

# CITY OF SURREY DELTA & W ROCK

SURREY DELTA & WHITE ROCK MONTHLY REAL ESTATE ANALYSIS

OCT & NOV 2017

Detached

November  
New Listings: **657**

**57%**

**INCREASE**  
vs. Nov of 2016

**AVERAGE**  
Days on Market

**35**

**3% DECREASE**  
vs. Oct 2017

**S.SURREY  
WHITE ROCK**

HPI BENCHMARK PRICE:

**\$1,468,700**

**4% INCREASE** vs. Nov 2016  
**PRICES ARE INCREASING**

Townhome

November  
New Listings: **320**

**52%**

**INCREASE**  
vs. Nov of 2016

**STRATA  
MAINTENANCE FEE:**

**\$228**

**2% DECREASE**  
vs. Oct 2017

**CENTRAL  
SURREY**

HPI BENCHMARK PRICE:

**\$541,000**

**2% DECREASE** vs. Nov 2016  
**PRICES ARE DECREASING**

Condos

November  
New Listings: **347**

**67%**

**INCREASE**  
vs. Nov of 2016

**334**

New Listings for  
**\$700,000**  
or **LESS** in Nov 2017.

**1 Bed / 1 Bath Median Sold  
Price Per Sq.Ft.**

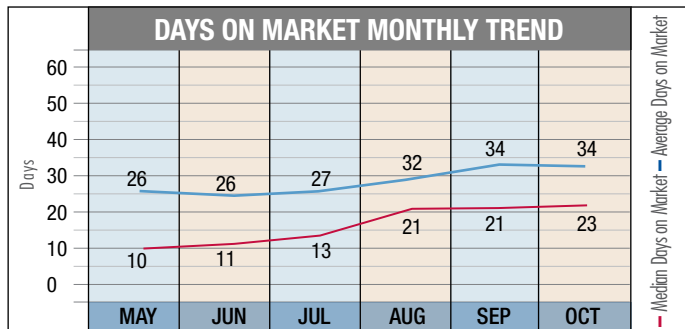
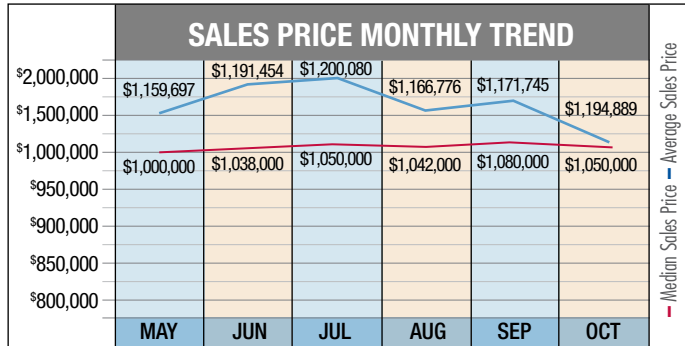
**\$529**

**55%**

**INCREASE**  
vs. Nov of 2016

# OCTOBER - SINGLE FAMILY DETACHED HOMES

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2017



Month	2016	2017	CHANGE
May	745	772	3.6%
June	566	635	12.2%
July	338	490	45.0%
August	248	400	61.3%
September	235	391	66.4%
October	253	393	55.3%
Totals	2385	3081	29.2%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 800,000	58	38	66%
800,001 - 900,000	102	74	73%
900,001 - 1,000,000	124	67	54%
1,000,001 - 1,200,000	127	86	68%
1,200,001 - 1,400,000	129	57	44%
1,400,001 - 1,600,000	83	26	31%
1,600,001 - 1,800,000	36	13	36%
1,800,001 - 2,000,000	30	11	37%
2,000,001 - 2,200,000	18	10	56%
2,200,001 - 2,400,000	10	2	20%
2,400,001 - 2,600,000	17	2	12%
2,600,001 - 2,800,000	10	2	20%
2,800,001 - 3,000,000	9	1	11%
3,000,000 - 4,000,000	19	3	16%
4,000,000 - 5,000,000	8	0	0%
5,000,001 +	8	1	13%
<b>Totals</b>	<b>788</b>	<b>393</b>	<b>50%</b>

