

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

Compliments of:
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SnapStats®

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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 – 100,000 | 0 | 0 | NA |
| 100,001 – 200,000 | 0 | 0 | NA |
| 200,001 – 300,000 | 0 | 1 | NA* |
| 300,001 – 400,000 | 2 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 2 | 1 | 50% |
| 700,001 – 800,000 | 5 | 7 | 140%* |
| 800,001 – 900,000 | 18 | 23 | 128%* |
| 900,001 – 1,000,000 | 37 | 52 | 141%* |
| 1,000,001 – 1,250,000 | 85 | 124 | 146%* |
| 1,250,001 – 1,500,000 | 89 | 67 | 75% |
| 1,500,001 – 1,750,000 | 70 | 31 | 44% |
| 1,750,001 – 2,000,000 | 61 | 8 | 13% |
| 2,000,001 – 2,250,000 | 15 | 6 | 40% |
| 2,250,001 – 2,500,000 | 17 | 1 | 6% |
| 2,500,001 – 2,750,000 | 5 | 1 | 20% |
| 2,750,001 – 3,000,000 | 7 | 0 | NA |
| 3,000,001 – 3,500,000 | 2 | 0 | NA |
| 3,500,001 – 4,000,000 | 1 | 0 | NA |
| 4,000,001 & Greater | 1 | 0 | NA |
| TOTAL* | 417 | 322 | 77% |

| | | | |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 17 | 6 | 35% |
| 3 to 4 Bedrooms | 120 | 96 | 80% |
| 5 to 6 Bedrooms | 144 | 125 | 87% |
| 7 Bedrooms & More | 136 | 95 | 70% |
| TOTAL* | 417 | 322 | 77% |

| SnapStats® | November | December | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 638 | 417 | -35% |
| Solds | 341 | 322 | -6% |
| Sale Price | \$1,155,000 | \$1,155,000 | 0% |
| Sale Price SQFT | \$394 | \$434 | 10% |
| Sale to List Price Ratio | 99% | 100% | 1% |
| Days on Market | 19 | 21 | 11% |

*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

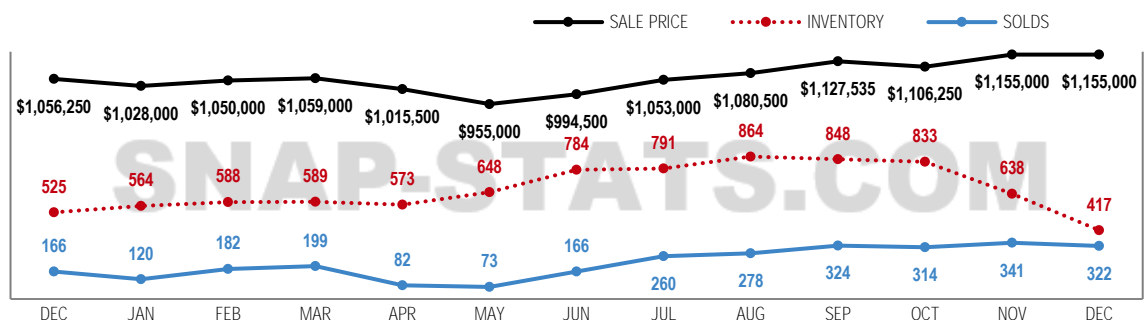
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------------|------------|------------|-------------|
| Bear Creek Green Timbers | 28 | 32 | 114%* |
| Bolivar Heights | 28 | 30 | 107%* |
| Bridgeview | 12 | 6 | 50% |
| Cedar Hills | 24 | 19 | 79% |
| East Newton | 45 | 43 | 96% |
| Fleetwood Tynehead | 36 | 33 | 92% |
| Fraser Heights | 20 | 18 | 90% |
| Guildford | 22 | 17 | 77% |
| Panorama Ridge | 45 | 25 | 56% |
| Port Kells | 2 | 1 | 50% |
| Queen Mary Park | 22 | 19 | 86% |
| Royal Heights | 4 | 9 | 225%* |
| Sullivan Station | 24 | 25 | 104%* |
| West Newton | 32 | 28 | 88% |
| Whalley | 73 | 17 | 23% |
| TOTAL* | 417 | 322 | 77% |

Market Summary

- Market Type Indicator **SURREY DETACHED**: Sellers Market at 77% Sales Ratio average (7.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$800,000 to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Bridgeview, Panorama Ridge, Whalley and up to 2 bedrooms
- Sellers Best Bet** Selling homes in Bear Creek Green Timbers, Bolivar Heights, Royal Heights, Sullivan Station and 5 to 6 bedrooms

**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 | 20 | 15 | 75% |
| 300,001 – 400,000 | 141 | 69 | 49% |
| 400,001 – 500,000 | 208 | 81 | 39% |
| 500,001 – 600,000 | 136 | 70 | 51% |
| 600,001 – 700,000 | 80 | 79 | 99% |
| 700,001 – 800,000 | 32 | 18 | 56% |
| 800,001 – 900,000 | 5 | 3 | 60% |
| 900,001 – 1,000,000 | 5 | 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* | 627 | 335 | 53% |

| | | | |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom | 126 | 59 | 47% |
| 2 Bedrooms | 306 | 117 | 38% |
| 3 Bedrooms | 148 | 105 | 71% |
| 4 Bedrooms & Greater | 47 | 54 | 115%* |
| TOTAL* | 627 | 335 | 53% |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 904 | 627 | -31% |
| Solds | 328 | 335 | 2% |
| Sale Price | \$528,000 | \$510,000 | -3% |
| Sale Price SQFT | \$397 | \$401 | 1% |
| Sale to List Price Ratio | 100% | 98% | -2% |
| Days on Market | 19 | 21 | 11% |

