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:

Sales for the Month ÷ Active Listings (Inventory)* = % 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 GREATER VANCOUVER			
SALES RATIO %	OFFICIAL MARKET TYPE		
21% & Greater	Sellers Market		
15 to 20% Balanced Market			
14% & Less Buyers Market			
NOTE: Fraser Valley Real Estate Board defines an official Buyers Market as 11% & Less			

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

^{*}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®.

SnapStats® SURREY

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
TOTAL	619	117	19%
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%
TOTAL	619	117	19%

Community	DETACHED	HOUSES
Community	<i>υΕΙΑ</i> υΠΕυ	Πυυδεδ

	Inventory	Sales	Sales Ratio*
Bear Creek Green Timbers	40	8	20%
Bolivar Heights	57	13	23%
Bridgeview	23	3	13%
Cedar Hills	41	9	22%
East Newton	65	11	17%
Fleetwood Tynehead	54	16	30%
Fraser Heights	45	5	11%
Guildford	20	5	25%
Panorama Ridge	53	11	21%
Port Kells	3	0	NA
Queen Mary Park	51	9	18%
Royal Heights	17	4	24%
Sullivan Station	41	9	22%
West Newton	58	8	14%
Whalley	51	6	12%
TOTAL	619	117	19%

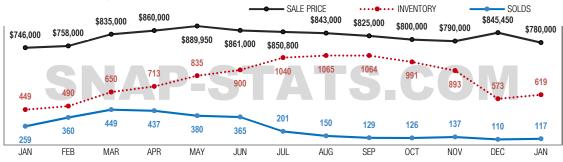
SnapStats® Median Data	December	January	Variance
Inventory	573	619	8%
Solds	110	117	6%
Sale Price	\$845,450	\$780,000	-8%
Sale Price SQFT	\$343	\$331	-3%
Sale to List Price Ratio	99%	98%	-1%
Davs on Market	35	35	NA

*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

13 Month Market Trend



Compliments of...

David SmithRE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances

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

Community	CONDOS &	TOWNHOMES
COMMITTEE	$\omega \omega \omega \omega \omega \alpha$	IUVVIVIIUVILO

SnapStats®	Inventory	Sales	Sales Ratio*
Bear Creek Green Timbers	11	1	9%
Bolivar Heights	4	2	50%
Bridgeview	2	0	NA
Cedar Hills	2	0	NA
East Newton	41	16	39%
Fleetwood Tynehead	39	13	33%
Fraser Heights	1	0	NA
Guildford	45	25	56%
Panorama Ridge	11	5	45%
Port Kells	0	0	NA
Queen Mary Park	16	10	63%
Royal Heights	1	0	NA
Sullivan Station	35	20	57%
West Newton	38	16	42%
Whalley	154	57	37%
TOTAL	400	165	41%

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

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	()	00103	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
TOTAL	434	44	10%
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%
TOTAL	434	44	10%

Community	DETACHED	HOLICEC
Community	<i> </i>	пииосо

SnapStats®	Inventory	Sales	Sales Ratio*
Crescent Beach Ocean Park	80	7	9%
Elgin Chantrell	61	3	5%
Grandview	29	6	21%
Hazelmere	5	0	NA
King George Corridor	47	8	17%
Morgan Creek	43	1	2%
Pacific Douglas	22	4	18%
Sunnyside Park	33	5	15%
White Rock	114	10	9%
TOTAL	434	44	10%

SnapStats® <i>Median Data</i>	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%
Davs 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

13 Month Market Trend



Compliments of...

David Smith

RE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances

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

Community	CONDOS &	TOWNHOMES
COMMITTEE	$\omega \omega \omega \omega \omega \alpha$	IUVVIVIIUVILO

	Inventory	Sales	Sales Ratio*
Crescent Beach Ocean Park	1	1	100%
Elgin Chantrell	2	1	50%
Grandview	65	32	49%
Hazelmere	0	0	NA
King George Corridor	22	13	59%
Morgan Creek	34	18	53%
Pacific Douglas	9	1	11%
Sunnyside Park	25	5	20%
White Rock	69	21	30%
TOTAL	227	92	41%

