

Everything you need to know about your Real Estate Market Today!

*Compliments of:*  
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FRASER

Surrey  
South Surrey  
White Rock  
North Delta  
Cloverdale  
Langley  
Abbotsford  
Mission

VALLEY

EDITION





## SALES RATIO % OFFICIAL MARKET TYPE GUIDE

### WHAT IS SALES RATIO PERCENT AS REPORTED?

The speed of which the current inventory of homes are selling. It is also known as the Sales-to-Active Listing Ratio and defines the official market type.

### THE FORMULA:

$$\text{Sales for the Month} \div \text{Active Listings (Inventory)}^* = \% \text{ of Homes Selling Rate}$$

### EXAMPLES OF SALES RATIO CALCULATIONS:

- 10% Sales Ratio = 1 in 10 Homes Selling Rate
- 33% Sales Ratio = 1 in 3 Homes Selling Rate
- 54% Sales Ratio = 1 in 2 Homes Selling Rate

REAL ESTATE BOARD OF <b>GREATER VANCOUVER</b>	
SALES RATIO %	OFFICIAL MARKET TYPE
21% & Greater	Sellers Market
15 to 20%	Balanced Market
14% & Less	Buyers Market
<i>NOTE: Fraser Valley Real Estate Board defines an official Buyers Market as 11% &amp; Less</i>	

REAL ESTATE BOARD OF <b>FRASER VALLEY</b>	
SALES RATIO %	OFFICIAL MARKET TYPE
21% & Greater	Sellers Market
12 to 20%	Balanced Market
11% & Less	Buyers Market
<i>NOTE: Greater Vancouver Real Estate Board defines an official Buyers Market as 14% &amp; Less</i>	

*\*Active listings are what is called dynamic data and can change minute to minute. SnapStats inventory counts (active listings) data are pulled on the first business day of each month for an accurate and consistent report month to month. SnapStats takes great pride in providing statistics strived to be 100% accurate sourced from your local MLS®.*

## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	3	1	33%
500,001 – 600,000	17	4	24%
600,001 – 700,000	47	23	49%
700,001 – 800,000	112	36	32%
800,001 – 900,000	106	16	15%
900,001 – 1,000,000	61	9	15%
1,000,001 – 1,250,000	131	20	15%
1,250,001 – 1,500,000	77	6	8%
1,500,001 – 1,750,000	21	1	5%
1,750,001 – 2,000,000	14	1	7%
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	15	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 & Greater	3	0	NA
<b>TOTAL</b>	<b>619</b>	<b>117</b>	<b>19%</b>

2 Bedrooms & Less	39	5	13%
3 to 4 Bedrooms	224	56	25%
5 to 6 Bedrooms	227	41	18%
7 Bedrooms & More	129	15	12%
<b>TOTAL</b>	<b>619</b>	<b>117</b>	<b>19%</b>

SnapStats® Median Data	December	January	Variance
Inventory	573	619	8%
Solds	110	117	6%
Sale Price	\$845,450	\$780,000	-8%
Sale Price SQFT	\$343	\$331	-3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	35	35	NA

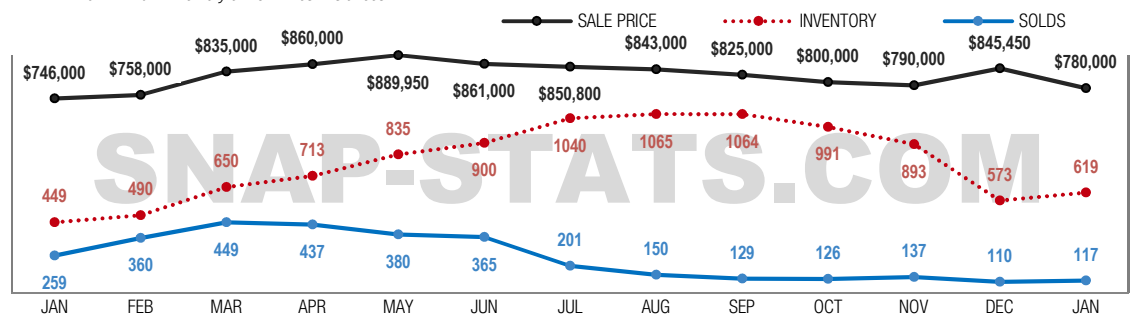
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **SURREY DETACHED**: Balanced market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 49% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$2 mil, Bridgeview, Fraser Heights, W. Newton, Whalley and minimum 7 bedrooms
- Sellers Best Bet\*\* Selling homes in Fleetwood Tynehead and 3 to 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



Compliments of...

