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

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## D A V I D

 S M I TH HOMES
# Snapstats 

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Surrey
South Surrey
White Rock
North Delta
Cloverdale
Langley
Abbotsford
Mission


## SnapStats

## 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 $\div$ Active Listings (Inventory) ${ }^{\star}=\%$ 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 VANGOUVER |  |
| :---: | :---: |
| SALES RaTIO \% | OFFICIAL MARKET TYPE |
| $21 \%$ \& Greater | Sellers Market |
| 15 to 20\% | Balanced Market |
| $14 \%$ \& Less | Buyers Market |


| REAL ESTATE BOARD OF FRASER VALLEY |  |
| :---: | :---: |
| SALES RATIO \% | OFFICIAL MARKET TYPE |
| $21 \% ~ \& ~ G r e a t e r ~$ | Sellers Market |
| 12 to $20 \%$ | Balanced Market |
| $11 \%$ \& Less | Buyers Market |
| Note: Greater Vancouver Real Estate Bard 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

MARCH 2017

## Price Band \& Bedroom DETACHED HOUSES

|  | 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 | 2 | 2 | 100\% |
| 500,001-600,000 | 11 | 1 | 9\% |
| 600,001-700,000 | 39 | 34 | 87\% |
| 700,001-800,000 | 104 | 63 | 61\% |
| 800,001-900,000 | 103 | 65 | 63\% |
| 900,001-1,000,000 | 75 | 35 | 47\% |
| 1,000,001-1,250,000 | 127 | 50 | 39\% |
| 1,250,001-1,500,000 | 103 | 12 | 12\% |
| 1,500,001-1,750,000 | 28 | 6 | 21\% |
| 1,750,001-2,000,000 | 19 | 0 | NA |
| 2,000,001-2,250,000 | 5 | 1 | 20\% |
| 2,250,001-2,500,000 | 12 | 0 | NA |
| 2,500,001-2,750,000 | 6 | 0 | NA |
| 2,750,001-3,000,000 | 1 | 0 | NA |
| 3,000,001-3,500,000 | 2 | 0 | NA |
| 3,500,001-4,000,000 | 3 | 0 | NA |
| 4,000,001 \& Greater | 2 | 0 | NA |
| TOTAL | 642 | 269 | 42\% |
| 2 Bedrooms \& Less | 31 | 6 | 19\% |
| 3 to 4 Bedrooms | 243 | 110 | 45\% |
| 5 to 6 Bedrooms | 218 | 112 | 51\% |
| 7 Bedrooms \& More | 150 | 41 | 27\% |
| TOTAL | 642 | 269 | 42\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 627 | 642 | 2\% |
| Solds | 144 | 269 | 87\% |
| Sale Price | \$821,500 | \$861,000 | 5\% |
| Sale Price SQFT | \$348 | \$344 | -1\% |
| Sale to List Price Ratio | 98\% | 99\% | 1\% |
| Days on Market | 20 | 20 | NA |

## Community DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| Bear Creek Green Timbers | 37 | 29 | 78\% |
| Bolivar Heights | 55 | 30 | 55\% |
| Bridgeview | 19 | 3 | 16\% |
| Cedar Hills | 54 | 10 | 19\% |
| East Newton | 66 | 25 | 38\% |
| Fleetwood Tynehead | 64 | 33 | 52\% |
| Fraser Heights | 50 | 18 | 36\% |
| Guildford | 23 | 16 | 70\% |
| Panorama Ridge | 54 | 20 | 37\% |
| Port Kells | 1 | 0 | NA |
| Queen Mary Park | 52 | 22 | 42\% |
| Royal Heights | 17 | 7 | 41\% |
| Sullivan Station | 33 | 25 | 76\% |
| West Newton | 63 | 20 | 32\% |
| Whalley | 54 | 11 | 20\% |
| TOTAL | 642 | 269 | 42\% |



$\square$






*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I Sellers $21 \%$ plus. If $>100 \%$ MLS® data reported previous month's sales exceeded current inventory.
Market Summary - Official Market Type SURREY DETACHED: Sellers market at $42 \%$ Sales Ratio average (4.2 in 10 homes selling rate)

- Homes are selling on average 1\% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 87\% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $\$ 500,000$ to $\$ 600,000$, Bridgeview, Cedar Hills, Whalley and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Bear Creek Green Timbers, Guildford, Sullivan Station and 5 to 6 bedroom properties
** With a minimum inventory of 10 in most instances