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2017

### CITY OF SURREY/ WHITE ROCK / DELTA

MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
Central Surrey	88	\$1,006,000	0.6%	14.1%
Cloverdale	49	\$1,000,900	-0.7%	12.0%
North Surrey	60	\$946,700	0.8%	10.0%
South Surrey/WR	64	\$1,489,600	-1.6%	4.4%
<b>City of Surrey</b>	<b>261</b>	<b>\$1,110,800</b>	<b>0.6%</b>	<b>10.1%</b>
North Delta	29	\$921,400	-0.1%	10.3%
Ladner	17	\$1,027,600	1.2%	-0.8%
Tsawwassen	23	\$1,275,300	0.4%	1.74%
<b>Delta</b>	<b>69</b>	<b>\$1,074,766</b>	<b>0.5%</b>	<b>3.7%</b>

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.

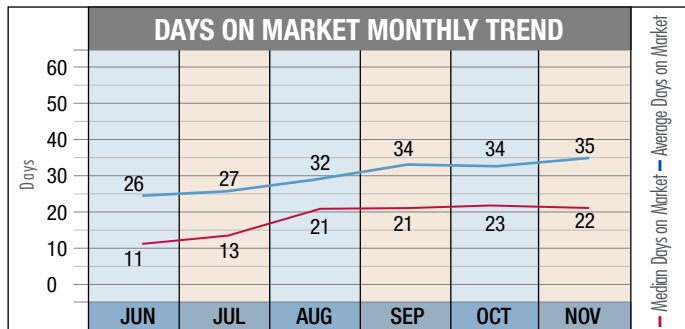
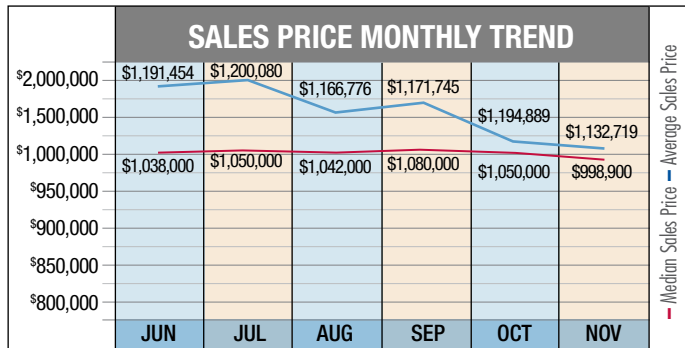
Benchmarks and indices for “Detached single family homes” are generated as a composite of One- and Two-storey detached single family homes. These homes are independent structures that are typically built on land that exceeds the footprint of the building on each of its sides.

## FAITH'S KEY INSIGHTS:

- Watch the children. While school enrolment is falling in much of Vancouver, it is soaring in Surrey and has increased for two straight years in Delta, roughly parallel to the surge in Metro Vancouver detached house prices. Increasingly, Surrey and Delta are seen as the destination for families seeking to raise their children in a nice house with a yard, and near good schools, green space in a solid community. And then there are the prices. The benchmark price of a Surrey detached house in October was just over \$1 million and it was \$946,700 in North Surrey. In North Delta, which is dominated by detached houses, the benchmark was \$921,400 and averaged \$1.1 million across all of Delta. These prices are about \$600,000 less than in any major Greater Vancouver municipality north of the Fraser River.
- The search for affordable houses is reflected in a 30.4% year-over increase in detached house sales in the Surrey-Delta region in October, to 330 homes. This is more than in Vancouver, Richmond and Burnaby combined. There is also a bigger selection in Surrey-Delta, with 788 new listings for detached houses added in October, more than 150 of these priced below \$900,000. In these days of speculation and rising prices, people sometimes forget what houses should really represent: a safe and affordable place to raise a family. But that desire is constant and a key reason why Surrey and Delta will continue to have strong and stable detached housing sales. Faith Wilson Group offers the exclusive Peace of Mind Guarantee for Buyers so families can make a safe and confident decision.