*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

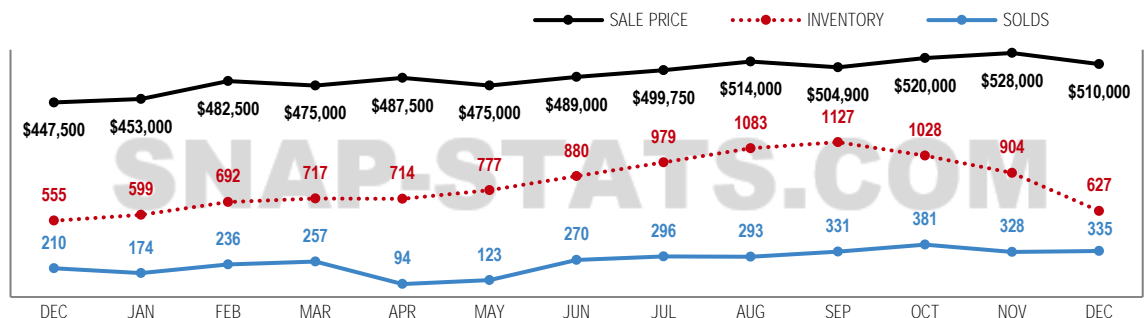
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------------|------------|------------|-------------|
| Bear Creek Green Timbers | 22 | 7 | 32% |
| Bolivar Heights | 10 | 2 | 20% |
| Bridgeview | 1 | 2 | 200%* |
| Cedar Hills | 2 | 2 | 100% |
| East Newton | 58 | 30 | 52% |
| Fleetwood Tynehead | 47 | 47 | 100% |
| Fraser Heights | 11 | 2 | 18% |
| Guildford | 79 | 53 | 67% |
| Panorama Ridge | 8 | 8 | 100% |
| Port Kells | 0 | 0 | NA |
| Queen Mary Park | 39 | 19 | 49% |
| Royal Heights | 1 | 0 | NA |
| Sullivan Station | 34 | 39 | 115%* |
| West Newton | 94 | 30 | 32% |
| Whalley | 221 | 94 | 43% |
| TOTAL* | 627 | 335 | 53% |

Market Summary

- Market Type Indicator **SURREY ATTACHED**: Sellers Market at 53% Sales Ratio average (5.3 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 99% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Bolivar Heights, Fraser Heights and 2 bedroom properties
- Sellers Best Bet** Selling homes in Fleetwood Tynehead, Panorama Ridge, Sullivan Station and minimum 4 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 – 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 | 0 | NA |
| 800,001 – 900,000 | 0 | 3 | NA* |
| 900,001 – 1,000,000 | 1 | 9 | 900%* |
| 1,000,001 – 1,250,000 | 17 | 29 | 171%* |
| 1,250,001 – 1,500,000 | 52 | 48 | 92% |
| 1,500,001 – 1,750,000 | 35 | 27 | 77% |
| 1,750,001 – 2,000,000 | 36 | 20 | 56% |
| 2,000,001 – 2,250,000 | 19 | 5 | 26% |
| 2,250,001 – 2,500,000 | 31 | 5 | 16% |
| 2,500,001 – 2,750,000 | 16 | 4 | 25% |
| 2,750,001 – 3,000,000 | 14 | 2 | 14% |
| 3,000,001 – 3,500,000 | 18 | 3 | 17% |
| 3,500,001 – 4,000,000 | 12 | 3 | 25% |
| 4,000,001 & Greater | 21 | 2 | 10% |
| TOTAL* | 272 | 160 | 59% |

| | | | |
|-------------------|-----|-----|-------|
| 2 Bedrooms & Less | 7 | 8 | 114%* |
| 3 to 4 Bedrooms | 110 | 75 | 68% |
| 5 to 6 Bedrooms | 118 | 66 | 56% |
| 7 Bedrooms & More | 37 | 11 | 30% |
| TOTAL* | 272 | 160 | 59% |

| SnapStats® | November | December | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 455 | 272 | -40% |
| Solds | 137 | 160 | 17% |
| Sale Price | \$1,462,387 | \$1,460,000 | 0% |
| Sale Price SQFT | \$446 | \$459 | 3% |
| Sale to List Price Ratio | 98% | 97% | -1% |
| Days on Market | 29 | 36 | 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.

Community DETACHED HOUSES

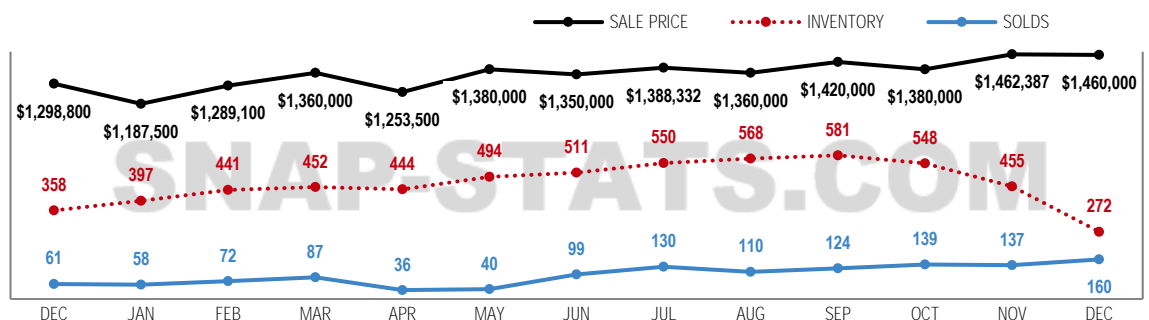
| SnapStats® | Inventory | Sales | Sales Ratio |
|---------------------------|-----------|-------|-------------|
| Crescent Beach Ocean Park | 35 | 19 | 54% |
| Elgin Chantrell | 29 | 16 | 55% |
| Grandview | 31 | 18 | 58% |
| Hazelmere | 0 | 0 | NA |
| King George Corridor | 33 | 37 | 112%* |
| Morgan Creek | 20 | 7 | 35% |
| Pacific Douglas | 23 | 13 | 57% |
| Sunnyside Park | 22 | 15 | 68% |
| White Rock | 79 | 35 | 44% |
| TOTAL* | 272 | 160 | 59% |

