

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

Compliments of:

Lance J Brown

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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	1	NA*
700,001 - 800,000	0	0	NA
800,001 - 900,000	3	0	NA
900,001 - 1,000,000	13	1	8%
1,000,001 - 1,250,000	89	29	33%
1,250,001 - 1,500,000	346	36	10%
1,500,001 - 1,750,000	258	24	9%
1,750,001 - 2,000,000	228	9	4%
2,000,001 - 2,250,000	81	5	6%
2,250,001 - 2,500,000	102	3	3%
2,500,001 - 2,750,000	59	1	2%
2,750,001 - 3,000,000	46	1	2%
3,000,001 - 3,500,000	30	0	NA
3,500,001 - 4,000,000	15	0	NA
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	6	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 & Greater	2	0	NA
TOTAL*	1283	110	9%

2 Bedrooms & Less	22	1	5%
3 to 4 Bedrooms	398	51	13%
5 to 6 Bedrooms	436	34	8%
7 Bedrooms & More	427	24	6%
TOTAL*	1283	110	9%

SnapStats®	May	June	Variance
Inventory	1290	1283	-1%
Solds	103	110	7%
Sale Price	\$1,500,000	\$1,441,750	-4%
Sale Price SQFT	\$512	\$569	11%
Sale to List Price Ratio	100%	96%	-4%
Days on Market	20	21	5%

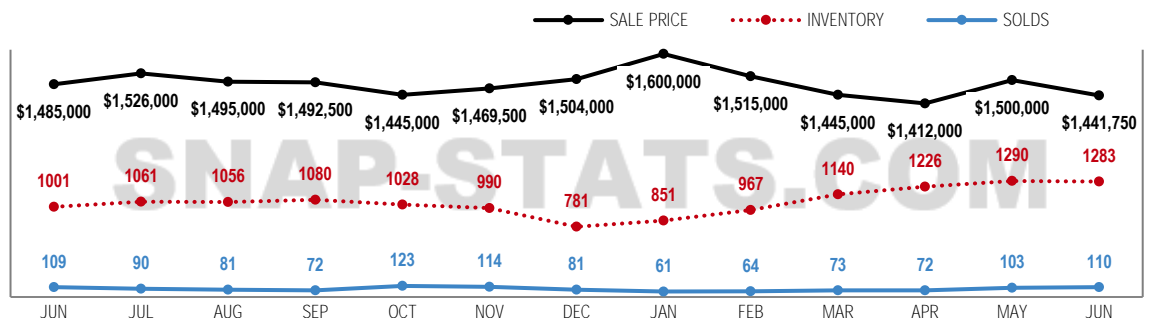
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **SURREY DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$3 mil, Queen Mary Park, Whalley and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser Heights 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	10	1	10%
300,001 – 400,000	115	23	20%
400,001 – 500,000	352	40	11%
500,001 – 600,000	351	37	11%
600,001 – 700,000	303	25	8%
700,001 – 800,000	220	19	9%
800,001 – 900,000	218	23	11%
900,001 – 1,000,000	136	11	8%
1,000,001 – 1,250,000	55	4	7%
1,250,001 – 1,500,000	5	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*	1766	183	10%

0 to 1 Bedroom	494	50	10%
2 Bedrooms	697	78	11%
3 Bedrooms	364	36	10%
4 Bedrooms & Greater	211	19	9%
TOTAL*	1766	183	10%

SnapStats®	May	June	Variance
Inventory	1770	1766	0%
Solds	184	183	-1%
Sale Price	\$610,000	\$565,000	-7%
Sale Price SQFT	\$603	\$550	-9%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	19	25	32%

*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

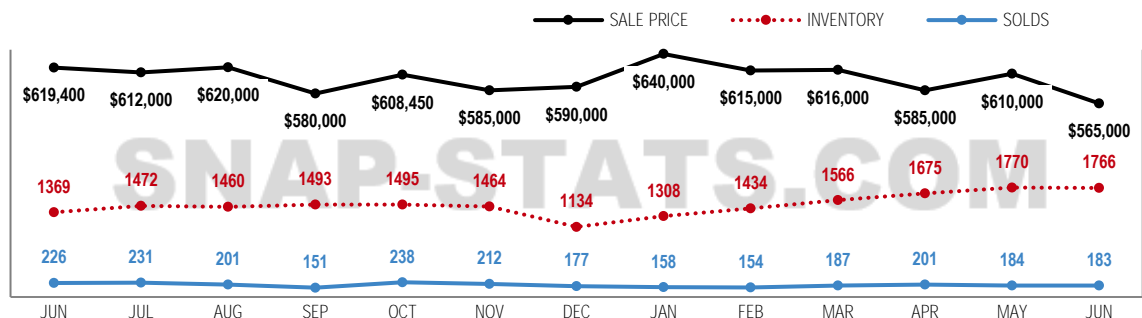
SnapStats®	Inventory	Sales	Sales Ratio
Bear Creek Green Timbers	46	8	17%
Bolivar Heights	22	2	9%
Bridgeview	6	0	NA
Cedar Hills	9	1	11%
East Newton	105	9	9%
Fleetwood Tynehead	170	24	14%
Fraser Heights	18	1	6%
Guildford	153	30	20%
Panorama Ridge	36	4	11%
Port Kells	0	0	NA
Queen Mary Park	100	11	11%
Royal Heights	2	0	NA
Sullivan Station	160	18	11%
West Newton	149	12	8%
Whalley	790	63	8%
TOTAL*	1766	183	10%

