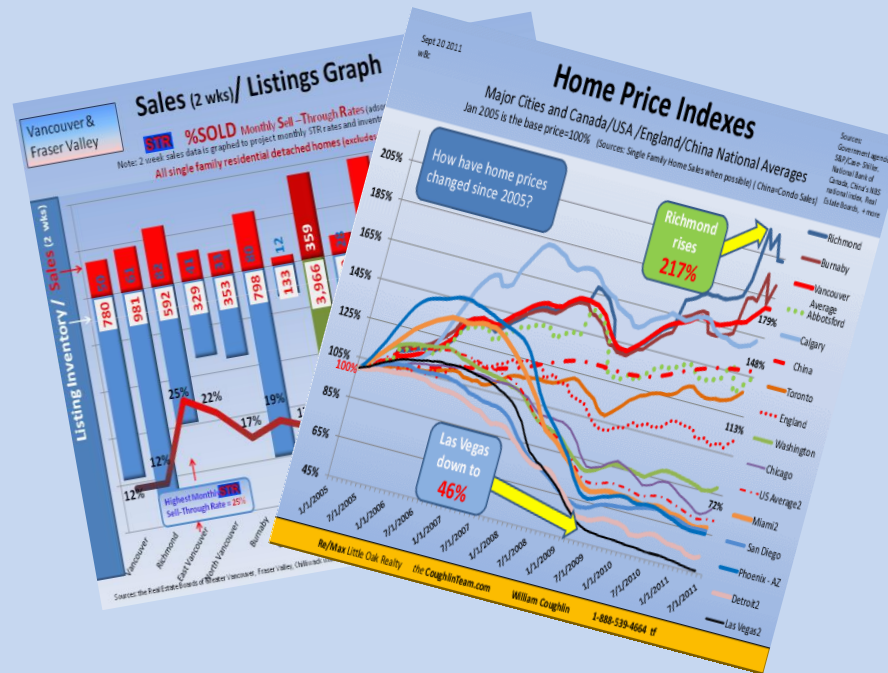


Graham Higgins' Market Reports



Advanced Marketing Tools



Graham Higgins' Market Reports

Detached

- [Langley North](#)
- [Langley-Cloverdale](#)
- [Surrey East](#)
- [Surrey West](#)

Attached

- [Langley-Cloverdale](#)
- [Surrey East](#)
- [Surrey West](#)

Warning: These Advanced Market Reports are Dangerous to operate without lesson 😊
We highly recommend the [Stats Boot Camp Course](#) to fully understand them.