# NOVEMBER - SINGLE FAMILY DETACHED HOMES

## THE REAL NEIGHBOURHOOD RESULTS: NOV 2017



Month	2016	2017	CHANGE
June	566	635	12.2%
July	338	490	45.0%
August	248	400	61.3%
September	235	391	66.4%
October	253	391	55.3%
November	240	353	47.1%
Totals	1880	2660	41.5%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 800,000	44	32	73%
800,001 – 900,000	100	77	77%
900,001 – 1,000,000	89	73	82%
1,000,001 – 1,200,000	117	76	65%
1,200,001 – 1,400,000	109	41	38%
1,400,001 – 1,600,000	62	24	39%
1,600,001 – 1,800,000	30	9	30%
1,800,001 – 2,000,000	26	5	19%
2,000,001 – 2,200,000	12	5	42%
2,200,001 – 2,400,000	13	2	15%
2,400,001 – 2,600,000	10	3	30%
2,600,001 – 2,800,000	13	2	15%
2,800,001 – 3,000,000	5	1	20%
3,000,000 – 4,000,000	14	1	7%
4,000,000 – 5,000,000	6	2	33%
5,000,001 +	7	0	0%
<b>Totals</b>	<b>657</b>	<b>353</b>	<b>54%</b>

## THE REAL NEIGHBOURHOOD RESULTS: NOV 2017

MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
Central Surrey	126	\$1,012,700	0.7%	15.9%
Cloverdale	48	\$998,100	-0.3%	14.1%
North Surrey	47	\$941,800	-0.5%	12.6%
South Surrey/WR	61	\$1,468,700	-1.4%	4.1%
<b>City of Surrey</b>	<b>282</b>	<b>\$1,105,325</b>	<b>-0.4%</b>	<b>11.7%</b>
North Delta	45	\$914,900	-0.7%	10.0%
Ladner	12	\$1,035,500	0.7%	1.84%
Tsawwassen	14	\$1,283,200	0.6%	4.90%
<b>Delta</b>	<b>71</b>	<b>\$1,077,866</b>	<b>0.2%</b>	<b>5.58%</b>

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.

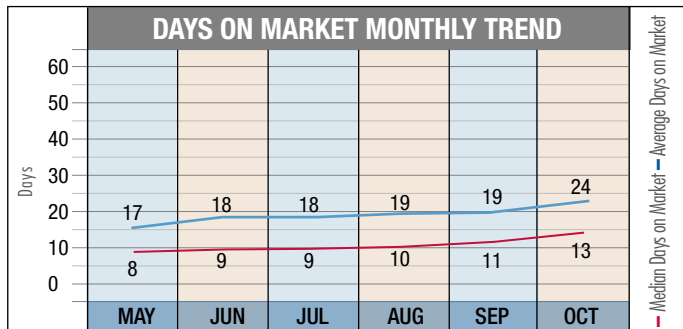
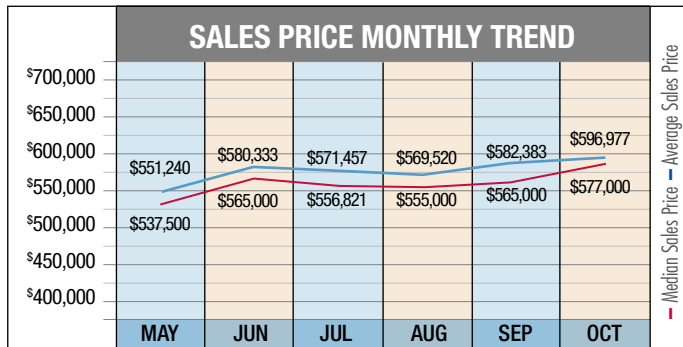
Benchmarks and indices for "Detached single family homes" are generated as a composite of One- and Two-storey detached single family homes. These homes are independent structures that are typically built on land that exceeds the footprint of the building on each of its sides.