Market Summary

- Market Type Indicator **SURREY ATTACHED**: 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** \$300,000 to \$400,000 with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Fraser Heights and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Bear Creek Green Timbers, Guildford and 2 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	1	0	NA
900,001 - 1,000,000	1	1	100%
1,000,001 - 1,250,000	7	6	86%
1,250,001 - 1,500,000	64	11	17%
1,500,001 - 1,750,000	108	16	15%
1,750,001 - 2,000,000	117	13	11%
2,000,001 - 2,250,000	53	5	9%
2,250,001 - 2,500,000	60	2	3%
2,500,001 - 2,750,000	46	7	15%
2,750,001 - 3,000,000	50	4	8%
3,000,001 - 3,500,000	50	7	14%
3,500,001 - 4,000,000	30	0	NA
4,000,001 - 4,500,000	11	0	NA
4,500,001 - 5,000,000	7	0	NA
5,000,001 - 5,500,000	7	0	NA
5,500,001 - 6,000,000	8	0	NA
6,000,001 - 6,500,000	3	0	NA
6,500,001 - 7,000,000	2	1	50%
7,000,001 & Greater	12	0	NA
TOTAL*	637	73	11%

2 Bedrooms & Less	35	3	9%
3 to 4 Bedrooms	286	39	14%
5 to 6 Bedrooms	242	25	10%
7 Bedrooms & More	74	6	8%
TOTAL*	637	73	11%

SnapStats®	May	June	Variance
Inventory	645	637	-1%
Solds	52	73	40%
Sale Price	\$1,710,000	\$1,800,000	5%
Sale Price SQFT	\$605	\$615	2%
Sale to List Price Ratio	94%	96%	2%
Days on Market	21	37	76%

*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

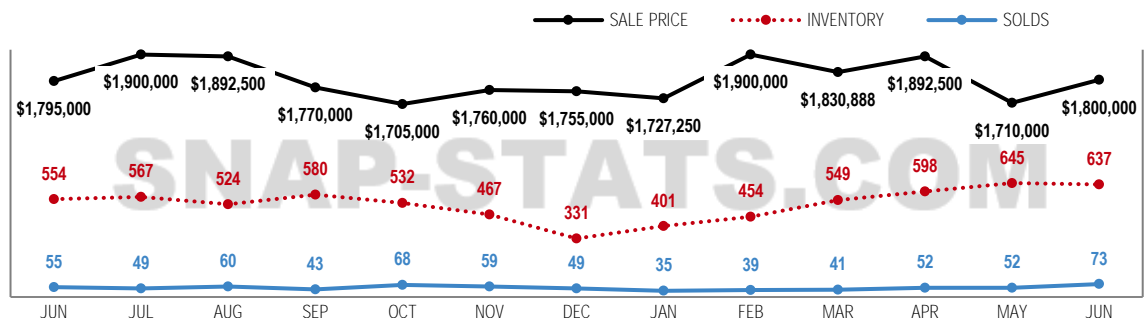
SnapStats®	Inventory	Sales	Sales Ratio
Crescent Beach Ocean Park	98	11	11%
Elgin Chantrell	89	9	10%
Grandview	83	14	17%
Hazelmere	2	2	100%
King George Corridor	67	9	13%
Morgan Creek	42	3	7%
Pacific Douglas	42	2	5%
Sunnyside Park	66	6	9%
White Rock	148	17	11%
TOTAL*	637	73	11%

Market Summary

- Market Type Indicator **S SURREY WHITE ROCK DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 17% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Morgan Creek, Pacific Douglas and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Grandview and 3 to 4 bedroom properties

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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	1	NA*
300,001 – 400,000	7	3	43%
400,001 – 500,000	38	5	13%
500,001 – 600,000	109	18	17%
600,001 – 700,000	93	14	15%
700,001 – 800,000	75	14	19%
800,001 – 900,000	103	21	20%
900,001 – 1,000,000	79	8	10%
1,000,001 – 1,250,000	87	24	28%
1,250,001 – 1,500,000	41	4	10%
1,500,001 – 1,750,000	11	0	NA
1,750,001 – 2,000,000	9	3	33%
2,000,001 – 2,250,000	2	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	3	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 & Greater	1	0	NA
TOTAL*	661	116	18%

0 to 1 Bedroom	72	11	15%
2 Bedrooms	341	57	17%
3 Bedrooms	143	29	20%
4 Bedrooms & Greater	105	19	18%
TOTAL*	661	116	18%

SnapStats®	May	June	Variance
Inventory	704	661	-6%
Solds	117	116	-1%
Sale Price	\$779,900	\$830,000	6%
Sale Price SQFT	\$610	\$634	4%
Sale to List Price Ratio	97%	98%	1%
Days on Market	19	24	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.