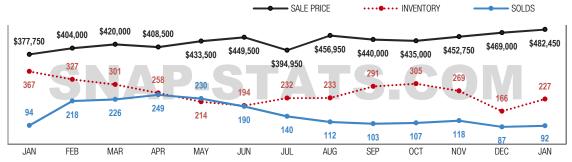
SnapStats® <i>Median Data</i>	December	January	Variance
Inventory	166	227	37%
Solds	87	92	6%
Sale Price	\$469,000	\$482,450	3%
Sale Price SQFT	\$364	\$394	8%
Sale to List Price Ratio	98%	101%	3%
Days on Market	22	13	-41%

*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

13 Month Market Trend



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^{**} With a minimum inventory of 10 in most instances

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
TOTAL	120	23	19%
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%
TOTAL	120	23	19%

Community	DETACHED	HOLICEC
Community	<i> </i>	пииосо

SnapStats®	Inventory	Sales	Sales Ratio*
Annieville	29	4	14%
Nordel	45	10	22%
Scottsdale	23	6	26%
Sunshine Hills Woods	23	3	13%
TOTAL	120	23	19%

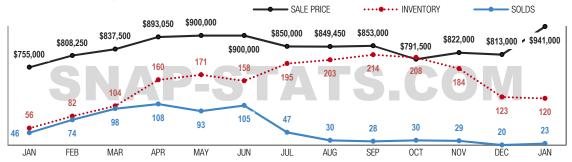
SnapStats® <i>Median Data</i>	December	January	Variance
Inventory	123	120	-2%
Solds	20	23	15%
Sale Price	\$813,000	\$941,000	16%
Sale Price SQFT	\$340	\$390	15%
Sale to List Price Ratio	95%	100%	5%
Days on Market	34	40	18%

*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

13 Month Market Trend



Compliments of...

David Smith RE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances



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

Community	CONDOS &	TOWNHOMES
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SnapStats®	Inventory	Sales	Sales Ratio*
Annieville	4	0	NA
Nordel	16	4	25%
Scottsdale	9	2	22%
Sunshine Hills Woods	0	0	NA
TOTAL	29	6	21%

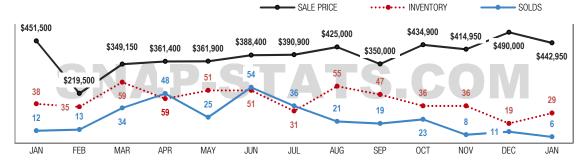
SnapStats® Median Data	December	January	Variance	
Inventory	19	29	53%	
Solds	11	6	-45%	
Sale Price	\$490,000	\$442,950	-10%	
Sale Price SQFT	\$471	\$465	-1%	
Sale to List Price Ratio	108%	100%	-7%	
Days on Market	48	31	-35%	

*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

13 Month Market Trend



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^{**} With a minimum inventory of 10 in most instances

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
TOTAL	84	23	27%
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%
TOTAL	84	23	27%

Community	DETACHED	HOUSES
Community	DLIAUILD	HUUUSLS

SnapStats®	Inventory	Sales	Sales Ratio*
Clayton	18	5	28%
Cloverdale	66	18	27%
Serpentine	0	0	NA
TOTAL	84	23	27%

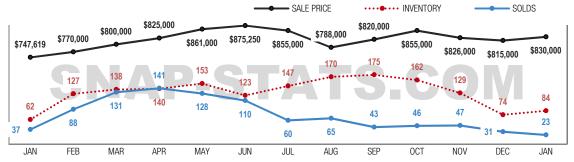
SnapStats® Median Data	December	January	Variance
Inventory	74	84	14%
Solds	31	23	-26%
Sale Price	\$815,000	\$830,000	2%
Sale Price SQFT	\$293	\$333	14%
Sale to List Price Ratio	96%	98%	2%
Days on Market	36	14	-61%

*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

13 Month Market Trend



Compliments of...