Market Summary

- Market Type Indicator **S SURREY WHITE ROCK DETACHED**: Sellers Market at 59% Sales Ratio average (5.9 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$900,000 to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$4 mil, Morgan Creek, White Rock and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in King George Corridor, Sunnyside Park and up to 2 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 | 1 | 0 | NA |
| 200,001 – 300,000 | 2 | 6 | 300%* |
| 300,001 – 400,000 | 23 | 10 | 43% |
| 400,001 – 500,000 | 58 | 42 | 72% |
| 500,001 – 600,000 | 55 | 21 | 38% |
| 600,001 – 700,000 | 48 | 38 | 79% |
| 700,001 – 800,000 | 71 | 25 | 35% |
| 800,001 – 900,000 | 33 | 13 | 39% |
| 900,001 – 1,000,000 | 17 | 4 | 24% |
| 1,000,001 – 1,250,000 | 20 | 7 | 35% |
| 1,250,001 – 1,500,000 | 7 | 2 | 29% |
| 1,500,001 – 1,750,000 | 4 | 0 | NA |
| 1,750,001 – 2,000,000 | 3 | 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 | 1 | 1 | 100% |
| 3,500,001 – 4,000,000 | 1 | 0 | NA |
| 4,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 345 | 169 | 49% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 32 | 23 | 72% |
| 2 Bedrooms | 217 | 76 | 35% |
| 3 Bedrooms | 56 | 41 | 73% |
| 4 Bedrooms & Greater | 40 | 29 | 73% |
| TOTAL* | 345 | 169 | 49% |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 487 | 345 | -29% |
| Solds | 150 | 169 | 13% |
| Sale Price | \$608,000 | \$620,000 | 2% |
| Sale Price SQFT | \$468 | \$481 | 3% |
| Sale to List Price Ratio | 98% | 99% | 1% |
| Days on Market | 24 | 26 | 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 CONDOS & TOWNHOMES

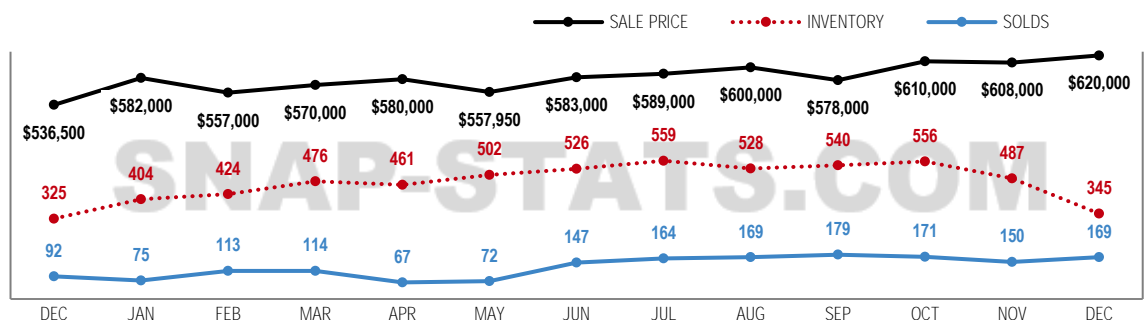
| SnapStats® | Inventory | Sales | Sales Ratio |
|---------------------------|-----------|-------|-------------|
| Crescent Beach Ocean Park | 3 | 7 | 233%* |
| Elgin Chantrell | 3 | 3 | 100% |
| Grandview | 54 | 48 | 89% |
| Hazelmere | 1 | 0 | NA |
| King George Corridor | 111 | 42 | 38% |
| Morgan Creek | 17 | 17 | 100% |
| Pacific Douglas | 16 | 7 | 44% |
| Sunnyside Park | 20 | 13 | 65% |
| White Rock | 120 | 32 | 27% |
| TOTAL* | 345 | 169 | 49% |

Market Summary

- Market Type Indicator **S SURREY WHITE ROCK ATTACHED**: Sellers Market at 49% Sales Ratio average (4.9 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 79% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, King George Corridor, White Rock and 2 bedroom properties
- Sellers Best Bet** Selling homes in Grandview, Morgan Creek and all but 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 – 100,000 | 0 | 0 | NA |
| 100,001 – 200,000 | 0 | 0 | NA |
| 200,001 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 2 | 1 | 50% |
| 800,001 – 900,000 | 1 | 6 | 600%* |
| 900,001 – 1,000,000 | 6 | 13 | 217%* |
| 1,000,001 – 1,250,000 | 22 | 35 | 159%* |
| 1,250,001 – 1,500,000 | 17 | 7 | 41% |
| 1,500,001 – 1,750,000 | 9 | 5 | 56% |
| 1,750,001 – 2,000,000 | 5 | 0 | NA |
| 2,000,001 – 2,250,000 | 1 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 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* | 65 | 67 | 103%* |

| | | | |
|-------------------|----|----|-------|
| 2 Bedrooms & Less | 0 | 2 | NA* |
| 3 to 4 Bedrooms | 34 | 34 | 100% |
| 5 to 6 Bedrooms | 25 | 28 | 112%* |
| 7 Bedrooms & More | 6 | 3 | 50% |
| TOTAL* | 65 | 67 | 103%* |

| SnapStats® | November | December | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 117 | 65 | -44% |
| Solds | 70 | 67 | -4% |
| Sale Price | \$1,045,500 | \$1,090,000 | 4% |
| Sale Price SQFT | \$408 | \$461 | 13% |
| Sale to List Price Ratio | 100% | 99% | -1% |
| Days on Market | 12 | 10 | -17% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Annieville | 19 | 15 | 79% |
| Nordel | 15 | 20 | 133%* |
| Scottsdale | 17 | 15 | 88% |
| Sunshine Hills Woods | 14 | 17 | 121%* |
| TOTAL* | 65 | 67 | 103%* |