Community CONDOS & TOWNHOMES

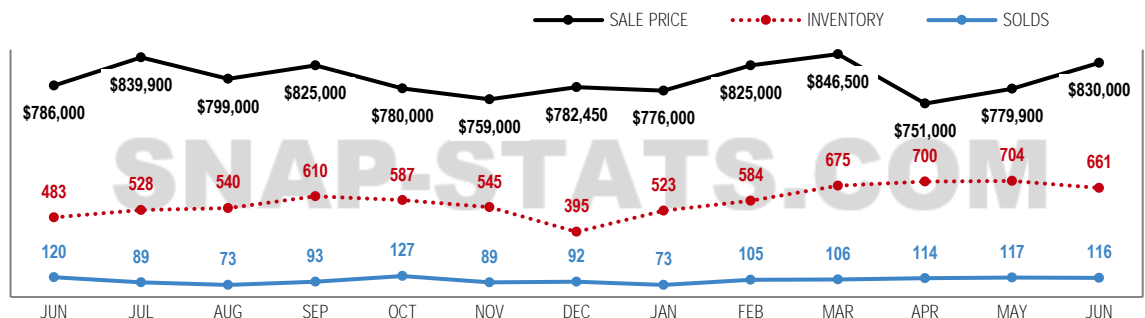
SnapStats®	Inventory	Sales	Sales Ratio
Crescent Beach Ocean Park	5	5	100%
Elgin Chantrell	9	2	22%
Grandview	168	29	17%
Hazelmere	1	0	NA
King George Corridor	147	27	18%
Morgan Creek	43	7	16%
Pacific Douglas	49	5	10%
Sunnyside Park	46	10	22%
White Rock	193	31	16%
TOTAL*	661	116	18%

Market Summary

- Market Type Indicator **S SURREY WHITE ROCK ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil / \$1.25 mil to \$1.5 mil, Pacific Douglas and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Elgin Chantrell, Sunnyside Park and 3 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	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	28	12	43%
1,250,001 - 1,500,000	119	11	9%
1,500,001 - 1,750,000	59	2	3%
1,750,001 - 2,000,000	28	1	4%
2,000,001 - 2,250,000	9	1	11%
2,250,001 - 2,500,000	19	0	NA
2,500,001 - 2,750,000	6	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	1	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*	273	27	10%

2 Bedrooms & Less	3	1	33%
3 to 4 Bedrooms	122	10	8%
5 to 6 Bedrooms	108	14	13%
7 Bedrooms & More	40	2	5%
TOTAL*	273	27	10%

SnapStats®	May	June	Variance
Inventory	257	273	6%
Solds	24	27	13%
Sale Price	\$1,320,000	\$1,285,000	-3%
Sale Price SQFT	\$539	\$536	-1%
Sale to List Price Ratio	97%	99%	2%
Days on Market	12	22	83%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Annieville	74	11	15%
Nordel	72	6	8%
Scottsdale	64	3	5%
Sunshine Hills Woods	63	7	11%
TOTAL*	273	27	10%

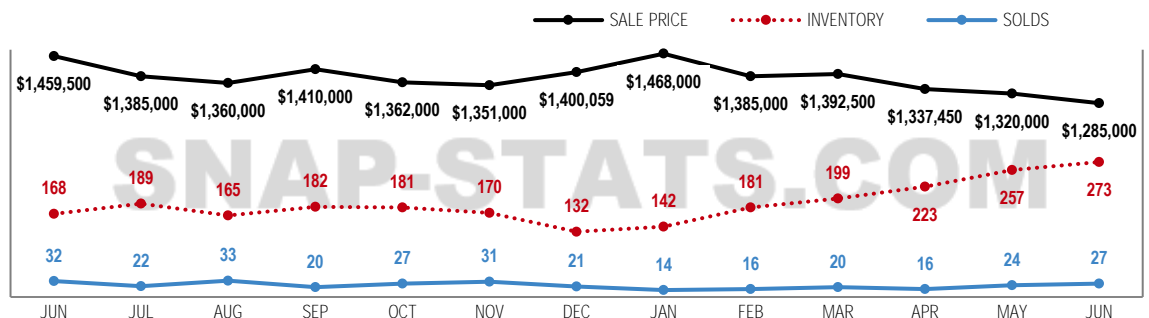
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH DELTA DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Scottsdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Annieville 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	2	0	NA
300,001 – 400,000	5	0	NA
400,001 – 500,000	15	2	13%
500,001 – 600,000	14	1	7%
600,001 – 700,000	15	0	NA
700,001 – 800,000	10	2	20%
800,001 – 900,000	8	3	38%
900,001 – 1,000,000	5	3	60%
1,000,001 – 1,250,000	18	1	6%
1,250,001 – 1,500,000	2	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*	94	12	13%

