Bill Coughlin's Market Reports

Advanced Marketing Tools

produced by: Bill Coughlin

RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey VancouverRealEstateInvestments.com T: 778-374-3744
North Langley Real Estate Price Changes ($/%)  

Housing Types: Year-To-Date Mar 2018 – Mar 2019 (Quarters)

**$ YTD Price Change (1 Year)**

- High End Detached: (-$38,983)  
  -2.9%

- Low End Detached: (-$34,586)  
  -3.7%

More Details

Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
May 1 2019 North Langley Market Update (Detached)

**Current:** North Langley is in a Stable Market with normal listing inventories, a 15% SOLD rate and a 96% Sell/List Ratio. (This means that there is an average of a $35,000 Discount on a sale from the original list price)

*Most Active Price Range:* Homes between $800,000 - $900,000 have 36.1% SOLD rate resulting in a Stable Market.

*Least Active Price Range:* Homes above $1.6 mill. have 3.9% SOLD rate.

**History:** The North Langley Year-To-Date Home Price Index \(\text{HPI}_p\) (Top 50%) shows that prices decreased $74,497.

The North Langley Year-To-Date Home Price Index \(\text{HPI}_p\) (Lower 50%) shows that prices decreased $42,932.

*The \(\text{HPI}_p\) (Home Price Index) is an approximate reflection of the Average Home Price Changes.*
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>17</td>
<td>3</td>
<td>55</td>
<td>94%</td>
<td>-$24,900</td>
<td>17.6%</td>
</tr>
<tr>
<td>$800,001-$900,000</td>
<td>36</td>
<td>13</td>
<td>19</td>
<td>97%</td>
<td>-$30,000</td>
<td>36.1%</td>
</tr>
<tr>
<td>$900,001-$1,100,000</td>
<td>89</td>
<td>15</td>
<td>10</td>
<td>97%</td>
<td>-$34,000</td>
<td>16.9%</td>
</tr>
<tr>
<td>$1,100,001-$1,300,000</td>
<td>44</td>
<td>2</td>
<td>70</td>
<td>93%</td>
<td>-$88,950</td>
<td>4.5%</td>
</tr>
<tr>
<td>$1,300,001-$1,600,000</td>
<td>32</td>
<td>7</td>
<td>7</td>
<td>95%</td>
<td>-$63,000</td>
<td>21.9%</td>
</tr>
<tr>
<td>$1,600,001 and more</td>
<td>76</td>
<td>3</td>
<td>19</td>
<td>93%</td>
<td>-$149,000</td>
<td>3.9%</td>
</tr>
<tr>
<td>Total Activity</td>
<td>294</td>
<td>43</td>
<td>19</td>
<td>96%</td>
<td>-$35,000</td>
<td>15%</td>
</tr>
</tbody>
</table>

2. How Many Properties Were Available During the Month?

<table>
<thead>
<tr>
<th>Monthly Changes Summary</th>
<th>Apr-18</th>
<th>Mar-19</th>
<th>Apr-19</th>
<th>5/1/2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings** (A,S,T,C,X)</td>
<td>172</td>
<td>244</td>
<td>294</td>
<td></td>
<td>50</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>95</td>
<td>162</td>
<td>198</td>
<td>230</td>
<td>32</td>
</tr>
<tr>
<td>Solds</td>
<td>43</td>
<td>30</td>
<td>43</td>
<td></td>
<td>13</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>10</td>
<td>16</td>
<td>19</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>%SOLD (Sales/Listings/mo rate)</td>
<td>25.0%</td>
<td>12.3%</td>
<td>14.6%</td>
<td></td>
<td>2.3%</td>
</tr>
<tr>
<td>(Top 50%) Home Price Index HPI</td>
<td>$1,363,100</td>
<td>$1,299,100</td>
<td>$1,288,603</td>
<td>-$10,497</td>
<td></td>
</tr>
<tr>
<td>(Lower 50%) Home Price Index HPI</td>
<td>$936,535</td>
<td>$901,100</td>
<td>$893,603</td>
<td>-$7,497</td>
<td></td>
</tr>
</tbody>
</table>

*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.

RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey VancouverRealEstateInvestments.com T778-374-3744
## What Sold in your Neighbourhood and for What Price?