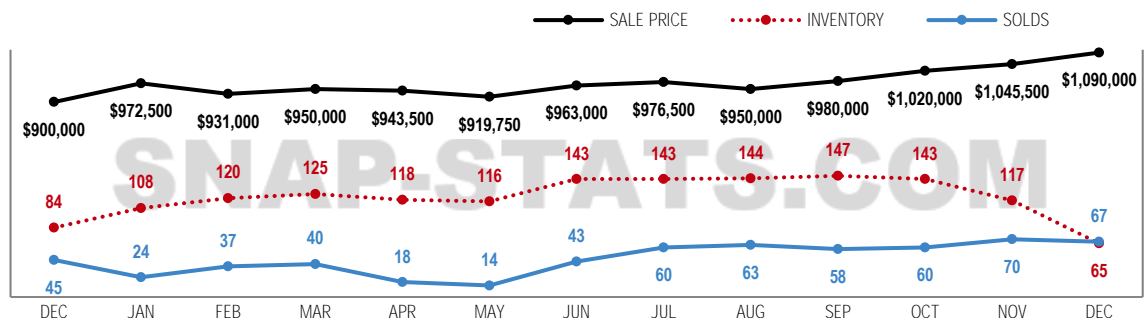
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH DELTA DETACHED**: Sellers Market at 103% Sales Ratio average (10.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$900,000 to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Annieville and Scottsdale
- Sellers Best Bet** Selling homes in Nordel, Sunshine Hills Woods and 3 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 | 4 | 2 | 50% |
| 300,001 – 400,000 | 4 | 1 | 25% |
| 400,001 – 500,000 | 7 | 4 | 57% |
| 500,001 – 600,000 | 13 | 2 | 15% |
| 600,001 – 700,000 | 7 | 2 | 29% |
| 700,001 – 800,000 | 12 | 3 | 25% |
| 800,001 – 900,000 | 1 | 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* | 49 | 14 | 29% |

| | | | |
|----------------------|-----------|-----------|------------|
| 0 to 1 Bedroom | 5 | 2 | 40% |
| 2 Bedrooms | 25 | 5 | 20% |
| 3 Bedrooms | 16 | 3 | 19% |
| 4 Bedrooms & Greater | 3 | 4 | 133%* |
| TOTAL* | 49 | 14 | 29% |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 68 | 49 | -28% |
| Solds | 8 | 14 | 75% |
| Sale Price | \$520,000 | \$489,900 | -6% |
| Sale Price SQFT | \$404 | \$480 | 19% |
| Sale to List Price Ratio | 96% | 97% | 1% |
| Days on Market | 35 | 17 | -51% |

*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

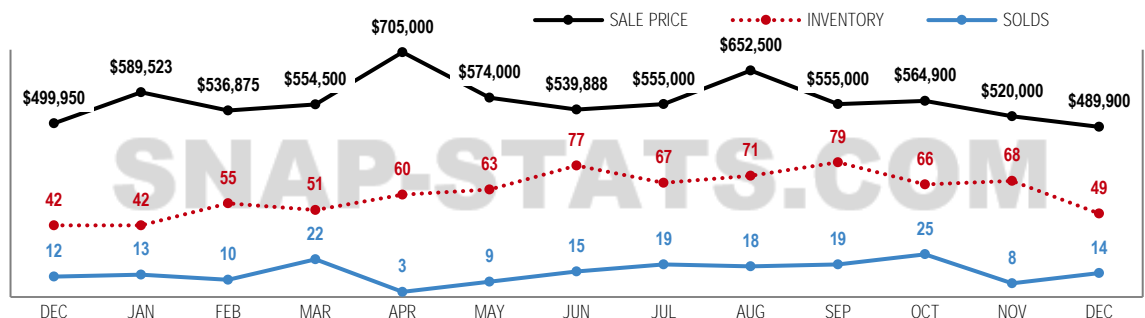
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-----------|-------------|
| Annieville | 13 | 6 | 46% |
| Nordel | 3 | 3 | 100% |
| Scottsdale | 20 | 3 | 15% |
| Sunshine Hills Woods | 13 | 2 | 15% |
| TOTAL* | 49 | 14 | 29% |

Market Summary

- Market Type Indicator **NORTH DELTA ATTACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Scottsdale and Sunshine Hills Woods
- Sellers Best Bet** Selling homes in Annieville

**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 – 100,000 | 0 | 0 | NA |
| 100,001 – 200,000 | 0 | 0 | NA |
| 200,001 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 2 | 3 | 150%* |
| 900,001 – 1,000,000 | 6 | 13 | 217%* |
| 1,000,001 – 1,250,000 | 13 | 25 | 192%* |
| 1,250,001 – 1,500,000 | 4 | 8 | 200%* |
| 1,500,001 – 1,750,000 | 5 | 6 | 120%* |
| 1,750,001 – 2,000,000 | 1 | 2 | 200%* |
| 2,000,001 – 2,250,000 | 4 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 2 | 100% |
| 2,500,001 – 2,750,000 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 & Greater | 1 | 0 | NA |
| TOTAL* | 40 | 59 | 148%* |

| | | | |
|-------------------|----|----|-------|
| 2 Bedrooms & Less | 3 | 1 | 33% |
| 3 to 4 Bedrooms | 18 | 24 | 133%* |
| 5 to 6 Bedrooms | 11 | 20 | 182%* |
| 7 Bedrooms & More | 8 | 14 | 175%* |
| TOTAL* | 40 | 59 | 148%* |

| SnapStats® | November | December | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 72 | 40 | -44% |
| Solds | 84 | 59 | -30% |
| Sale Price | \$1,084,500 | \$1,125,000 | 4% |
| Sale Price SQFT | \$420 | \$406 | -3% |
| Sale to List Price Ratio | 100% | 98% | -2% |
| Days on Market | 21 | 12 | -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.

Community DETACHED HOUSES

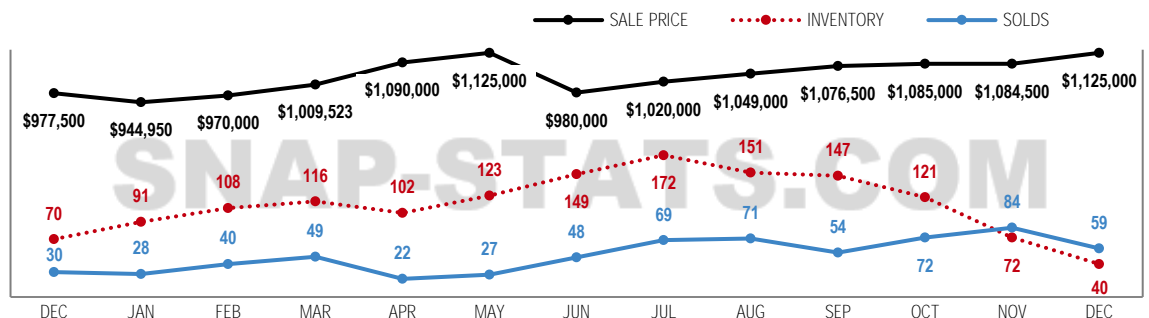
| SnapStats® | Inventory | Sales | Sales Ratio |
|------------|-----------|-------|-------------|
| Clayton | 9 | 11 | 122%* |
| Cloverdale | 31 | 47 | 152%* |
| Serpentine | 0 | 1 | NA* |
| TOTAL* | 40 | 59 | 148%* |