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# SnapStats surrey 

MARCH 2017

## Price Band \& Bedroom CONDOS \& TOWNHOMES

| SmapStats | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| \$0-100,000 | 0 | 0 | NA |
| 100,001-200,000 | 31 | 28 | 90\% |
| 200,001-300,000 | 129 | 136 | 105\%* |
| 300,001-400,000 | 76 | 100 | 132\%* |
| 400,001-500,000 | 81 | 82 | 101\%* |
| 500,001-600,000 | 70 | 55 | 79\% |
| 600,001-700,000 | 26 | 11 | 42\% |
| 700,001-800,000 | 6 | 4 | 67\% |
| 800,001-900,000 | 1 | 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 | 420 | 416 | 99\% |
| 0 to 1 Bedroom | 102 | 117 | 115\%* |
| 2 Bedrooms | 164 | 148 | 90\% |
| 3 Bedrooms | 125 | 125 | 100\% |
| 4 Bedrooms \& Greater | 29 | 26 | 90\% |
| TOTAL | 420 | 416 | 99\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 440 | 420 | -5\% |
| Solds | 261 | 416 | 59\% |
| Sale Price | \$362,000 | \$332,000 | -8\% |
| Sale Price SQFT | \$302 | \$309 | 2\% |
| Sale to List Price Ratio | 99\% | 98\% | -1\% |
| Days on Market | 11 | 9 | -18\% |

Community CONDOS \& TOWNHOMES

| Snapstats® | Inventory | Sales | Sales Ratio* |
| :--- | :--- | :--- | :--- |
| Bear Creek Green Timbers | 5 | 10 | $200 \%^{*}$ |
| Bolivar Heights | 7 | 4 | $57 \%$ |
| Bridgeview | 1 | 1 | $100 \%$ |
| Cedar Hills | 0 | 0 | NA |
| East Newton | 42 | 37 | $88 \%$ |
| Fleetwood Tynehead | 38 | 44 | $116 \%^{*}$ |
| Fraser Heights | 4 | 3 | $75 \%$ |
| Guildford | 59 | 71 | $120 \%^{*}$ |
| Panorama Ridge | 13 | 10 | $77 \%$ |
| Port Kells | 0 | 0 | NA |
| Queen Mary Park | 21 | 22 | $105 \%^{*}$ |
| Royal Heights | 0 | 0 | NA |
| Sullivan Station | 45 | 50 | $111 \%^{*}$ |
| West Newton | 39 | 27 | $69 \%$ |
| Whalley | 146 | 137 | $94 \%$ |
| TOTAL | 420 | 416 | $99 \%$ |


$\square$

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*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I 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 $99 \%$ Sales Ratio average ( 9.9 in 10 homes selling rate)

- Homes are selling on average $2 \%$ below list price
- Most Active Price Band ${ }^{\star \star} \$ 200,000$ to $\$ 500,000$ with average $>100 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $\$ 600,000$ to $\$ 700,000$, West Newton and Panorama Ridge
- Sellers Best Bet** Selling homes in Bear Creek Green Timbers, Fleetwood Tynehead, Guildford, Queen Mary and Sullivan Station ** With a minimum inventory of 10 in most instances


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## SnapStałs sOUTH SURREY/WHITE ROCK

## Price Band \& Bedroom DETACHED HOUSES

| SmapStats | 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 | $N A^{*}$ |
| 600,001-700,000 | 0 | 0 | NA |
| 700,001-800,000 | 1 | 0 | NA |
| 800,001-900,000 | 6 | 10 | 167\%* |
| 900,001-1,000,000 | 17 | 13 | 76\% |
| 1,000,001-1,250,000 | 71 | 26 | 37\% |
| 1,250,001-1,500,000 | 104 | 28 | 27\% |
| 1,500,001-1,750,000 | 44 | 13 | 30\% |
| 1,750,001-2,000,000 | 41 | 10 | 24\% |
| 2,000,001-2,250,000 | 23 | 8 | 35\% |
| 2,250,001-2,500,000 | 47 | 3 | 6\% |
| 2,500,001-2,750,000 | 20 | 4 | 20\% |
| 2,750,001-3,000,000 | 33 | 1 | 3\% |
| 3,000,001-3,500,000 | 31 | 0 | NA |
| 3,500,001-4,000,000 | 22 | 0 | NA |
| 4,000,001 \& Greater | 16 | 0 | NA |
| TOTAL | 476 | 117 | 25\% |
| 2 Bedrooms \& Less | 43 | 6 | 14\% |
| 3 to 4 Bedrooms | 251 | 70 | 28\% |
| 5 to 6 Bedrooms | 156 | 38 | 24\% |
| 7 Bedrooms \& More | 26 | 3 | 12\% |
| TOTAL | 476 | 117 | 25\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 474 | 476 | NA |
| Solds | 73 | 117 | 60\% |
| Sale Price | \$1,306,000 | \$1,320,000 | 1\% |
| Sale Price SQFT | \$527 | \$461 | -13\% |
| Sale to List Price Ratio | 97\% | 96\% | -1\% |
| Days on Market | 16 | 30 | 88\% |