### North Langley Sub areas Statistics - Apr 2019

<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>Walnut Grove</td>
<td>89</td>
<td>22</td>
<td>19</td>
<td>96%</td>
<td>-$27,950</td>
<td>24.7%</td>
</tr>
<tr>
<td>County Line Glen Valley</td>
<td>16</td>
<td>1</td>
<td>55</td>
<td>94%</td>
<td>-$45,000</td>
<td>6.3%</td>
</tr>
<tr>
<td>Willoughby Heights</td>
<td>144</td>
<td>12</td>
<td>9</td>
<td>96%</td>
<td>-$36,944</td>
<td>8.3%</td>
</tr>
<tr>
<td>Fort Langley</td>
<td>45</td>
<td>8</td>
<td>21</td>
<td>94%</td>
<td>-$89,500</td>
<td>17.8%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>294</strong></td>
<td><strong>43</strong></td>
<td><strong>19</strong></td>
<td><strong>96%</strong></td>
<td><strong>-$35,000</strong></td>
<td><strong>15%</strong></td>
</tr>
</tbody>
</table>

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Next Months Market Forecast

Forecast: North Langley has an average Listing supply; 230 homes are for sale and with the strong 15 %SOLD monthly rate gives us a ~7 months of inventory. 16% of the active listings have reduced their price by $76,137 on average or $40,500 median in the last month.

April’s Real Estate Statistics shows 56% of Fraser Valley’s Detached Markets values increased. Overall, Single Family Homes in the Fraser Valley Market shows a $1,019 monthly price increase which is a minimal decline from the $2,661 price increase last month. On Average, the Vancouver Detached Markets showed an average monthly price decrease of $8,007. We are forecasting for the following month: a Stable Detached Market in most of the Fraser Valley and a Buyers Market across most of Vancouver.

Currently, the Condo Market presents a Warm Market with 56% of the Greater Vancouver (Lower Mainland) are increasing prices. On the other hand, 63% of the Townhouse Markets are decreasing. (13 out of 28 Markets). We are forecasting a stable Market in most Condo and Townhouse Markets for the coming month. We analyze and provide 97 individual City’s Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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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North Langley: Walnut Grove, Fort Langley  

**Home Price Index HPIp (Top 50%)**

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes.  
(Note: Each Sale is paired to its previous sale after 2005)

*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**

Produced by: Bill Coughlin  
RE/MAX City Realty  Chilliwack, Mission, Abbotsford, Langley & Surrey  
VancouverRealEstateInvestments.com  T:778-374-3744
Detached

North Langley: Walnut Grove, Fort Langley

Total Listings, Sales, and %SOLD Rates

- 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.
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- More Details

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VancouverRealEstateInvestments.com  T: 778-374-3744
The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.
(Notes: Each Sale is paired to it's previous sale after 2005)

Are Home Prices Up?
Home Price Index HPIp (Lower 50%)

Homes Below $1,100,000

The Sale Price List Price ($ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

Sales Discount $5
Sale Price - Original List Price ($5 difference)
**Market Analysis and Forecasting**

May 1/19  Langley - Walnut Grove

**Detached North Langley: Walnut Grove, Fort Langley**

<table>
<thead>
<tr>
<th>Total Listings</th>
<th>Sales</th>
<th>Homes Below $1,100,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>130</td>
<td>110</td>
<td>112</td>
</tr>
<tr>
<td>123</td>
<td>122</td>
<td>104</td>
</tr>
<tr>
<td>94</td>
<td>95</td>
<td>114</td>
</tr>
<tr>
<td>101</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**%SOLD Rate**

- **Apr-18**: 13% (17%)
- **May-18**: 26% (27%)
- **Jun-18**: 22% (20%)
- **Jul-18**: 21% (17%)
- **Aug-18**: 20% (19%)
- **Sep-18**: 18% (16%)
- **Oct-18**: 19% (14%)
- **Nov-18**: 22% (16%)
- **Dec-18**: 23% (21%)
- **Jan-19**: 15% (16%)
- **Feb-19**: 20% (24%)
- **Mar-19**: 24% (18%)
- **Apr-19**: 24% (24%)

**Home Price Index** - average home prices are adjusted to the yearly average finished sqft. & age. Total Listings **includes all listings marketed for the month.**

**DOM, and Sale – List Price** differences are based on medians, not averages. Market Share Reports include all property types.

