

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

Compliments of:

Royal LePage West Real Estate Services

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FRASER VALLEY EDITION

Surrey
South Surrey
White Rock
North Delta
Cloverdale
Langley
Abbotsford
Mission



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 700,000	0	0	NA
700,001 - 800,000	1	1	100%
800,001 - 900,000	1	1	100%
900,001 - 1,000,000	7	2	29%
1,000,001 - 1,250,000	25	7	28%
1,250,001 - 1,500,000	168	29	17%
1,500,001 - 1,750,000	153	25	16%
1,750,001 - 2,000,000	144	8	6%
2,000,001 - 2,250,000	53	3	6%
2,250,001 - 2,500,000	83	3	4%
2,500,001 - 2,750,000	42	1	2%
2,750,001 - 3,000,000	33	0	NA
3,000,001 - 3,500,000	27	0	NA
3,500,001 - 4,000,000	17	1	6%
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	6	0	NA
5,000,001 - 5,500,000	10	0	NA
5,500,001 - 6,000,000	3	0	NA
6,000,001 - 6,500,000	4	0	NA
6,500,001 - 7,000,000	4	0	NA
7,000,001 & Greater	0	0	NA
TOTAL*	781	81	10%

2 Bedrooms & Less	25	0	NA
3 to 4 Bedrooms	241	30	12%
5 to 6 Bedrooms	264	29	11%
7 Bedrooms & More	251	22	9%
TOTAL*	781	81	10%

SnapStats®	November	December	Variance
Inventory	990	781	-21%
Solds	114	81	-29%
Sale Price	\$1,469,500	\$1,504,000	2%
Sale Price SQFT	\$543	\$547	1%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	37	27	-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.

Community DETACHED HOUSES

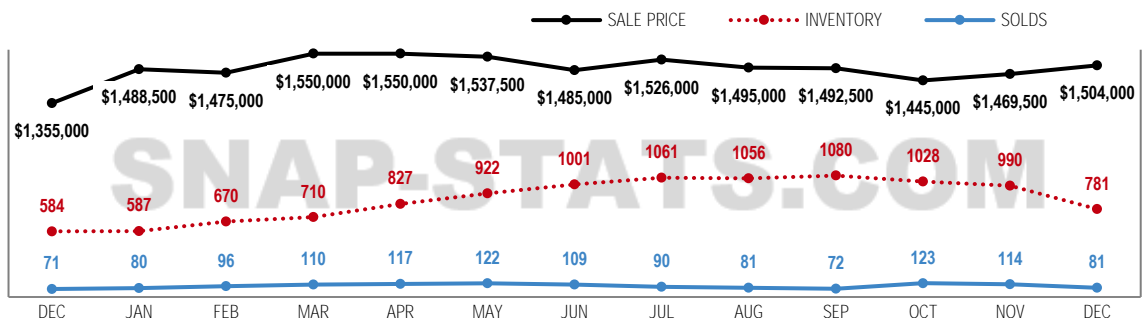
SnapStats®	Inventory	Sales	Sales Ratio
Bear Creek Green Timbers	60	7	12%
Bollivar Heights	65	5	8%
Bridgeview	18	3	17%
Cedar Hills	46	2	4%
East Newton	75	9	12%
Fleetwood Tynehead	97	13	13%
Fraser Heights	55	7	13%
Guildford	43	5	12%
Panorama Ridge	80	6	8%
Port Kells	1	0	NA
Queen Mary Park	43	4	9%
Royal Heights	12	1	8%
Sullivan Station	45	11	24%
West Newton	86	7	8%
Whalley	55	1	2%
TOTAL*	781	81	10%

Market Summary

- Market Type Indicator **SURREY DETACHED**: Buyers Market at 10% Sales Ratio average (1 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 28% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Cedar Hills and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Sullivan Station and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	7	1	14%
300,001 – 400,000	47	15	32%
400,001 – 500,000	229	46	20%
500,001 – 600,000	225	31	14%
600,001 – 700,000	187	25	13%
700,001 – 800,000	156	24	15%
800,001 – 900,000	137	21	15%
900,001 – 1,000,000	88	9	10%
1,000,001 – 1,250,000	49	5	10%
1,250,001 – 1,500,000	6	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	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*	1134	177	16%

0 to 1 Bedroom	350	52	15%
2 Bedrooms	425	63	15%
3 Bedrooms	232	40	17%
4 Bedrooms & Greater	127	22	17%
TOTAL*	1134	177	16%

SnapStats®	November	December	Variance
Inventory	1464	1134	-23%
Solds	212	177	-17%
Sale Price	\$585,000	\$590,000	1%
Sale Price SQFT	\$633	\$643	2%
Sale to List Price Ratio	98%	98%	0%
Days on Market	25	20	-20%

*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.

