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

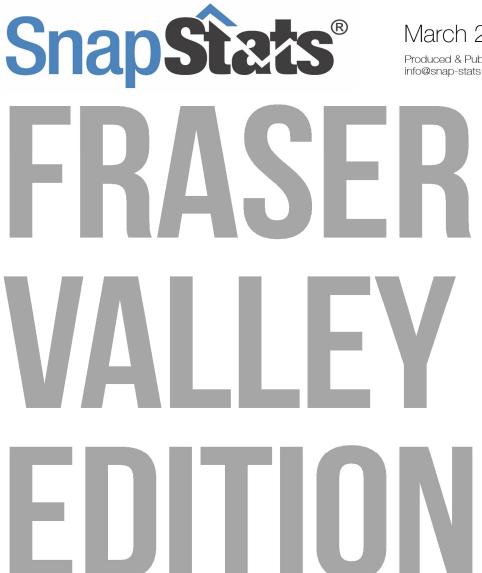
Compliments of:

#### Steve Birkic

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# Keller Williams Realty VanCentral

3995 Fraser Street Vancouver, BC V5V 4E5



# March 2020

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> Surrey South Surrey White Rock North Delta Cloverdale Langley Abbotsford



SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	1	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	2	1	50%
500,001 - 600,000	2	1	50%
600,001 - 700,000	5	2	40%
700,001 - 800,000	27	11	41%
800,001 - 900,000	70	25	36%
900,001 - 1,000,000	82	45	55%
1,000,001 - 1,250,000	119	64	54%
1,250,001 - 1,500,000	126	36	29%
1,500,001 – 1,750,000	68	10	15%
1,750,001 - 2,000,000	47	4	9%
2,000,001 - 2,250,000	15	0	NA
2,250,001 - 2,500,000	11	0	NA
2,500,001 - 2,750,000	4	0	NA
2,750,001 - 3,000,000	4	0	NA
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	3	0	NA
4,000,001 & Greater	1	0	NA
TOTAL*	589	199	34%
2 Bedrooms & Less	19	3	16%
3 to 4 Bedrooms	206	66	32%
5 to 6 Bedrooms	194	73	38%
7 Bedrooms & More	170	57	34%
TOTAL*	589	199	34%

SnapStats®	February	March	Variance
Inventory	588	589	0%
Solds	182	199	9%
Sale Price	\$1,050,000	\$1,059,000	1%
Sale Price SQFT	\$408	\$386	-5%
Sale to List Price Ratio	97%	98%	1%
Days on Market	18	14	-22%

#### Community DETACHED HOUSES

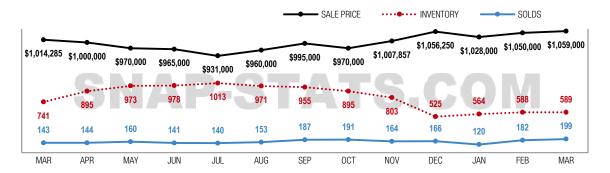
SnapStats®	Inventory	Sales	Sales Ratio
Bear Creek Green Timbers	48	16	33%
Bolivar Heights	42	10	24%
Bridgeview	11	3	27%
Cedar Hills	40	10	25%
East Newton	62	25	40%
Fleetwood Tynehead	67	29	43%
Fraser Heights	54	24	44%
Guildford	20	8	40%
Panorama Ridge	54	18	33%
Port Kells	3	0	NA
Queen Mary Park	35	10	29%
Royal Heights	16	1	6%
Sullivan Station	38	12	32%
West Newton	51	25	49%
Whalley	48	8	17%
TOTAL*	589	199	34%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator SURREY 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\*\* \$900,000 to \$1.25 mil with average 55% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Royal Heights and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in East Newton, Fleetwood Tynehead, Fraser Heights, Guildford and West Newton
   \*\*With minimum inventory of 10 in most instances

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	28	10	36%
300,001 - 400,000	151	66	44%
400,001 - 500,000	189	71	38%
500,001 - 600,000	165	52	32%
600,001 - 700,000	128	46	36%
700,001 - 800,000	38	11	29%
800,001 - 900,000	7	0	NA
900,001 - 1,000,000	9	1	11%
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	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*	717	257	36%
0 to 1 Bedroom	144	51	35%
2 Bedrooms	283	99	35%
3 Bedrooms	218	79	36%
4 Bedrooms & Greater	72	28	39%
TOTAL*	717	257	36%

SnapStats®	February	March	Variance
Inventory	692	717	4%
Solds	236	257	9%
Sale Price	\$482,500	\$475,000	-2%
Sale Price SQFT	\$399	\$433	9%
Sale to List Price Ratio	97%	99%	2%
Days on Market	15	13	-13%

#### Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Bear Creek Green Timbers	5	3	60%
Bolivar Heights	8	1	13%
Bridgeview	2	1	50%
Cedar Hills	1	1	100%
East Newton	73	16	22%
Fleetwood Tynehead	62	33	53%
Fraser Heights	5	2	40%
Guildford	108	50	46%
Panorama Ridge	12	7	58%
Port Kells	0	0	NA
Queen Mary Park	45	17	38%
Royal Heights	2	0	NA
Sullivan Station	71	28	39%
West Newton	75	20	27%
Whalley	248	78	31%
TOTAL*	717	257	36%

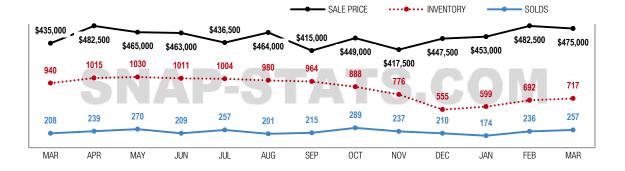
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator SURREY ATTACHED: Sellers Market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$300,000 to \$400,000 with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$900,000 to \$1 mil, East Newton and up to 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fleetwood Tynehead, Panorama Ridge and minimum 4 bedroom properties

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

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700





# S SURREY WHITE ROCK

# MARCH 2020

# Price Band & Bedroom DETACHED HOUSES

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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	0	1	NA*
800,001 - 900,000	6	1	17%
900,001 - 1,000,000	16	10	63%
1,000,001 - 1,250,000	66	27	41%
1,250,001 - 1,500,000	110	23	21%
1,500,001 - 1,750,000	47	9	19%
1,750,001 - 2,000,000	52	6	12%
2,000,001 - 2,250,000	26	5	19%
2,250,001 - 2,500,000	40	2	5%
2,500,001 - 2,750,000	16	2	13%
2,750,001 - 3,000,000	19	0	NA
3,000,001 - 3,500,000	18	0	NA
3,500,001 - 4,000,000	11	1	9%
4,000,001 & Greater	25	0	NA
TOTAL*	452	87	19%
-	-	-	
2 Bedrooms & Less	27	3	11%
3 to 4 Bedrooms	196	51	26%
5 to 6 Bedrooms	194	27	14%
7 Bedrooms & More	35	6	17%
TOTAL*	452	87	19%
_		•	

SnapStats®	February	March	Variance
Inventory	441	452	2%
Solds	72	87	21%
Sale Price	\$1,289,100	\$1,360,000	5%
Sale Price SQFT	\$453	\$469	4%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	16	25	56%

