Bill Coughlin's Market Reports

Advanced Marketing Tools

produced by: Bill Coughlin
North Langley Real Estate Price Changes ($/%)
Month Market Activity - Sept 2020 Single Family

Fort Langley-Walnut Grove

Listings Marketed: 244

% Sold: 32%

Failed: 22
Sales: 79

Oct 1, 2020 - North Langley Market Update (Detached)

Current: North Langley is in a Seller Market with normal listing inventories, a 32% SOLD rate and a 103% Sell/List Ratio. (This means that there is an average of a $14,900 Discount on a sale from the original list price)

Most Active Price Range: Homes between $900,000 - $1 million have 46.4% SOLD rate resulting in a Seller Market.

Least Active Price Range: Homes above $2.0 million have 14.1% SOLD rate.

History: The North Langley Year-To-Date Home Price Index HPIp (Top 50%) shows that prices increased $19,000.
The North Langley Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices increased $35,154.

*HPI = Home Price Index, average home prices are adjusted to the yearly average finished sqft. & age. Total Listings includes all listings marketed for the month.
The DOM, and Sale – List Price differences are based on medians, not averages. Market Share Reports include all property types. More Details
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

produced by: Bill Coughlin

VancouverRealestateInvestments.com T: 778-374-3744
1. How Many Sold During the Month and at What Price Range?

<table>
<thead>
<tr>
<th>Home Price Range</th>
<th>Total Listings (Month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price /List Price</th>
<th>Sell - List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-$800,000</td>
<td>11</td>
<td>4</td>
<td>4</td>
<td>101%</td>
<td>$8,550</td>
<td>36.4%</td>
</tr>
<tr>
<td>$800,001-$900,000</td>
<td>19</td>
<td>8</td>
<td>5</td>
<td>99%</td>
<td>-$4,944</td>
<td>42.1%</td>
</tr>
<tr>
<td>$900,001-$1,000,000</td>
<td>28</td>
<td>13</td>
<td>9</td>
<td>100%</td>
<td>-$4,500</td>
<td>46.4%</td>
</tr>
<tr>
<td>$1,000,000-$1,150,000</td>
<td>24</td>
<td>7</td>
<td>12</td>
<td>100%</td>
<td>$0</td>
<td>29.2%</td>
</tr>
<tr>
<td>$1,150,001-$1,300,000</td>
<td>28</td>
<td>12</td>
<td>8</td>
<td>100%</td>
<td>-$1,500</td>
<td>42.9%</td>
</tr>
<tr>
<td>$1,300,001-$2,000,000</td>
<td>63</td>
<td>25</td>
<td>13</td>
<td>97%</td>
<td>-$35,000</td>
<td>39.7%</td>
</tr>
<tr>
<td>$2,000,001 and more</td>
<td>71</td>
<td>10</td>
<td>42</td>
<td>96%</td>
<td>-$96,944</td>
<td>14.1%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>244</strong></td>
<td><strong>79</strong></td>
<td><strong>11</strong></td>
<td><strong>99%</strong></td>
<td><strong>-$14,900</strong></td>
<td><strong>32%</strong></td>
</tr>
</tbody>
</table>

2. How Many Properties Were Available During the Month?

<table>
<thead>
<tr>
<th>Monthly Changes Summary</th>
<th>Sep-19</th>
<th>Aug-20</th>
<th>Sep-20</th>
<th>10/1/2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings** (A,S,T,C,X)</td>
<td>284</td>
<td>250</td>
<td>244</td>
<td></td>
<td>-6</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>216</td>
<td>161</td>
<td>156</td>
<td>143</td>
<td>-13</td>
</tr>
<tr>
<td>Solds</td>
<td>46</td>
<td>74</td>
<td>79</td>
<td></td>
<td>5</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>32</td>
<td>7</td>
<td>11</td>
<td></td>
<td>4</td>
</tr>
<tr>
<td>%SOLD (Sales/ Listings /monthly rate)</td>
<td>16.2%</td>
<td>29.6%</td>
<td>32.4%</td>
<td></td>
<td>2.8%</td>
</tr>
<tr>
<td>(Top 50%) Home Price Index HPIp</td>
<td>$1,298,100</td>
<td>$1,310,100</td>
<td>$1,317,100</td>
<td>$7,000</td>
<td></td>
</tr>
<tr>
<td>(Lower 50%) Home Price Index HPIp</td>
<td>$888,946</td>
<td>$916,301</td>
<td>$924,100</td>
<td>$7,799</td>
<td></td>
</tr>
</tbody>
</table>

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# What Sold in your Neighbourhood and for What Price?