Market Summary

- Market Type Indicator **CLOVERDALE DETACHED**: Sellers Market at 148% Sales Ratio average (14.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$900,000 to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Selling homes in Clayton and Cloverdale

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 100,000 | 0 | 0 | NA |
| 100,001 – 200,000 | 0 | 0 | NA |
| 200,001 – 300,000 | 0 | 2 | NA* |
| 300,001 – 400,000 | 8 | 11 | 138%* |
| 400,001 – 500,000 | 15 | 11 | 73% |
| 500,001 – 600,000 | 14 | 18 | 129%* |
| 600,001 – 700,000 | 21 | 24 | 114%* |
| 700,001 – 800,000 | 9 | 12 | 133%* |
| 800,001 – 900,000 | 1 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 0 | NA |
| 1,250,001 – 1,500,000 | 0 | 0 | NA |
| 1,500,001 – 1,750,000 | 0 | 0 | NA |
| 1,750,001 – 2,000,000 | 0 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 68 | 78 | 115%* |

| | | | |
|----------------------|----|----|-------|
| 0 to 1 Bedroom | 6 | 7 | 117%* |
| 2 Bedrooms | 28 | 27 | 96% |
| 3 Bedrooms | 25 | 33 | 132%* |
| 4 Bedrooms & Greater | 9 | 11 | 122%* |
| TOTAL* | 68 | 78 | 115%* |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 125 | 68 | -46% |
| Solds | 88 | 78 | -11% |
| Sale Price | \$585,600 | \$582,500 | -1% |
| Sale Price SQFT | \$399 | \$401 | 1% |
| Sale to List Price Ratio | 99% | 98% | -1% |
| Days on Market | 8 | 11 | 38% |

*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

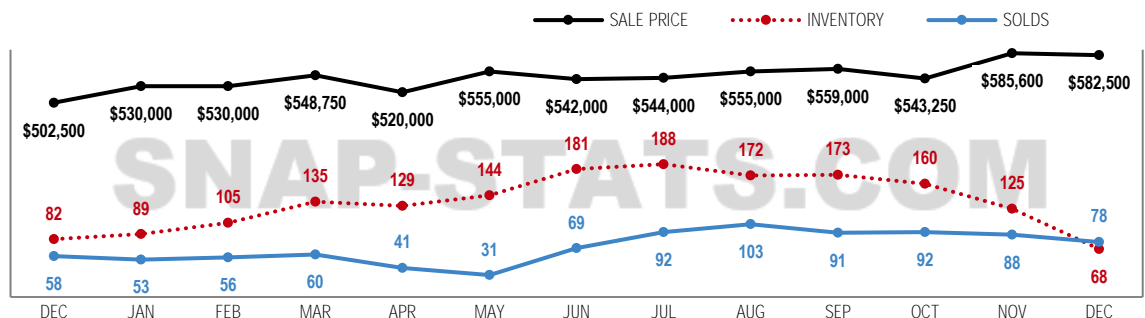
| SnapStats® | Inventory | Sales | Sales Ratio |
|------------|-----------|-------|-------------|
| Clayton | 36 | 40 | 111%* |
| Cloverdale | 32 | 38 | 119%* |
| Serpentine | 0 | 0 | NA |
| TOTAL* | 68 | 78 | 115%* |

Market Summary

- Market Type Indicator **CLOVERDALE ATTACHED**: Sellers Market at 115% Sales Ratio average (11.5 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000 and 2 bedroom properties
- Sellers Best Bet** Selling homes in Clayton, Cloverdale 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 – 100,000 | 0 | 0 | NA |
| 100,001 – 200,000 | 2 | 0 | NA |
| 200,001 – 300,000 | 1 | 0 | NA |
| 300,001 – 400,000 | 1 | 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 | 3 | 4 | 133%* |
| 800,001 – 900,000 | 9 | 8 | 89% |
| 900,001 – 1,000,000 | 6 | 14 | 233%* |
| 1,000,001 – 1,250,000 | 26 | 23 | 88% |
| 1,250,001 – 1,500,000 | 26 | 17 | 65% |
| 1,500,001 – 1,750,000 | 9 | 5 | 56% |
| 1,750,001 – 2,000,000 | 4 | 6 | 150%* |
| 2,000,001 – 2,250,000 | 2 | 3 | 150%* |
| 2,250,001 – 2,500,000 | 7 | 0 | NA |
| 2,500,001 – 2,750,000 | 5 | 1 | 20% |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 4 | 0 | NA |
| 3,500,001 – 4,000,000 | 3 | 0 | NA |
| 4,000,001 & Greater | 5 | 1 | 20% |
| TOTAL* | 114 | 82 | 72% |

| | | | |
|-------------------|-----|----|-------|
| 2 Bedrooms & Less | 12 | 2 | 17% |
| 3 to 4 Bedrooms | 57 | 36 | 63% |
| 5 to 6 Bedrooms | 41 | 42 | 102%* |
| 7 Bedrooms & More | 4 | 2 | 50% |
| TOTAL* | 114 | 82 | 72% |

| SnapStats® | November | December | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 166 | 114 | -31% |
| Solds | 143 | 82 | -43% |
| Sale Price | \$1,107,000 | \$1,195,000 | 8% |
| Sale Price SQFT | \$431 | \$455 | 6% |
| Sale to List Price Ratio | 101% | 100% | -1% |
| Days on Market | 11 | 7 | -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.