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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	28	18	64%
200,001 – 300,000	96	48	50%
300,001 – 400,000	95	45	47%
400,001 – 500,000	85	35	41%
500,001 – 600,000	66	12	18%
600,001 – 700,000	22	6	27%
700,001 – 800,000	6	1	17%
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>400</b>	<b>165</b>	<b>41%</b>

0 to 1 Bedroom	109	49	45%
2 Bedrooms	124	60	48%
3 Bedrooms	143	44	31%
4 Bedrooms & Greater	24	12	50%
<b>TOTAL</b>	<b>400</b>	<b>165</b>	<b>41%</b>

SnapStats® Median Data	December	January	Variance
Inventory	287	400	39%
Solds	180	165	-8%
Sale Price	\$297,000	\$332,000	12%
Sale Price SQFT	\$277	\$310	12%
Sale to List Price Ratio	98%	101%	3%
Days on Market	24	15	-38%

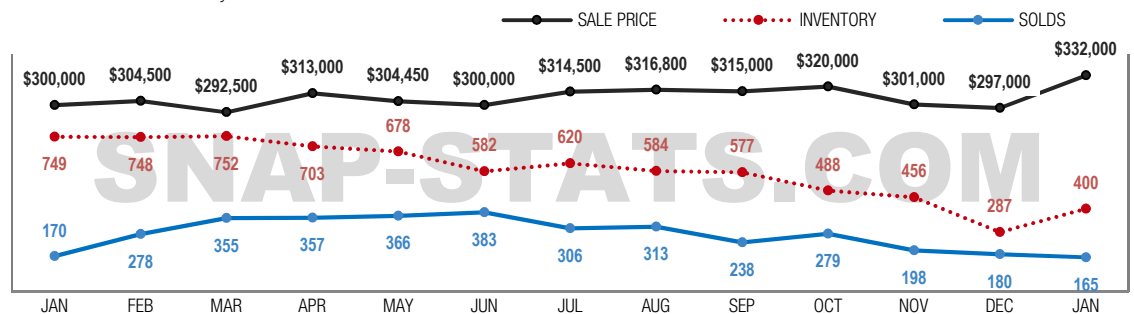
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **SURREY ATTACHED**: Sellers market at 41% Sales Ratio average (4.1 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band\*\* \$100,000 to \$200,000 with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$500,000 to \$600,000, Bear Creek Green Timbers and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Guildford, Queen Mary Park, Sullivan Station and minimum 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	2	1	50%
800,001 – 900,000	9	1	11%
900,001 – 1,000,000	18	8	44%
1,000,001 – 1,250,000	59	7	12%
1,250,001 – 1,500,000	90	13	14%
1,500,001 – 1,750,000	49	4	8%
1,750,001 – 2,000,000	35	2	6%
2,000,001 – 2,250,000	19	2	11%
2,250,001 – 2,500,000	44	2	5%
2,500,001 – 2,750,000	18	2	11%
2,750,001 – 3,000,000	27	2	7%
3,000,001 – 3,500,000	24	0	NA
3,500,001 – 4,000,000	21	0	NA
4,000,001 & Greater	19	0	NA
<b>TOTAL</b>	<b>434</b>	<b>44</b>	<b>10%</b>

2 Bedrooms & Less	35	1	3%
3 to 4 Bedrooms	246	29	12%
5 to 6 Bedrooms	128	12	9%
7 Bedrooms & More	25	2	8%
<b>TOTAL</b>	<b>434</b>	<b>44</b>	<b>10%</b>

SnapStats® Median Data	December	January	Variance
Inventory	323	434	34%
Solds	47	44	-6%
Sale Price	\$1,380,952	\$1,409,500	2%
Sale Price SQFT	\$462	\$468	1%
Sale to List Price Ratio	95%	98%	3%
Days on Market	46	34	-26%