<table>
<thead>
<tr>
<th>North Langley Sub areas</th>
<th>Statistics - Sept 2020</th>
<th>Detached</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total Listings (Month)</td>
<td>Sales</td>
</tr>
<tr>
<td>Walnut Grove</td>
<td>67</td>
<td>28</td>
</tr>
<tr>
<td>County Line Glen Valley</td>
<td>17</td>
<td>3</td>
</tr>
<tr>
<td>Willoughby Heights</td>
<td>130</td>
<td>37</td>
</tr>
<tr>
<td>Fort Langley</td>
<td>30</td>
<td>11</td>
</tr>
<tr>
<td>Total Activity</td>
<td>244</td>
<td>79</td>
</tr>
</tbody>
</table>
Next Months Market Forecast

**Forecast:** North Langley has an average Listing supply; 143 homes are for sale and with the strong **32% SOLD** monthly rate gives us a ~3 months of inventory. 15% of the active listings have reduced their price by $61,242 on average or $49,000 median in the last month.

September’s Real Estate Statistics shows that All Fraser Valley Detached Markets went up this month. This is the 1st time all markets are rising since May 2017. Overall, Single Family Homes had a $7,079 monthly price increase which is the highest we have seen this year or for any September on record. We are forecasting that the Fraser Valley Markets will continue as a Seller’s Markets this coming month.

Currently, Condos are also in a Seller Market with 60% of the Greater Vancouver (Lower Mainland) Condo Prices increasing. The average monthly price increase was **$965**. At the same time, 20 out of 28 Townhouse Markets increased an average of **$1,412**. We analyze and provide 97 individual City’s Home Price Indexes to supply you the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

Noted Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com
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**Detached**  
**North Langley: Walnut Grove, Fort Langley**  

**Total Listings**, **Sales**, and **%SOLD Rates**

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**Sales / Listings**

**Monthly Totals**

**Homes Below $1,000,000**

**LOWER 50%**

106 97 64 67 86 81 75 63 67 58

**%SOLD**

28 16 52 51 18 21 17 14 28 25

36% 41% 33% 20% 27% 24% 23% 17% 44% 43% 42% 43%

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**More Details**

**Bill Coughlin**

**eXp Realty** Chilliwack, Mission, Abbotsford, Langley & Surrey  

**VancouverRealEstateInvestments.com**

**T: 778-374-3744**

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Langley-Cloverdale Real Estate Price Changes ($/%)

Housing Types: Year-To-Date Sept 2019 – Sept 2020 (Quarters)

<table>
<thead>
<tr>
<th>Type</th>
<th>YTD Price Change (1 Year)</th>
</tr>
</thead>
<tbody>
<tr>
<td>High End Detached</td>
<td>$46,256 (3.7%)</td>
</tr>
<tr>
<td>Low End Detached</td>
<td>$31,676 (3.9%)</td>
</tr>
<tr>
<td>High End Condos</td>
<td>$9,697 (2.3%)</td>
</tr>
<tr>
<td>Low End Condos</td>
<td>$2,653 (0.8%)</td>
</tr>
<tr>
<td>High End Townhouse</td>
<td>$18,868 (2.9%)</td>
</tr>
<tr>
<td>Low End Townhouse</td>
<td>$16,437 (3.4%)</td>
</tr>
</tbody>
</table>

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Vancouver Market Reports
Statistics, on the Web!

Market Analysis and Forecasting
Oct 1/20 Langley-Cloverdale

produced by: Bill Coughlin
778-374-3744

eXp Realty Chilliwack, Mission, Abbotsford, Langley & Surrey
VancouverRealEstateInvestments.com
T:778-374-3744
**Monthly Market Activity - Sept 2020 Single Family**

**Langley-Cloverdale**

- **Listings Marketed**: 694
- **%SOLD**: 23%
- **Failed**: 79
- **Sales**: 160
- **Stable**: 10-15%

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**Oct 1 2020  Langley, Cloverdale Market Update** **(Detached)**

**Current:** Langley, Cloverdale is in a Seller Market with average listing inventories, a **23 %SOLD** rate and a 98% Sell/List Ratio. (This means that there is an average of a **$19,950** discount on a sale from the original list price).

- **Most Active Price Range**: Homes between $700,000 - $850,000 have High **45.7 %SOLD** rate and is in a Seller Market.
- **Least Active Price Range**: Homes above $2.5 mill. have **5.8 %SOLD** rate.

**History:** The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased $49,999.

- The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased $45,851.