## FAITH'S KEY INSIGHTS:

- While the strata sector is drawing most of the attention in Metro Vancouver, Surrey-Delta detached house sales are quietly leading the entire Metro market. In November 353 houses sold in Surrey-Delta. This is more than all the detached house sales in Vancouver, Richmond and Burnaby combined and four times higher than in North Vancouver. This is a clue to what is happening: score of families are relocating from north of the Fraser to find affordable detached houses in Surrey and Delta. We believe this migration will continue and likely accelerate. When newcomers spread the word about what this region has to offer, more will follow.
- Surrey-Delta detached housing sales were up 47.1% in November from the same month last year, which should not be a surprise since the Fraser Valley posted the second-highest November sales in history. There were more detached sales than either condos or townhouses. The detached benchmark prices are very tempting. In November 144 detached houses were newly listed for \$900,000 or less and 44 of these were priced under \$800,000. Of these, 75% sold as did 54% of the total 657 new listings that were added in November. This is a very balanced market with opportunities for both sellers and buyers.
- The benchmark price of a detached house in November ranged from \$914,700 in North Delta to \$1.46 million in South Surrey/White Rock and there was buyer activity in each of the 7 distinct communities. The most detached house sales were in Central Surrey, where the benchmark price was up 15.9% from a year earlier – the highest increase in the region – to just over \$1 million.

# OCTOBER - TOWNHOUSES

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2017



Month	2016	2017	CHANGE
May	387	390	0.8%
June	333	351	5.4%
July	274	316	15.3%
August	207	280	35.3%
September	229	260	13.5%
October	236	272	15.3%
Totals	1666	1869	12.2%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 300,000	5	6	120%
300,001 - 350,000	5	9	180%
350,001 - 400,000	11	11	100%
400,001 - 450,000	7	13	186%
450,001 - 500,000	30	29	97%
500,001 - 550,000	45	58	129%
550,001 - 600,000	75	50	67%
600,001 - 650,000	47	39	83%
650,001 - 700,000	27	24	89%
700,001 - 750,000	23	14	61%
750,001 - 800,000	13	2	15%
800,001 - 850,000	13	3	23%
850,001 - 900,000	12	5	42%
900,001 - 950,000	4	2	50%
950,001 - 1,000,000	8	0	0%
1,000,000+	10	7	70%
<b>Totals</b>	<b>335</b>	<b>272</b>	<b>81%</b>

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2017

MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
Central Surrey	81	\$648,000	-0.7%	9.5%
Cloverdale	52	\$540,300	1.2%	24.8%
North Surrey	24	\$510,600	0.5%	30.4%
South Surrey/WR	53	\$648,000	-0.7%	9.5%
<b>City of Surrey</b>	<b>210</b>	<b>\$586,725</b>	<b>0.1%</b>	<b>18.5%</b>
North Delta	5	\$579,300	0.8%	20.3%
Ladner	6	\$744,800	0.3%	6.35%
Tsawwassen	4	\$740,200	0.4%	9.04%
<b>Delta</b>	<b>15</b>	<b>\$1,074,766</b>	<b>0.5%</b>	<b>11.9%</b>

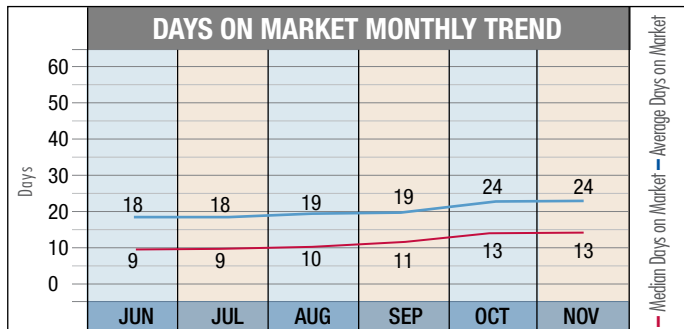
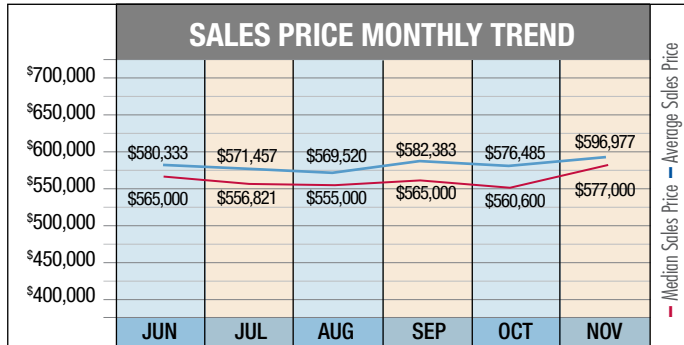
The MLS® HPI takes into consideration what averages and medians do not – items such as lot size, age, number of rooms, etc. The most commonly traded set of these attributes describes the composite of the typical or ‘benchmark’ property type in a given area. Prices paid for homes with these attributes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