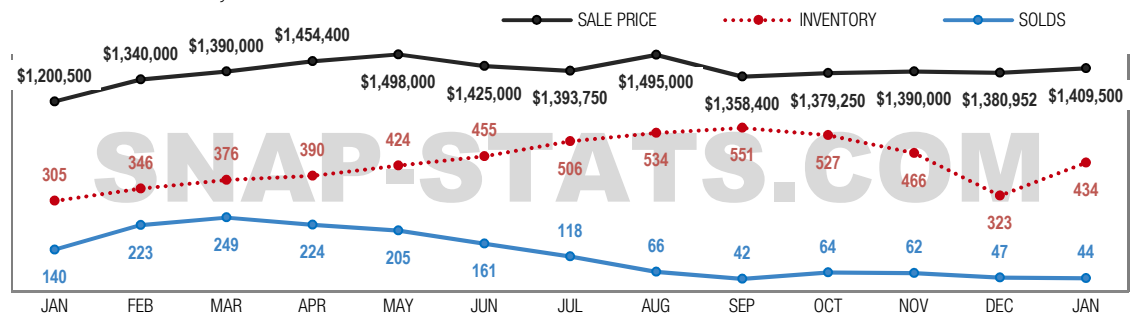
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **SOUTH SURREY DETACHED**: Buyers market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 2% below price
- Most Active Price Band\*\* (+/- \$1.5 mil): \$900,000 to \$1 mil (44% Sales Ratio) / \$2 to \$2.25 mil & \$2.5 to \$2.75 mil (11%)
- Buyers Best Bet\*\* (+/- \$1.5 mil): Homes between \$800,000 to \$900,000 / \$2.25 to \$2.5 mil, Elgin Chantrell and Morgan Creek
- Sellers Best Bet\*\* Selling homes in Grandview and 3 to 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	2	1	50%
200,001 – 300,000	24	12	50%
300,001 – 400,000	50	21	42%
400,001 – 500,000	31	21	68%
500,001 – 600,000	41	10	24%
600,001 – 700,000	34	10	29%
700,001 – 800,000	11	9	82%
800,001 – 900,000	15	3	20%
900,001 – 1,000,000	7	3	43%
1,000,001 – 1,250,000	5	0	NA
1,250,001 – 1,500,000	3	2	67%
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>227</b>	<b>92</b>	<b>41%</b>

0 to 1 Bedroom	37	8	22%
2 Bedrooms	109	50	46%
3 Bedrooms	51	26	51%
4 Bedrooms & Greater	30	8	27%
<b>TOTAL</b>	<b>227</b>	<b>92</b>	<b>41%</b>

SnapStats® Median Data	December	January	Variance
Inventory	166	227	37%
Solds	87	92	6%
Sale Price	\$469,000	\$482,450	3%
Sale Price SQFT	\$364	\$394	8%
Sale to List Price Ratio	98%	101%	3%
Days on Market	22	13	-41%

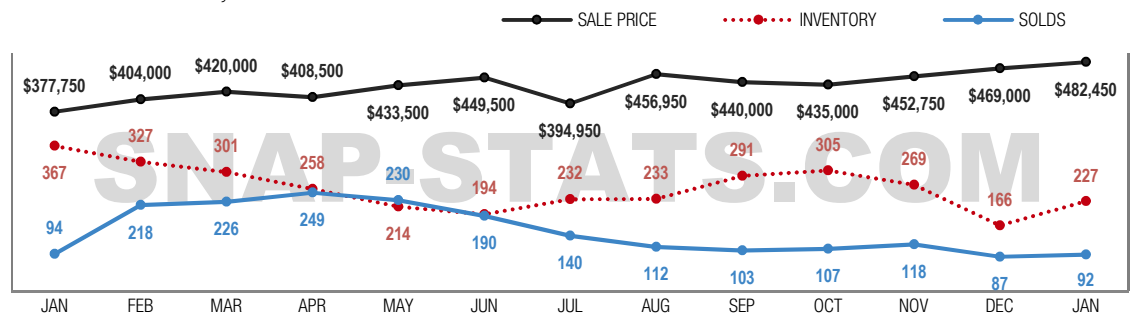
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **SOUTH SURREY ATTACHED**: Sellers market at 41% Sales Ratio average (4.1 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band\*\* \$700,000 to \$800,000 with average 82% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$800,000 to \$900,000, Pacific Douglas and up to 1 bedroom properties
- Sellers Best Bet\*\* Selling homes in King George Corridor and 3 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	5	2	40%
700,001 – 800,000	20	5	25%
800,001 – 900,000	32	4	13%
900,001 – 1,000,000	18	3	17%
1,000,001 – 1,250,000	22	4	18%
1,250,001 – 1,500,000	18	5	28%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>120</b>	<b>23</b>	<b>19%</b>

2 Bedrooms & Less	3	0	NA
3 to 4 Bedrooms	64	12	19%
5 to 6 Bedrooms	42	8	19%
7 Bedrooms & More	11	3	27%
<b>TOTAL</b>	<b>120</b>	<b>23</b>	<b>19%</b>

SnapStats® Median Data	December	January	Variance
Inventory	123	120	-2%
Solds	20	23	15%
Sale Price	\$813,000	\$941,000	16%
Sale Price SQFT	\$340	\$390	15%
Sale to List Price Ratio	95%	100%	5%
Days on Market	34	40	18%