Community DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio* |
| :--- | :--- | :--- | :--- |
| Crescent Beach Ocean Park | 85 | 20 | $24 \%$ |
| Elgin Chantrell | 72 | 7 | $10 \%$ |
| Grandview | 32 | 12 | $38 \%$ |
| Hazelmere | 4 | 2 | $50 \%$ |
| King George Corridor | 48 | 19 | $40 \%$ |
| Morgan Creek | 35 | 11 | $31 \%$ |
| Pacific Douglas | 27 | 8 | $30 \%$ |
| Sunnyside Park | 35 | 17 | $49 \%$ |
| White Rock | 138 | 21 | $15 \%$ |
| TOTAL | 476 | 117 | $25 \%$ |


*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I Sellers $21 \%$ plus. If $>100 \%$ MLS® data reported previous month's sales exceeded current inventory.
Market Summary - Official Market Type SOUTH SURREY DETACHED: Sellers market at $25 \%$ Sales Ratio average ( 2.5 in 10 homes selling rate)

- Homes are selling on average 4\% below price
- Most Active Price Band** (+/- \$1.5 mil): \$800,000 to \$900,000 ( $>100 \%$ Sales Ratio) / $\$ 2$ mil to $\$ 2.25$ mil (35\% Sales Ratio)
- Buyers Best Bet** (+/- $\$ 1.5 \mathrm{mil})$ : Homes between $\$ 1.25$ mil to $\$ 1.5 \mathrm{mil} / \$ 2.75$ to $\$ 3$ mil, Elgin Chantrell and White Rock
- Sellers Best Bet** Selling homes in Grandview, King George Corridor, Sunnyside Park and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances


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# SnapStałs ${ }^{\circ}$ SOUTH SURREY/WHITE ROCK 

## Price Band \& Bedroom CONDOS \& TOWNHOMES

| SmapStats | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| \$0-100,000 | 0 | 0 | NA |
| 100,001-200,000 | 2 | 4 | 200\%* |
| 200,001-300,000 | 21 | 28 | 133\%* |
| 300,001-400,000 | 25 | 47 | 188\%* |
| 400,001-500,000 | 41 | 50 | 122\%* |
| 500,001-600,000 | 27 | 35 | 130\%* |
| 600,001-700,000 | 35 | 21 | 60\% |
| 700,001-800,000 | 23 | 18 | 78\% |
| 800,001-900,000 | 16 | 8 | 50\% |
| 900,001-1,000,000 | 10 | 0 | NA |
| 1,000,001-1,250,000 | 13 | 2 | 15\% |
| 1,250,001-1,500,000 | 3 | 0 | NA |
| 1,500,001-1,750,000 | 0 | 1 | NA* |
| 1,750,001-2,000,000 | 3 | 0 | NA |
| 2,000,001-2,250,000 | 0 | 1 | NA* |
| 2,250,001-2,500,000 | 0 | 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 | 0 | 0 | NA |
| 3,500,001-4,000,000 | 0 | 0 | NA |
| 4,000,001 \& Greater | 0 | 0 | NA |
| TOTAL | 220 | 215 | 98\% |
| 0 to 1 Bedroom | 30 | 36 | 120\%* |
| 2 Bedrooms | 99 | 118 | 119\%* |
| 3 Bedrooms | 55 | 43 | 78\% |
| 4 Bedrooms \& Greater | 36 | 18 | 50\% |
| TOTAL | 220 | 215 | 98\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 216 | 220 | 2\% |
| Solds | 118 | 215 | 82\% |
| Sale Price | \$413,750 | \$454,742 | 10\% |
| Sale Price SQFT | \$394 | \$396 | 1\% |
| Sale to List Price Ratio | 99\% | 97\% | -2\% |
| Days on Market | 7 | 10 | 43\% |

Community CONDOS \& TOWNHOMES

| Snapstats® | Inventory | Sales |
| :--- | :--- | :--- |
| Crescent Beach Ocean Park | 7 | 1 |
| Elgin Chantrell | 2 | 4 |
| Grandview | 59 | 64 |
| Hazelmere | 0 | 0 |
| King George Corridor | 22 | 26 |
| Morgan Creek | 29 | 47 |
| Pacific Douglas | 9 | 4 |
| Sunnyside Park | 28 | 21 |
| White Rock | 64 | 48 |
| TOTAL | 220 | 215 |


*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I 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 $98 \%$ Sales Ratio average ( 9.8 in 10 homes selling rate)

- Homes are selling on average 3\% below list price
- Most Active Price Band** $\$ 200,000$ to $\$ 600,000$ with average $>100 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $\$ 1$ mil to $\$ 1.25$ mil, Pacific Douglas and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Grandview, King George Corridor, Morgan Creek and up to 2 bedroom properties
** With a minimum inventory of 10 in most instances