0 to 1 Bedroom	18	2	11%
2 Bedrooms	37	2	5%
3 Bedrooms	21	5	24%
4 Bedrooms & Greater	18	3	17%
TOTAL*	94	12	13%

SnapStats®	May	June	Variance
Inventory	94	94	0%
Solds	16	12	-25%
Sale Price	\$618,873	\$868,800	40%
Sale Price SQFT	\$761	\$618	-19%
Sale to List Price Ratio	98%	100%	2%
Days on Market	20	50	150%

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Community CONDOS & TOWNHOMES

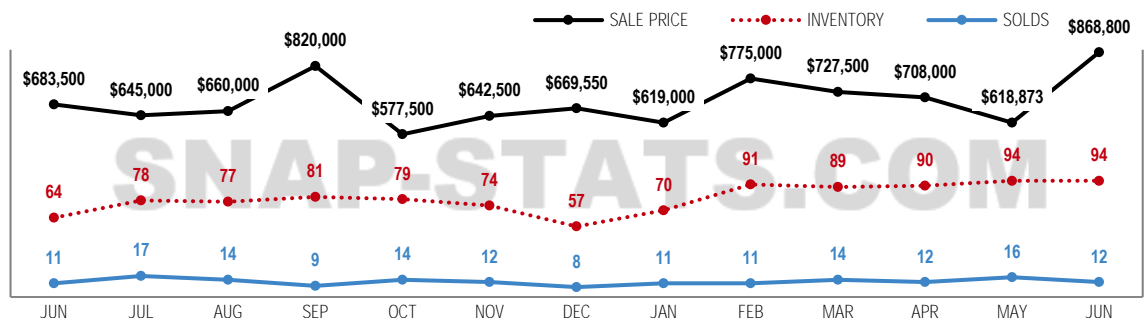
SnapStats®	Inventory	Sales	Sales Ratio
Annieville	23	0	NA
Nordel	16	5	31%
Scottsdale	35	5	14%
Sunshine Hills Woods	20	2	10%
TOTAL*	94	12	13%

Market Summary

- Market Type Indicator **NORTH DELTA ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 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 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Scottsdale, Sunshine Hills Woods and 2 bedroom properties
- Sellers Best Bet** Selling homes in Nordel and 3 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	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	14	10	71%
1,250,001 - 1,500,000	78	13	17%
1,500,001 - 1,750,000	60	5	8%
1,750,001 - 2,000,000	18	1	6%
2,000,001 - 2,250,000	14	1	7%
2,250,001 - 2,500,000	13	2	15%
2,500,001 - 2,750,000	8	0	NA
2,750,001 - 3,000,000	5	0	NA
3,000,001 - 3,500,000	6	0	NA
3,500,001 - 4,000,000	1	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*	219	32	15%

2 Bedrooms & Less	6	1	17%
3 to 4 Bedrooms	67	8	12%
5 to 6 Bedrooms	85	21	25%
7 Bedrooms & More	61	2	3%
TOTAL*	219	32	15%

SnapStats®	May	June	Variance
Inventory	238	219	-8%
Solds	32	32	0%
Sale Price	\$1,457,500	\$1,332,500	-9%
Sale Price SQFT	\$512	\$485	-5%
Sale to List Price Ratio	97%	95%	-2%
Days on Market	19	15	-21%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Clayton	44	10	23%
Cloverdale	174	22	13%
Serpentine	1	0	NA
TOTAL*	219	32	15%

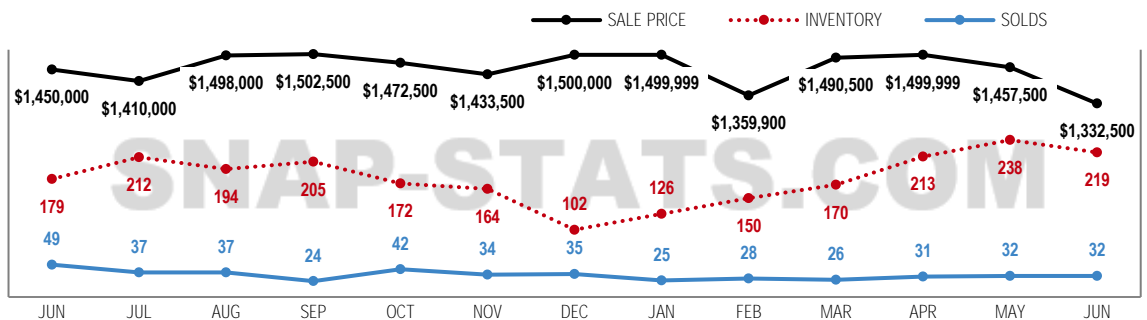
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **CLOVERDALE DETACHED**: 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 mil to \$1.25 mil with average 71% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$2.25 mil, Cloverdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Clayton and 5 to 6 bedroom properties