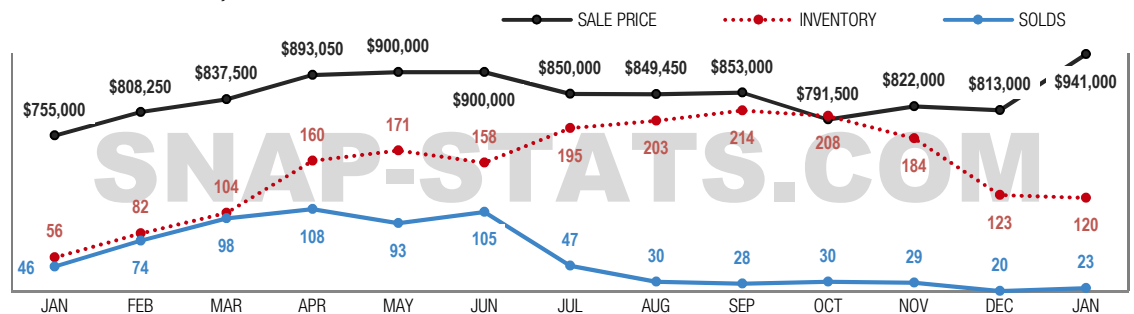
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **NORTH DELTA DETACHED**: Balanced market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$1.25 to \$1.5 mil with average 28% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$800,000 to \$900,000, Annieville, Sunshine Hills Woods and 3 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Scottsdale and minimum 7 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	2	0	NA
200,001 – 300,000	3	0	NA
300,001 – 400,000	5	3	60%
400,001 – 500,000	3	0	NA
500,001 – 600,000	3	2	67%
600,001 – 700,000	4	0	NA
700,001 – 800,000	6	1	17%
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	3	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>29</b>	<b>6</b>	<b>21%</b>

0 to 1 Bedroom	4	3	75%
2 Bedrooms	6	1	17%
3 Bedrooms	13	1	8%
4 Bedrooms & Greater	6	1	17%
<b>TOTAL</b>	<b>29</b>	<b>6</b>	<b>21%</b>

SnapStats® Median Data	December	January	Variance
Inventory	19	29	53%
Solds	11	6	-45%
Sale Price	\$490,000	\$442,950	-10%
Sale Price SQFT	\$471	\$465	-1%
Sale to List Price Ratio	108%	100%	-7%
Days on Market	48	31	-35%

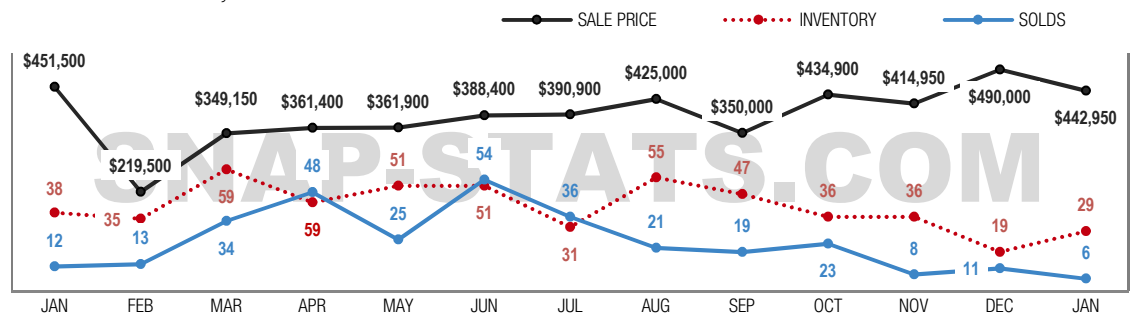
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **NORTH DELTA ATTACHED**: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average at list price
- Most Active Price Band\*\* *Insufficient data*
- Buyers Best Bet\*\* Homes in Scottsdale (Sellers market)
- Sellers Best Bet\*\* Selling homes in Nordel

\*\* With a minimum inventory of 10 in most instances

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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	1	NA*
600,001 – 700,000	4	1	25%
700,001 – 800,000	16	8	50%
800,001 – 900,000	18	7	39%
900,001 – 1,000,000	12	2	17%
1,000,001 – 1,250,000	16	4	25%
1,250,001 – 1,500,000	9	0	NA
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>84</b>	<b>23</b>	<b>27%</b>

2 Bedrooms & Less	3	0	NA
3 to 4 Bedrooms	35	10	29%
5 to 6 Bedrooms	33	11	33%
7 Bedrooms & More	13	2	15%
<b>TOTAL</b>	<b>84</b>	<b>23</b>	<b>27%</b>