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*Bill Coughlin*  
RE/MAX City Realty  
Chilliwack, Mission, Abbotsford, Langley & Surrey  
VancouverRealEstateInvestments.com  
T: 778-374-3744
Langley-Cloverdale Real Estate Price Changes ($/%)  
Housing Types: Year-To-Date Mar 2018 – Mar 2019 (Quarters)  

- **YTD Price Change (1 Year)**  
  - High End Detached: ($37,876) -3.0%  
  - Low End Detached: ($37,318) -4.5%  
  - High End Condos: ($15,514) -3.4%  
  - Low End Condos: ($13,613) -4.1%  
  - High End Townhouse: ($56,395) -8.3%  
  - Low End Townhouse: ($35,912) -7.1%  

Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

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May 1 2019  Langley, Cloverdale Market Update (Detached)

**Current:** Langley, Cloverdale is in a Stable Market with average listing inventories, a **14% SOLD** rate and a 97% Sell/List Ratio. (This means that there is an average of a $24,900 discount on a sale from the original list price)

*Most Active Price Range:* Homes between $700,000 - $875,000 have High **26.7% SOLD** rate and is in a Stable Market.

*Least Active Price Range:* Homes above $2.5 mil. have **2.0% SOLD** rate.

**History:** The Langley, Cloverdale Year-To-Date Home Price Index HPIp (Top 50%) shows that prices decreased $53,000. The Langley, Cloverdale Year-To-Date Home Price Index HPIp (Lower 50%) shows that prices decreased $21,772.
## 1. How Many Sold During the Month and at What Price Range?

### Langley, Cloverdale List Price Ranges Statistics - Apr 2019

<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>46</td>
<td>9</td>
<td>15</td>
<td>98%</td>
<td>-$9,900</td>
<td>19.6%</td>
</tr>
<tr>
<td>$700,001-$875,000</td>
<td>101</td>
<td>27</td>
<td>9</td>
<td>98%</td>
<td>-$14,500</td>
<td>26.7%</td>
</tr>
<tr>
<td>$875,000-$950,000</td>
<td>80</td>
<td>11</td>
<td>23</td>
<td>98%</td>
<td>-$18,900</td>
<td>13.8%</td>
</tr>
<tr>
<td>$950,001-$1,050,000</td>
<td>80</td>
<td>20</td>
<td>17</td>
<td>98%</td>
<td>-$14,950</td>
<td>25.0%</td>
</tr>
<tr>
<td>$1,050,000-$1,200,000</td>
<td>99</td>
<td>15</td>
<td>46</td>
<td>92%</td>
<td>-$90,000</td>
<td>15.2%</td>
</tr>
<tr>
<td>$1,200,000-$1,400,000</td>
<td>68</td>
<td>7</td>
<td>51</td>
<td>96%</td>
<td>-$49,000</td>
<td>10.3%</td>
</tr>
<tr>
<td>$1,400,001-$1,700,000</td>
<td>74</td>
<td>4</td>
<td>15</td>
<td>95%</td>
<td>-$79,000</td>
<td>5.4%</td>
</tr>
<tr>
<td>$1,700,001-$2,500,000</td>
<td>92</td>
<td>9</td>
<td>16</td>
<td>93%</td>
<td>-$149,000</td>
<td>9.8%</td>
</tr>
<tr>
<td>$2,500,001 and more</td>
<td>102</td>
<td>2</td>
<td>199</td>
<td>100%</td>
<td>-$19,500</td>
<td>2.0%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td>742</td>
<td>104</td>
<td>17</td>
<td>97%</td>
<td>-$24,900</td>
<td>14%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Monthly Changes Summary</th>
<th>Apr-18</th>
<th>Mar-19</th>
<th>Apr-19</th>
<th>5/1/2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Listings** (A,S,T,C,X)</td>
<td>646</td>
<td>651</td>
<td>742</td>
<td></td>
<td>91</td>
</tr>
<tr>
<td>Active Listings (1st of the month)</td>
<td>383</td>
<td>454</td>
<td>505</td>
<td>568**</td>
<td>63</td>
</tr>
<tr>
<td>Solds</td>
<td>126</td>
<td>89</td>
<td>104</td>
<td></td>
<td>15</td>
</tr>
<tr>
<td>Days on Market (DOM)</td>
<td>9</td>
<td>22</td>
<td>17</td>
<td></td>
<td>-5</td>
</tr>
<tr>
<td>%SOLD (Sales Listings from monthly rate)</td>
<td>19.5%</td>
<td>13.7%</td>
<td>14.0%</td>
<td></td>
<td>0.3%</td>
</tr>
<tr>
<td>(Top 50%) Home Price Index HPlp</td>
<td>$1,316,100</td>
<td>$1,247,100</td>
<td>$1,263,100</td>
<td>$16,000</td>
<td></td>
</tr>
<tr>
<td>(Lower 50%) Home Price Index HPlp</td>
<td>$841,084</td>
<td>$808,100</td>
<td>$819,312</td>
<td>$11,212</td>
<td></td>
</tr>
</tbody>
</table>