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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	3	0	NA
300,001 – 400,000	8	2	25%
400,001 – 500,000	42	5	12%
500,001 – 600,000	26	4	15%
600,001 – 700,000	26	9	35%
700,001 – 800,000	61	9	15%
800,001 – 900,000	54	15	28%
900,001 – 1,000,000	27	5	19%
1,000,001 – 1,250,000	12	1	8%
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*	259	50	19%

0 to 1 Bedroom	42	6	14%
2 Bedrooms	94	23	24%
3 Bedrooms	83	14	17%
4 Bedrooms & Greater	40	7	18%
TOTAL*	259	50	19%

SnapStats®	May	June	Variance
Inventory	254	259	2%
Solds	51	50	-2%
Sale Price	\$755,000	\$739,500	-2%
Sale Price SQFT	\$581	\$544	-6%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	20	21	5%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Clayton	142	31	22%
Cloverdale	117	19	16%
Serpentine	0	0	NA
TOTAL*	259	50	19%

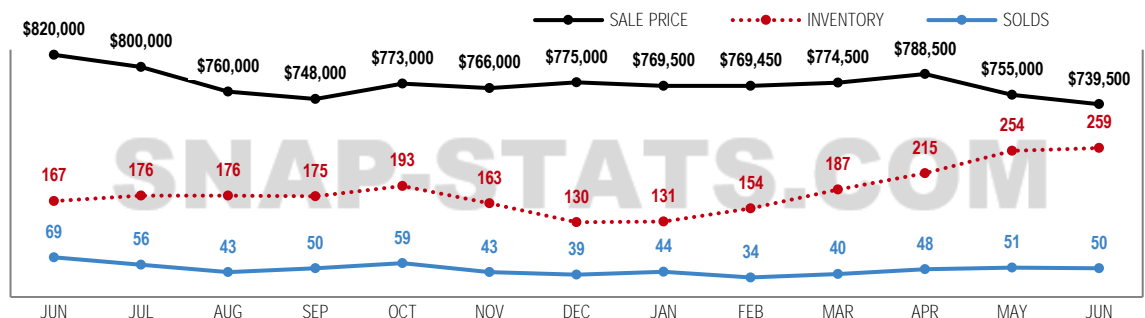
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **CLOVERDALE ATTACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Cloverdale and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Clayton 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	1	0	NA
700,001 - 800,000	1	0	NA
800,001 - 900,000	4	2	50%
900,001 - 1,000,000	15	1	7%
1,000,001 - 1,250,000	68	13	19%
1,250,001 - 1,500,000	138	38	28%
1,500,001 - 1,750,000	110	18	16%
1,750,001 - 2,000,000	66	13	20%
2,000,001 - 2,250,000	24	4	17%
2,250,001 - 2,500,000	42	1	2%
2,500,001 - 2,750,000	24	2	8%
2,750,001 - 3,000,000	19	1	5%
3,000,001 - 3,500,000	16	0	NA
3,500,001 - 4,000,000	13	0	NA
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	5	0	NA
5,000,001 - 5,500,000	2	0	NA
5,500,001 - 6,000,000	2	0	NA
6,000,001 - 6,500,000	1	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 & Greater	3	0	NA
TOTAL*	557	93	17%

2 Bedrooms & Less	26	1	4%
3 to 4 Bedrooms	250	49	20%
5 to 6 Bedrooms	208	31	15%
7 Bedrooms & More	73	12	16%
TOTAL*	557	93	17%

SnapStats®	May	June	Variance
Inventory	579	557	-4%
Solds	74	93	26%
Sale Price	\$1,431,500	\$1,425,000	0%
Sale Price SQFT	\$545	\$561	3%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	23	24	4%

*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

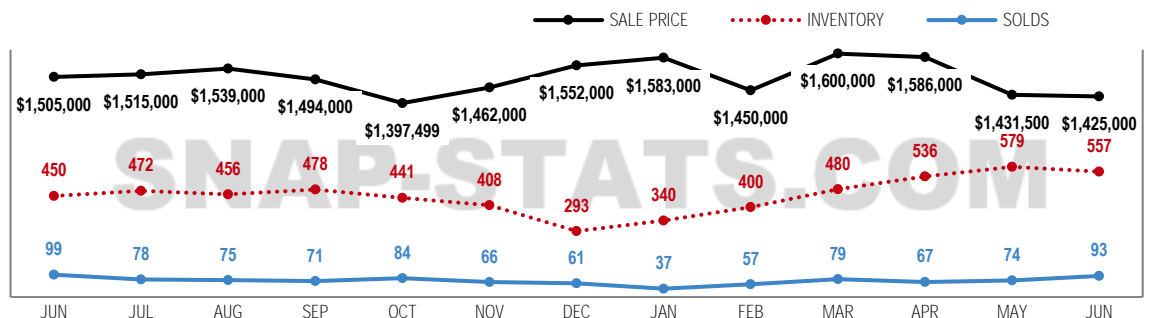
SnapStats®	Inventory	Sales	Sales Ratio
Aldergrove	72	14	19%
Brookwood	92	18	20%
Campbell Valley	22	0	NA
County Line Glen Valley	6	0	NA
Fort Langley	30	1	3%
Langley City	99	10	10%
Murrayville	30	6	20%
Otter District	4	1	25%
Salmon River	31	5	16%
Walnut Grove	61	16	26%
Willoughby Heights	110	22	20%
TOTAL*	557	93	17%