Community CONDOS & TOWNHOMES

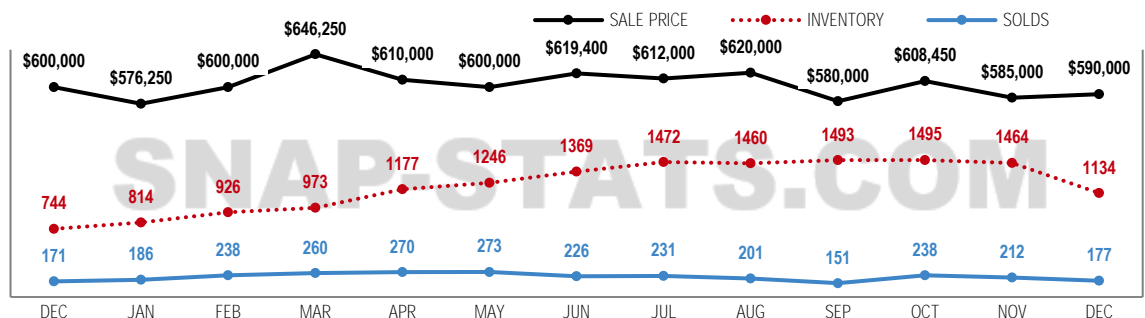
SnapStats®	Inventory	Sales	Sales Ratio
Bear Creek Green Timbers	28	5	18%
Bolivar Heights	12	2	17%
Bridgeview	3	1	33%
Cedar Hills	4	1	25%
East Newton	82	11	13%
Fleetwood Tynehead	90	17	19%
Fraser Heights	12	5	42%
Guildford	90	26	29%
Panorama Ridge	26	4	15%
Port Kells	0	0	NA
Queen Mary Park	86	8	9%
Royal Heights	2	0	NA
Sullivan Station	90	11	12%
West Newton	99	17	17%
Whalley	510	69	14%
TOTAL*	1134	177	16%

Market Summary

- Market Type Indicator **SURREY ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 32% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1.25 mil, Queen Mary Park and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser Heights, Guildford and minimum 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	1	2	200%*
1,250,001 - 1,500,000	24	8	33%
1,500,001 - 1,750,000	47	14	30%
1,750,001 - 2,000,000	53	10	19%
2,000,001 - 2,250,000	26	6	23%
2,250,001 - 2,500,000	33	1	3%
2,500,001 - 2,750,000	18	2	11%
2,750,001 - 3,000,000	43	2	5%
3,000,001 - 3,500,000	29	3	10%
3,500,001 - 4,000,000	24	1	4%
4,000,001 - 4,500,000	7	0	NA
4,500,001 - 5,000,000	7	0	NA
5,000,001 - 5,500,000	2	0	NA
5,500,001 - 6,000,000	5	0	NA
6,000,001 - 6,500,000	4	0	NA
6,500,001 - 7,000,000	2	0	NA
7,000,001 & Greater	6	0	NA
TOTAL*	331	49	15%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	143	26	18%
5 to 6 Bedrooms	122	20	16%
7 Bedrooms & More	51	2	4%
TOTAL*	331	49	15%

SnapStats®	November	December	Variance
Inventory	467	331	-29%
Solds	59	49	-17%
Sale Price	\$1,760,000	\$1,755,000	0%
Sale Price SQFT	\$609	\$590	-3%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	37	34	-8%

*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.

Community DETACHED HOUSES

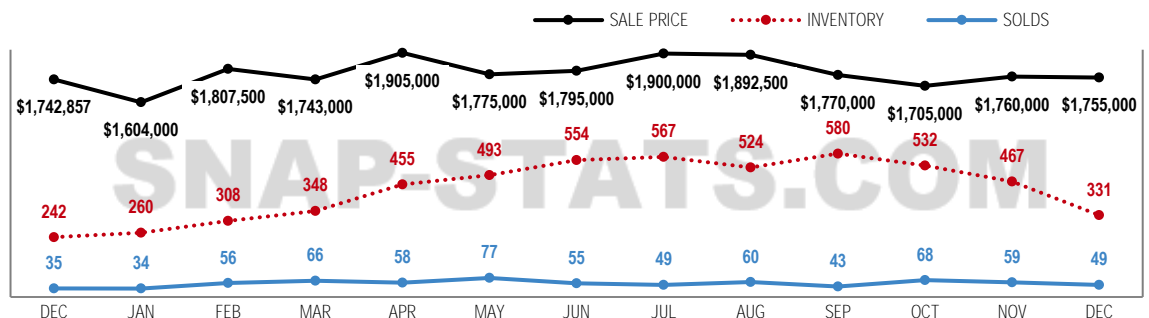
SnapStats®	Inventory	Sales	Sales Ratio
Crescent Beach Ocean Park	42	8	19%
Elgin Chantrell	52	5	10%
Grandview	36	3	8%
Hazelmere	1	1	100%
King George Corridor	51	9	18%
Morgan Creek	23	6	26%
Pacific Douglas	25	2	8%
Sunnyside Park	27	3	11%
White Rock	74	12	16%
TOTAL*	331	49	15%