## FAITH'S KEY INSIGHTS:

- A townhouse bonanza. That is likely what many buyers thought in October as, unlike in many areas of the Lower Mainland, the number of new listings in the Surrey-White Rock-Delta region increased 22.3% from October 2016 to 335 townhouses. Buyers quickly took advantage, buying up 225 townhouses and pushing the sales-to-new-listing ratio to 67%. The typical new listing was on the market for a median of only 13 days before a sale closed – and many sold much faster than that, believe me.
- The benchmark price for a townhouse in October ranged from a low of \$510,000 in North Surrey to a high of \$740,000 in Tsawwassen, with South Surrey-White Rock in the mid-range with a benchmark price of \$648,000. Despite the high demand, however, price increases slowed in October, with prices nearly unchanged from a month earlier. In the market with most townhouse sales, North Surrey, for example, the benchmark price was down 0.7% to \$648,000. This is a relief to buyers who have witnessed local townhouse price increase by about 17% over the past year.
- In October there were 58 new listings for townhouses priced at \$500,000 or less in the Surrey-White Rock-Delta region and another 45 priced at from \$500,000 to \$550,000, a price point that attracted the highest numbers of buyers, at 51. However, buyers were busy in every price range, including the five who purchased a townhouse priced at \$1 million or more and the 49 who paid between \$600,000 and \$700,000. We are delighted to be working in a market with such a wide selection of resale townhouses available and with new ones coming to the market. So far this year, about 800 new townhouses started construction in this region. This is the highest new townhouse starts in the entire Lower Mainland.

# NOVEMBER - TOWNHOUSES

## THE REAL NEIGHBOURHOOD RESULTS: NOV 2017



Month	2016	2017	CHANGE
June	333	351	5.4%
July	274	316	15.3%
August	207	280	35.3%
September	229	260	13.5%
October	236	272	15.3%
November	172	247	43.6%
Totals	1451	1726	19.0%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 300,000	1	1	100%
300,001 - 350,000	3	1	33%
350,001 - 400,000	9	10	111%
400,001 - 450,000	18	11	61%
450,001 - 500,000	32	23	72%
500,001 - 550,000	46	45	98%
550,001 - 600,000	64	57	89%
600,001 - 650,000	45	41	91%
650,001 - 700,000	28	21	75%
700,001 - 750,000	21	14	67%
750,001 - 800,000	20	9	45%
800,001 - 850,000	8	3	38%
850,001 - 900,000	15	6	40%
900,001 - 950,000	2	1	50%
950,001 - 1,000,000	4	1	25%
1,000,000+	4	3	75%
<b>Totals</b>	<b>320</b>	<b>247</b>	<b>77%</b>

## THE REAL NEIGHBOURHOOD RESULTS: NOV 2017

MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
Central Surrey	102	\$541,000	0.1%	24.0%
Cloverdale	44	\$567,400	0.8%	22.0%
North Surrey	25	\$524,000	2.6%	28.1%
South Surrey/WR	67	\$642,600	-0.8%	8.3%
<b>City of Surrey</b>	<b>238</b>	<b>\$586,725</b>	<b>0.7%</b>	<b>20.6%</b>
North Delta	7	\$524,000	2.6%	28.1%
Ladner	2	\$756,500	1.58%	19.85%
Tsawwassen	0	\$753,900	1.85%	26.03%
<b>Delta</b>	<b>9</b>	<b>\$1,074,766</b>	<b>1.5%</b>	<b>22.7%</b>