#### Community DETACHED HOUSES

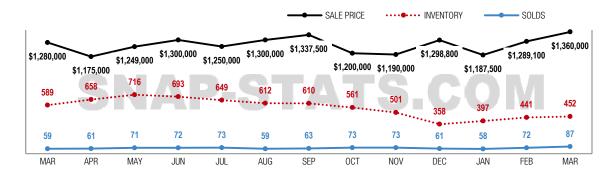
SnapStats®	Inventory	Sales	Sales Ratio
Crescent Beach Ocean Park	55	14	25%
Elgin Chantrell	59	10	17%
Grandview	52	17	33%
Hazelmere	2	0	NA
King George Corridor	55	10	18%
Morgan Creek	47	6	13%
Pacific Douglas	28	6	21%
Sunnyside Park	49	6	12%
White Rock	105	18	17%
TOTAL*	452	87	19%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator S SURREY WHITE ROCK DETACHED: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil, Morgan Creek, Sunnyside Park and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Grandview and 3 to 4 bedroom properties

# 13 Month Market Trend



#### Compliments of...

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<sup>\*\*</sup>With minimum inventory of 10 in most instances



# S SURREY WHITE ROCK

# MARCH 2020

#### Price Band & Bedroom CONDOS & TOWNHOMES

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	7	4	57%
300,001 - 400,000	44	15	34%
400,001 - 500,000	95	21	22%
500,001 - 600,000	73	24	33%
600,001 - 700,000	86	12	14%
700,001 - 800,000	71	17	24%
800,001 - 900,000	35	6	17%
900,001 - 1,000,000	32	6	19%
1,000,001 - 1,250,000	16	6	38%
1,250,001 - 1,500,000	7	1	14%
1,500,001 - 1,750,000	4	1	25%
1,750,001 - 2,000,000	4	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	1	0	NA
2,750,001 - 3,000,000	1	1	100%
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*	476	114	24%
0 to 1 Bedroom	49	14	29%
2 Bedrooms	258	53	21%
3 Bedrooms	103	31	30%
4 Bedrooms & Greater	66	16	24%
TOTAL*	476	114	24%

TOTAL	770	117	<u>_</u> + /0
SnapStats®	February	March	Variance
Inventory	424	476	12%
Solds	113	114	1%
Sale Price	\$557,000	\$570,000	2%
Sale Price SQFT	\$439	\$421	-4%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	17	16	-6%

#### Community CONDOS & TOWNHOMES

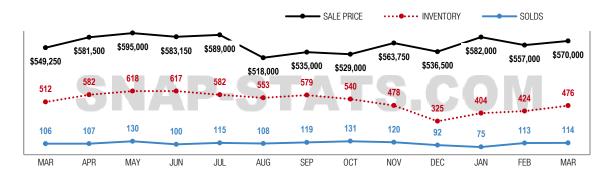
SnapStats®	Inventory	Sales	Sales Ratio
Crescent Beach Ocean Park	7	3	43%
Elgin Chantrell	13	4	31%
Grandview	109	35	32%
Hazelmere	0	0	NA
King George Corridor	100	21	21%
Morgan Creek	46	13	28%
Pacific Douglas	28	3	11%
Sunnyside Park	35	10	29%
White Rock	138	25	18%
TOTAL*	476	114	24%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator S SURREY WHITE ROCK ATTACHED: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$600,000 to \$700,000, Pacific Douglas and 2 bedroom properties
- $\bullet\,$  Sellers Best Bet\*\* Selling homes in Elgin Chantrell, Grandview and 3 bedroom properties

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



<sup>\*\*</sup>With minimum inventory of 10 in most instances

\$0 - 100,000	SnapStats®	Inventory	Sales	Sales Ratio
200,001 - 300,000         0         NA           300,001 - 400,000         0         NA           400,001 - 500,000         0         NA           500,001 - 600,000         0         NA           600,001 - 700,000         0         NA           700,001 - 800,000         2         1         50%           800,001 - 900,000         15         9         60%           900,001 - 1,000,000         31         13         42%           1,000,001 - 1,250,000         31         12         39%           1,250,001 - 1,500,000         27         3         11%           1,550,001 - 1,750,000         9         2         22%           1,750,001 - 2,000,000         8         0         NA           2,000,001 - 2,250,000         1         0         NA           2,250,001 - 2,500,000         1         0         NA           2,750,001 - 2,500,000         0         NA         2,750,001 - 3,000,000         0         NA           2,750,001 - 3,000,000         0         0         NA         3,500,001 - 4,000,000         0         NA           3,500,001 - 4,000,000         0         0         NA         NA         0         NA			0	
300,001 - 400,000       0       NA         400,001 - 500,000       0       NA         500,001 - 600,000       0       NA         600,001 - 700,000       0       NA         700,001 - 800,000       2       1       50%         800,001 - 900,000       15       9       60%         900,001 - 1,000,000       31       13       42%         1,000,001 - 1,250,000       31       12       39%         1,250,001 - 1,500,000       27       3       11%         1,550,001 - 1,750,000       9       2       22%         1,750,001 - 2,000,000       8       0       NA         2,000,001 - 2,250,000       1       0       NA         2,250,001 - 2,500,000       1       0       NA         2,500,001 - 2,500,000       0       0       NA         2,750,001 - 3,000,000       0       NA         3,500,001 - 4,000,000       0       NA         3,500,001 - 4,000,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%	100,001 - 200,000	0	0	NA
400,001 - 500,000       0       NA         500,001 - 600,000       0       NA         600,001 - 700,000       0       NA         700,001 - 800,000       2       1         800,001 - 900,000       15       9         900,001 - 1,000,000       31       13         1,000,001 - 1,250,000       31       12         1,250,001 - 1,500,000       27       3       11%         1,500,001 - 1,750,000       9       2       22%         1,750,001 - 2,000,000       8       0       NA         2,000,001 - 2,250,000       1       0       NA         2,250,001 - 2,500,000       1       0       NA         2,500,001 - 2,500,000       0       NA         2,500,001 - 2,500,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%	200,001 - 300,000	0	0	NA