Market Summary

- Market Type Indicator **S SURREY WHITE ROCK DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Grandview, Pacific Douglas and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Morgan Creek and 3 to 4 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	1	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	5	2	40%
400,001 – 500,000	23	5	22%
500,001 – 600,000	47	11	23%
600,001 – 700,000	38	18	47%
700,001 – 800,000	53	15	28%
800,001 – 900,000	51	20	39%
900,001 – 1,000,000	54	4	7%
1,000,001 – 1,250,000	68	9	13%
1,250,001 – 1,500,000	35	5	14%
1,500,001 – 1,750,000	8	1	13%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	3	1	33%
2,250,001 – 2,500,000	2	1	50%
2,500,001 – 2,750,000	0	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	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL*	395	92	23%

0 to 1 Bedroom	44	12	27%
2 Bedrooms	190	46	24%
3 Bedrooms	90	23	26%
4 Bedrooms & Greater	71	11	15%
TOTAL*	395	92	23%

SnapStats®	November	December	Variance
Inventory	545	395	-28%
Solds	89	92	3%
Sale Price	\$759,000	\$782,450	3%
Sale Price SQFT	\$706	\$651	-8%
Sale to List Price Ratio	98%	98%	0%
Days on Market	27	33	22%

*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.

Community CONDOS & TOWNHOMES

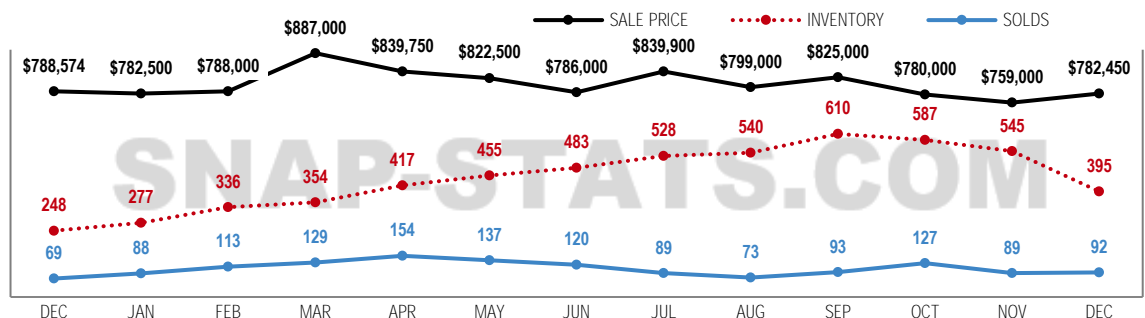
SnapStats®	Inventory	Sales	Sales Ratio
Crescent Beach Ocean Park	4	0	NA
Elgin Chantrell	19	0	NA
Grandview	108	26	24%
Hazelmere	1	1	100%
King George Corridor	77	28	36%
Morgan Creek	19	9	47%
Pacific Douglas	21	3	14%
Sunnyside Park	34	9	26%
White Rock	112	16	14%
TOTAL*	395	92	23%

Market Summary

- Market Type Indicator **S SURREY WHITE ROCK ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Pacific Douglas, White Rock and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in King George Corridor, Morgan Creek and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 700,000	0	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	5	2	40%
1,250,001 - 1,500,000	49	11	22%
1,500,001 - 1,750,000	23	4	17%
1,750,001 - 2,000,000	18	2	11%
2,000,001 - 2,250,000	12	2	17%
2,250,001 - 2,500,000	9	0	NA
2,500,001 - 2,750,000	8	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	1	0	NA
4,000,001 - 4,500,000	4	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 & Greater	0	0	NA
TOTAL*	132	21	16%

2 Bedrooms & Less	3	0	NA
3 to 4 Bedrooms	51	8	16%
5 to 6 Bedrooms	55	11	20%
7 Bedrooms & More	23	2	9%
TOTAL*	132	21	16%

SnapStats®	November	December	Variance
Inventory	170	132	-22%
Solds	31	21	-32%
Sale Price	\$1,351,000	\$1,400,059	4%
Sale Price SQFT	\$619	\$562	-9%
Sale to List Price Ratio	97%	100%	3%
Days on Market	22	12	-45%

*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.

Community DETACHED HOUSES

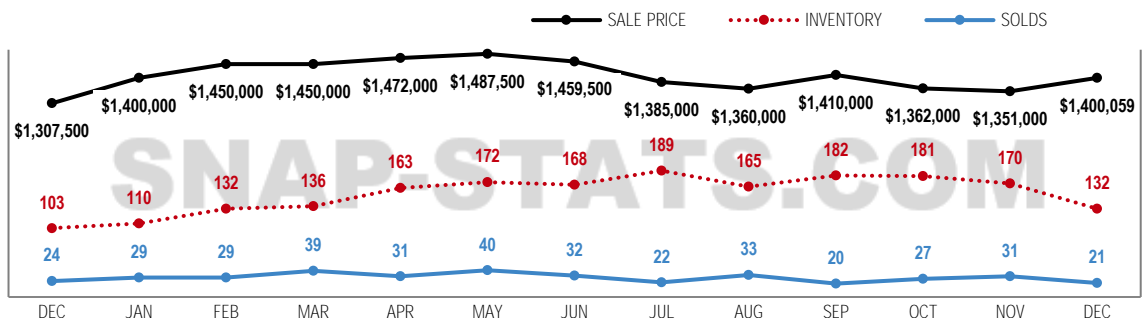
SnapStats®	Inventory	Sales	Sales Ratio
Annieville	38	2	5%
Nordel	34	6	18%
Scottsdale	35	9	26%
Sunshine Hills Woods	25	4	16%
TOTAL*	132	21	16%