Community DETACHED HOUSES

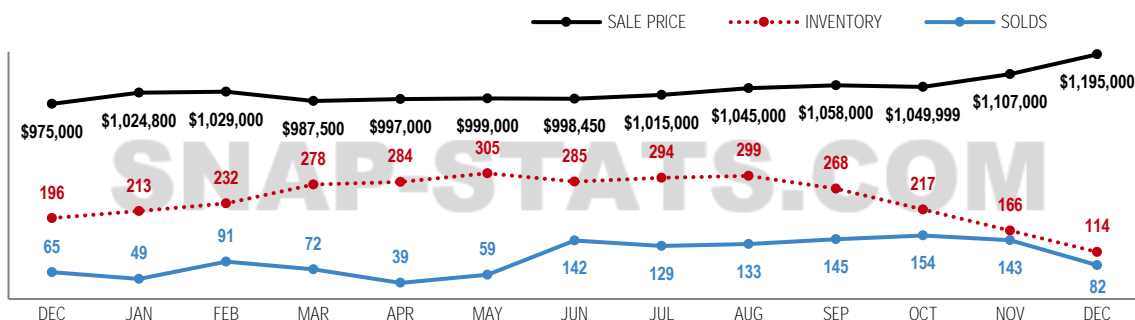
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------------|-----------|-------|-------------|
| Aldergrove | 9 | 8 | 89% |
| Brookwood | 17 | 14 | 82% |
| Campbell Valley | 10 | 5 | 50% |
| County Line Glen Valley | 2 | 0 | NA |
| Fort Langley | 5 | 2 | 40% |
| Langley City | 29 | 16 | 55% |
| Murrayville | 9 | 4 | 44% |
| Otter District | 0 | 0 | NA |
| Salmon River | 7 | 3 | 43% |
| Walnut Grove | 15 | 16 | 107%* |
| Willoughby Heights | 11 | 14 | 127%* |
| TOTAL* | 114 | 82 | 72% |

Market Summary

- Market Type Indicator **LANGLEY DETACHED**: Sellers Market at 72% Sales Ratio average (7.2 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Campbell Valley, Langley City, Murrayville and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Walnut Grove, Willoughby Heights 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 | 10 | 7 | 70% |
| 300,001 – 400,000 | 54 | 37 | 69% |
| 400,001 – 500,000 | 90 | 59 | 66% |
| 500,001 – 600,000 | 66 | 31 | 47% |
| 600,001 – 700,000 | 92 | 36 | 39% |
| 700,001 – 800,000 | 46 | 16 | 35% |
| 800,001 – 900,000 | 11 | 6 | 55% |
| 900,001 – 1,000,000 | 1 | 2 | 200%* |
| 1,000,001 – 1,250,000 | 6 | 2 | 33% |
| 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* | 377 | 196 | 52% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 49 | 26 | 53% |
| 2 Bedrooms | 181 | 96 | 53% |
| 3 Bedrooms | 118 | 61 | 52% |
| 4 Bedrooms & Greater | 29 | 13 | 45% |
| TOTAL* | 377 | 196 | 52% |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 530 | 377 | -29% |
| Solds | 248 | 196 | -21% |
| Sale Price | \$499,950 | \$487,500 | -2% |
| Sale Price SQFT | \$414 | \$396 | -4% |
| Sale to List Price Ratio | 100% | 100% | 0% |
| Days on Market | 15 | 14 | -7% |

*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

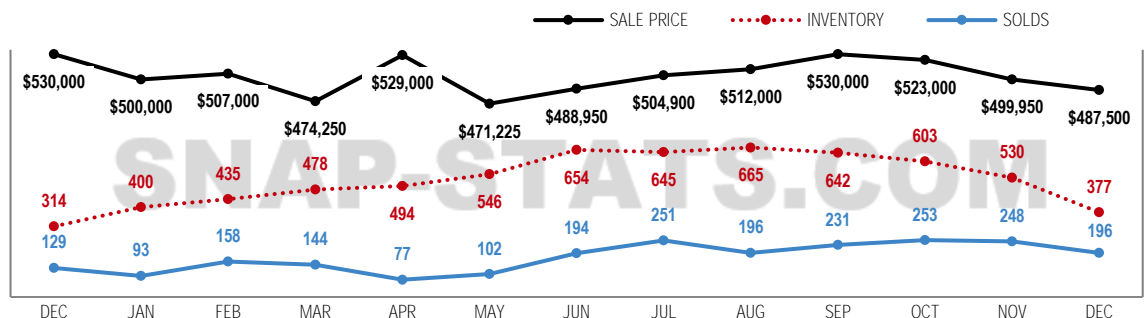
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------------|-----------|-------|-------------|
| Aldergrove | 6 | 6 | 100% |
| Brookwood | 0 | 0 | NA |
| Campbell Valley | 0 | 0 | NA |
| County Line Glen Valley | 0 | 0 | NA |
| Fort Langley | 3 | 2 | 67% |
| Langley City | 141 | 61 | 43% |
| Murrayville | 24 | 20 | 83% |
| Otter District | 0 | 0 | NA |
| Salmon River | 0 | 4 | NA* |
| Walnut Grove | 18 | 19 | 106%* |
| Willoughby Heights | 185 | 84 | 45% |
| TOTAL* | 377 | 196 | 52% |

Market Summary

- Market Type Indicator **LANGLEY ATTACHED**: Sellers Market at 52% Sales Ratio average (5.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$200,000 to \$300,000 with average 70% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Langley City, Willoughby Heights and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Murrayville, Walnut Grove and up to 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 – 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 | 1 | 1 | 100% |
| 600,001 – 700,000 | 2 | 11 | 550%* |
| 700,001 – 800,000 | 16 | 21 | 131%* |
| 800,001 – 900,000 | 25 | 31 | 124%* |
| 900,001 – 1,000,000 | 25 | 30 | 120%* |
| 1,000,001 – 1,250,000 | 27 | 23 | 85% |
| 1,250,001 – 1,500,000 | 27 | 8 | 30% |
| 1,500,001 – 1,750,000 | 12 | 7 | 58% |
| 1,750,001 – 2,000,000 | 7 | 1 | 14% |
| 2,000,001 – 2,250,000 | 1 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 3 | 0 | NA |
| 2,750,001 – 3,000,000 | 3 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 1 | 0 | NA |
| 4,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 150 | 133 | 89% |

| | | | |
|-------------------|-----|-----|-------|
| 2 Bedrooms & Less | 5 | 4 | 80% |
| 3 to 4 Bedrooms | 56 | 71 | 127%* |
| 5 to 6 Bedrooms | 60 | 52 | 87% |
| 7 Bedrooms & More | 29 | 6 | 21% |
| TOTAL* | 150 | 133 | 89% |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 255 | 150 | -41% |
| Solds | 151 | 133 | -12% |
| Sale Price | \$850,000 | \$910,000 | 7% |
| Sale Price SQFT | \$333 | \$385 | 16% |
| Sale to List Price Ratio | 100% | 101% | 1% |
| Days on Market | 15 | 17 | 13% |