Vancouver Market Reports

detached homes

Vancouver Market Reports

attached homes

Graham Higgins
Team 3000 Realty 604 727 5385

Graham Higgins
Team 3000 Realty 604 727 5385

Vancouver & Fraser Valley

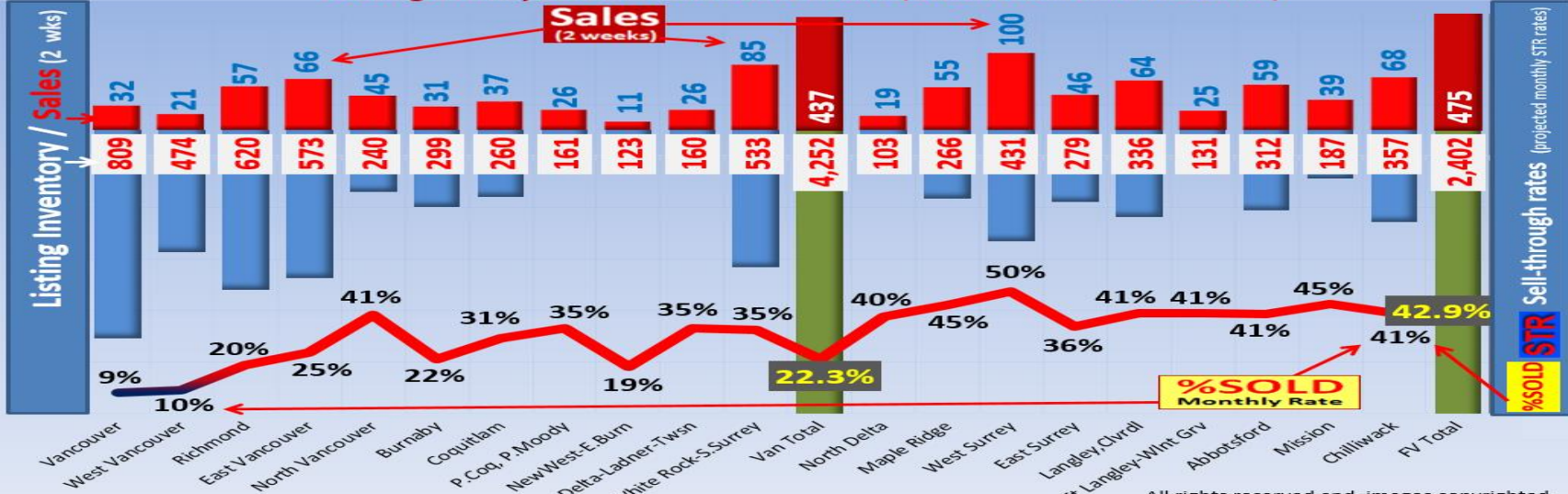
Sales (2 wks) / Listings Graph

%SOLD Monthly Sell-Through Rates STR (absorption rates) **Sept 24 2021** (2-weeks)

Note: 2-week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)

2021.09.25.8:00AM b5a



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports

All rights reserved and images copyrighted

Vancouver & Fraser Valley

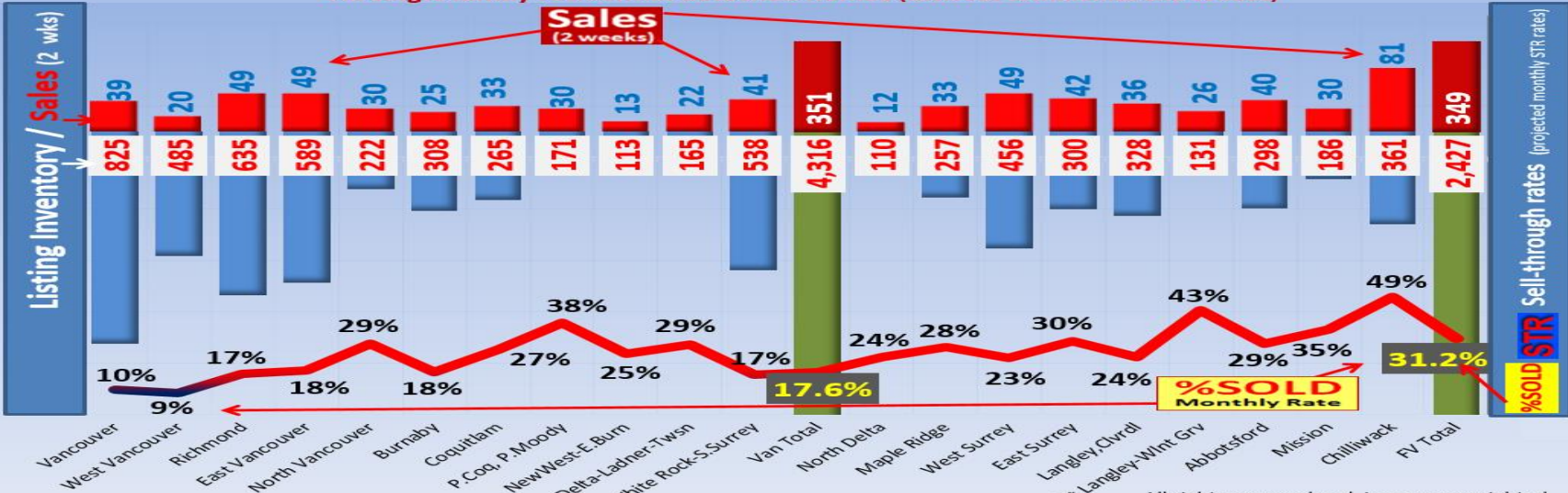
Sales (2 wks) / Listings Graph

%SOLD Monthly Sell-Through Rates STR (absorption rates) **Sept 10 2021** (2-weeks)