*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.*
# Market Analysis and Forecasting

## Oct 1/20  Langley-Cloverdale

### 1. How Many Sold During the Month and at What Price Range?

<table>
<thead>
<tr>
<th>Home Price Range</th>
<th>Total Listings (Month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price/List Price</th>
<th>Sell-List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-$700,000</td>
<td>38</td>
<td>16</td>
<td>19</td>
<td>96%</td>
<td>-$13,000</td>
<td>42.1%</td>
</tr>
<tr>
<td>$700,001-$850,000</td>
<td>46</td>
<td>21</td>
<td>11</td>
<td>99%</td>
<td>-$10,000</td>
<td>45.7%</td>
</tr>
<tr>
<td>$850,000-$925,000</td>
<td>36</td>
<td>6</td>
<td>9</td>
<td>99%</td>
<td>-$7,450</td>
<td>16.7%</td>
</tr>
<tr>
<td>$925,001-$1,000,000</td>
<td>85</td>
<td>27</td>
<td>9</td>
<td>99%</td>
<td>-$7,900</td>
<td>31.8%</td>
</tr>
<tr>
<td>$1,000,000-$1,100,000</td>
<td>67</td>
<td>22</td>
<td>7</td>
<td>99%</td>
<td>-$14,900</td>
<td>32.8%</td>
</tr>
<tr>
<td>$1,100,000-$1,200,000</td>
<td>70</td>
<td>16</td>
<td>12</td>
<td>98%</td>
<td>-$24,500</td>
<td>22.9%</td>
</tr>
<tr>
<td>$1,200,001-$1,400,000</td>
<td>66</td>
<td>12</td>
<td>20</td>
<td>97%</td>
<td>-$34,944</td>
<td>18.2%</td>
</tr>
<tr>
<td>$1,400,001-$1,700,000</td>
<td>77</td>
<td>14</td>
<td>27</td>
<td>97%</td>
<td>-$49,500</td>
<td>18.2%</td>
</tr>
<tr>
<td>$1,700,001-$2,500,001</td>
<td>89</td>
<td>19</td>
<td>22</td>
<td>96%</td>
<td>-$90,000</td>
<td>21.3%</td>
</tr>
<tr>
<td>$2,500,001 and more</td>
<td>120</td>
<td>7</td>
<td>16</td>
<td>94%</td>
<td>-$150,000</td>
<td>5.8%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td>694</td>
<td>160</td>
<td>15</td>
<td>98%</td>
<td>-$19,950</td>
<td>23%</td>
</tr>
</tbody>
</table>

### 2. How Many Properties Were Available During the Month?

<table>
<thead>
<tr>
<th>Monthly Changes Summary</th>
<th>Sep-19</th>
<th>Aug-20</th>
<th>Sep-20</th>
<th>10/1/2020</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings** (A,S,T,C,X)</td>
<td>777</td>
<td>715</td>
<td>694</td>
<td></td>
<td>-21</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>597</td>
<td>496</td>
<td>486</td>
<td>455</td>
<td>-31</td>
</tr>
<tr>
<td>Solds</td>
<td>113</td>
<td>166</td>
<td>160</td>
<td>43</td>
<td>-6</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>35</td>
<td>12</td>
<td>15</td>
<td>3</td>
<td>1</td>
</tr>
<tr>
<td>%SOLD (Sales/Listings/monthly rate)</td>
<td>14.5%</td>
<td>23.2%</td>
<td>23.1%</td>
<td>14.3%</td>
<td>-0.2%</td>
</tr>
</tbody>
</table>

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### Langley, Cloverdale Sub areas Statistics - Sept 2020

<table>
<thead>
<tr>
<th>Neighbourhoods</th>
<th>Total Listings (Month)</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price/List Price</th>
<th>Sell - List $Difference</th>
<th>%SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cloverdale BC</td>
<td>184</td>
<td>39</td>
<td>15</td>
<td>98%</td>
<td>-$18,000</td>
<td>21.2%</td>
</tr>
<tr>
<td>Serpentine</td>
<td>11</td>
<td>1</td>
<td>15</td>
<td>96%</td>
<td>-$58,800</td>
<td>9.1%</td>
</tr>
<tr>
<td>Clayton</td>
<td>53</td>
<td>15</td>
<td>22</td>
<td>97%</td>
<td>-$29,000</td>
<td>28.3%</td>
</tr>
<tr>
<td>Murrayville</td>
<td>31</td>
<td>10</td>
<td>9</td>
<td>99%</td>
<td>-$10,504</td>
<td>32.3%</td>
</tr>
<tr>
<td>Salmon River</td>
<td>57</td>
<td>10</td>
<td>11</td>
<td>97%</td>
<td>-$29,395</td>
<td>17.5%</td>
</tr>
<tr>
<td>Brookswood Langley</td>
<td>113</td>
<td>31</td>
<td>22</td>
<td>96%</td>
<td>-$19,900</td>
<td>27.4%</td>
</tr>
<tr>
<td>Aldergrove Langley</td>
<td>65</td>
<td>19</td>
<td>6</td>
<td>99%</td>
<td>-$4,900</td>
<td>29.2%</td>
</tr>
<tr>
<td>Campbell Valley</td>
<td>64</td>
<td>10</td>
<td>17</td>
<td>96%</td>
<td>-$89,000</td>
<td>15.6%</td>
</tr>
<tr>
<td>Otter District</td>
<td>33</td>
<td>2</td>
<td>48</td>
<td>94%</td>
<td>-$83,500</td>
<td>6.1%</td>
</tr>
<tr>
<td>Langley City</td>
<td>83</td>
<td>23</td>
<td>9</td>
<td>98%</td>
<td>-$14,900</td>
<td>27.7%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>694</strong></td>
<td><strong>160</strong></td>
<td><strong>15</strong></td>
<td><strong>98%</strong></td>
<td><strong>-$19,950</strong></td>
<td><strong>23%</strong></td>
</tr>
</tbody>
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Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 455 homes are for sale and with the 23% sold monthly rate gives us a ~4 months of inventory. 20% of the active listings have reduced their price by $91,043 on average or $46,000 median in the last month. We project Langley, Cloverdale Detached to be a Seller market.