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*More Details*

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### What Sold in your Neighbourhood and for What Price?

<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>197</td>
<td>29</td>
<td>23</td>
<td>96%</td>
<td>-$40,000</td>
<td>14.7%</td>
</tr>
<tr>
<td>Serpentine</td>
<td>13</td>
<td>1</td>
<td>11</td>
<td>105%</td>
<td>$81,000</td>
<td>7.7%</td>
</tr>
<tr>
<td>Clayton</td>
<td>55</td>
<td>10</td>
<td>16</td>
<td>99%</td>
<td>-$11,750</td>
<td>18.2%</td>
</tr>
<tr>
<td>Murrayville</td>
<td>35</td>
<td>8</td>
<td>29</td>
<td>97%</td>
<td>-$47,000</td>
<td>22.9%</td>
</tr>
<tr>
<td>Salmon River</td>
<td>76</td>
<td>3</td>
<td>15</td>
<td>96%</td>
<td>-$49,000</td>
<td>3.9%</td>
</tr>
<tr>
<td>Brookswood Langley</td>
<td>106</td>
<td>21</td>
<td>26</td>
<td>97%</td>
<td>-$24,777</td>
<td>19.8%</td>
</tr>
<tr>
<td>Aldergrove Langley</td>
<td>58</td>
<td>15</td>
<td>15</td>
<td>98%</td>
<td>-$14,500</td>
<td>25.9%</td>
</tr>
<tr>
<td>Campbell Valley</td>
<td>61</td>
<td>4</td>
<td>12</td>
<td>96%</td>
<td>-$77,950</td>
<td>6.6%</td>
</tr>
<tr>
<td>Otter District</td>
<td>44</td>
<td>4</td>
<td>35</td>
<td>88%</td>
<td>-$87,450</td>
<td>9.1%</td>
</tr>
<tr>
<td>Langley City</td>
<td>97</td>
<td>9</td>
<td>9</td>
<td>96%</td>
<td>-$35,056</td>
<td>9.3%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td><strong>742</strong></td>
<td><strong>104</strong></td>
<td><strong>17</strong></td>
<td><strong>97%</strong></td>
<td><strong>-$24,900</strong></td>
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Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 568 homes are for sale and with the 14% SOLD monthly rate gives us a ~7 months of inventory. 14% of the active listings have reduced their price by $56,632 on average or $41,550 median in the last month. We project Langley, Cloverdale Detached to be a Stable market.

April’s Real Estate Statistics shows 56% of Fraser Valley’s Detached Markets values increased. Overall, Single Family Homes in the Fraser Valley Market shows a $1,019 monthly price increase which is a minimal decline from the $2,661 price increase last month. On Average, the Vancouver Detached Markets showed an average monthly price decrease of $8,007. We are forecasting for the following month: a Stable Detached Market in most of the Fraser Valley and a Buyers Market across most of Vancouver.