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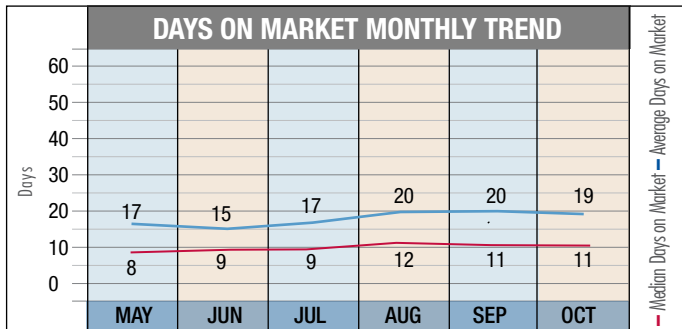
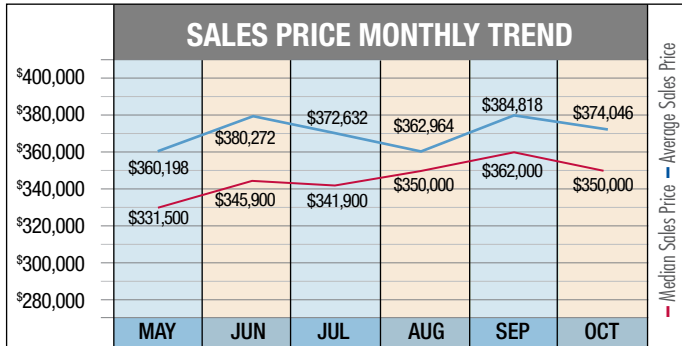
## FAITH'S KEY INSIGHTS:

- Many buyers across Metro Vancouver are migrating to Surrey-Delta because of the great selection of townhouses, which have become amazingly popular. In November there were 320 new listings for townhouses in this region, compared to double-digit new listings in most major Metro markets. And more are coming. South Surrey- White Rock, for instance, had the highest number of new townhouse starts this year in all of Metro Vancouver, with 525. Surrey has hosted 25% of all the Metro townhouse started this year. Yet the demand is so high that most of them have already been pre-sold.
- Sales of townhouses in Surrey-Delta rose by 43.6% in November from the same month last year. The benchmark price ranged from a low of \$524,000 (North Surrey) to a high of \$756,500 (Ladner). The typical new listing was on the market for about 13 days before it sold. With a sales-to-new-listing ratio of 77% this is clearly a market that favours sellers. But some buyers may disagree. In Central Surrey, for instance, 103 buyers purchased a townhouse for a benchmark of \$541,000, a price \$250,000 less than the Greater Vancouver benchmark and \$120,000 below the Lower Mainland benchmark. Townhouse buyers in Tsawwassen may also note that prices there have risen faster – 26% - in the past year than in any other Metro community.
- Townhouse sales have ramped up recently and one reason is that many buyers want to close before new mortgage rules come in January 1. But the mortgage changes are not as problematic as reported – basically it requires qualifying at a 2% higher rate than what is actually available. Borrowers don't have to pay the higher rate, only qualify for it. The full-time mortgage professional at Faith Wilson Group can explain the changes and how they make affect your personal strategy.



# OCTOBER - APARTMENTS / CONDOS

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2017



Month	2016	2017	CHANGE
May	322	396	23.0%
June	329	385	17.0%
July	265	399	50.6%
August	211	338	60.2%
September	189	338	78.8%
October	217	358	65.0%
Totals	1533	2214	44.4%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 200,000	9	5	56%
200,000 - 225,000	8	6	75%
225,001 - 250,000	26	20	77%
250,001 - 275,000	21	22	105%
275,001 - 300,000	46	41	89%
300,001 - 325,000	25	37	148%
325,001 - 350,000	42	42	100%
350,001 - 375,000	18	29	161%
375,001 - 400,000	38	38	100%
400,001 - 425,000	20	27	135%
425,001 - 450,000	17	19	112%
450,001 - 500,000	31	44	142%
500,001 - 600,000	14	16	114%
600,001 - 700,000	9	4	44%
700,000 - 800,000	7	4	57%
800,000 +	13	4	31%
<b>Totals</b>	<b>344</b>	<b>358</b>	<b>104%</b>

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2017

MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
Central Surrey	44	\$364,200	3.8%	39.6%
Cloverdale	26	\$423,700	2.0%	38.6%
North Surrey	172	\$354,800	3.1%	39.7%
South Surrey/WR	63	\$470,100	1.7%	25.7%
<b>City of Surrey</b>	<b>305</b>	<b>\$403,200</b>	<b>2.7%</b>	<b>36%</b>
North Delta	9	\$345,100	3.6%	39.7%
Ladner	4	\$422,600	-0.05%	2.2%
Tsawwassen	7	\$452,200	0.16%	5.83%
<b>Delta</b>	<b>15</b>	<b>\$406,633</b>	<b>1.23%</b>	<b>15.9%</b>

