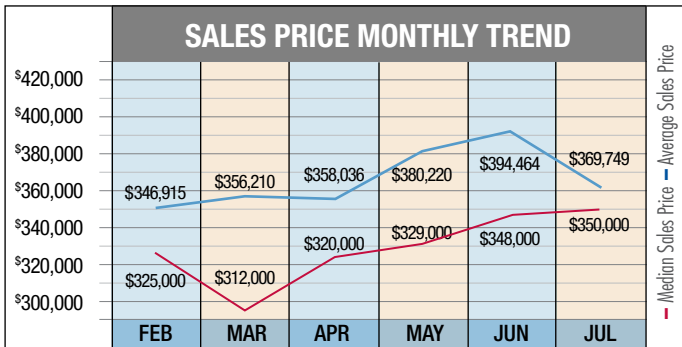
The MLS® HPI Benchmark Price shown above represents the current expected sales price for a typical or "Benchmark" Apartment in South Surrey White Rock.

## FAITH'S KEY INSIGHTS:

- Fast sales of condominium in South Surrey-White Rock have finally caught up with inventory. In August, there were just 133 active listings, down 57% from August of 2016. This reflects the strong sales in the region, with 589 condominium apartments purchased in the past six months, a 40% increase from the same period in 2015. While sales slowed in August, this is partly due to a lack of choice on the market. If you are planning to list a condominium for sale, this may be a prime time.
- The South Surrey-White Rock condominium market is caught in a demographic demand squeeze. Surrey has the highest proportion of millennials – those aged 19 to 35 – in Metro Vancouver. Yet South Surrey-White Rock has one of the fastest growing populations of retirees in Canada. Since first-time buyers and downsizers are key segments of the condo apartment market, demand has and will remain intense in the South Surrey-White Rock region.
- Slower sales of apartments this summer have opened an opportunity for first-time buyers in the South Surrey-White Rock market. Sales were down 11.9% in August from a year earlier, while the benchmark price was up 38.5% from a year ago to \$344,000. Yet, 22 new listings in August were priced at \$300,000 or less and half of these were priced at \$275,000 or less. We fully expect a rally in condo apartment sales this autumn and suggest that now may be a good time for first-time buyers to be making that first important step into building equity.

# APARTMENTS / CONDOS - JULY

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2016



		2015	2016	CHANGE
Unit Sales (by Month)	FEBRUARY	53	121	128.3%
	MARCH	57	109	91.2%
	APRIL	78	128	64.1%
	MAY	75	122	62.7%
	JUNE	72	105	45.8%
	JULY	80	73	-8.8%
	Totals	415	658	58.6%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	3	5	167%
200,000 – 225,000	3	3	100%
225,001 – 250,000	3	4	133%
250,001 – 275,000	4	5	125%
275,001 – 300,000	6	8	133%
300,001 – 325,000	9	8	89%
325,001 – 350,000	9	4	44%
350,001 – 375,000	5	10	200%
375,001 – 400,000	15	7	47%
400,001 – 425,000	7	3	43%
425,001 – 450,000	9	1	11%
450,001 – 500,000	12	4	33%
500,001 – 600,000	12	7	58%
600,001 – 700,000	7	2	29%
700,000 – 800,000	1	1	100%
800,000 +	2	1	50%
<b>Totals</b>	<b>107</b>	<b>73</b>	<b>68.2%</b>

## THE REAL NEIGHBOURHOOD RESULTS: JULY 2016

SOUTH SURREY / WHITE ROCK				
MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
S Surrey White Rock	73	\$329,700	6.1%	33.7%

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The MLS® HPI Benchmark Price shown above represents the current expected sales price for a typical or "Benchmark" Apartment in South Surrey White Rock.