Market Summary

- Market Type Indicator **LANGLEY DETACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 28% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Fort Langley, Langley City and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Otter District, Walnut Grove 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	0	0	NA
300,001 – 400,000	13	5	38%
400,001 – 500,000	109	25	23%
500,001 – 600,000	183	27	15%
600,001 – 700,000	151	27	18%
700,001 – 800,000	114	34	30%
800,001 – 900,000	100	32	32%
900,001 – 1,000,000	103	15	15%
1,000,001 – 1,250,000	65	12	18%
1,250,001 – 1,500,000	18	0	NA
1,500,001 – 1,750,000	2	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*	859	177	21%

0 to 1 Bedroom	150	28	19%
2 Bedrooms	374	72	19%
3 Bedrooms	225	60	27%
4 Bedrooms & Greater	110	17	15%
TOTAL*	859	177	21%

SnapStats®	May	June	Variance
Inventory	829	859	4%
Solds	162	177	9%
Sale Price	\$690,000	\$725,000	5%
Sale Price SQFT	\$592	\$591	0%
Sale to List Price Ratio	99%	100%	1%
Days on Market	22	22	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

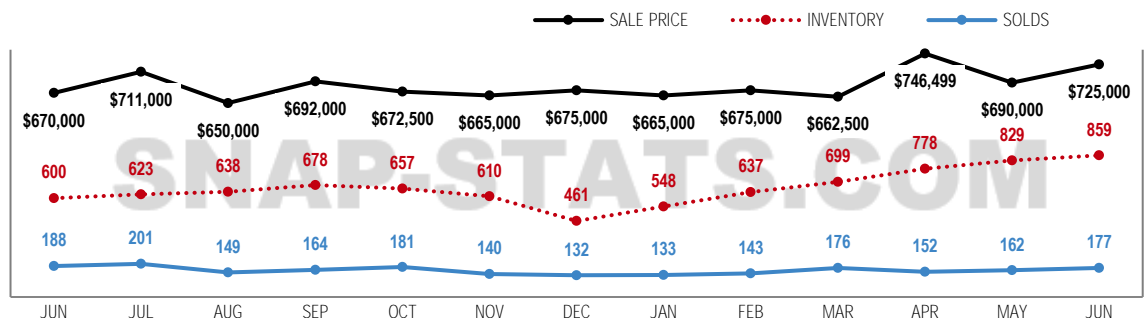
SnapStats®	Inventory	Sales	Sales Ratio
Aldergrove	19	7	37%
Brookwood	0	0	NA
Campbell Valley	0	0	NA
County Line Glen Valley	0	0	NA
Fort Langley	13	5	38%
Langley City	231	38	16%
Murrayville	26	7	27%
Otter District	0	0	NA
Salmon River	10	2	20%
Walnut Grove	63	22	35%
Willoughby Heights	497	96	19%
TOTAL*	859	177	21%

Market Summary

- Market Type Indicator **LANGLEY ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 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 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 / \$900,000 to \$1 mil, Langley City, Willoughby Heights and 4+ bedrooms
- Sellers Best Bet** Selling homes in Aldergrove, Fort Langley, Walnut Grove and 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	3	0	NA
800,001 - 900,000	18	8	44%
900,001 - 1,000,000	53	12	23%
1,000,001 - 1,250,000	193	23	12%
1,250,001 - 1,500,000	132	9	7%
1,500,001 - 1,750,000	49	6	12%
1,750,001 - 2,000,000	33	0	NA
2,000,001 - 2,250,000	12	0	NA
2,250,001 - 2,500,000	9	0	NA
2,500,001 - 2,750,000	7	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	1	0	NA
4,000,001 - 4,500,000	0	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*	514	58	11%

2 Bedrooms & Less	18	1	6%
3 to 4 Bedrooms	192	29	15%
5 to 6 Bedrooms	233	25	11%
7 Bedrooms & More	71	3	4%
TOTAL*	514	58	11%

SnapStats®	May	June	Variance
Inventory	491	514	5%
Solds	78	58	-26%
Sale Price	\$1,162,500	\$1,053,500	-9%
Sale Price SQFT	\$428	\$436	2%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	22	25	14%