Market Summary

- Market Type Indicator **NORTH DELTA DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Annieville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Scottsdale and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	1	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	6	2	33%
500,001 – 600,000	14	2	14%
600,001 – 700,000	7	0	NA
700,001 – 800,000	5	2	40%
800,001 – 900,000	5	1	20%
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	10	1	10%
1,250,001 – 1,500,000	3	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*	57	8	14%

0 to 1 Bedroom	11	1	9%
2 Bedrooms	20	5	25%
3 Bedrooms	17	1	6%
4 Bedrooms & Greater	9	1	11%
TOTAL*	57	8	14%

SnapStats®	November	December	Variance
Inventory	74	57	-23%
Solds	12	8	-33%
Sale Price	\$642,500	\$669,550	4%
Sale Price SQFT	\$709	\$587	-17%
Sale to List Price Ratio	97%	97%	0%
Days on Market	36	38	6%

*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.

Community CONDOS & TOWNHOMES

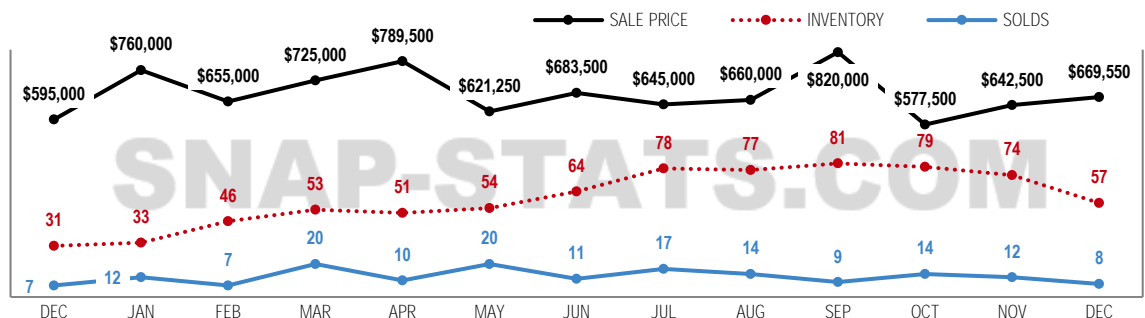
SnapStats®	Inventory	Sales	Sales Ratio
Annieville	13	4	31%
Nordel	13	0	NA
Scottsdale	20	4	20%
Sunshine Hills Woods	11	0	NA
TOTAL*	57	8	14%

Market Summary

- Market Type Indicator **NORTH DELTA ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 14% Sales Ratio (Buyers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Scottsdale and 3 bedroom properties
- Sellers Best Bet** Selling homes in Annieville and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	1	NA*
1,000,001 - 1,250,000	2	3	150%*
1,250,001 - 1,500,000	30	14	47%
1,500,001 - 1,750,000	26	11	42%
1,750,001 - 2,000,000	14	3	21%
2,000,001 - 2,250,000	7	2	29%
2,250,001 - 2,500,000	13	0	NA
2,500,001 - 2,750,000	1	0	NA
2,750,001 - 3,000,000	7	0	NA
3,000,001 - 3,500,000	1	1	100%
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 & Greater	1	0	NA
TOTAL*	102	35	34%

2 Bedrooms & Less	3	0	NA
3 to 4 Bedrooms	26	16	62%
5 to 6 Bedrooms	39	15	38%
7 Bedrooms & More	34	4	12%
TOTAL*	102	35	34%

SnapStats®	November	December	Variance
Inventory	164	102	-38%
Solds	34	35	3%
Sale Price	\$1,433,500	\$1,500,000	5%
Sale Price SQFT	\$556	\$528	-5%
Sale to List Price Ratio	98%	100%	2%
Days on Market	17	25	47%

*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.

Community DETACHED HOUSES

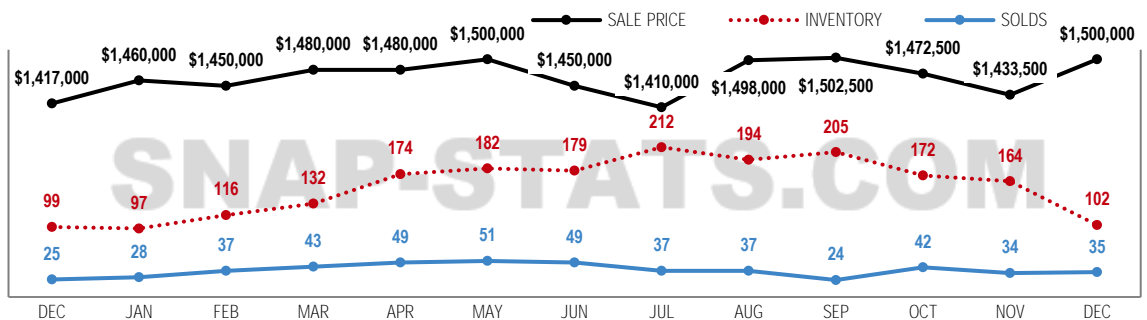
SnapStats®	Inventory	Sales	Sales Ratio
Clayton	16	4	25%
Cloverdale	86	30	35%
Serpentine	0	1	NA*
TOTAL*	102	35	34%