*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

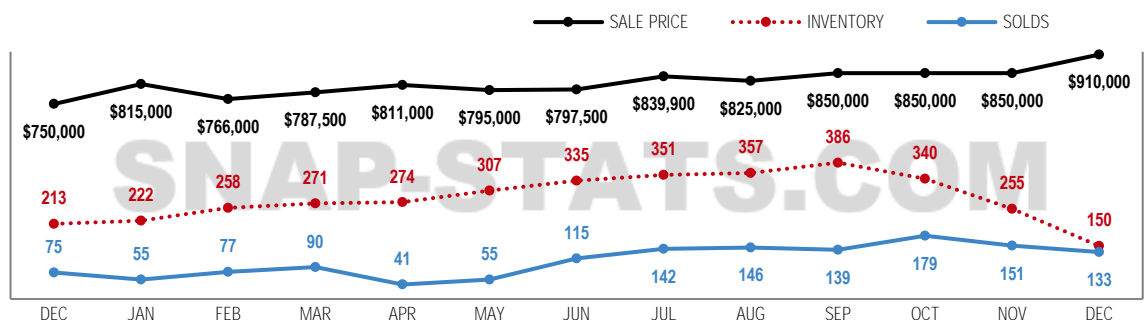
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Abbotsford East | 40 | 53 | 133%* |
| Abbotsford West | 50 | 40 | 80% |
| Aberdeen | 14 | 10 | 71% |
| Bradner | 0 | 0 | NA |
| Central Abbotsford | 34 | 21 | 62% |
| Matsqui | 2 | 2 | 100% |
| Poplar | 4 | 3 | 75% |
| Sumas Mountain | 5 | 4 | 80% |
| Sumas Prairie | 1 | 0 | NA |
| TOTAL* | 150 | 133 | 89% |

Market Summary

- Market Type Indicator **ABBOTSFORD DETACHED**: Sellers Market at 89% Sales Ratio average (8.9 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$600,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Central Abbotsford and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Abbotsford East 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 | 15 | 7 | 47% |
| 200,001 – 300,000 | 58 | 36 | 62% |
| 300,001 – 400,000 | 58 | 40 | 69% |
| 400,001 – 500,000 | 31 | 36 | 116%* |
| 500,001 – 600,000 | 42 | 30 | 71% |
| 600,001 – 700,000 | 21 | 7 | 33% |
| 700,001 – 800,000 | 5 | 3 | 60% |
| 800,001 – 900,000 | 1 | 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* | 232 | 159 | 69% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 32 | 24 | 75% |
| 2 Bedrooms | 122 | 85 | 70% |
| 3 Bedrooms | 58 | 40 | 69% |
| 4 Bedrooms & Greater | 20 | 10 | 50% |
| TOTAL* | 232 | 159 | 69% |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 377 | 232 | -38% |
| Solds | 128 | 159 | 24% |
| Sale Price | \$438,000 | \$396,000 | -10% |
| Sale Price SQFT | \$353 | \$343 | -3% |
| Sale to List Price Ratio | 101% | 99% | -2% |
| Days on Market | 19 | 28 | 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 CONDOS & TOWNHOMES

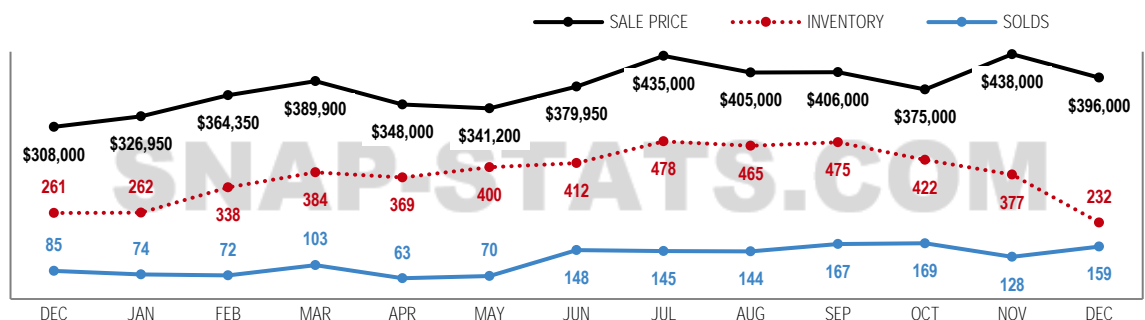
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Abbotsford East | 23 | 16 | 70% |
| Abbotsford West | 87 | 65 | 75% |
| Aberdeen | 8 | 1 | 13% |
| Bradner | 0 | 0 | NA |
| Central Abbotsford | 106 | 73 | 69% |
| Matsqui | 0 | 0 | NA |
| Poplar | 8 | 4 | 50% |
| Sumas Mountain | 0 | 0 | NA |
| Sumas Prairie | 0 | 0 | NA |
| TOTAL* | 232 | 159 | 69% |