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## SnapStats ${ }^{\circ}$ NORTH delta

## Price Band \& Bedroom DETACHED HOUSES

| SnapStats ${ }^{\text {a }}$ | 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 | 1 | 3 | 300\%* |
| 700,001-800,000 | 16 | 19 | 119\%* |
| 800,001-900,000 | 36 | 17 | 47\% |
| 900,001-1,000,000 | 22 | 9 | 41\% |
| 1,000,001-1,250,000 | 20 | 9 | 45\% |
| 1,250,001-1,500,000 | 19 | 3 | 16\% |
| 1,500,001-1,750,000 | 6 | 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 | 0 | 0 | NA |
| 4,000,001 \& Greater | 0 | 0 | NA |
| TOTAL | 121 | 60 | 50\% |
| 2 Bedrooms \& Less | 2 | 0 | NA |
| 3 to 4 Bedrooms | 66 | 42 | 64\% |
| 5 to 6 Bedrooms | 43 | 15 | 35\% |
| 7 Bedrooms \& More | 10 | 3 | 30\% |
| TOTAL | 121 | 60 | 50\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 118 | 121 | 3\% |
| Solds | 37 | 60 | 62\% |
| Sale Price | \$820,000 | \$821,250 | NA |
| Sale Price SQFT | \$373 | \$371 | -1\% |
| Sale to List Price Ratio | 98\% | 98\% | NA |
| Days on Market | 21 | 11 | -48\% |

Community DETACHED HOUSES

| SnapStats@ | Inventory | Sales |
| :--- | :--- | :--- |
| Annieville | 32 | 18 |
| Nordel | 44 | 23 |
| Scottsdale | 24 | 8 |
| Sunshine Hills | Woodio* | $52 \%$ |
| TOTAL | 21 | 11 |

*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I 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: Sellers market at $50 \%$ Sales Ratio average ( 1 in 2 homes selling rate)

- Homes are selling on average $2 \%$ below list price
- Most Active Price Band** $\$ 700,000$ to $\$ 800,000$ with average $>100 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $\$ 1.25$ mil to $\$ 1.5$ mil, Scottsdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Annieville, Nordel, Sunshine Hills Woods and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances


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# SnapStats ${ }^{\circ}$ north delta 

## Price Band \& Bedroom CONDOS \& TOWNHOMES

| (3) | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| \$0-100,000 | 0 | 1 | NA* |
| 100,001-200,000 | 3 | 2 | 67\% |
| 200,001-300,000 | 4 | 3 | 75\% |
| 300,001-400,000 | 2 | 5 | 250\%* |
| 400,001-500,000 | 5 | 0 | NA |
| 500,001-600,000 | 0 | 3 | NA* |
| 600,001-700,000 | 5 | 3 | 60\% |
| 700,001-800,000 | 4 | 2 | 50\% |
| 800,001-900,000 | 0 | 1 | NA* |
| 900,001-1,000,000 | 0 | 0 | NA |
| 1,000,001-1,250,000 | 2 | 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 | 25 | 20 | 80\% |
| 0 to 1 Bedroom | 9 | 5 | 56\% |
| 2 Bedrooms | 3 | 5 | 167\%* |
| 3 Bedrooms | 9 | 7 | 78\% |
| 4 Bedrooms \& Greater | 4 | 3 | 75\% |
| TOTAL | 25 | 20 | 80\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 29 | 25 | -14\% |
| Solds | 11 | 20 | 82\% |
| Sale Price | \$498,000 | \$365,000 | -27\% |
| Sale Price SQFT | \$364 | \$280 | -23\% |
| Sale to List Price Ratio | 100\% | 99\% | -1\% |
| Days on Market | 16 | 15 | -6\% |

Community CONDOS \& TOWNHOMES

| SnapStats@ | Inventory | Sales |
| :--- | :--- | :--- |
| Annieville | 4 | 4 |
| Nordel | 8 | 8 |
| Sales Ratio* |  |  |
| Scottsdale | 11 | 8 |
| Sunshine Hills Woods | 2 | 0 |
| TOTAL | 25 | 20 |


*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I 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 $80 \%$ Sales Ratio average ( 8 in 10 homes selling rate)

- Homes are selling on average $1 \%$ below list price
- Most Active Price Band** Insufficient data but with 5 sales $\$ 300,000$ to $\$ 400,000$
- Buyers Best Bet** Homes in Scottsdale (Sellers market) and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Nordel and 3 bedroom properties
** With a minimum inventory of 10 in most instances