500,001 - 600,000         0         NA           600,001 - 700,000         0         NA           700,001 - 800,000         2         1         50%           800,001 - 900,000         15         9         60%           900,001 - 1,000,000         31         13         42%           1,000,001 - 1,250,000         31         12         39%           1,250,001 - 1,550,000         27         3         11%           1,550,001 - 1,750,000         9         2         22%           1,750,001 - 2,000,000         8         0         NA           2,000,001 - 2,250,000         1         0         NA           2,250,001 - 2,500,000         1         0         NA           2,500,001 - 2,500,000         0         NA         NA           2,500,001 - 2,750,000         0         NA         NA           3,000,001 - 3,500,000         0         NA         NA           3,500,001 - 4,000,000         0         NA           4,000,001 & Greater         0         NA           TOTAL*         125         40         32%	300,001 - 400,000	0	0	NA
600,001 - 700,000       0       0       NA         700,001 - 800,000       2       1       50%         800,001 - 900,000       15       9       60%         900,001 - 1,000,000       31       13       42%         1,000,001 - 1,500,000       27       3       11%         1,500,001 - 1,750,000       9       2       22%         1,750,001 - 2,000,000       8       0       NA         2,000,001 - 2,250,000       1       0       NA         2,550,001 - 2,500,000       1       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         2,750,001 - 3,500,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%	400,001 - 500,000	0	0	NA
700,001 - 800,000         2         1         50%           800,001 - 900,000         15         9         60%           900,001 - 1,000,000         31         13         42%           1,000,001 - 1,250,000         31         12         39%           1,250,001 - 1,500,000         27         3         11%           1,500,001 - 1,750,000         9         2         22%           1,750,001 - 2,000,000         8         0         NA           2,000,001 - 2,250,000         1         0         NA           2,500,001 - 2,500,000         1         0         NA           2,750,001 - 3,000,000         0         0         NA           3,750,001 - 3,500,000         0         0         NA           3,500,001 - 4,000,000         0         NA         NA           3,500,001 - 4,000,000         0         NA           4,000,001 & Greater         0         NA           TOTAL*         125         40         32%	500,001 - 600,000	0	0	NA
800,001 - 900,000       15       9       60%         900,001 - 1,000,000       31       13       42%         1,000,001 - 1,250,000       31       12       39%         1,250,001 - 1,500,000       27       3       11%         1,500,001 - 1,750,000       9       2       22%         1,750,001 - 2,000,000       8       0       NA         2,000,001 - 2,250,000       1       0       NA         2,500,001 - 2,500,000       1       0       NA         2,750,001 - 3,000,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%	600,001 - 700,000	-	-	NA
900,001 - 1,000,000 31 13 42% 1,000,001 - 1,250,000 31 12 39% 1,250,001 - 1,500,000 27 3 11% 1,500,001 - 1,750,000 9 2 22% 1,750,001 - 2,000,000 8 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 NA 3,000,001 - 3,500,000 0 NA 3,500,001 - 4,000,000 0 NA 4,000,001 & Greater 0 NA TOTAL* 125 40 32%	700,001 – 800,000	2	•	
1,000,001 - 1,250,000       31       12       39%         1,250,001 - 1,500,000       27       3       11%         1,500,001 - 1,750,000       9       2       22%         1,750,001 - 2,000,000       8       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       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%		15	-	60%
1,250,001 - 1,500,000       27       3       11%         1,500,001 - 1,750,000       9       2       22%         1,750,001 - 2,000,000       8       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       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%			-	,0
1,500,001 - 1,750,000       9       2       22%         1,750,001 - 2,000,000       8       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       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%	1,000,001 - 1,250,000		. –	
1,750,001 - 2,000,000       8       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*       125       40       32%				
2,000,001 - 2,250,000				
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 NA TOTAL* 125 40 32%		-	-	• • •
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* 125 40 32%			-	
2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%		•	-	
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* 125 40 32%		-	-	
3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       125       40       32%		-	-	
4,000,001 & Greater 0 0 NA TOTAL* 125 40 32%		-	-	
TOTAL* 125 40 32%		-	-	
		-		
2 Bedrooms & Less 2 0 NA	TOTAL*	125	40	32%
2 Bedrooms & Less 2 0 NA				
		_	-	
3 to 4 Bedrooms 62 26 42%				
5 to 6 Bedrooms 51 10 20%		-		
7 Bedrooms & More 10 4 40%			•	
TOTAL* 125 40 32%	TOTAL*	125	40	32%