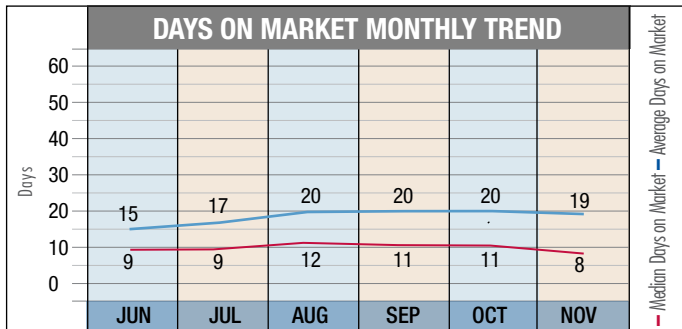
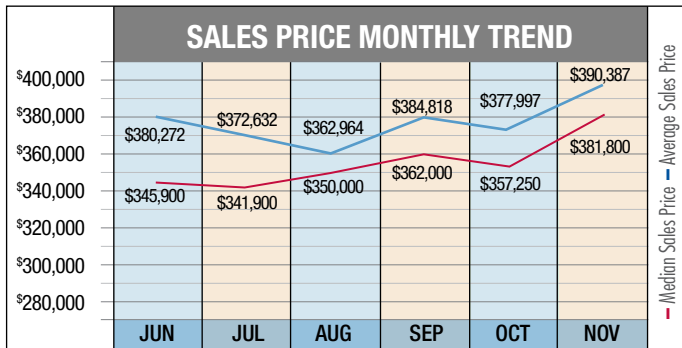
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## FAITH'S KEY INSIGHTS:

- The October benchmark price of a condominium apartment in Central and North Surrey – both connected to Vancouver by SkyTrain – was \$358,000, or about \$300,000 less than in Greater Vancouver. These aren't just numbers: the spread is approximately six or seven years of net income for a first-time home buyer, a group that is very active in this market. Even the most expensive condo market in the region – South Surrey-White Rock – is priced \$200,000 less than in major municipalities south of the Fraser River. Little wonder, then, that local condominium sales soared nearly 50% in October from a year earlier, the biggest increase in Metro Vancouver.
- There is another good reason that condo buyers are so eager in Surrey and Delta right now. Many are trying to purchase before January 1, when new mortgage regulations come in for all Canadian homebuyers, even those with a substantial downpayment. The rules require buyers to qualify at mortgage rates about twice as high as what is available, which is expected to reduce buying power by at least 17%. There is also the spectre of higher mortgage rates in 2018. Faith Wilson Group's award-winning team includes a full-time mortgage professional who can explain how the new mortgage requirements work, and provide buyer strategies.
- There is a healthy selection of condo apartments, with 344 new listings added in October alone. This barely kept up with demand, however, as the 325 sales in the month equated to a sales-to-new-listing ratio of 94%. The typical new listing was snapped up within a median of 11 days. The leading neighbourhood was North Surrey, with 172 sales in October at a benchmark price of \$374,800; second place was South Surrey-White Rock, with 63 sales at a \$470,000 benchmark. Delta posted 20 condo sales, led by North Delta, where the \$345,100 price was 3.6% higher than a month earlier. If you own a condo and plan to sell, now is the time to be listing.

# NOVEMBER - APARTMENTS / CONDOS

## THE REAL NEIGHBOURHOOD RESULTS: NOV 2017



Month	2016	2017	CHANGE
June	329	385	17.0%
July	265	399	50.6%
August	211	338	60.2%
September	189	338	78.8%
October	217	358	65.0%
November	204	281	37.7%
Totals	1415	2099	48.3%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	4	6	150%
200,001 – 225,000	2	1	50%
225,001 – 250,000	9	7	78%
250,001 – 275,000	11	3	27%
275,001 – 300,000	34	28	82%
300,001 – 325,000	23	17	74%
325,001 – 350,000	56	43	77%
350,001 – 375,000	36	26	72%
375,001 – 400,000	63	52	83%
400,001 – 425,000	23	27	117%
425,001 – 450,000	18	22	122%
450,001 – 500,000	22	25	114%
500,001 – 600,000	27	12	44%
600,001 – 700,000	6	6	100%
700,000 – 800,000	4	1	25%
800,000 +	9	5	56%
<b>Totals</b>	<b>347</b>	<b>281</b>	<b>81%</b>