Market Summary

- Market Type Indicator **ABBOTSFORD ATTACHED**: Sellers Market at 69% Sales Ratio average (6.9 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000, Aberdeen, Poplar and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Abbotsford East, Abbotsford West and up to 1 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 – 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 | 3 | 5 | 167%* |
| 600,001 – 700,000 | 4 | 11 | 275%* |
| 700,001 – 800,000 | 10 | 20 | 200%* |
| 800,001 – 900,000 | 15 | 11 | 73% |
| 900,001 – 1,000,000 | 5 | 3 | 60% |
| 1,000,001 – 1,250,000 | 9 | 3 | 33% |
| 1,250,001 – 1,500,000 | 2 | 2 | 100% |
| 1,500,001 – 1,750,000 | 3 | 1 | 33% |
| 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 | 2 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 58 | 56 | 97% |

| | | | |
|-------------------|----|----|-------|
| 2 Bedrooms & Less | 3 | 4 | 133%* |
| 3 to 4 Bedrooms | 30 | 27 | 90% |
| 5 to 6 Bedrooms | 19 | 23 | 121%* |
| 7 Bedrooms & More | 6 | 2 | 33% |
| TOTAL* | 58 | 56 | 97% |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 86 | 58 | -33% |
| Solds | 52 | 56 | 8% |
| Sale Price | \$805,500 | \$777,000 | -4% |
| Sale Price SQFT | \$317 | \$333 | 5% |
| Sale to List Price Ratio | 101% | 104% | 3% |
| Days on Market | 18 | 16 | -11% |

*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

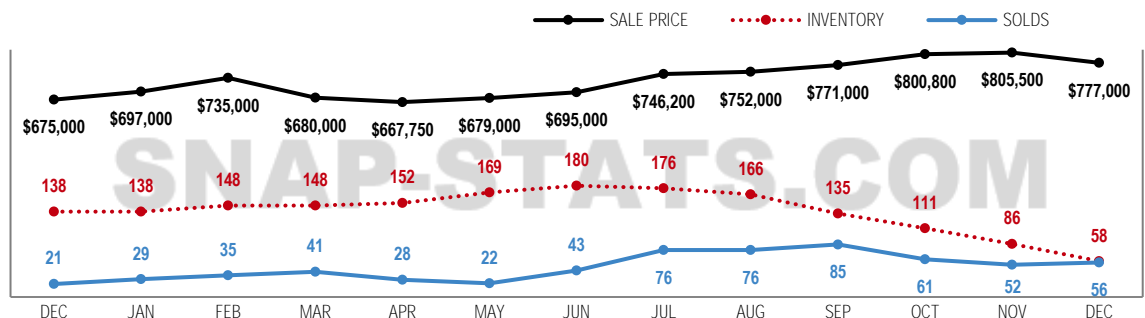
| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------|-----------|-------|-------------|
| Dewdney Deroche | 1 | 0 | NA |
| Durieu | 0 | 0 | NA |
| Hatzic | 4 | 5 | 125%* |
| Hemlock | 1 | 1 | 100% |
| Lake Errock | 5 | 2 | 40% |
| Mission | 43 | 47 | 109%* |
| Mission West | 3 | 1 | 33% |
| Stave Falls | 1 | 0 | NA |
| Steelhead | 0 | 0 | NA |
| TOTAL* | 58 | 56 | 97% |

Market Summary

- Market Type Indicator **MISSION DETACHED**: Sellers Market at 97% Sales Ratio average (9.7 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$600,000 to \$800,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Mission 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 | 2 | 2 | 100% |
| 200,001 – 300,000 | 6 | 1 | 17% |
| 300,001 – 400,000 | 3 | 2 | 67% |
| 400,001 – 500,000 | 6 | 2 | 33% |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 0 | NA |
| 1,250,001 – 1,500,000 | 0 | 0 | NA |
| 1,500,001 – 1,750,000 | 0 | 0 | NA |
| 1,750,001 – 2,000,000 | 0 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 18 | 7 | 39% |

| | | | |
|----------------------|----|---|------|
| 0 to 1 Bedroom | 2 | 2 | 100% |
| 2 Bedrooms | 12 | 3 | 25% |
| 3 Bedrooms | 4 | 2 | 50% |
| 4 Bedrooms & Greater | 0 | 0 | NA |
| TOTAL* | 18 | 7 | 39% |

| SnapStats® | November | December | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 28 | 18 | -36% |
| Solds | 11 | 7 | -36% |
| Sale Price | \$330,000 | \$345,000 | 5% |
| Sale Price SQFT | \$243 | \$336 | 38% |
| Sale to List Price Ratio | 97% | 99% | 2% |
| Days on Market | 15 | 67 | 347% |

*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

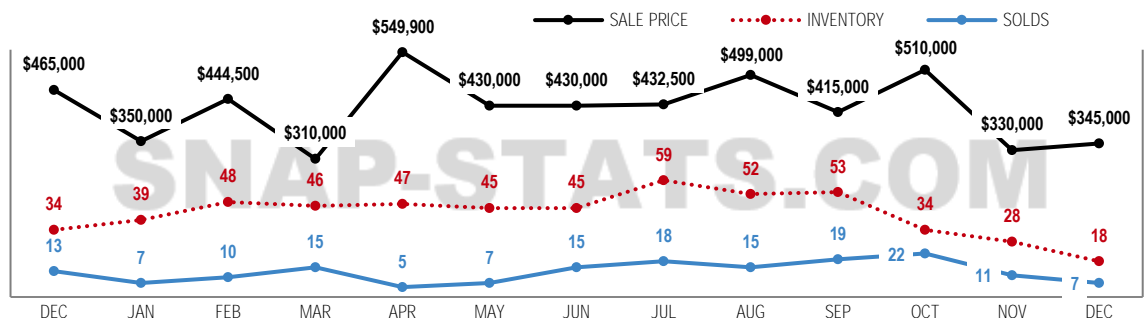
| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------|-----------|-------|-------------|
| Dewdney Deroche | 0 | 0 | NA |
| Durieu | 0 | 0 | NA |
| Hatzic | 0 | 0 | NA |
| Hemlock | 6 | 2 | 33% |
| Lake Errock | 0 | 0 | NA |
| Mission | 11 | 4 | 36% |
| Mission West | 1 | 1 | 100% |
| Stave Falls | 0 | 0 | NA |
| Steelhead | 0 | 0 | NA |
| TOTAL* | 18 | 7 | 39% |

Market Summary

- Market Type Indicator **MISSION ATTACHED**: Sellers Market at 39% Sales Ratio average (3.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** Insufficient data
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Homes in Mission and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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