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REALTOR*

# SnapStats cloverdale 

MARCH 2017

## Price Band \& Bedroom DETACHED HOUSES

| SnapStats ${ }^{\text {a }}$ | 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 | 2 | 1 | 50\% |
| 700,001-800,000 | 17 | 24 | 141\%** |
| 800,001-900,000 | 21 | 19 | 90\% |
| 900,001-1,000,000 | 22 | 13 | 59\% |
| 1,000,001-1,250,000 | 25 | 5 | 20\% |
| 1,250,001-1,500,000 | 12 | 6 | 50\% |
| 1,500,001-1,750,000 | 5 | 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 | 1 | 0 | NA |
| 2,750,001-3,000,000 | 0 | 0 | NA |
| 3,000,001-3,500,000 | 2 | 0 | NA |
| 3,500,001-4,000,000 | 0 | 0 | NA |
| 4,000,001 \& Greater | 0 | 0 | NA |
| TOTAL | 109 | 68 | 62\% |
| 2 Bedrooms \& Less | 6 | 1 | 17\% |
| 3 to 4 Bedrooms | 49 | 36 | 73\% |
| 5 to 6 Bedrooms | 41 | 24 | 59\% |
| 7 Bedrooms \& More | 13 | 7 | 54\% |
| TOTAL | 109 | 68 | 62\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 95 | 109 | 15\% |
| Solds | 44 | 68 | 55\% |
| Sale Price | \$827,450 | \$850,000 | 3\% |
| Sale Price SQFT | \$299 | \$337 | 13\% |
| Sale to List Price Ratio | 100\% | 100\% | NA |
| Days on Market | 9 | 9 | NA |

## Community DETACHED HOUSES

|  | Inventory | Sales |
| :--- | :--- | :--- |
| Snanstats@ | 19 | 13 |
| Clayton | 90 | 55 |
| Cloverdale | 0 | 0 |
| Serpentine | 109 | 68 |
| TOTAL |  |  |


*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I 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 $62 \%$ Sales Ratio average ( 6.2 in 10 homes selling rate)

- Homes are selling on average at list price
- Most Active Price Band** $\$ 700,000$ to $\$ 800,000$ with average $>100 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $\$ 1$ mil to $\$ 1.25$ mil, Cloverdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Clayton and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances

13 Month
Market Trend


Compliments of...

## David Smith

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## SnapStats cloverdale

## Price Band \& Bedroom CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| \$0-100,000 | 0 | 0 | NA |
| 100,001-200,000 | 1 | 7 | 700\%* |
| 200,001-300,000 | 11 | 17 | 155\%* |
| 300,001-400,000 | 13 | 13 | 100\% |
| 400,001-500,000 | 25 | 31 | 124\%* |
| 500,001-600,000 | 22 | 19 | 86\% |
| 600,001-700,000 | 1 | 3 | 300\%* |
| 700,001-800,000 | 1 | 1 | 100\% |
| 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 | 74 | 91 | 123\%* |
| 0 to 1 Bedroom | 14 | 14 | 100\% |
| 2 Bedrooms | 23 | 40 | 174\%* |
| 3 Bedrooms | 32 | 26 | 81\% |
| 4 Bedrooms \& Greater | 5 | 11 | 220\%* |
| TOTAL | 74 | 91 | 123\%* |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 69 | 74 | 7\% |
| Solds | 75 | 91 | 21\% |
| Sale Price | \$422,000 | \$430,000 | 2\% |
| Sale Price SQFT | \$329 | \$357 | 9\% |
| Sale to List Price Ratio | 103\% | 102\% | -1\% |
| Days on Market | 7 | 6 | -14\% |

Community CONDOS \& TOWNHOMES

| SnapStats | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| Clayton | 42 | 58 | 138\%* |
| Cloverdale | 32 | 33 | 103\%* |
| Serpentine | 0 | 0 | NA |
| TOTAL | 74 | 91 | 123\%* |

*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I 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 >100\% Sales Ratio average (10 in 10 homes selling rate)

- Homes are selling on average $2 \%$ above list price
- Most Active Price Band** $\$ 200,000$ to $\$ 500,000$ with average $>100 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 and 3 bedroom properties (Sellers market)
- Sellers Best Bet** Selling homes in Clayton, Cloverdale and up to 2 / minimum 4 bedroom properties
** With a minimum inventory of 10 in most instances


Compliments of...