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^{**} With a minimum inventory of 10 in most instances



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

Community	CONDOS &	TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
Clayton	47	23	49%
Cloverdale	37	16	43%
Serpentine	0	0	NA
TOTAL	84	39	46%

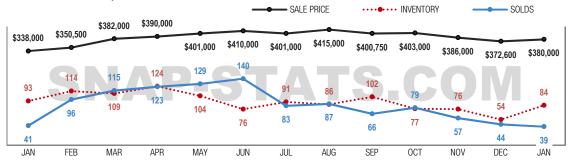
SnapStats® Median Data	December	January	Variance	
Inventory	54	84	56%	
Solds	44	39	-11%	
Sale Price	\$372,600	\$380,000	2%	
Sale Price SQFT	\$338	\$360	7%	
Sale to List Price Ratio	101%	98%	-3%	
Davs on Market	12	14	17%	

*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

13 Month Market Trend



Compliments of...

David SmithRE/MAX Little Oak (Fort

RE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances

SnapStats® LANGLEY

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
TOTAL	188	63	34%
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
TOTAL	186	63	34%

Community	DETACHED	HOUSES
Community	DETAURED	Πυυδεδ

SnapStats®	Inventory	Sales	Sales Ratio*
Aldergrove	25	14	56%
Brookswood	15	8	53%
Campbell Valley	11	0	NA
County Line Glen Valley	1	0	NA
Fort Langley	7	2	29%
Langley City	29	20	69%
Murrayville	13	1	8%
Otter District	3	1	33%
Salmon River	16	1	6%
Walnut Grove	30	7	23%
Willoughby Heights	36	9	25%
TOTAL	186	63	34%

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, Brookswood, Langley City and 3 to 4 bedroom properties

13 Month Market Trend



Compliments of...

David SmithRE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances

Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats® \$0 – 100,000	Inventory 0	Sales 0	Sales Ratio* NA
100,001 – 200,000	3	7	233%*
200,001 – 200,000	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
TOTAL	177	112	63%
0 to 1 Bedroom	27	20	74%
2 Bedrooms	63	54	86%
3 Bedrooms	77	31	40%
4 Bedrooms & Greater	10	7	70%
TOTAL	177	112	63%

Community	CONDOS &	TOWNHOMES
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	Inventory	Sales	Sales Ratio*
Aldergrove	6	8	133%*
Brookswood	0	0	NA
Campbell Valley	0	0	NA
County Line Glen Valley	0	0	NA
Fort Langley	1	2	200%*
Langley City	42	33	79%
Murrayville	15	6	40%
Otter District	0	0	NA
Salmon River	3	1	33%
Walnut Grove	28	14	50%
Willoughby Heights	82	48	59%
TOTAL	177	112	63%

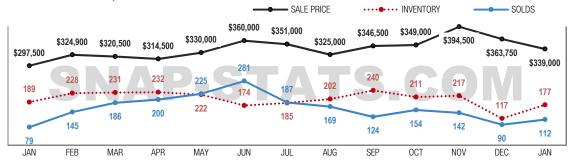
SnapStats® Median Data	December	January	Variance
Inventory	117	177	51%
Solds	90	112	24%
Sale Price	\$363,750	\$339,000	-7%
Sale Price SQFT	\$307	\$291	-5%
Sale to List Price Ratio	99%	99%	NA
Days on Market	17	8	-53%

*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

13 Month Market Trend



Compliments of...

David Smith

RE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances

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
TOTAL	217	70	32%
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%
TOTAL	217	70	32%

Community	DETACHED	HOUSES
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SnapStats®	Inventory	Sales	Sales Ratio*
Abbotsford East	77	25	32%
Abbotsford West	84	22	26%
Aberdeen	13	6	46%
Bradner	0	0	NA
Central Abbotsford	24	11	46%
Matsqui	4	4	100%
Poplar	9	2	22%
Sumas Mountain	6	0	NA
Sumas Prairie	0	0	NA
TOTAL	217	70	32%

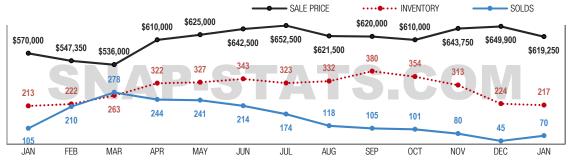
December	January	Variance
224	217	-3%
45	70	56%
\$649,900	\$619,250	-5%
\$253	\$249	-2%
100%	100%	NA
26	53	104%
	224 45 \$649,900 \$253 100%	224 217 45 70 \$649,900 \$619,250 \$253 \$249 100% 100%

*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

13 Month Market Trend



Compliments of...