Community	DETACHED HOUSES
OUIIIIIIIIIII	DEINUILD HUUULU

SnapStats®	Inventory	Sales	Sales Ratio
Annieville	34	11	32%
Nordel	30	8	27%
Scottsdale	33	12	36%
Sunshine Hills Woods	28	9	32%
TOTAL*	125	40	32%

Solds	37	40	8%	
Sale Price	\$931,000	\$950,000	2%	
Sale Price SQFT	\$401	\$404	1%	
Sale to List Price Ratio	100%	100%	0%	
Days on Market	12	6	-50%	

February

120

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

SnapStats®

Inventory

- Market Type Indicator NORTH DELTA DETACHED: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$800,000 to \$900,000 with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Nordel and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Scottsdale and 3 to 4 bedroom properties

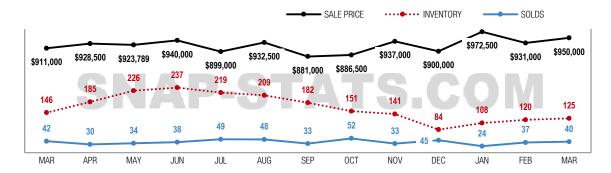
Variance

4%

March

125

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



<sup>\*\*</sup>With minimum inventory of 10 in most instances

\$0 - 100,000	SnapStats®	Inventory	Sales	Sales Ratio
200,001 - 300,000         4         0         NA           300,001 - 400,000         0         5         NA*           400,001 - 500,000         9         3         33%           500,001 - 600,000         15         4         27%           600,001 - 700,000         14         4         29%           700,001 - 800,000         5         5         100%           800,001 - 900,000         4         0         NA           900,001 - 1,000,000         0         1         NA*           1,000,001 - 1,250,000         0         0         NA           1,550,001 - 1,500,000         0         NA         NA           1,500,001 - 2,000,000         0         NA         NA           2,000,001 - 2,000,000         0         NA         NA           2,250,001 - 2,500,000         0         NA         NA           2,500,001 - 2,750,000         0         NA         NA           2,750,001 - 3,500,000         0         NA         NA           3,500,001 - 4,000,000         0         NA         NA           4,000,001 & Greater         0         NA           TOTAL*         51         22         43%	\$0 - 100,000		0	NA
300,001 - 400,000       0       5       NA*         400,001 - 500,000       9       3       33%         500,001 - 600,000       15       4       27%         600,001 - 700,000       14       4       29%         700,001 - 800,000       5       5       100%         800,001 - 900,000       4       0       NA         900,001 - 1,000,000       0       1       NA*         1,000,001 - 1,250,000       0       0       NA         1,500,001 - 1,750,000       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         2,750,001 - 3,500,000       0       0       NA         3,500,001 - 4,000,000       0       0       NA         3,500,001 - 4,000,000       0       0       NA         4,000,001 & Greater       0       0       NA         70 to 1 Bedroom       6       4       67%         2 Bedrooms       6       4       11%         <	100,001 - 200,000	0	0	NA
400,001 - 500,000       9       3       33%         500,001 - 600,000       15       4       27%         600,001 - 700,000       14       4       29%         700,001 - 800,000       5       5       100%         800,001 - 900,000       4       0       NA         900,001 - 1,000,000       0       1       NA*         1,000,001 - 1,250,000       0       0       NA         1,500,001 - 1,750,000       0       0       NA         1,750,001 - 2,000,000       0       0       NA         2,250,001 - 2,250,000       0       0       NA         2,500,001 - 2,750,000       0       0       NA         2,750,001 - 3,000,000       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*       51       22       43%         0 to 1 Bedrooms       6       4       67%         2 Bedrooms       6       10       167%*         4 B	200,001 - 300,000	4	0	NA
500,001 - 600,000         15         4         27%           600,001 - 700,000         14         4         29%           700,001 - 800,000         5         5         100%           800,001 - 900,000         4         0         NA           900,001 - 1,000,000         0         1         NA*           1,000,001 - 1,250,000         0         0         NA           1,250,001 - 1,500,000         0         0         NA           1,750,001 - 2,000,000         0         0         NA           2,000,001 - 2,250,000         0         0         NA           2,550,001 - 2,500,000         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*         51         22         43%           0 to 1 Bedrooms         6         4         67%           2 Bedrooms         6         10         167%*           4 Bedrooms & Greater         3         4         133%*	300,001 - 400,000	0	5	NA*
600,001 - 700,000         14         4         29%           700,001 - 800,000         5         5         100%           800,001 - 900,000         4         0         NA           900,001 - 1,000,000         0         1         NA*           1,000,001 - 1,250,000         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           2,750,001 - 3,000,000         0         0         NA           3,000,001 - 3,500,000         0         0         NA           3,500,001 - 4,000,000         0         0         NA           3,500,001 - 4,000,000         0         0         NA           4,000,001 & Greater         0         0         NA           TOTAL*         51         22         43%           0 to 1 Bedrooms         6         4         67%           2 Bedrooms         6         10         167%*           4 Bedrooms & Greater         3         4         133%*		9	3	33%
700,001 - 800,000         5         5         100%           800,001 - 900,000         4         0         NA           900,001 - 1,000,000         0         1         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           2,000,001 - 2,250,000         0         0         NA           2,550,001 - 2,500,000         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*         51         22         43%           0 to 1 Bedrooms         6         4         67%           2 Bedrooms         36         4         11%           3 Bedrooms         6         10         167%*           4 Bedrooms & Greater         3         4         133%*	500,001 - 600,000	15	4	27%
800,001 - 900,000       4       0       NA         900,001 - 1,000,000       0       1       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         2,500,001 - 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*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*	600,001 - 700,000	14		29%
900,001 - 1,000,000 0 1 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 NA 2,750,001 - 3,000,000 0 NA 3,000,001 - 3,500,000 0 NA 3,500,001 - 4,000,000 0 NA 4,000,001 & Greater 0 NA TOTAL* 51 22 43%  0 to 1 Bedroom 6 4 67% 2 Bedrooms 36 4 11% 3 Bedrooms 6 10 167%* 4 Bedrooms & Greater 3 4 133%*	700,001 - 800,000	5	5	100%
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 NA 3,500,001 - 4,000,000 0 NA 3,500,001 - 4,000,000 0 NA 4,000,001 & Greater 0 NA TOTAL* 51 22 43%  0 to 1 Bedroom 6 4 67% 2 Bedrooms 36 4 11% 3 Bedrooms 6 10 167%* 4 Bedrooms & Greater 3 4 133%*	800,001 - 900,000	4	0	NA
1,250,001 - 1,500,000       0       NA         1,500,001 - 1,750,000       0       NA         1,750,001 - 2,000,000       0       NA         2,000,001 - 2,250,000       0       NA         2,250,001 - 2,500,000       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*	900,001 - 1,000,000	0	1	NA*
1,500,001 - 1,750,000       0       NA         1,750,001 - 2,000,000       0       NA         2,000,001 - 2,250,000       0       NA         2,250,001 - 2,500,000       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*	1,000,001 - 1,250,000	0	0	NA
1,750,001 - 2,000,000       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       NA         4,000,001 & Greater       0       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*	1,250,001 - 1,500,000	0	0	NA
2,000,001 - 2,250,000       0       NA         2,250,001 - 2,500,000       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*		0	0	NA
2,250,001 - 2,500,000       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*	1,750,001 - 2,000,000	0	0	NA
2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*		-	-	
2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*	2,250,001 - 2,500,000	0	0	NA
3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*		-	-	
3,500,001 - 4,000,000     0     NA       4,000,001 & Greater     0     0     NA       TOTAL*     51     22     43%       0 to 1 Bedroom     6     4     67%       2 Bedrooms     36     4     11%       3 Bedrooms     6     10     167%*       4 Bedrooms & Greater     3     4     133%*		0	-	
4,000,001 & Greater       0       0       NA         TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*		-	-	
TOTAL*       51       22       43%         0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*		0	0	
0 to 1 Bedroom       6       4       67%         2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*		-	-	
2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*	TOTAL*	51	22	43%
2 Bedrooms       36       4       11%         3 Bedrooms       6       10       167%*         4 Bedrooms & Greater       3       4       133%*				
3 Bedrooms 6 10 167%* 4 Bedrooms & Greater 3 4 133%*		-	•	
4 Bedrooms & Greater 3 4 133%*			•	
		-		
TOTAL* 51 22 43%		-	•	
	TOTAL*	51	22	43%

February	March	Variance
55	51	-7%
10	22	120%
\$536,875	\$554,500	3%
\$384	\$396	3%
95%	96%	1%
12	10	-17%
	55 10 \$536,875 \$384 95%	55 51 10 22 \$536,875 \$554,500 \$384 \$396 95% 96%

#### Community CONDOS & TOWNHOMES

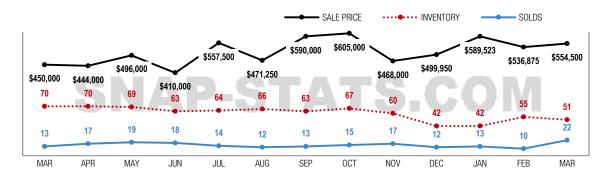
SnapStats®	Inventory	Sales	Sales Ratio
Annieville	21	5	24%
Nordel	8	7	88%
Scottsdale	16	4	25%
Sunshine Hills Woods	6	6	100%
TOTAL*	51	22	43%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator NORTH DELTA ATTACHED: Sellers Market at 43% Sales Ratio average (4.3 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$500,000 to \$600,000, Annieville, Scottsdale and 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Nordel and 3 bedroom properties

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700

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<sup>\*\*</sup>With minimum inventory of 10 in most instances