Market Summary

- Market Type Indicator **CLOVERDALE DETACHED**: Sellers Market at 34% Sales Ratio average (3.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Clayton and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Cloverdale and 3 to 4 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	14	4	29%
500,001 – 600,000	27	3	11%
600,001 – 700,000	9	2	22%
700,001 – 800,000	22	18	82%
800,001 – 900,000	21	7	33%
900,001 – 1,000,000	22	3	14%
1,000,001 – 1,250,000	12	2	17%
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*	130	39	30%

0 to 1 Bedroom	27	3	11%
2 Bedrooms	40	18	45%
3 Bedrooms	43	13	30%
4 Bedrooms & Greater	20	5	25%
TOTAL*	130	39	30%

SnapStats®	November	December	Variance
Inventory	163	130	-20%
Solds	43	39	-9%
Sale Price	\$766,000	\$775,000	1%
Sale Price SQFT	\$549	\$559	2%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	20	29	45%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Clayton	81	20	25%
Cloverdale	49	19	39%
Serpentine	0	0	NA
TOTAL*	130	39	30%

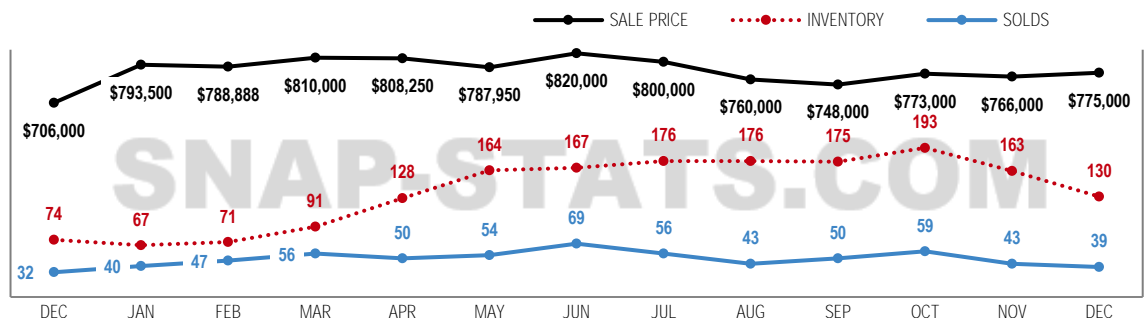
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **CLOVERDALE ATTACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 82% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Clayton and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Cloverdale and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 700,000	2	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	5	1	20%
1,000,001 - 1,250,000	12	11	92%
1,250,001 - 1,500,000	74	16	22%
1,500,001 - 1,750,000	60	14	23%
1,750,001 - 2,000,000	46	5	11%
2,000,001 - 2,250,000	26	3	12%
2,250,001 - 2,500,000	22	3	14%
2,500,001 - 2,750,000	18	3	17%
2,750,001 - 3,000,000	8	2	25%
3,000,001 - 3,500,000	2	1	50%
3,500,001 - 4,000,000	6	2	33%
4,000,001 - 4,500,000	4	0	NA
4,500,001 - 5,000,000	4	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	2	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 & Greater	2	0	NA
TOTAL*	293	61	21%

2 Bedrooms & Less	19	2	11%
3 to 4 Bedrooms	100	28	28%
5 to 6 Bedrooms	113	22	19%
7 Bedrooms & More	61	9	15%
TOTAL*	293	61	21%

SnapStats®	November	December	Variance
Inventory	408	293	-28%
Solds	66	61	-8%
Sale Price	\$1,462,000	\$1,552,000	6%
Sale Price SQFT	\$526	\$605	15%
Sale to List Price Ratio	97%	97%	0%
Days on Market	30	29	-3%

*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.

Community DETACHED HOUSES

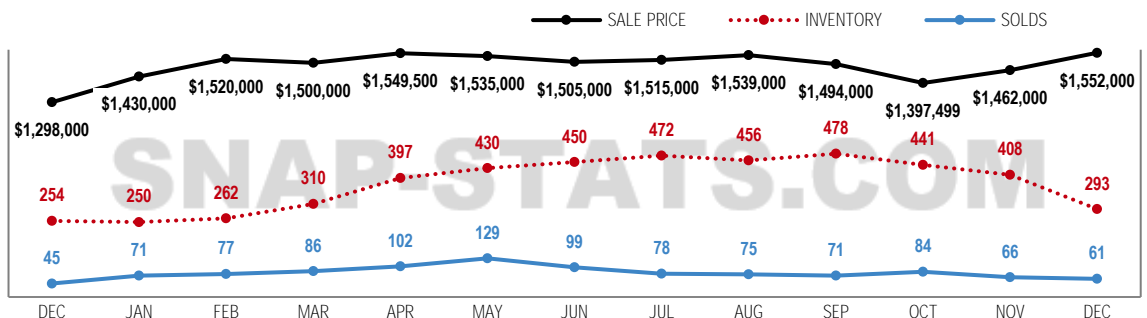
SnapStats®	Inventory	Sales	Sales Ratio
Aldergrove	33	6	18%
Brookwood	58	10	17%
Campbell Valley	7	2	29%
County Line Glen Valley	0	0	NA
Fort Langley	5	8	160%*
Langley City	49	6	12%
Murrayville	21	3	14%
Otter District	2	0	NA
Salmon River	16	3	19%
Walnut Grove	27	14	52%
Willoughby Heights	75	9	12%
TOTAL*	293	61	21%