SnapStats® Median Data	December	January	Variance
Inventory	74	84	14%
Solds	31	23	-26%
Sale Price	\$815,000	\$830,000	2%
Sale Price SQFT	\$293	\$333	14%
Sale to List Price Ratio	96%	98%	2%
Days on Market	36	14	-61%

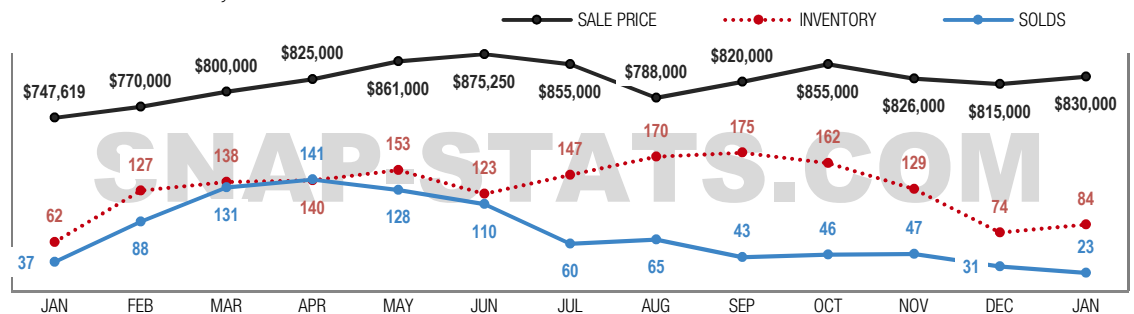
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **CLOVERDALE DETACHED**: Sellers market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$700,000 to \$800,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$900,000 to \$1 mil and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Clayton, Cloverdale and 5 to 6 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	1	1	100%
100,001 – 200,000	3	3	100%
200,001 – 300,000	12	11	92%
300,001 – 400,000	18	7	39%
400,001 – 500,000	23	11	48%
500,001 – 600,000	21	4	19%
600,001 – 700,000	6	0	NA
700,001 – 800,000	0	2	NA*
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>84</b>	<b>39</b>	<b>46%</b>

0 to 1 Bedroom	9	12	133%*
2 Bedrooms	34	18	53%
3 Bedrooms	34	5	15%
4 Bedrooms & Greater	7	4	57%
<b>TOTAL</b>	<b>84</b>	<b>39</b>	<b>46%</b>

SnapStats® Median Data	December	January	Variance
Inventory	54	84	56%
Solds	44	39	-11%
Sale Price	\$372,600	\$380,000	2%
Sale Price SQFT	\$338	\$360	7%
Sale to List Price Ratio	101%	98%	-3%
Days on Market	12	14	17%

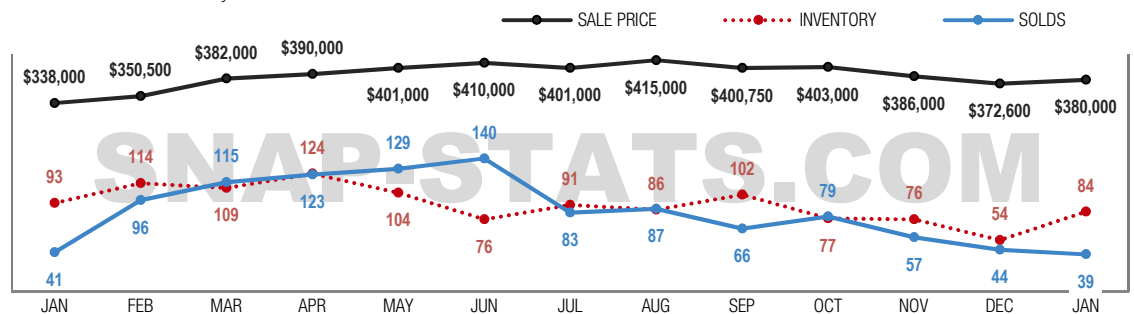
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **CLOVERDALE ATTACHED**: Sellers market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$200,000 to \$300,000 with average 92% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$500,000 to \$600,000, Cloverdale (Sellers market) and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Clayton and up to 1 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



Compliments of...