David SmithRE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances

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

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Community C	:0ND0S &	TOWNHOMES	i

	Inventory	Sales	Sales Ratio*
Abbotsford East	13	11	85%
Abbotsford West	71	29	41%
Aberdeen	1	1	100%
Bradner	0	0	NA
Central Abbotsford	75	25	33%
Matsqui	0	0	NA
Poplar	3	0	NA
Sumas Mountain	0	0	NA
Sumas Prairie	0	0	NA
TOTAL	163	66	40%

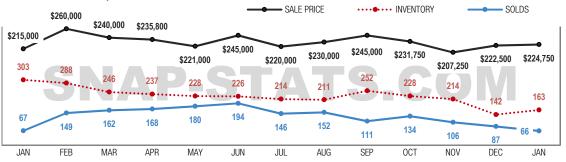
SnapStats® Median Data	December	January	Variance
Inventory	142	163	15%
Solds	87	66	-24%
Sale Price	\$222,500	\$224,750	1%
Sale Price SQFT	\$214	\$213	NA
Sale to List Price Ratio	99%	98%	-1%
Days on Market	18	28	56%

*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

13 Month Market Trend



Compliments of...

David Smith RE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances

SnapStats® MISSION

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
TOTAL	113	19	17%
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
TOTAL	113	19	17%

Community	DETACHED	HOUSES
Community	<i>υΕΙΑ</i> υΠΕυ	Πυυδεδ

SnapStats®	Inventory	Sales	Sales Ratio*
Dewdney Deroche	1	1	100%
Durieu	1	0	NA
Hatzic	18	2	11%
Hemlock	2	2	100%
Lake Errock	4	1	25%
Mission	84	13	15%
Mission West	3	0	NA
Stave Falls	0	0	NA
Steelhead	0	0	NA
TOTAL	113	19	17%

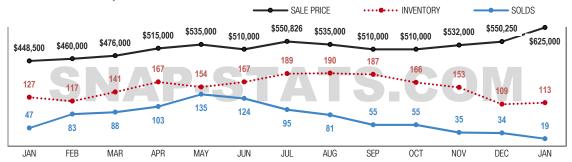
SnapStats® Median Data	December	January	Variance
Inventory	109	113	4%
Solds	34	19	-44%
Sale Price	\$550,250	\$625,000	14%
Sale Price SQFT	\$226	\$237	5%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	34	53	56%

*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

13 Month Market Trend



Compliments of...

David SmithRE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances

Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats® Inventory Sales Sales Ration \$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	
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	
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	
400,001 – 500,000 4 0 NA 500,001 – 600,000 0 NA	
500,001 – 600,000	
,	
600,001 – 700,000	
700,001 - 800,000	
800,001 – 900,000	
900,001 – 1,000,000	
1,000,001 – 1,250,000	
1,250,001 – 1,500,000	
1,500,001 – 1,750,000	
1,750,001 – 2,000,000	
2,000,001 - 2,250,000	
2,250,001 – 2,500,000	
2,500,001 – 2,750,000	
2,750,001 – 3,000,000	
3,000,001 – 3,500,000	
3,500,001 – 4,000,000	
4,000,001 & Greater 0 0 NA	
TOTAL 29 8 28%	
0 to 1 Bedroom 4 0 NA	
2 Bedrooms 8 6 75%	
3 Bedrooms 17 2 12%	
4 Bedrooms & Greater 0 0 NA	
TOTAL 29 8 28%	

Community	CONDOS &	TOWNHOMES
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	Inventory	Sales	Sales Ratio*
Dewdney Deroche	0	0	NA
Durieu	0	0	NA
Hatzic	0	0	NA
Hemlock	4	0	NA
Lake Errock	0	0	NA
Mission	25	8	32%
Mission West	0	0	NA
Stave Falls	0	0	NA
Steelhead	0	0	NA
TOTAL	29	8	28%

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

13 Month Market Trend



Compliments of...

David SmithRE/MAX Little Oak (Fort Langley) 778.246.4344



^{**} With a minimum inventory of 10 in most instances