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Market Analysis and Forecasting
May 1/19  Langley-Cloverdale

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Market Analysis and Forecasting
May 1/19  Langley-Cloverdale

Detached  Langley, Cloverdale  Total Listings, Sales, and %SOLD Rates

Total Listings **, Sales, and %SOLD Rates

<table>
<thead>
<tr>
<th>Month</th>
<th>Listings</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr-18</td>
<td>483</td>
<td>77</td>
</tr>
<tr>
<td>May-18</td>
<td>555</td>
<td>70</td>
</tr>
<tr>
<td>Jun-18</td>
<td>581</td>
<td>83</td>
</tr>
<tr>
<td>Jul-18</td>
<td>565</td>
<td>59</td>
</tr>
<tr>
<td>Aug-18</td>
<td>564</td>
<td>47</td>
</tr>
<tr>
<td>Sep-18</td>
<td>568</td>
<td>51</td>
</tr>
<tr>
<td>Oct-18</td>
<td>574</td>
<td>53</td>
</tr>
<tr>
<td>Nov-18</td>
<td>546</td>
<td>43</td>
</tr>
<tr>
<td>Dec-18</td>
<td>454</td>
<td>29</td>
</tr>
<tr>
<td>Jan-19</td>
<td>458</td>
<td>38</td>
</tr>
<tr>
<td>Feb-19</td>
<td>460</td>
<td>37</td>
</tr>
<tr>
<td>Mar-19</td>
<td>515</td>
<td>44</td>
</tr>
<tr>
<td>Apr-19</td>
<td>57</td>
<td>57</td>
</tr>
</tbody>
</table>

%SOLD Rate is the Monthly Sell Through Rate

- Apr-18: 16%
- May-18: 13%
- Jun-18: 14%
- Jul-18: 10%
- Aug-18: 8%
- Sep-18: 9%
- Oct-18: 9%
- Nov-18: 8%
- Dec-18: 6%
- Jan-19: 8%
- Feb-19: 9%
- Mar-19: 10%
- Apr-19: 11%

* Home Price Index = average home prices are adjusted to the yearly average finished sqft. & age. Total Listings ** includes all listings marketed for the month.
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.
Market Analysis and Forecasting

May 1/19 Langley-Cloverdale

Detached Langley, Cloverdale

Total Listings**, Sales, and %SOLD Rates

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## Langley, Cloverdale Sub areas Statistics - Apr 2019

<table>
<thead>
<tr>
<th>Neighbourhoods</th>
<th>Total Listings</th>
<th>Sales</th>
<th>DOM</th>
<th>Sale Price</th>
<th>List Price</th>
<th>Self - List</th>
<th>$Difference</th>
<th>% SOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cloverdale BC</td>
<td>132</td>
<td>41</td>
<td>17</td>
<td>98%</td>
<td>$12,000</td>
<td>-</td>
<td>$12,000</td>
<td>31.1%</td>
</tr>
<tr>
<td>Clayton</td>
<td>151</td>
<td>38</td>
<td>15</td>
<td>97%</td>
<td>$12,150</td>
<td>-</td>
<td>$12,150</td>
<td>25.2%</td>
</tr>
<tr>
<td>Murrayville</td>
<td>39</td>
<td>6</td>
<td>17</td>
<td>97%</td>
<td>$12,450</td>
<td>-</td>
<td>$12,450</td>
<td>15.4%</td>
</tr>
<tr>
<td>Salmon River</td>
<td>11</td>
<td>1</td>
<td>11</td>
<td>94%</td>
<td>$20,000</td>
<td>-</td>
<td>$20,000</td>
<td>9.1%</td>
</tr>
<tr>
<td>Brookswood Langley</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0</td>
<td>-</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td>Aldergrove Langley</td>
<td>30</td>
<td>5</td>
<td>17</td>
<td>96%</td>
<td>$18,900</td>
<td>-</td>
<td>$18,900</td>
<td>16.7%</td>
</tr>
<tr>
<td>Langley City</td>
<td>265</td>
<td>49</td>
<td>18</td>
<td>88%</td>
<td>$8,000</td>
<td>-</td>
<td>$8,000</td>
<td>18.5%</td>
</tr>
<tr>
<td><strong>Total Activity</strong></td>
<td>628</td>
<td>140</td>
<td>17</td>
<td>98%</td>
<td>$10,000</td>
<td>-</td>
<td>$10,000</td>
<td>22%</td>
</tr>
</tbody>
</table>

### May 1 2019 - Langley, Cloverdale Market Update

**Current:** Langley, Cloverdale is in a Seller’s Market with average listings inventories. A 22% SOLD rate and a 98% Sold/List Ratio (This means that there is an average of $10,000 surplus on sale from the original listing).