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## SnapStarss LANGLEY

MARCH 2017

## Price Band \& Bedroom DETACHED HOUSES

| SnapStats ${ }^{\text {a }}$ | 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 | 1 | 3 | 300\%* |
| 500,001-600,000 | 1 | 8 | 800\%* |
| 600,001-700,000 | 17 | 15 | 88\% |
| 700,001-800,000 | 24 | 35 | 146\%* |
| 800,001-900,000 | 25 | 28 | 112\%* |
| 900,001-1,000,000 | 28 | 26 | 93\% |
| 1,000,001-1,250,000 | 43 | 20 | 47\% |
| 1,250,001-1,500,000 | 22 | 5 | 23\% |
| 1,500,001-1,750,000 | 10 | 2 | 20\% |
| 1,750,001-2,000,000 | 5 | 3 | 60\% |
| 2,000,001-2,250,000 | 8 | 0 | NA |
| 2,250,001-2,500,000 | 2 | 2 | 100\% |
| 2,500,001-2,750,000 | 0 | 1 | NA* |
| 2,750,001-3,000,000 | 1 | 0 | NA |
| 3,000,001-3,500,000 | 2 | 0 | NA |
| 3,500,001-4,000,000 | 1 | 0 | NA |
| 4,000,001 \& Greater | 4 | 1 | 25\% |
| TOTAL | 195 | 149 | 76\% |
| 2 Bedrooms \& Less | 15 | 3 | 20\% |
| 3 to 4 Bedrooms | 101 | 93 | 92\% |
| 5 to 6 Bedrooms | 69 | 46 | 67\% |
| 7 Bedrooms \& More | 10 | 7 | 70\% |
| TOTAL | 195 | 149 | 76\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 206 | 195 | -5\% |
| Solds | 84 | 149 | 77\% |
| Sale Price | \$850,000 | \$865,000 | 2\% |
| Sale Price SQFT | \$362 | \$360 | -1\% |
| Sale to List Price Ratio | 100\% | 101\% | 1\% |
| Days on Market | 11 | 10 | -9\% |

## Community DETACHED HOUSES

| Smaplats® | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| Aldergrove | 22 | 32 | 145\%* |
| Brookswood | 24 | 14 | 58\% |
| Campbell Valley | 10 | 3 | 30\% |
| County Line Glen Valley | 0 | 1 | NA* |
| Fort Langley | 12 | 5 | 42\% |
| Langley City | 33 | 26 | 79\% |
| Murrayville | 17 | 8 | 47\% |
| Otter District | 1 | 0 | NA |
| Salmon River | 10 | 10 | 100\% |
| Walnut Grove | 28 | 25 | 89\% |
| Willoughby Heights | 38 | 25 | 66\% |
| TOTAL | 195 | 149 | 76\% |


*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I 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 $76 \%$ Sales Ratio average ( 7.6 in 10 homes selling rate)

- Homes are selling on average $1 \%$ above list price
- Most Active Price Band ${ }^{\star \star} \$ 500,000$ to $\$ 600,000$ with average $>100 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $\$ 1.5$ mil to $\$ 1.75$ mil, Campbell Valley, Fort Langley, Murrayville and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Aldergrove, Salmon River, Walnut Grove and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances

13 Month
Market Trend


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## SnapStats LANGLEY

MARCH 2017

Price Band \& Bedroom CONDOS \& TOWNHOMES

| SnapStats(1) | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| \$0-100,000 | 0 | 0 | NA |
| 100,001-200,000 | 3 | 5 | 167\%* |
| 200,001-300,000 | 43 | 57 | 133\%* |
| 300,001-400,000 | 40 | 49 | 123\%* |
| 400,001-500,000 | 29 | 50 | 172\%* |
| 500,001-600,000 | 25 | 38 | 152\%* |
| 600,001-700,000 | 12 | 17 | 142\%* |
| 700,001-800,000 | 4 | 4 | 100\% |
| 800,001-900,000 | 0 | 0 | NA |
| 900,001-1,000,000 | 1 | 0 | NA |
| 1,000,001-1,250,000 | 1 | 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 | 158 | 220 | 139\%* |
| 0 to 1 Bedroom | 25 | 34 | 136\%* |
| 2 Bedrooms | 83 | 101 | 122\%* |
| 3 Bedrooms | 40 | 71 | 178\%* |
| 4 Bedrooms \& Greater | 10 | 14 | 140\%* |
| TOTAL | 158 | 220 | 139\%* |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 174 | 158 | -9\% |
| Solds | 158 | 220 | 39\% |
| Sale Price | \$420,000 | \$398,450 | -5\% |
| Sale Price SQFT | \$330 | \$332 | 1\% |
| Sale to List Price Ratio | 99\% | 100\% | 1\% |
| Days on Market | 9 | 6 | -33\% |

Community CONDOS \& TOWNHOMES

| Snapstats® | Inventory | Sales |
| :--- | :--- | :--- |
| Aldergrove | 4 | 3 |

*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I 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 >100\% Sales Ratio average ( 10 in 10 homes selling rate)

- Homes are selling on average at list price
- Most Active Price Band** $\$ 100,000$ to $\$ 700,000$ with average $>100 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Fort Langley
- Sellers Best Bet** Selling homes in Langley City, Murrayville, Salmon River, Walnut Grove and Willoughby Heights
** With a minimum inventory of 10 in most instances


Compliments of...