Salac

# Price Band & Bedroom DETACHED HOUSES

\$0 - 100,000	SnapStats®	Inventory	Sales	Sales Ratio
200,001 - 300,000       0       NA         300,001 - 400,000       0       NA         400,001 - 500,000       0       NA         500,001 - 600,000       0       NA         600,001 - 700,000       0       NA         700,001 - 800,000       1       0         800,001 - 900,000       12       8       67%         900,001 - 1,000,000       17       16       94%         1,000,001 - 1,250,000       39       22       56%         1,250,001 - 1,500,000       22       3       14%         1,500,001 - 2,000,000       4       0       NA         2,000,001 - 2,250,000       2       0       NA         2,550,001 - 2,500,000       2       0       NA         2,550,001 - 2,500,000       2       0       NA         2,550,001 - 3,500,000       1       0       NA         2,750,001 - 3,500,000       1       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         70TAL*       116       49       42%          2 Bedrooms       48       18       38%         5 to 6 Bedrooms	\$0 - 100,000		0	NA
300,001 - 400,000       0       NA         400,001 - 500,000       0       NA         500,001 - 600,000       0       NA         600,001 - 700,000       0       NA         700,001 - 800,000       1       0       NA         800,001 - 900,000       12       8       67%         900,001 - 1,000,000       17       16       94%         1,000,001 - 1,250,000       39       22       56%         1,250,001 - 1,500,000       22       3       14%         1,500,001 - 1,750,000       14       0       NA         2,000,001 - 2,000,000       4       0       NA         2,250,001 - 2,500,000       2       0       NA         2,500,001 - 2,750,000       1       0       NA         2,750,001 - 3,000,000       1       0       NA         2,750,001 - 3,500,000       1       0       NA         3,500,001 - 4,000,000       0       0       NA         4,000,001 & Greater       0       0       NA         TOTAL*       116       49       42%          2 Bedrooms       48       18       38%         5 to 6 Bedrooms       48       18	100,001 - 200,000	0	0	NA
400,001 - 500,000       0       NA         500,001 - 600,000       0       NA         600,001 - 700,000       0       NA         700,001 - 800,000       1       0       NA         800,001 - 900,000       12       8       67%         900,001 - 1,000,000       17       16       94%         1,000,001 - 1,250,000       39       22       56%         1,250,001 - 1,500,000       22       3       14%         1,500,001 - 1,750,000       14       0       NA         2,000,001 - 2,000,000       4       0       NA         2,250,001 - 2,250,000       2       0       NA         2,500,001 - 2,750,000       1       0       NA         2,750,001 - 3,000,000       1       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*       116       49       42%          2 Bedrooms       48       18       38%         5 to 6 Bedrooms       48       18       38%         5 to 6 Bedrooms       48	200,001 - 300,000	0	0	NA
500,001 - 600,000         0         NA           600,001 - 700,000         0         NA           700,001 - 800,000         1         0         NA           800,001 - 900,000         12         8         67%           900,001 - 1,000,000         17         16         94%           1,000,001 - 1,250,000         39         22         56%           1,250,001 - 1,500,000         22         3         14%           1,500,001 - 1,750,000         14         0         NA           2,000,001 - 2,000,000         4         0         NA           2,250,001 - 2,250,000         2         0         NA           2,500,001 - 2,750,000         1         0         NA           2,750,001 - 3,000,000         1         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*         116         49         42%           2 Bedrooms         48         18         38%           5 to 6 Bedrooms         48         18         38%           7 Be	300,001 - 400,000	0	0	NA
600,001 - 700,000       0       NA         700,001 - 800,000       1       0       NA         800,001 - 900,000       12       8       67%         900,001 - 1,000,000       17       16       94%         1,000,001 - 1,250,000       39       22       56%         1,250,001 - 1,500,000       22       3       14%         1,500,001 - 1,750,000       14       0       NA         2,000,001 - 2,000,000       4       0       NA         2,250,001 - 2,550,000       2       0       NA         2,750,001 - 2,750,000       1       0       NA         2,750,001 - 3,000,000       1       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*       116       49       42%         2 Bedrooms       48       18       38%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%	400,001 - 500,000	0	0	NA
700,001 - 800,000         1         0         NA           800,001 - 900,000         12         8         67%           900,001 - 1,000,000         17         16         94%           1,000,001 - 1,250,000         39         22         56%           1,250,001 - 1,500,000         22         3         14%           1,500,001 - 1,750,000         14         0         NA           2,000,001 - 2,000,000         4         0         NA           2,250,001 - 2,250,000         2         0         NA           2,500,001 - 2,750,000         1         0         NA           2,750,001 - 3,000,000         1         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*         116         49         42%           2 Bedrooms         48         18         38%           5 to 6 Bedrooms         48         18         38%           7 Bedrooms & More         29         5         17%	500,001 - 600,000	0	0	NA
800,001 – 900,000       12       8       67%         900,001 – 1,000,000       17       16       94%         1,000,001 – 1,250,000       39       22       56%         1,250,001 – 1,500,000       22       3       14%         1,500,001 – 1,750,000       14       0       NA         1,750,001 – 2,000,000       4       0       NA         2,000,001 – 2,250,000       2       0       NA         2,500,001 – 2,750,000       1       0       NA         2,750,001 – 3,000,000       1       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*       116       49       42%         2 Bedrooms       48       18       38%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%	600,001 - 700,000		0	NA
900,001 - 1,000,000	700,001 - 800,000	1	0	NA
1,000,001 - 1,250,000     39     22     56%       1,250,001 - 1,500,000     22     3     14%       1,500,001 - 1,750,000     14     0     NA       1,750,001 - 2,000,000     4     0     NA       2,000,001 - 2,250,000     2     0     NA       2,500,001 - 2,750,000     1     0     NA       2,750,001 - 3,000,000     1     0     NA       3,000,001 - 3,500,000     1     0     NA       3,500,001 - 4,000,000     0     NA       4,000,001 & Greater     0     NA       TOTAL*     116     49     42%       2 Bedrooms & Less     5     3     60%       3 to 4 Bedrooms     34     23     68%       5 to 6 Bedrooms     48     18     38%       7 Bedrooms & More     29     5     17%	800,001 - 900,000	12	-	67%
1,250,001 - 1,500,000       22       3       14%         1,500,001 - 1,750,000       14       0       NA         1,750,001 - 2,000,000       4       0       NA         2,000,001 - 2,250,000       2       0       NA         2,250,001 - 2,750,000       1       0       NA         2,500,001 - 2,750,000       1       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       1       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       116       49       42%         2 Bedrooms & Less       5       3       60%         3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%	900,001 - 1,000,000	17	16	94%
1,500,001 - 1,750,000				56%
1,750,001 - 2,000,000       4       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       1       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       1       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       116       49       42%         2 Bedrooms & Less       5       3       60%         3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%			-	
2,000,001 - 2,250,000       2       0       NA         2,250,001 - 2,500,000       2       0       NA         2,500,001 - 2,750,000       1       0       NA         2,750,001 - 3,000,000       1       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       116       49       42%         2 Bedrooms & Less       5       3       60%         3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%			-	
2,250,001 - 2,500,000       2       0       NA         2,500,001 - 2,750,000       1       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       1       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       116       49       42%         2 Bedrooms & Less       5       3       60%         3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%		•	0	
2,500,001 - 2,750,000       1       0       NA         2,750,001 - 3,000,000       1       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*       116       49       42%         2 Bedrooms & Less       5       3       60%         3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%			-	
2,750,001 - 3,000,000 1 0 NA 3,000,001 - 3,500,000 1 0 NA 3,500,001 - 4,000,000 0 NA 4,000,001 & Greater 0 NA TOTAL* 116 49 42%  2 Bedrooms & Less 5 3 60% 3 to 4 Bedrooms 34 23 68% 5 to 6 Bedrooms 48 18 38% 7 Bedrooms & More 29 5 17%			0	
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* 116 49 42%  2 Bedrooms & Less 5 3 60% 3 to 4 Bedrooms 34 23 68% 5 to 6 Bedrooms 48 18 38% 7 Bedrooms & More 29 5 17%		•	-	
3,500,001 - 4,000,000 0 0 NA 4,000,001 & Greater 0 0 NA TOTAL* 116 49 42%  2 Bedrooms & Less 5 3 60% 3 to 4 Bedrooms 34 23 68% 5 to 6 Bedrooms 48 18 38% 7 Bedrooms & More 29 5 17%	2,750,001 - 3,000,000	•	-	
4,000,001 & Greater     0     0     NA       TOTAL*     116     49     42%       2 Bedrooms & Less     5     3     60%       3 to 4 Bedrooms     34     23     68%       5 to 6 Bedrooms     48     18     38%       7 Bedrooms & More     29     5     17%		•	-	
TOTAL*       116       49       42%         2 Bedrooms & Less       5       3       60%         3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%		-	0	
2 Bedrooms & Less       5       3       60%         3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%		•		
3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%	TOTAL*	116	49	42%
3 to 4 Bedrooms       34       23       68%         5 to 6 Bedrooms       48       18       38%         7 Bedrooms & More       29       5       17%				
5 to 6 Bedrooms 48 18 38% 7 Bedrooms & More 29 5 17%		-	-	
7 Bedrooms & More 29 5 17%				
		-	18	38%
TOTAL* 11C 40 400/			-	
101AL 110 49 42%	TOTAL*	116	49	42%