Market Summary

- Market Type Indicator **LANGLEY DETACHED**: Sellers Market at 21% Sales Ratio average (2.1 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 92% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Langley City, Murrayville, Willoughby Heights and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fort Langley, Walnut Grove and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	0	0	NA
300,001 – 400,000	5	5	100%
400,001 – 500,000	50	25	50%
500,001 – 600,000	103	27	26%
600,001 – 700,000	76	17	22%
700,001 – 800,000	80	22	28%
800,001 – 900,000	52	20	38%
900,001 – 1,000,000	46	8	17%
1,000,001 – 1,250,000	40	8	20%
1,250,001 – 1,500,000	8	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	1	0	NA
TOTAL*	461	132	29%

0 to 1 Bedroom	97	23	24%
2 Bedrooms	204	65	32%
3 Bedrooms	111	33	30%
4 Bedrooms & Greater	49	11	22%
TOTAL*	461	132	29%

SnapStats®	November	December	Variance
Inventory	610	461	-24%
Solds	140	132	-6%
Sale Price	\$665,000	\$675,000	2%
Sale Price SQFT	\$597	\$598	0%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	25	25	0%

*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.

Community CONDOS & TOWNHOMES

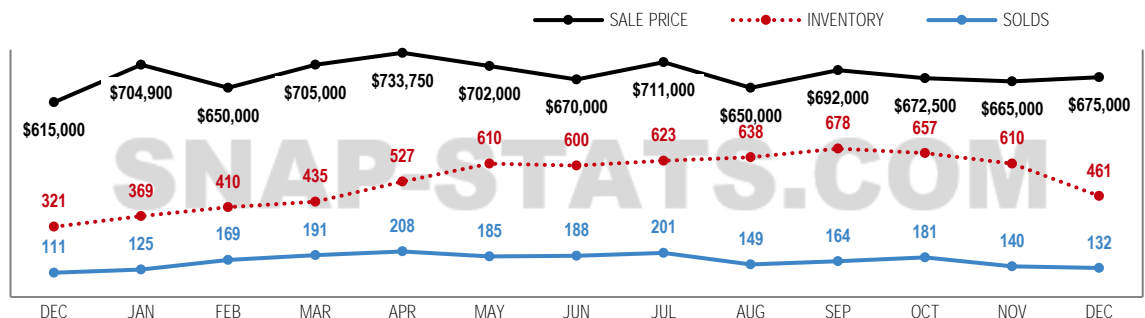
SnapStats®	Inventory	Sales	Sales Ratio
Aldergrove	10	5	50%
Brookwood	0	0	NA
Campbell Valley	0	0	NA
County Line Glen Valley	0	0	NA
Fort Langley	6	1	17%
Langley City	139	41	29%
Murrayville	12	10	83%
Otter District	0	0	NA
Salmon River	2	1	50%
Walnut Grove	22	12	55%
Willoughby Heights	270	62	23%
TOTAL*	461	132	29%

Market Summary

- Market Type Indicator **LANGLEY ATTACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Langley City, Willoughby Heights and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Aldergrove, Murrayville, Walnut Grove and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 700,000	0	0	NA
700,001 - 800,000	2	1	50%
800,001 - 900,000	3	2	67%
900,001 - 1,000,000	17	7	41%
1,000,001 - 1,250,000	90	25	28%
1,250,001 - 1,500,000	77	8	10%
1,500,001 - 1,750,000	47	2	4%
1,750,001 - 2,000,000	20	2	10%
2,000,001 - 2,250,000	10	0	NA
2,250,001 - 2,500,000	7	1	14%
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	2	0	NA
3,000,001 - 3,500,000	1	0	NA
3,500,001 - 4,000,000	0	1	NA*
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 & Greater	0	0	NA
TOTAL*	278	49	18%

2 Bedrooms & Less	12	0	NA
3 to 4 Bedrooms	98	27	28%
5 to 6 Bedrooms	121	15	12%
7 Bedrooms & More	47	7	15%
TOTAL*	278	49	18%

SnapStats®	November	December	Variance
Inventory	377	278	-26%
Solds	70	49	-30%
Sale Price	\$1,190,000	\$1,143,000	-4%
Sale Price SQFT	\$451	\$429	-5%
Sale to List Price Ratio	97%	99%	2%
Days on Market	31	24	-23%

*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.