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## SnapStats ABBOTSFORD

## Price Band \& Bedroom DETACHED HOUSES

|  | 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 | 8 | 4 | 50\% |
| 500,001-600,000 | 32 | 30 | 94\% |
| 600,001-700,000 | 62 | 50 | 81\% |
| 700,001-800,000 | 42 | 30 | 71\% |
| 800,001-900,000 | 35 | 15 | 43\% |
| 900,001-1,000,000 | 27 | 5 | 19\% |
| 1,000,001-1,250,000 | 16 | 5 | 31\% |
| 1,250,001-1,500,000 | 13 | 1 | 8\% |
| 1,500,001-1,750,000 | 1 | 0 | NA |
| 1,750,001-2,000,000 | 1 | 0 | NA |
| 2,000,001-2,250,000 | 2 | 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 | 244 | 140 | 57\% |
| 2 Bedrooms \& Less | 12 | 3 | 25\% |
| 3 to 4 Bedrooms | 125 | 74 | 59\% |
| 5 to 6 Bedrooms | 78 | 60 | 77\% |
| 7 Bedrooms \& More | 29 | 3 | 10\% |
| TOTAL | 244 | 140 | 57\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 230 | 244 | 6\% |
| Solds | 70 | 140 | 100\% |
| Sale Price | \$648,000 | \$672,500 | 4\% |
| Sale Price SQFT | \$263 | \$267 | 2\% |
| Sale to List Price Ratio | 99\% | 100\% | 1\% |
| Days on Market | 12 | 8 | -33\% |

Community DETACHED HOUSES
$\left.\begin{array}{|l|l|l|}\hline \text { SnapStats@ } & \text { Inventory } & \text { Sales }\end{array}\right)$ Sales Ratio*

*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 $57 \%$ Sales Ratio average ( 5.7 in 10 homes selling rate)

- Homes are selling on average at list price
- Most Active Price Band** $\$ 500,000$ to $\$ 600,000$ with average $94 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $\$ 1.25$ mil to $\$ 1.5$ mil, Aberdeen, Central Abbotsford and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Abbotsford East, Poplar and 5 to 6 bedroom properties
** With a minimum inventory of 10 in most instances


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## SnapStats ABBOTSFORD

## Price Band \& Bedroom CONDOS \& TOWNHOMES

| (3) | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| \$0-100,000 | 1 | 0 | NA |
| 100,001-200,000 | 49 | 44 | 90\% |
| 200,001-300,000 | 59 | 58 | 98\% |
| 300,001-400,000 | 35 | 31 | 89\% |
| 400,001-500,000 | 32 | 28 | 88\% |
| 500,001-600,000 | 15 | 11 | 73\% |
| 600,001-700,000 | 0 | 2 | NA* |
| 700,001-800,000 | 2 | 0 | NA |
| 800,001-900,000 | 1 | 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 | 194 | 174 | 90\% |
| 0 to 1 Bedroom | 24 | 19 | 79\% |
| 2 Bedrooms | 111 | 106 | 95\% |
| 3 Bedrooms | 44 | 34 | 77\% |
| 4 Bedrooms \& Greater | 15 | 15 | 100\% |
| TOTAL | 194 | 174 | 90\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 159 | 194 | 22\% |
| Solds | 126 | 174 | 38\% |
| Sale Price | \$228,750 | \$265,000 | 16\% |
| Sale Price SQFT | \$217 | \$232 | 7\% |
| Sale to List Price Ratio | 99\% | 99\% | NA |
| Days on Market | 14 | 8 | -43\% |

Community CONDOS \& TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio* |
| :--- | :--- | :--- | :--- |
| Abbotsford East | 16 | 14 | $88 \%$ |
| Abbotsford West | 96 | 83 | $86 \%$ |
| Aberdeen | 1 | 0 | NA |
| Bradner | 0 | 0 | NA |
| Central Abbotsford | 72 | 64 | $89 \%$ |
| Matsqui | 0 | 1 | NA $^{*}$ |
| Poplar | 9 | 12 | $133 \%^{*}$ |
| Sumas Mountain | 0 | 0 | NA |
| Sumas Prairie | 0 | 0 | NA |
| TOTAL | 194 | 174 | $90 \%$ |


*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I 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 $90 \%$ Sales Ratio average ( 9 in 10 homes selling rate)

- Homes are selling on average 1\% below list price
- Most Active Price Band** $\$ 200,000$ to $\$ 300,000$ with average $98 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Abbotsford East / West / Central and 3 bedroom properties
- Sellers Best Bet** Selling homes in Poplar and minimum 4 bedroom properties
** With a minimum inventory of 10 in most instances


Compliments of...