SnapStats®	February	March	Variance
Inventory	108	116	7%
Solds	40	49	23%
Sale Price	\$970,000	\$1,009,523	4%
Sale Price SQFT	\$362	\$385	6%
Sale to List Price Ratio	100%	101%	1%
Days on Market	7	12	71%

#### Community DETACHED HOUSES

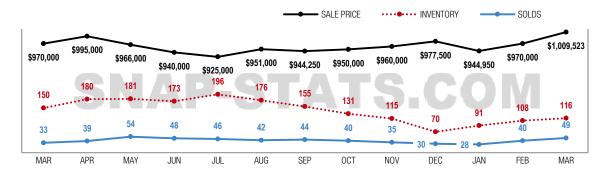
	IIIVEIILUIY	oaito	Sales natio
Clayton	20	10	50%
Cloverdale	96	39	41%
Serpentine	0	0	NA
TOTAL*	116	49	42%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator CLOVERDALE DETACHED: Sellers Market at 42% Sales Ratio average (4.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average 94% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Cloverdale and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Clayton and 3 to 4 bedroom properties

# 13 Month Market Trend



#### Compliments of...

**Steve Birkic** Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



<sup>\*\*</sup>With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	1	0	NA
300,001 - 400,000	12	11	92%
400,001 - 500,000	25	10	40%
500,001 - 600,000	42	19	45%
600,001 - 700,000	37	16	43%
700,001 - 800,000	16	4	25%
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*	135	60	44%
0 to 1 Bedroom	9	10	111%*
2 Bedrooms	48	21	44%
3 Bedrooms	62	19	31%
4 Bedrooms & Greater	16	10	63%
TOTAL*	135	60	44%

SnapStats®	February	March	Variance
Inventory	105	135	29%
Solds	56	60	7%
Sale Price	\$530,000	\$548,750	4%
Sale Price SQFT	\$419	\$404	-4%
Sale to List Price Ratio	99%	100%	1%
Days on Market	6	9	50%

#### Community CONDOS & TOWNHOMES

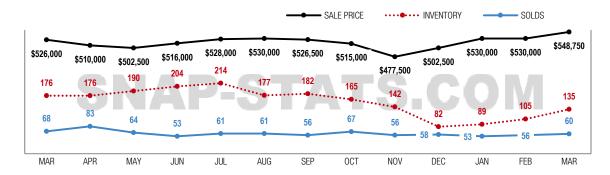
SnapStats®	Inventory	Sales	Sales Ratio
Clayton	75	38	51%
Cloverdale	60	22	37%
Serpentine	0	0	NA
TOTAL*	135	60	44%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator CLOVERDALE ATTACHED: Sellers Market at 44% Sales Ratio average (4.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$300,000 to \$400,000 with average 92% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$700,000 to \$800,000, Cloverdale and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Clayton and up to 1 bedroom properties

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



<sup>\*\*</sup>With minimum inventory of 10 in most instances

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	2	2	100%
700,001 - 800,000	25	9	36%
800,001 - 900,000	33	10	30%
900,001 - 1,000,000	33	16	48%
1,000,001 - 1,250,000	78	22	28%
1,250,001 - 1,500,000	42	8	19%
1,500,001 - 1,750,000	21	0	NA
1,750,001 - 2,000,000	14	2	14%
2,000,001 - 2,250,000	4	2	50%
2,250,001 - 2,500,000	6	0	NA
2,500,001 - 2,750,000	5	0	NA
2,750,001 - 3,000,000	4	0	NA
3,000,001 - 3,500,000	3	0	NA
3,500,001 - 4,000,000	2	0	NA
4,000,001 & Greater	6	0	NA
TOTAL*	278	72	26%
2 Bedrooms & Less	16	4	25%
3 to 4 Bedrooms	144	42	29%
5 to 6 Bedrooms	94	23	24%
7 Bedrooms & More	24	3	13%
TOTAL*	278	72	26%

February	March	Variance
232	278	20%
91	72	-21%
\$1,029,000	\$987,500	-4%
\$418	\$424	1%
100%	100%	0%
7	9	29%
	232 91 \$1,029,000 \$418	232 278 91 72 \$1,029,000 \$987,500 \$418 \$424

#### **Community DETACHED HOUSES**

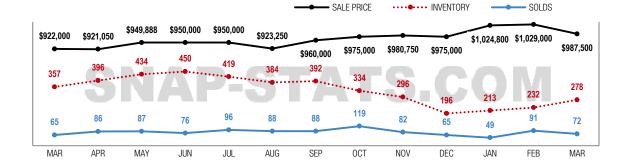
SnapStats®	Inventory	Sales	Sales Ratio
Aldergrove	27	9	33%
Brookswood	36	10	28%
Campbell Valley	13	1	8%
County Line Glen Valley	3	0	NA
Fort Langley	9	2	22%
Langley City	57	11	19%
Murrayville	17	2	12%
Otter District	0	1	NA*
Salmon River	11	4	36%
Walnut Grove	42	12	29%
Willoughby Heights	63	20	32%
TOTAL*	278	72	26%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator LANGLEY DETACHED: Sellers Market at 26% Sales Ratio average (2.6 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average 48% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Campbell Valley, Murrayville and 7 plus bedrooms
- Sellers Best Bet\*\* Selling homes in Aldergrove, Salmon River, Willoughby Heights and 3 to 4 bedroom properties \*\*With minimum inventory of 10 in most instances

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	9	7	78%
300,001 - 400,000	96	38	40%
400,001 - 500,000	131	32	24%
500,001 - 600,000	142	28	20%
600,001 – 700,000	66	24	36%
700,001 – 800,000	18	8	44%
800,001 – 900,000	8	2	25%
900,001 – 1,000,000	6	4	67%
1,000,001 - 1,250,000	1	1	100%
1,250,001 - 1,500,000	1	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*	478	144	30%
0 to 1 Doduces	00	07	04.0/
0 to 1 Bedroom	88	27	31%
2 Bedrooms	265	63	24%
3 Bedrooms	97	44	45%
4 Bedrooms & Greater	28	10	36%
TOTAL*	478	144	30%

SnapStats®	February	March	Variance
Inventory	435	478	10%
Solds	158	144	-9%
Sale Price	\$507,000	\$474,250	-6%
Sale Price SQFT	\$415	\$392	-6%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	13	11	-15%

#### Community CONDOS & TOWNHOMES

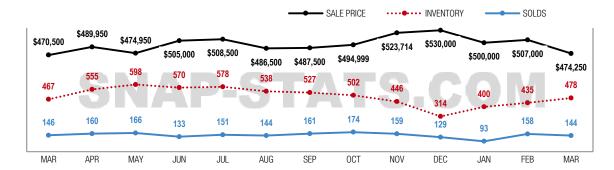
SnapStats®	Inventory	Sales	Sales Ratio
Aldergrove	5	7	140%*
Brookswood	0	0	NA
Campbell Valley	0	0	NA
County Line Glen Valley	0	0	NA
Fort Langley	4	2	50%
Langley City	169	39	23%
Murrayville	36	9	25%
Otter District	0	0	NA
Salmon River	5	6	120%*
Walnut Grove	33	24	73%
Willoughby Heights	226	57	25%
TOTAL*	478	144	30%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator LANGLEY ATTACHED: Sellers Market at 30% Sales Ratio average (3 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 78% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$500,000 to \$600,000, Langley City, Murrayville and Willoughby Heights
- Sellers Best Bet\*\* Selling homes in Walnut Grove and 3 bedroom properties