## FAITH'S KEY INSIGHTS:

- Sales are finally catching up with listings, creating somewhat of a shortage of condominiums in South Surrey White Rock. In July, active listings for condo apartments were down 55% from a year earlier to just 142. So far this year, 717 condominiums have sold in the area, up 57.7% from the same period in 2015, to give an indication of the demand. The benchmark price in July was up 6.1% from a month earlier, to \$329,700,
- In the first seven months of this year, 106 new multi-family homes started in White Rock, but not all of these are strata condominiums so it appears that inventory will remain tight. The typical condo listing is on the market for about 9 days before it sells. The conditions remain strongly in the seller's favour in this strong seller's market.
- You can still find two-bedroom condominiums in White Rock for less than \$300,000, even less than \$275,000, which is perhaps the best-kept secret in the Lower Mainland housing market. Sure, there are million+ dollar condominiums in this beachfront community, but White Rock also provides affordable apartments, even for families. Faith Wilson Group knows the White Rock South Surrey market very well and would be delighted to help buyers locate a condo that precisely matches your budget in one of the greatest neighbourhoods in British Columbia.

# 14 IMPORTANT QUESTIONS

## SELLERS need answered *before hiring* a real estate agent to market & sell your home!

Literally tens of thousands of dollars are riding on the agent you hire to market, present and negotiate the sale of your Vancouver home. And let's face it - in real estate, as in life - not all things are created equal. Honest answers to these questions from the agents you are interviewing will help you to decide whom to entrust to market and sell your home for top dollar with the least amount of hassle.

### **1** *What makes you different? Why should I list with you? What unique strategies do you use?*

Today, it is a much tougher and more dynamic real estate market than it was even 5 years ago. A successful agent stays up-to-speed on the complex, multi-dimensional marketing needed to reach all buyers, including mobile and internet-savvy consumers and international prospects.

### **2** *How many properties have you marketed and sold in the last 12 months?*

Did you know that only 10% of Vancouver agents sold more than 10 homes in the last 12 months? Working with top producers ensures you are receiving the benefit of their experience, resources and their proven plan to deliver a successful sale.

### **3** *How many contracts have you negotiated in the last 10 years?*

The more contracts negotiated and the more exposure to cross cultural scenarios translate into better advice which delivers better results for you.

### **4** *Do you work solo or with a team?*

There are simply too many steps in the full process for a solo agent to do a great job of everything. A team approach is the only way to ensure you receive the attention to detail and the full service and consistent coverage that you deserve.

### **5** *How do you manage all showings across all of your listings?*

Consider that taking off the basic two

weeks of holidays, stats and 1 day per week means your solo agent misses 74 days (20%) of the year to meet face to face with prospective buyers and highlight the best of your home. Does the agent have licensed property showing specialists as part of their team or do they miss opportunities to show and sell?

### **6** *What is your pricing strategy for my home?*

A realistic, market-based price point will attract the full scope of buyers and not just those looking to "steal the deal". Setting the right price requires skill, experience, plus local market trends knowledge.

### **7** *How long, on average, does it take your listings to sell?*

Ask if the agent tends to sell a home faster or slower than average and compare that answer to your goals; this is an indicator of their expertise.

### **8** *Beyond posting my home on MLS and its related pickup sites, where will my home be marketed online?*

Today, 92% of home buyers use the internet during their home buying process and nearly half of buyers look online as their first step. Does he/she have a website dedicated exclusively to showcasing their clients' homes? Does the agent's internet marketing plan assure accessibility in Chinese and optimization for mobile devices?

### **9** *Do you provide references from past clients?*

A trustworthy agent will be delighted to provide references from satisfied clients for you to review.

### **10** *What homes have you sold in my area?*

An informed agent will provide you with their performance in your neighbourhood and area.

### **11** *Do you provide a written schedule of the services you deliver?*

A set of performance promises will clearly detail what you can expect from the agent, including recourse if they don't deliver.

### **12** *Do you provide regular, updated market evaluations on my home?*

Once your home is listed, how often do you update me on relevant market activity and overview?

### **13** *What is your marketing budget for my home so as to stand out versus comparable listings?*

What percent of the agent's commission will be dedicated to the marketing budget and how does this compare?

### **14** *What marketing media mix will you use to display my home to the widest array of potential buyers?*

Successful agents use a mix of search advertising, social media plus web sites for Vancouver, China, the U.S. and other international markets, and print media.

In closing, the sale of your home is likely one of the largest financial decisions you will make. The right agent with the skills, the plans and the commitment will deliver distinctly better results.

We present these questions for your consideration in order that you make the right decision for you and your family. Please use these questions as a foundation for making the right choice for your needs.

*Faith*



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