September’s Real Estate Statistics shows that All Fraser Valley Detached Markets went up this month. This is the 1st time all markets are rising since May 2017. Overall, Single Family Homes had a $7,079 monthly price increase which is the highest we have seen this year or for any September on record. We are forecasting that the Fraser Valley Markets will continue as a Seller’s Markets this coming month.

Currently, Condos are also in a Seller Market with 60% of the Greater Vancouver (Lower Mainland) Condo Prices increasing. The average monthly price increase was $965. At the same time, 20 out of 28 Townhouse Markets increased an average of $1,412. We analyze and provide 97 individual City’s Home Price Indexes to supply you the MOST ACCURATE Market Trends every Saturday. Please contact us for your own Market Value Update with an in-depth Analysis and Forecast in your Local Market Area and more specifically - Your Neighborhood.

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Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a 23% SOLD rate and a 99% Sell/List Ratio.

Home Price Index (HPI) is an approximate reflection of the Average Home Price Changes.

Forecast: The Listing inventories have increased by 14% listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued Seller Market.

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produced by: Bill Coughlin eXp Realty Chilliwack, Mission, Abbotsford, Langley & Surrey VancouverRealEstateInvestments.com T:778-374-3744
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes and is based on the Lower 50% of the homes.
(Note: Each Sale is paired to it’s previous sale after 2005 to determine its exact price change.)

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**Home Price Index HPlp**

- **Langley Cloverdale Twinhms Top 50%**: $671,041 323.00% (+ $3,135)
- **Langley Cloverdale Twinhms Lower 50%**: $496,707 340.30% (+ $605)

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**More Details**
The Home Price Index (HPI) is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes.
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produced by: Bill Coughlin Tel: 778-374-3744
**Home Price Index HPIp**

**Langley Cloverdale Condos Top 50%:** $430,882 341.00% (+$1,548)

**Langley Cloverdale Condos Lower 50%:** $322,199 340.80% (-$223)

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Supply and Demand

How %SOLD Rates Affect Price Changes

Sell - Through Rates (STR) - Adsorption Rates

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Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

What to expect:
Staff, you can email me as to what personalization you want on your reports.
I will produce your reports ASAP

- Are you requiring Townhouse / Condos reports?
- Will this be your Email or Newsletter main "item of value"?

Note: Staff, if you are requiring Custom design work on your logo etc please choose the higher package. :)

If you need assistance subscribing
PLEASE call 778-374-3744

What do you get?:

1. We will give you Abbotsford's full RE/MAX Market Reports
   1. (detached statistics) within 1 week.
   2. (Multi family: Townhouse / Condos stats may take another week.)
2. You will get the Re/MAX Market Share Reports Monthly or Quarterly reports City or Area
3. Early access to the Sell-Through Rates 2 weeks updates as they happen.
4. We will customize the reports for you so they are personalized [setup is free if simple one person setup]
5. Preferential access to of our "Mastermind Group" monthly Webinars

We will provide your stats as:

1. A single easy to understand PDF so it is ready to email your clients as a Major item of value. (pick 2 reports) (more available)
2. Note many agents are emailing the LIVE LINK eg: RMXReports.com/YourName.pdf
   1. this LIVE report is updated every month and is a LIVE to your client .. basically we are hosting your NEWS webpage
   2. You are certainly welcome to put this content on your own website or I will show you how to set it live on your site
3. A more detailed landscape reports PDF .. This set of Be-All-Reports are three pages per city
   1. you may share these with your most analytical clients in CMA or Price reductions.

Offer # 2 Master Mind Group (Monthly we do a live webinar on changing market conditions 1st Thursday of the month at 8:30 am) ($29 per session)