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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	0	NA
500,001 – 600,000	6	4	67%
600,001 – 700,000	24	12	50%
700,001 – 800,000	27	16	59%
800,001 – 900,000	23	16	70%
900,001 – 1,000,000	32	4	13%
1,000,001 – 1,250,000	25	7	28%
1,250,001 – 1,500,000	17	2	12%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	7	2	29%
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 & Greater	2	0	NA
<b>TOTAL</b>	<b>188</b>	<b>63</b>	<b>34%</b>

2 Bedrooms & Less	8	0	NA
3 to 4 Bedrooms	106	45	42%
5 to 6 Bedrooms	61	18	30%
7 Bedrooms & More	11	0	NA
<b>TOTAL</b>	<b>186</b>	<b>63</b>	<b>34%</b>

SnapStats® Median Data	December	January	Variance
Inventory	171	186	9%
Solds	62	63	2%
Sale Price	\$812,450	\$799,000	-2%
Sale Price SQFT	\$303	\$372	23%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	28	46	64%

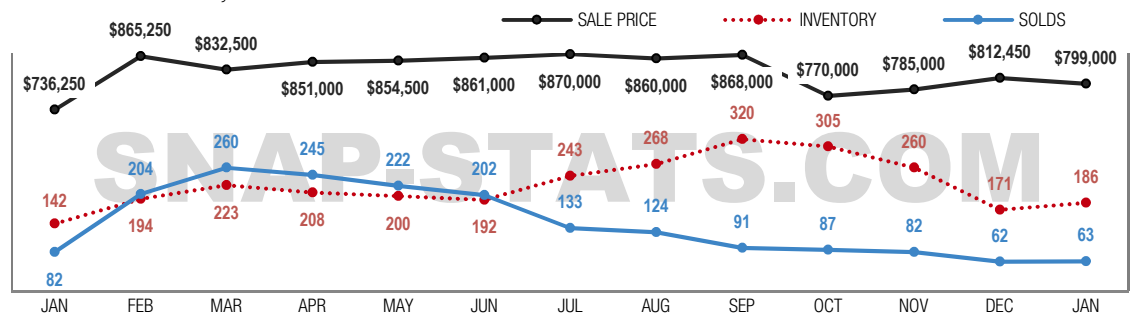
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **LANGLEY DETACHED**: Sellers market at 34% Sales Ratio average (3.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$800,000 to \$900,000 with average 70% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Murrayville, Salmon River and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Aldergrove, Brookwood, Langley City and 3 to 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	3	7	233%*
200,001 – 300,000	40	33	83%
300,001 – 400,000	31	28	90%
400,001 – 500,000	43	21	49%
500,001 – 600,000	44	15	34%
600,001 – 700,000	15	6	40%
700,001 – 800,000	0	1	NA*
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	1	1	100%
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>177</b>	<b>112</b>	<b>63%</b>

0 to 1 Bedroom	27	20	74%
2 Bedrooms	63	54	86%
3 Bedrooms	77	31	40%
4 Bedrooms & Greater	10	7	70%
<b>TOTAL</b>	<b>177</b>	<b>112</b>	<b>63%</b>

SnapStats® Median Data	December	January	Variance
Inventory	117	177	51%
Solds	90	112	24%
Sale Price	\$363,750	\$339,000	-7%
Sale Price SQFT	\$307	\$291	-5%
Sale to List Price Ratio	99%	99%	NA
Days on Market	17	8	-53%

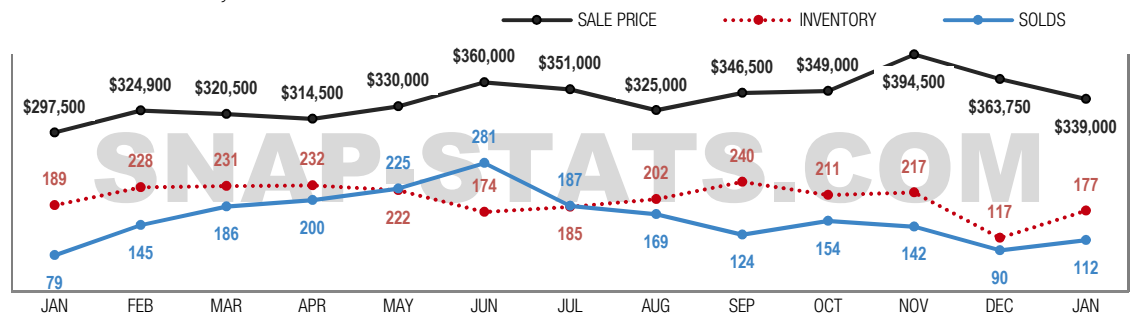
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **LANGLEY ATTACHED**: Sellers market at 63% Sales Ratio average (6.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$100,000 to \$400,000 with average 91% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$500,000 to \$600,000, Murrayville and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Aldergrove, Langley City and 2 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	1	1	100%
300,001 – 400,000	2	3	150%*
400,001 – 500,000	7	8	114%*
500,001 – 600,000	43	20	47%
600,001 – 700,000	53	15	28%
700,001 – 800,000	39	13	33%
800,001 – 900,000	25	6	24%
900,001 – 1,000,000	16	2	13%
1,000,001 – 1,250,000	14	1	7%
1,250,001 – 1,500,000	10	1	10%
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	1	0	NA
<b>TOTAL</b>	<b>217</b>	<b>70</b>	<b>32%</b>