*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

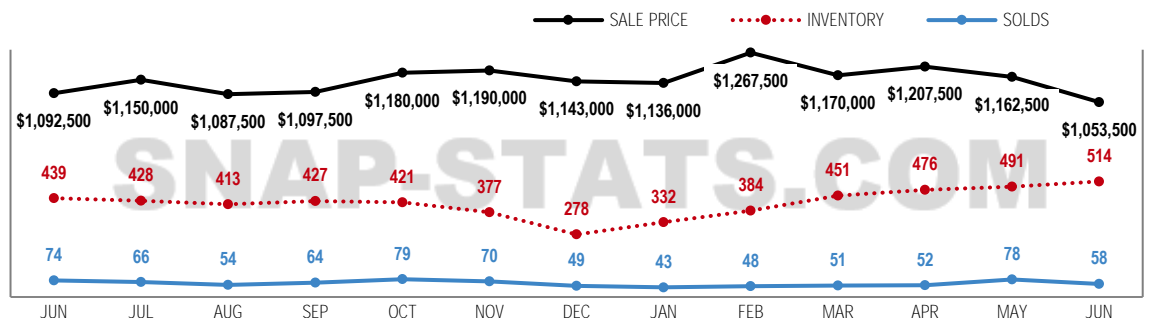
SnapStats®	Inventory	Sales	Sales Ratio
Abbotsford East	180	31	17%
Abbotsford West	152	14	9%
Aberdeen	43	2	5%
Bradner	5	0	NA
Central Abbotsford	93	7	8%
Matsqui	5	0	NA
Poplar	31	3	10%
Sumas Mountain	2	1	50%
Sumas Prairie	3	0	NA
TOTAL*	514	58	11%

Market Summary

- Market Type Indicator **ABBOTSFORD DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Aberdeen 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	0	0	NA
200,001 – 300,000	35	6	17%
300,001 – 400,000	113	19	17%
400,001 – 500,000	140	23	16%
500,001 – 600,000	91	14	15%
600,001 – 700,000	98	17	17%
700,001 – 800,000	80	14	18%
800,001 – 900,000	39	6	15%
900,001 – 1,000,000	12	2	17%
1,000,001 – 1,250,000	3	1	33%
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	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*	613	102	17%

0 to 1 Bedroom	87	11	13%
2 Bedrooms	346	58	17%
3 Bedrooms	145	26	18%
4 Bedrooms & Greater	35	7	20%
TOTAL*	613	102	17%

SnapStats®	May	June	Variance
Inventory	623	613	-2%
Solds	112	102	-9%
Sale Price	\$600,750	\$515,750	-14%
Sale Price SQFT	\$491	\$434	-12%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	25	30	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

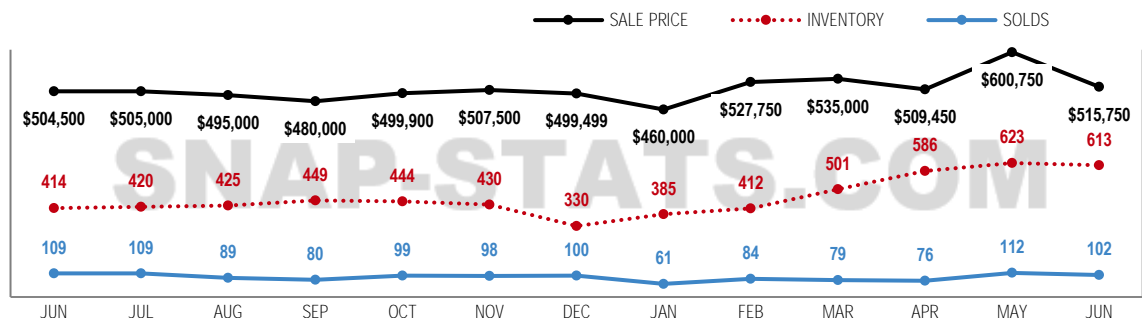
SnapStats®	Inventory	Sales	Sales Ratio
Abbotsford East	66	17	26%
Abbotsford West	233	32	14%
Aberdeen	9	1	11%
Bradner	0	0	NA
Central Abbotsford	282	48	17%
Matsqui	0	0	NA
Poplar	23	4	17%
Sumas Mountain	0	0	NA
Sumas Prairie	0	0	NA
TOTAL*	613	102	17%

Market Summary

- Market Type Indicator **ABBOTSFORD ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 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 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 / \$800,000 to \$900,000, Aberdeen and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Abbotsford East 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 - 700,000	5	2	40%
700,001 – 800,000	23	8	35%
800,001 – 900,000	36	7	19%
900,001 – 1,000,000	45	1	2%
1,000,001 – 1,250,000	81	12	15%
1,250,001 – 1,500,000	59	5	8%
1,500,001 – 1,750,000	14	1	7%
1,750,001 – 2,000,000	11	1	9%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	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	1	0	NA
6,500,001 – 7,000,000	0	0	NA
7,000,001 & Greater	0	0	NA
TOTAL*	288	37	13%