**Most Active Price Range:** Attached homes below $300,000 have 22% SOLD rate and is in a Sellers Market.

**Least Active Price Range:** Attached homes above $700,000 have 20% SOLD rate.

**History:** The Langley, Cloverdale’s Condos Year-To-Date Home Price Index HPiP (Top 50%) shows that prices decreased $31,986. The Langley, Cloverdale’s Condos Year-To-Date Home Price Index HPiP (Lower 50%) shows that prices decreased $32,366.

**Forecast:** The Listing Inventories have increased by 363 listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued Seller’s market.

### Market Area and Forecasting

April’s Real Estate Statistics shows 56% of Fraser Valley’s Detached homes values increased. Overall, single family homes in the Fraser Valley Market shows a $1,019 monthly price increase which is a minimal decline from the $2,661 price increase last month. On average, the Vancouver Detached Markets showed an average monthly price decrease of $8,307. We are forecasting for the following month: a Stable Detached Market in most of the Fraser Valley and a Buyers Market across most of Vancouver.

Currently, the Condo and Townhouse market is a Warm Market with 55% of the Greater Vancouver (Lower Mainland) are increasing prices. On the other hand, 63% of the Townhouse Markets are decreasing. (13 out of 21 Markets). We are forecasting a stable Market in most Condo and Townhouse Markets for the coming month. We analyze and provide 97 Individual City’s Home Price Indexes to supply you the MOST ACCURATE Market Trends every 2 weeks. 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.

### Market Analysis and Forecasting

**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.

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produced by: Bill Coughlin

RE/MAX City Realty Chilliwack, Mission, Abbotsford, Langley & Surrey

VancouverRealEstateInvestments.com T:778-374-3744
Are Home Prices Up?  
Home Price Index HPIp (Top 50%)

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 its previous sale after 2005 to determine its exact price change.)

Sales Discount $$
Sale Price - Original List Price ($$ difference) indicates the Average Home Price Sale Discount for High End sales. This trend indicates if Prices are Firming or Not.

Are Seller's Prices Firm?  
Sales-List Difference $$$

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**Attached**

Langley, Cloverdale  

**Home Price Index (HPIp)** (Lower 50%)  

**Are Home Prices Up?**  

Home Price Index ~ HPIp (Lower 50%)

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**Are Seller’s Prices Firm?**  

Sales Discount $$  

Sales Price – Original List Price ($ difference)

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$511,596</td>
<td>$497,119</td>
<td>$485,101</td>
<td>$488,101</td>
<td>$479,100</td>
<td>$476,101</td>
<td>$470,162</td>
<td>$461,241</td>
<td>$460,498</td>
<td>$471,100</td>
<td>$480,100</td>
<td>$473,010</td>
<td>$511,596</td>
</tr>
</tbody>
</table>

-The Sale Price- List Price ($ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend indicates if Prices are Firming or Not.

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RE/MAX City Realty  

Chilliwack, Mission, Abbotsford, Langley & Surrey  

VancouverRealEstateInvestments.com  

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May 1/19 Langley, Cloverdale

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More Details

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May 1/19 Langley, Cloverdale

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Based on the Home Price Index (HPIp) data, the market trend shows a declining trend over the past year. The Last 50% of the homes have seen a decrease in prices, with the latest month recording a decrease compared to the previous month. The trend indicates a possible correction in the housing market. ** The latest month’s sale price is lower than the list price, which could indicate a discount for low-end sales.

For more details, please visit VancouverRealEstateInvestments.com or contact Bill Coughlin at 778-374-3744.
May 1/19 Langley, Cloverdale

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Powered by the Greater Vancouver Market Reports HPIp

Home Price Index HPIp

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Supply and Demand

How %SOLD Rates Affect Price Changes

Sell-Through-Rates (STR) - Adsorption Rates

What percentage (%) of homes sales/month change the market?

- Increasing
  - 21-40% selling
- Decreasing
  - 10-14% selling
  - 15-20% selling - Stable

Produced by: Bill Coughlin

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