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



<sup>\*\*</sup>With minimum inventory of 10 in most instances

		0.1	
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	1	0	NA
500,001 - 600,000	8	4	50%
600,001 - 700,000	23	21	91%
700,001 - 800,000	59	25	42%
800,001 - 900,000	47	10	21%
900,001 - 1,000,000	35	10	29%
1,000,001 - 1,250,000	51	17	33%
1,250,001 - 1,500,000	24	2	8%
1,500,001 - 1,750,000	10	1	10%
1,750,001 - 2,000,000	6	0	NA
2,000,001 - 2,250,000	4	0	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	2	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*	271	90	33%
2 Bedrooms & Less	13	3	23%
3 to 4 Bedrooms	134	44	33%
5 to 6 Bedrooms	96	36	38%
7 Bedrooms & More	28	7	25%
TOTAL*	271	90	33%

SnapStats®	February	March	Variance
Inventory	258	271	5%
Solds	77	90	17%
Sale Price	\$766,000	\$787,500	3%
Sale Price SQFT	\$315	\$304	-3%
Sale to List Price Ratio	99%	99%	0%
Days on Market	12	13	8%

#### Community DETACHED HOUSES

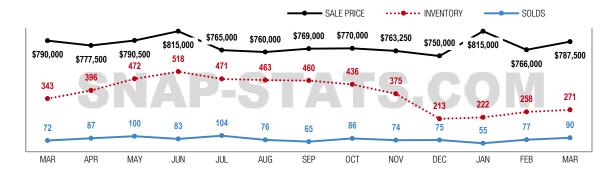
SnapStats®	Inventory	Sales	Sales Ratio
Abbotsford East	112	39	35%
Abbotsford West	68	30	44%
Aberdeen	27	3	11%
Bradner	0	0	NA
Central Abbotsford	40	13	33%
Matsqui	3	0	NA
Poplar	13	4	31%
Sumas Mountain	7	1	14%
Sumas Prairie	1	0	NA
TOTAL*	271	90	33%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator ABBOTSFORD DETACHED: Sellers Market at 33% Sales Ratio average (3.3 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 91% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Aberdeen and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Abbotsford West and 5 to 6 bedroom properties

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



<sup>\*\*</sup>With minimum inventory of 10 in most instances

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 100,000	0	0	NA
100,001 - 200,000	11	3	27%
200,001 - 300,000	118	33	28%
300,001 - 400,000	89	19	21%
400,001 - 500,000	77	27	35%
500,001 - 600,000	49	16	33%
600,001 - 700,000	27	3	11%
700,001 - 800,000	10	2	20%
800,001 - 900,000	2	0	NA
900,001 - 1,000,000	0	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*	384	103	27%
0 to 1 Bedroom	55	19	35%
2 Bedrooms	230	51	22%
3 Bedrooms	71	27	38%
4 Bedrooms & Greater	28	6	21%
TOTAL*	384	103	27%

SnapStats®	February	March	Variance
Inventory	338	384	14%
Solds	72	103	43%
Sale Price	\$364,350	\$389,900	7%
Sale Price SQFT	\$320	\$334	4%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	11	17	55%

#### Community CONDOS & TOWNHOMES

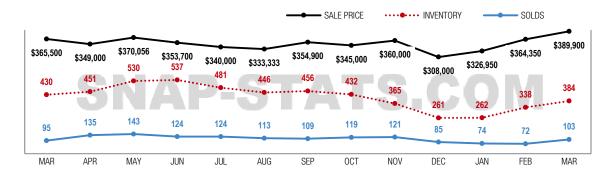
SnapStats®	Inventory	Sales	Sales Ratio
Abbotsford East	44	11	25%
Abbotsford West	144	37	26%
Aberdeen	1	3	300%*
Bradner	0	0	NA
Central Abbotsford	181	45	25%
Matsqui	0	0	NA
Poplar	14	7	50%
Sumas Mountain	0	0	NA
Sumas Prairie	0	0	NA
TOTAL*	384	103	27%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator ABBOTSFORD ATTACHED: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$600,000 to \$700,000, Abbotsford East/West/Central and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Poplar and 3 bedroom properties

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700

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<sup>\*\*</sup>With minimum inventory of 10 in most instances

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	3	1	33%
400,001 - 500,000	3	2	67%
500,001 - 600,000	20	5	25%
600,001 - 700,000	30	16	53%
700,001 – 800,000	18	4	22%
800,001 – 900,000	30	6	20%
900,001 – 1,000,000	14	4	29%
1,000,001 – 1,250,000	13	1	8%
1,250,001 - 1,500,000	9	2	22%
1,500,001 – 1,750,000	3	0	NA
1,750,001 - 2,000,000	2	0	NA
2,000,001 – 2,250,000	2	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	1	0	NA
TOTAL*	148	41	28%
2 Bedrooms & Less	15	2	13%
3 to 4 Bedrooms	74	20	27%
5 to 6 Bedrooms	49	15	31%
7 Bedrooms & More	10	4	40%
TOTAL*	148	41	28%

SnapStats®	February	March	Variance
Inventory	148	148	0%
Solds	35	41	17%
Sale Price	\$735,000	\$680,000	-7%
Sale Price SQFT	\$290	\$287	-1%
Sale to List Price Ratio	99%	100%	1%
Days on Market	18	20	11%

# Community DETACHED HOUSES

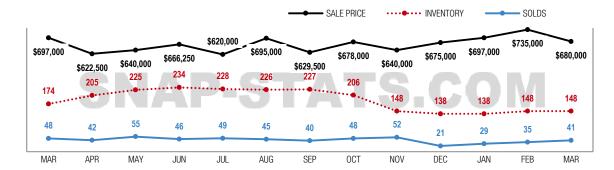
SnapStats®	Inventory	Sales	Sales Ratio
Dewdney Deroche	2	0	NA
Durieu	1	0	NA
Hatzic	12	2	17%
Hemlock	3	0	NA
Lake Errock	10	1	10%
Mission	109	36	33%
Mission West	8	2	25%
Stave Falls	3	0	NA
Steelhead	0	0	NA
TOTAL*	148	41	28%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator MISSION DETACHED: Sellers Market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Lake Errock and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Mission and minimum 7 bedroom properties