2 Bedrooms & Less	18	3	17%
3 to 4 Bedrooms	164	19	12%
5 to 6 Bedrooms	86	15	17%
7 Bedrooms & More	20	0	NA
TOTAL*	288	37	13%

SnapStats®	May	June	Variance
Inventory	284	288	1%
Solds	42	37	-12%
Sale Price	\$993,950	\$1,020,000	3%
Sale Price SQFT	\$414	\$406	-2%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	14	26	86%

*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

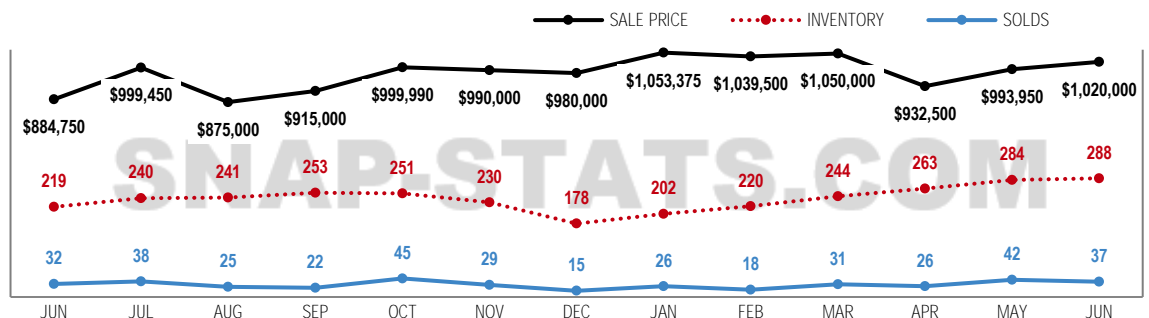
SnapStats®	Inventory	Sales	Sales Ratio
Dewdney Deroche	4	0	NA
Durieu	0	0	NA
Hatzic	22	7	32%
Hemlock	13	0	NA
Lake Errock	14	3	21%
Mission	225	25	11%
Mission West	8	2	25%
Stave Falls	1	0	NA
Steelhead	1	0	NA
TOTAL*	288	37	13%

Market Summary

- Market Type Indicator **MISSION DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Mission and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Hatzic and up to 2 bedrooms / 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	3	1	33%
300,001 – 400,000	14	2	14%
400,001 – 500,000	14	3	21%
500,001 – 600,000	16	3	19%
600,001 – 700,000	19	3	16%
700,001 – 800,000	15	2	13%
800,001 – 900,000	6	1	17%
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*	87	15	17%

0 to 1 Bedroom	13	4	31%
2 Bedrooms	35	6	17%
3 Bedrooms	31	3	10%
4 Bedrooms & Greater	8	2	25%
TOTAL*	87	15	17%

SnapStats®	May	June	Variance
Inventory	109	87	-20%
Solds	8	15	88%
Sale Price	\$479,450	\$570,000	19%
Sale Price SQFT	\$559	\$504	-10%
Sale to List Price Ratio	100%	95%	-5%
Days on Market	29	23	-21%

*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

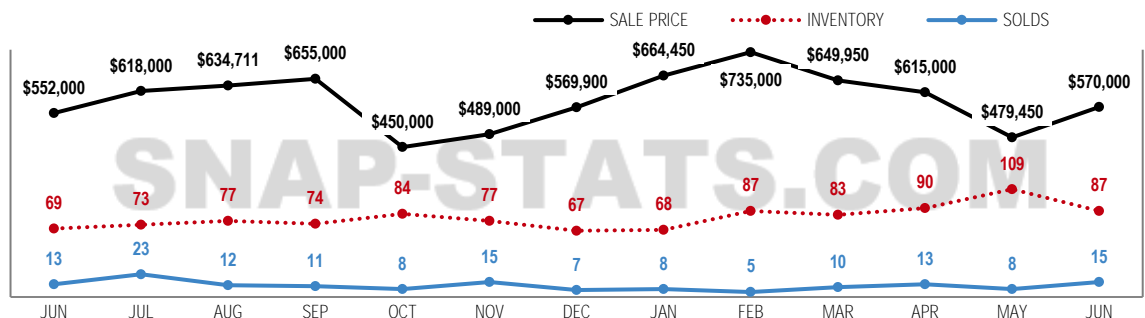
SnapStats®	Inventory	Sales	Sales Ratio
Dewdney Deroche	0	0	NA
Durieu	0	0	NA
Hatzic	0	0	NA
Hemlock	11	0	NA
Lake Errock	0	0	NA
Mission	73	14	19%
Mission West	3	1	33%
Stave Falls	0	0	NA
Steelhead	0	0	NA
TOTAL*	87	15	17%

Market Summary

- Market Type Indicator **MISSION ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Mission and 3 bedroom properties
- Sellers Best Bet** Selling homes in Mission West and up to 1 bedroom properties

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13 Month Market Trend



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