2 Bedrooms & Less	7	3	43%
3 to 4 Bedrooms	97	33	34%
5 to 6 Bedrooms	94	28	30%
7 Bedrooms & More	19	6	32%
<b>TOTAL</b>	<b>217</b>	<b>70</b>	<b>32%</b>

SnapStats® Median Data	December	January	Variance
Inventory	224	217	-3%
Solds	45	70	56%
Sale Price	\$649,900	\$619,250	-5%
Sale Price SQFT	\$253	\$249	-2%
Sale to List Price Ratio	100%	100%	NA
Days on Market	26	53	104%

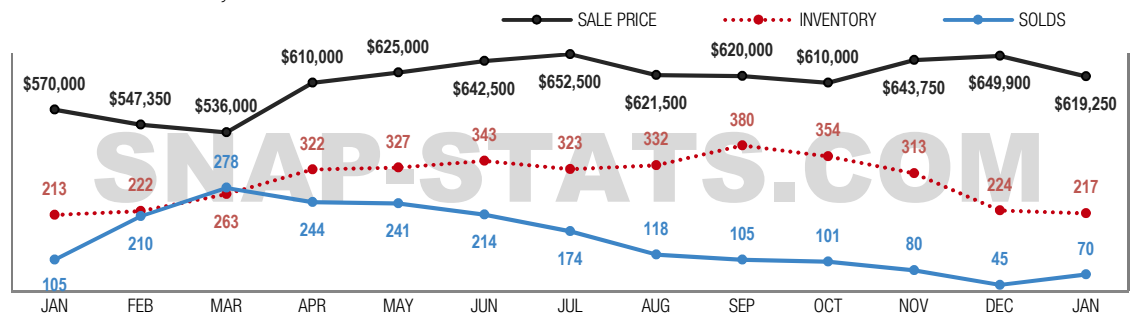
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **ABBOTSFORD DETACHED**: Sellers market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Abbotsford West and minimum 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Aberdeen, Central Abbotsford and up to 2 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	56	25	45%
200,001 – 300,000	57	24	42%
300,001 – 400,000	25	10	40%
400,001 – 500,000	17	7	41%
500,001 – 600,000	7	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>163</b>	<b>66</b>	<b>40%</b>

0 to 1 Bedroom	19	13	68%
2 Bedrooms	102	32	31%
3 Bedrooms	36	20	56%
4 Bedrooms & Greater	6	1	17%
<b>TOTAL</b>	<b>163</b>	<b>66</b>	<b>40%</b>

SnapStats® Median Data	December	January	Variance
Inventory	142	163	15%
Solds	87	66	-24%
Sale Price	\$222,500	\$224,750	1%
Sale Price SQFT	\$214	\$213	NA
Sale to List Price Ratio	99%	98%	-1%
Days on Market	18	28	56%

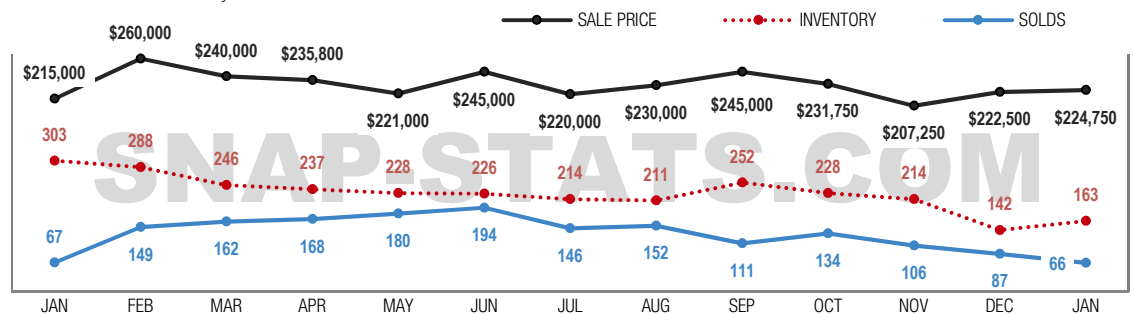
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **ABBOTSFORD ATTACHED**: Sellers market at 40% Sales Ratio average (4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$100,000 to \$200,000 with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$300,000 to \$400,000, Central Abbotsford and 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Abbotsford East and up to 1 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	2	2	100%
300,001 – 400,000	6	0	NA
400,001 – 500,000	18	3	17%
500,001 – 600,000	24	4	17%
600,001 – 700,000	18	6	33%
700,001 – 800,000	18	0	NA
800,001 – 900,000	15	3	20%
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	3	1	33%
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>113</b>	<b>19</b>	<b>17%</b>