Community DETACHED HOUSES

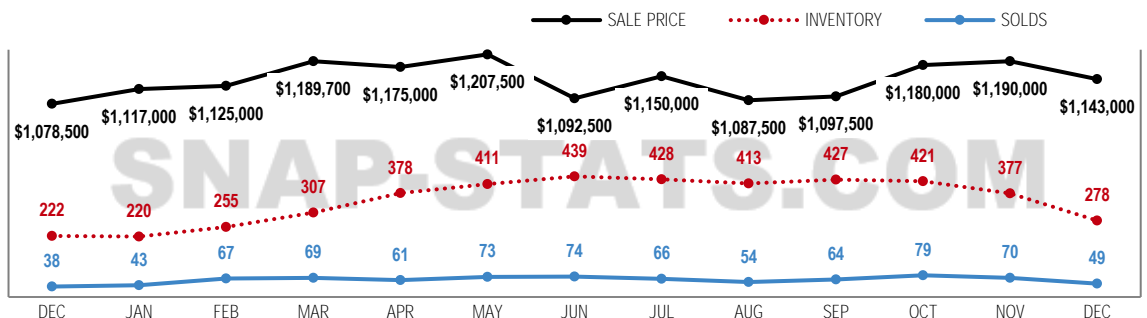
SnapStats®	Inventory	Sales	Sales Ratio
Abbotsford East	95	19	20%
Abbotsford West	87	14	16%
Aberdeen	19	2	11%
Bradner	2	0	NA
Central Abbotsford	57	10	18%
Matsqui	2	0	NA
Poplar	13	4	31%
Sumas Mountain	2	0	NA
Sumas Prairie	1	0	NA
TOTAL*	278	49	18%

Market Summary

- Market Type Indicator **ABBOTSFORD DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Aberdeen and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Poplar and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	5	7	140%*
300,001 – 400,000	53	20	38%
400,001 – 500,000	91	24	26%
500,001 – 600,000	48	20	42%
600,001 – 700,000	56	13	23%
700,001 – 800,000	36	13	36%
800,001 – 900,000	18	2	11%
900,001 – 1,000,000	12	1	8%
1,000,001 – 1,250,000	10	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	1	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*	330	100	30%

0 to 1 Bedroom	44	16	36%
2 Bedrooms	190	56	29%
3 Bedrooms	74	25	34%
4 Bedrooms & Greater	22	3	14%
TOTAL*	330	100	30%

SnapStats®	November	December	Variance
Inventory	430	330	-23%
Solds	98	100	2%
Sale Price	\$507,500	\$499,499	-2%
Sale Price SQFT	\$437	\$480	10%
Sale to List Price Ratio	97%	100%	3%
Days on Market	23	27	17%

*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.

Community CONDOS & TOWNHOMES

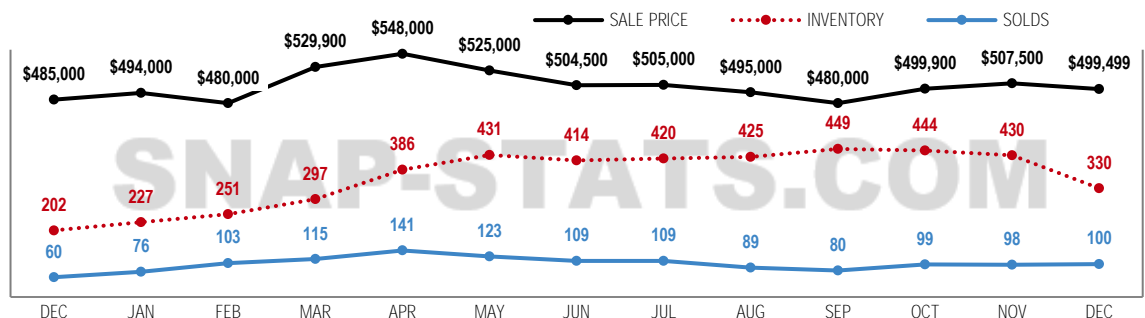
SnapStats®	Inventory	Sales	Sales Ratio
Abbotsford East	32	5	16%
Abbotsford West	135	29	21%
Aberdeen	1	0	NA
Bradner	0	1	NA*
Central Abbotsford	148	60	41%
Matsqui	0	0	NA
Poplar	13	5	38%
Sumas Mountain	1	0	NA
Sumas Prairie	0	0	NA
TOTAL*	330	100	30%

Market Summary

- Market Type Indicator **ABBOTSFORD ATTACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Abbotsford East and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Central Abbotsford, Poplar and up to 1 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 700,000	3	0	NA
700,001 - 800,000	8	1	13%
800,001 - 900,000	15	2	13%
900,001 - 1,000,000	26	6	23%
1,000,001 - 1,250,000	54	3	6%
1,250,001 - 1,500,000	39	3	8%
1,500,001 - 1,750,000	12	0	NA
1,750,001 - 2,000,000	11	0	NA
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	3	0	NA
2,500,001 - 2,750,000	2	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 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 & Greater	0	0	NA
TOTAL*	178	15	8%

2 Bedrooms & Less	18	0	NA
3 to 4 Bedrooms	87	10	11%
5 to 6 Bedrooms	61	5	8%
7 Bedrooms & More	12	0	NA
TOTAL*	178	15	8%

SnapStats®	November	December	Variance
Inventory	230	178	-23%
Solds	29	15	-48%
Sale Price	\$990,000	\$980,000	-1%
Sale Price SQFT	\$450	\$382	-15%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	35	46	31%

*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.