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



<sup>\*\*</sup>With minimum inventory of 10 in most instances

\$0 - 100,000	SnapStats®	Inventory	Sales	Sales Ratio
200,001 - 300,000       10       4       40%         300,001 - 400,000       14       4       29%         400,001 - 500,000       7       2       29%         500,001 - 600,000       13       2       15%         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         1,500,001 - 1,750,000       0       0       NA         2,000,001 - 2,250,000       0       0       NA         2,500,001 - 2,250,000       0       0       NA         2,550,001 - 2,500,000       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         75%       2       24       6       25%         3 Bedrooms       24       6       25%	\$0 - 100,000		0	NA
300,001 - 400,000       14       4       29%         400,001 - 500,000       7       2       29%         500,001 - 600,000       13       2       15%         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         1,500,001 - 1,750,000       0       0       NA         1,750,001 - 2,000,000       0       0       NA         2,250,001 - 2,500,000       0       0       NA         2,250,001 - 2,500,000       0       0       NA         2,750,001 - 3,000,000       0       0       NA         2,750,001 - 3,500,000       0       0       NA         3,500,001 - 4,000,000       0       0       NA         3,500,001 - 4,000,000       0       0       NA         4,000,001 & Greater       0       0       NA         TOTAL*       46       15       33%         0 to 1 Bedrooms       24       6       25%         3	100,001 - 200,000	2	3	150%*
400,001 - 500,000       7       2       29%         500,001 - 600,000       13       2       15%         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         1,500,001 - 1,750,000       0       0       NA         1,750,001 - 2,000,000       0       0       NA         2,250,001 - 2,250,000       0       0       NA         2,550,001 - 2,500,000       0       0       NA         2,750,001 - 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*       46       15       33%         0 to 1 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedroom	200,001 - 300,000	10	4	40%
500,001 - 600,000         13         2         15%           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           2,000,001 - 2,250,000         0         0         NA           2,250,001 - 2,500,000         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*         46         15         33%           0 to 1 Bedrooms         24         6         25%           3 Bedrooms         18         6         33%           4 Bedrooms & Greater         0         NA	300,001 - 400,000	14	4	29%
600,001 - 700,000         0         NA           700,001 - 800,000         0         NA           800,001 - 900,000         0         NA           900,001 - 1,000,000         0         NA           1,000,001 - 1,250,000         0         NA           1,250,001 - 1,500,000         0         NA           1,500,001 - 1,750,000         0         NA           1,750,001 - 2,000,000         0         NA           2,000,001 - 2,250,000         0         NA           2,550,001 - 2,500,000         0         NA           2,750,001 - 3,000,000         0         NA           2,750,001 - 3,500,000         0         NA           3,000,001 - 3,500,000         0         NA           3,500,001 - 4,000,000         0         NA           4,000,001 & Greater         0         NA           TOTAL*         46         15         33%           0 to 1 Bedrooms         24         6         25%           3 Bedrooms         18         6         33%           4 Bedrooms & Greater         0         NA		7		29%
700,001 - 800,000         0         NA           800,001 - 900,000         0         NA           900,001 - 1,000,000         0         NA           1,000,001 - 1,250,000         0         NA           1,250,001 - 1,500,000         0         NA           1,500,001 - 1,750,000         0         NA           1,750,001 - 2,000,000         0         NA           2,000,001 - 2,250,000         0         NA           2,250,001 - 2,500,000         0         NA           2,750,001 - 3,000,000         0         NA           3,000,001 - 3,500,000         0         NA           3,500,001 - 4,000,000         0         NA           4,000,001 & Greater         0         NA           TOTAL*         46         15         33%           0 to 1 Bedrooms         24         6         25%           3 Bedrooms         18         6         33%           4 Bedrooms & Greater         0         NA	500,001 - 600,000	13	2	15%
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         2,500,001 - 2,750,000       0       0       NA         2,570,001 - 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*       46       15       33%         0 to 1 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA	600,001 - 700,000	0	0	
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 NA 2,750,001 - 3,000,000 0 NA 3,000,001 - 3,500,000 0 NA 3,500,001 - 4,000,000 0 NA 4,000,001 & Greater 0 NA TOTAL* 46 15 33% 0 to 1 Bedroom 4 3 75% 2 Bedrooms 24 6 25% 3 Bedrooms 18 6 33% 4 Bedrooms & Greater 0 NA	700,001 - 800,000	0	0	NA
1,000,001 - 1,250,000       0       NA         1,250,001 - 1,500,000       0       NA         1,500,001 - 1,750,000       0       NA         1,750,001 - 2,000,000       0       NA         2,000,001 - 2,250,000       0       NA         2,500,001 - 2,750,000       0       NA         2,570,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       46       15       33%         0 to 1 Bedrooms       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA	800,001 - 900,000	0	0	NA
1,250,001 - 1,500,000       0       NA         1,500,001 - 1,750,000       0       NA         1,750,001 - 2,000,000       0       NA         2,000,001 - 2,250,000       0       NA         2,250,001 - 2,500,000       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA	900,001 – 1,000,000	0	0	NA
1,500,001 - 1,750,000       0       NA         1,750,001 - 2,000,000       0       NA         2,000,001 - 2,250,000       0       NA         2,250,001 - 2,500,000       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA		0	0	NA
1,750,001 - 2,000,000       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       NA         4,000,001 & Greater       0       0       NA         TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA		-	•	
2,000,001 - 2,250,000       0       NA         2,250,001 - 2,500,000       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA		-		
2,250,001 - 2,500,000       0       NA         2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA		0	0	
2,500,001 - 2,750,000       0       NA         2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA		-	-	
2,750,001 - 3,000,000       0       NA         3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA		-	0	
3,000,001 - 3,500,000       0       NA         3,500,001 - 4,000,000       0       NA         4,000,001 & Greater       0       NA         TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       NA		-	-	
3,500,001 - 4,000,000     0     NA       4,000,001 & Greater     0     0     NA       TOTAL*     46     15     33%       0 to 1 Bedroom     4     3     75%       2 Bedrooms     24     6     25%       3 Bedrooms     18     6     33%       4 Bedrooms & Greater     0     NA		0	-	
4,000,001 & Greater     0     0     NA       TOTAL*     46     15     33%       0 to 1 Bedroom     4     3     75%       2 Bedrooms     24     6     25%       3 Bedrooms     18     6     33%       4 Bedrooms & Greater     0     NA		-		
TOTAL*       46       15       33%         0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       0       NA		-	0	
0 to 1 Bedroom       4       3       75%         2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       0       NA		-	-	
2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       0       NA	TOTAL*	46	15	33%
2 Bedrooms       24       6       25%         3 Bedrooms       18       6       33%         4 Bedrooms & Greater       0       0       NA				
3 Bedrooms         18         6         33%           4 Bedrooms & Greater         0         0         NA		•	-	
4 Bedrooms & Greater 0 0 NA				
		18	6	
TOTAL* 46 15 33%		•	-	
	TOTAL*	46	15	33%

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Inventory	48	46	-4%
Solds	10	15	50%
Sale Price	\$444,500	\$310,000	-30%
Sale Price SQFT	\$270	\$280	4%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	62	32	-48%

#### Community CONDOS & TOWNHOMES

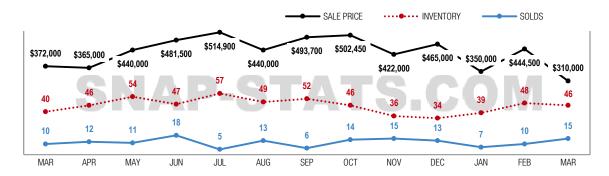
SnapStats®	Inventory	Sales	Sales Ratio
Dewdney Deroche	0	0	NA
Durieu	0	0	NA
Hatzic	0	0	NA
Hemlock	3	3	100%
Lake Errock	0	0	NA
Mission	43	12	28%
Mission West	0	0	NA
Stave Falls	0	0	NA
Steelhead	0	0	NA
TOTAL*	46	15	33%

\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Market Type Indicator MISSION ATTACHED: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$200,000 to \$300,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$500,000 to \$600,000 and 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Mission and 3 bedroom properties

# 13 Month Market Trend



#### Compliments of...

Steve Birkic Personal Real Estate Corporation Keller Williams Realty VanCentral 778.882.5700



<sup>\*\*</sup>With minimum inventory of 10 in most instances