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## SnapStałs mission

MARCH 2017

## Price Band \& Bedroom DETACHED HOUSES

| anstatso | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| \$0-100,000 | 0 | 0 | NA |
| 100,001-200,000 | 0 | 0 | NA |
| 200,001-300,000 | 3 | 0 | NA |
| 300,001-400,000 | 6 | 2 | 33\% |
| 400,001-500,000 | 18 | 8 | 44\% |
| 500,001-600,000 | 32 | 22 | 69\% |
| 600,001-700,000 | 23 | 13 | 57\% |
| 700,001-800,000 | 22 | 4 | 18\% |
| 800,001-900,000 | 16 | 1 | 6\% |
| 900,001-1,000,000 | 2 | 0 | NA |
| 1,000,001-1,250,000 | 1 | 2 | 200\%* |
| 1,250,001-1,500,000 | 3 | 0 | NA |
| 1,500,001-1,750,000 | 0 | 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 | 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 | NA |
| TOTAL | 129 | 52 | 40\% |
| 2 Bedrooms \& Less | 12 | 6 | 50\% |
| 3 to 4 Bedrooms | 56 | 33 | 58\% |
| 5 to 6 Bedrooms | 56 | 13 | 23\% |
| 7 Bedrooms \& More | 5 | 0 | NA |
| TOTAL | 129 | 52 | 40\% |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 117 | 129 | 10\% |
| Solds | 37 | 52 | 41\% |
| Sale Price | \$529,400 | \$571,250 | 8\% |
| Sale Price SQFT | \$222 | \$255 | 15\% |
| Sale to List Price Ratio | 100\% | 98\% | -2\% |
| Days on Market | 15 | 14 | -7\% |

Community DETACHED HOUSES

| Snanstats® | Inventory | Sales | Sales Ratio* |
| :--- | :--- | :--- | :--- |
| Dewdney Deroche | 2 | 0 | NA |
| Durieu | 1 | 1 | $100 \%$ |
| Hatzic | 19 | 4 | $21 \%$ |
| Hemlock | 2 | 1 | $50 \%$ |
| Lake Errock | 8 | 3 | $38 \%$ |
| Mission | 95 | 43 | $45 \%$ |
| Mission West | 2 | 0 | NA |
| Stave Falls | 0 | 0 | NA |
| Steelhead | 0 | 0 | NA |
| TOTAL | 129 | 52 | $40 \%$ |


|  |  |  |
| :--- | :--- | :--- |

*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I Sellers $21 \%$ plus. If $>100 \%$ MLS® data reported previous month's sales exceeded current inventory.
Market Summary - Official Market Type MISSION DETACHED: 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** $\$ 500,000$ to $\$ 600,000$ with average $69 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between $\$ 800,000$ to $\$ 900,000$, Hatzic and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Mission and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances


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# SnapStałs MISSION 

Price Band \& Bedroom CONDOS \& TOWNHOMES

| SnapStats ${ }^{\text {a }}$ | Inventory | Sales | Sales Ratio* |
| :---: | :---: | :---: | :---: |
| \$0-100,000 | 0 | 0 | NA |
| 100,001-200,000 | 5 | 4 | 80\% |
| 200,001-300,000 | 7 | 7 | 100\% |
| 300,001-400,000 | 1 | 11 | 1100\%* |
| 400,001-500,000 | 1 | 5 | 500\%* |
| 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 |
| TOTAL | 14 | 27 | 193\%* |
| 0 to 1 Bedroom | 6 | 2 | 33\% |
| 2 Bedrooms | 5 | 8 | 160\%* |
| 3 Bedrooms | 3 | 17 | 567\%* |
| 4 Bedrooms \& Greater | 0 | 0 | NA |
| TOTAL | 14 | 27 | 193\%* |
| SnapStats® Median Data | February | March | Variance |
| Inventory | 26 | 14 | -46\% |
| Solds | 11 | 27 | 145\% |
| Sale Price | \$364,150 | \$336,000 | -8\% |
| Sale Price SQFT | \$387 | \$262 | -32\% |
| Sale to List Price Ratio | 101\% | 99\% | -2\% |
| Days on Market | 12 | 30 | 150\% |

Community CONDOS \& TOWNHOMES

| SnapStats | Inventory | Sales |
| :--- | :--- | :--- | Sales Ratio*


*Sales Ratio defines market speed (higher is faster) and market type: Buyers up to $11 \%$ I Balanced 12 to $20 \%$ I 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 $>100 \%$ Sales Ratio average (10 in 10 homes selling rate)

- Homes are selling on average $1 \%$ below list price
- Most Active Price Band** $\$ 300,000$ to $\$ 400,000$ with $>100 \%$ Sales Ratio (Sellers market)
- Buyers Best Bet** Insufficient Data
- Sellers Best Bet** Selling homes in Mission and 2 to 3 bedroom properties
** With a minimum inventory of 10 in most instances


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