## THE REAL NEIGHBOURHOOD RESULTS: NOV 2017

MLS® Neighbourhood	Units Sold	HPI Benchmark	1 Month	1 Year
Central Surrey	35	\$371,900	2.1%	42.4%
Cloverdale	34	\$428,900	1.2%	37.2%
North Surrey	144	\$362,000	2.0%	39.4%
South Surrey/WR	57	\$478,600	1.8%	25.3%
<b>City of Surrey</b>	<b>270</b>	<b>\$410,350</b>	<b>1.78%</b>	<b>36%</b>
North Delta	7	\$348,100	0.9%	40.7%
Ladner	2	\$433,400	2.55%	8.16%
Tsawwassen	2	\$467,600	3.41%	10.97%
<b>Delta</b>	<b>11</b>	<b>\$416,366</b>	<b>2.29%</b>	<b>16.6%</b>

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.

## FAITH'S KEY INSIGHTS:

- Condominium buyers have been very busy in Surrey-Delta this year. In the past 11 months they purchased 2,099 condo apartments. In November, the typical new condo listing was bought in a median of 8 days, the fastest time in at least six months. This means that about 10 condos have been selling every day this year in Surrey-Delta. That is impressive. In November, condo sales were 46% higher than in November of last year, at 281, even though sales had dipped a bit since October when 358 condos sold. North Surrey, which has seen many new condos built over the past few years, led the November market with 114 sales at a benchmark price of \$478,900.
- There has been remarkable price appreciation in both Delta and Surrey condominium apartments over the past year. In North Delta, for example, the typical condo owner has seen a 40.7% price rise since last November. In Cloverdale, benchmark values are up 39.4% and Central Surrey has seen a 42.4% increase year-over-year. Price increases have slowed recently, though, ticking over an average of 2% to 3% per month. If this keeps up, local condo prices will be about 30% higher at this time next year. Based on current values, that represents a typical increase of about \$100,000.
- Many condo buyers, especially first-time buyers and investors, want to close on an apartment before the latest mortgage "stress test" comes in on January 1. I know that first-timers and investors are likely the most affected by the federal mortgage regulations. It will be harder to qualify, especially for investors. Some young buyers may have a challenge qualifying at a 2% higher mortgage rate. But look at the appreciation figures in Surrey-Delta. Even if you have to stretch your budget or the timing of your purchase, Surrey and Delta represent great communities that offer a superior real estate investment. So don't rush into a purchase: take your time, find the right property and prepare to reap the rewards.

# Relocating to Vancouver?

# NOW

what you need is a Realtor® who:

## ■ WILL **CONNECT**

you and your family to the neighbourhood that meets your needs, within your budget, as a result of working with you to crystalize your budget and your expectations and your priorities.

## ■ **DELIVERS**

a proven track record of negotiation expertise and successful transactions in a wide spectrum of property types across the Lower Mainland, along with a benchmark level of overall client satisfaction.

## ■ IS **COMMITTED**

to you being totally informed such that you will make your buying decision with complete peace of mind! Witness our unique neighbourhood profiles at **FaithWilsonGroup.com**.

## ■ **GUARANTEES**

your satisfaction even **AFTER** you have purchased your home! If you wish to relist it within 18 months of purchase, we'll sell it for Free! Call for details.

### **BOTTOM LINE**

The Faith Wilson Group is **YOUR TEAM** to meet and exceed all these expectations.

**G U A R A N T E E D**

## **TO GET STARTED**

**First**, visit **FaithWilsonGroup.com** for extensive details regarding Vancouver area neighbourhoods from dog parks to home pricing by property type including detailed census data; our 360 degree Performance Promise; our exclusive monthly Market Update research publications; our track records of awards & achievements and much, much more.

**Then**, call me at **604-224-5277** or **1-855-760-6886**, or email me at **info@faithwilsongroup.com**

*Faith*