2 Bedrooms & Less	12	1	8%
3 to 4 Bedrooms	48	10	21%
5 to 6 Bedrooms	48	8	17%
7 Bedrooms & More	5	0	NA
<b>TOTAL</b>	<b>113</b>	<b>19</b>	<b>17%</b>

SnapStats® Median Data	December	January	Variance
Inventory	109	113	4%
Solds	34	19	-44%
Sale Price	\$550,250	\$625,000	14%
Sale Price SQFT	\$226	\$237	5%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	34	53	56%

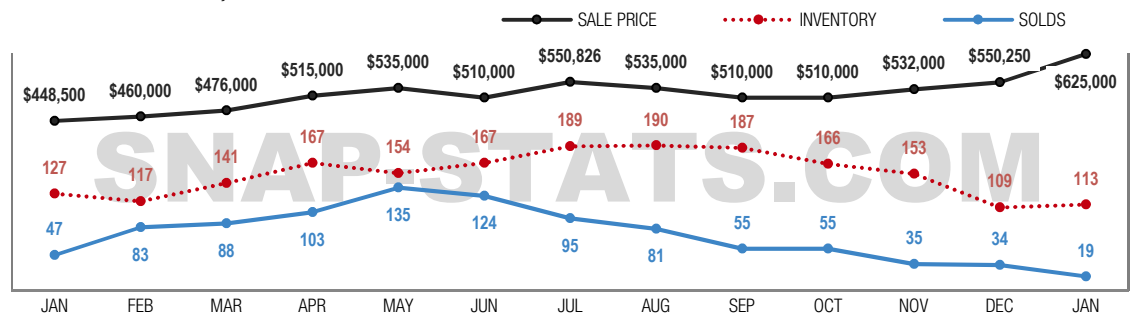
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **MISSION DETACHED**: Balanced market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$400,000 to \$600,000, Hatzic and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Mission and 3 to 4 bedroom properties

\*\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 100,000	1	0	NA
100,001 – 200,000	7	4	57%
200,001 – 300,000	5	3	60%
300,001 – 400,000	12	1	8%
400,001 – 500,000	4	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>29</b>	<b>8</b>	<b>28%</b>

0 to 1 Bedroom	4	0	NA
2 Bedrooms	8	6	75%
3 Bedrooms	17	2	12%
4 Bedrooms & Greater	0	0	NA
<b>TOTAL</b>	<b>29</b>	<b>8</b>	<b>28%</b>

SnapStats® Median Data	December	January	Variance
Inventory	21	29	38%
Solds	6	8	33%
Sale Price	\$320,425	\$207,500	-35%
Sale Price SQFT	\$291	\$195	-33%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	22	10	-55%

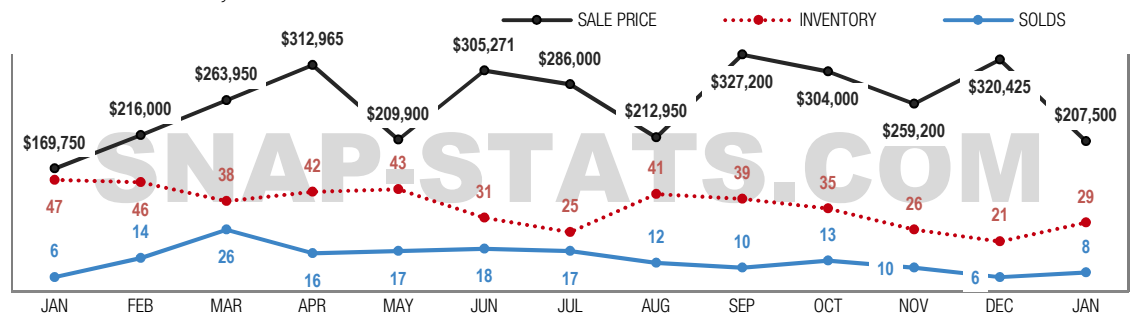
\*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to 11% | Balanced 12 to 20% | Sellers 21% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

## Market Summary

- Official Market Type **MISSION ATTACHED**: Sellers market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$100,000 to \$200,000 with 4 sales for the month
- Buyers Best Bet\*\* Homes with 3 bedrooms
- Sellers Best Bet\*\* Selling homes in Mission and 2 bedroom properties

\*\* With a minimum inventory of 10 in most instances

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