Community DETACHED HOUSES

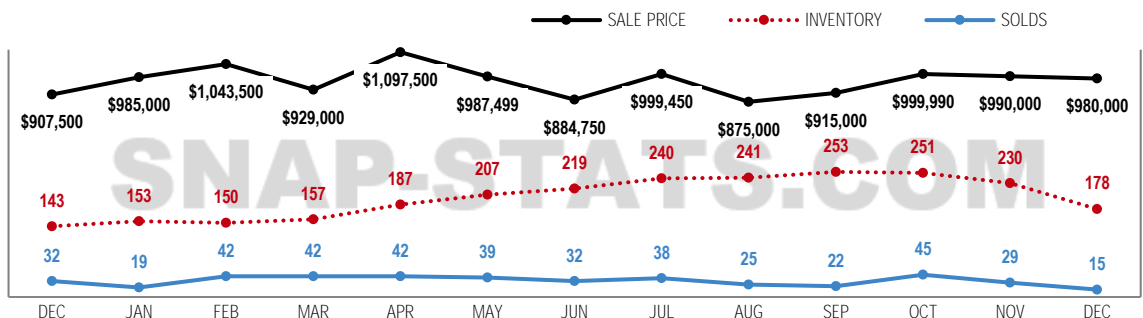
SnapStats®	Inventory	Sales	Sales Ratio
Dewdney Deroche	2	0	NA
Durieu	1	0	NA
Hatzic	19	3	16%
Hemlock	10	0	NA
Lake Errock	10	0	NA
Mission	130	12	9%
Mission West	4	0	NA
Stave Falls	1	0	NA
Steelhead	1	0	NA
TOTAL*	178	15	8%

Market Summary

- Market Type Indicator **MISSION DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Mission and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hatzic and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 100,000	0	0	NA
100,001 – 200,000	0	0	NA
200,001 – 300,000	1	0	NA
300,001 – 400,000	8	0	NA
400,001 – 500,000	14	3	21%
500,001 – 600,000	9	1	11%
600,001 – 700,000	16	0	NA
700,001 – 800,000	16	2	13%
800,001 – 900,000	3	1	33%
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*	67	7	10%

0 to 1 Bedroom	9	0	NA
2 Bedrooms	26	4	15%
3 Bedrooms	24	2	8%
4 Bedrooms & Greater	8	1	13%
TOTAL*	67	7	10%

SnapStats®	November	December	Variance
Inventory	77	67	-13%
Solds	15	7	-53%
Sale Price	\$489,000	\$569,900	17%
Sale Price SQFT	\$429	\$568	32%
Sale to List Price Ratio	98%	100%	2%
Days on Market	9	41	356%

*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.

Community CONDOS & TOWNHOMES

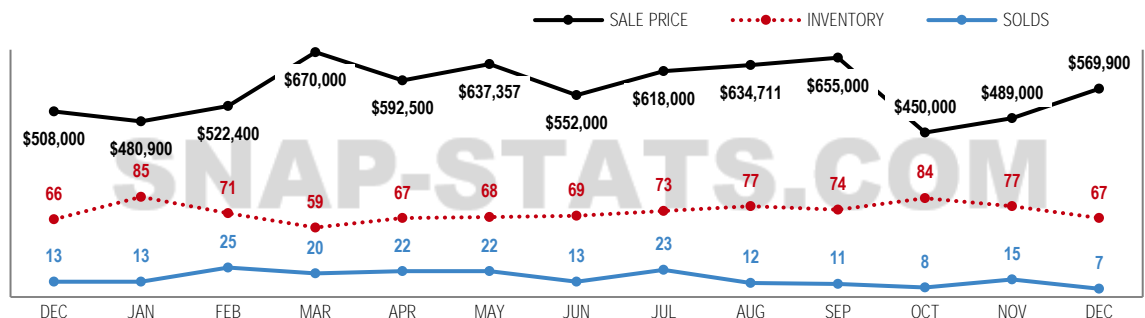
SnapStats®	Inventory	Sales	Sales Ratio
Dewdney Deroche	0	0	NA
Durieu	0	0	NA
Hatzic	0	0	NA
Hemlock	11	0	NA
Lake Errock	0	0	NA
Mission	51	5	10%
Mission West	5	2	40%
Stave Falls	0	0	NA
Steelhead	0	0	NA
TOTAL*	67	7	10%

Market Summary

- Market Type Indicator **MISSION ATTACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$400,000 to \$500,000 with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 and 3 bedroom properties
- Sellers Best Bet** Selling homes in Mission and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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