Note: 2-week sales data is graphed to project monthly STR rates and inventory includes the sold and expired listings.

All single family residential detached homes (excludes townhomes and condos)

2021.09.11.9:00AM b5a



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports

All rights reserved and images copyrighted

Vancouver Market Reports

detached homes

Vancouver Market Reports

attached homes

Graham Higgins
Team 3000 Realty 604 727 5385

Graham Higgins
Team 3000 Realty 604 727 5385

Vancouver & Fraser Valley

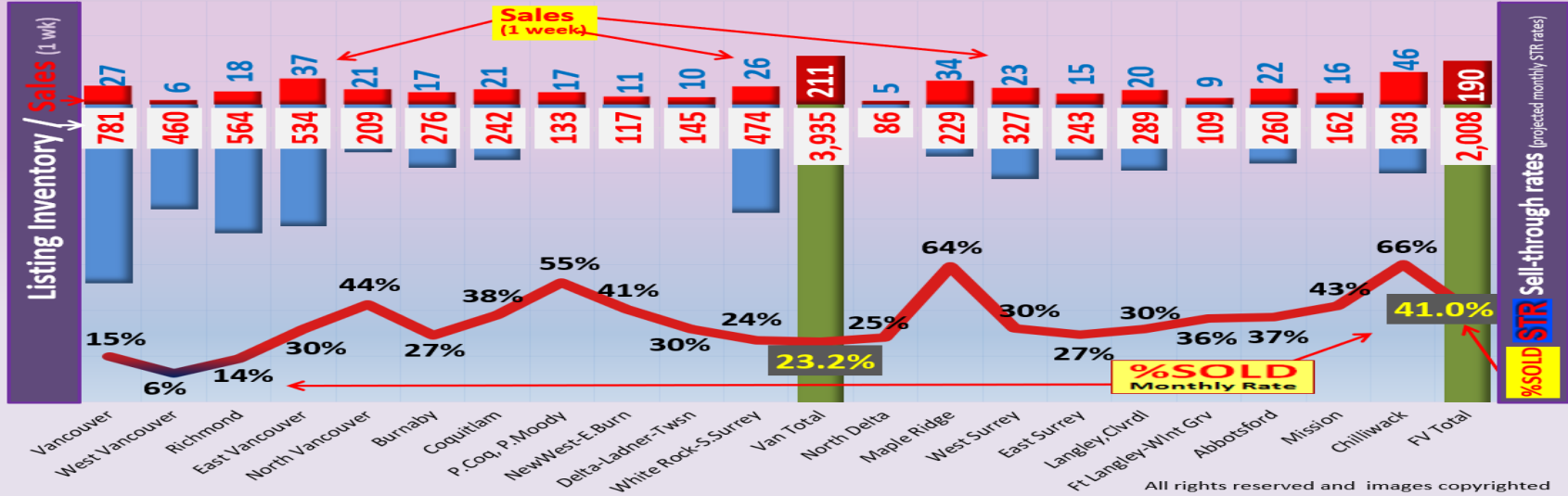
Sales (1 wk) / Listings Graph

Oct 1 2021 (1 week)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr3)

Note: 1-week sales data is extrapolated to project monthly STR rates* (* inventory includes the sold and expired listings).
All single family residential detached homes (excludes townhomes and condos)

2021.09.22.5:30AM b5a



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports

Vancouver & Fraser Valley

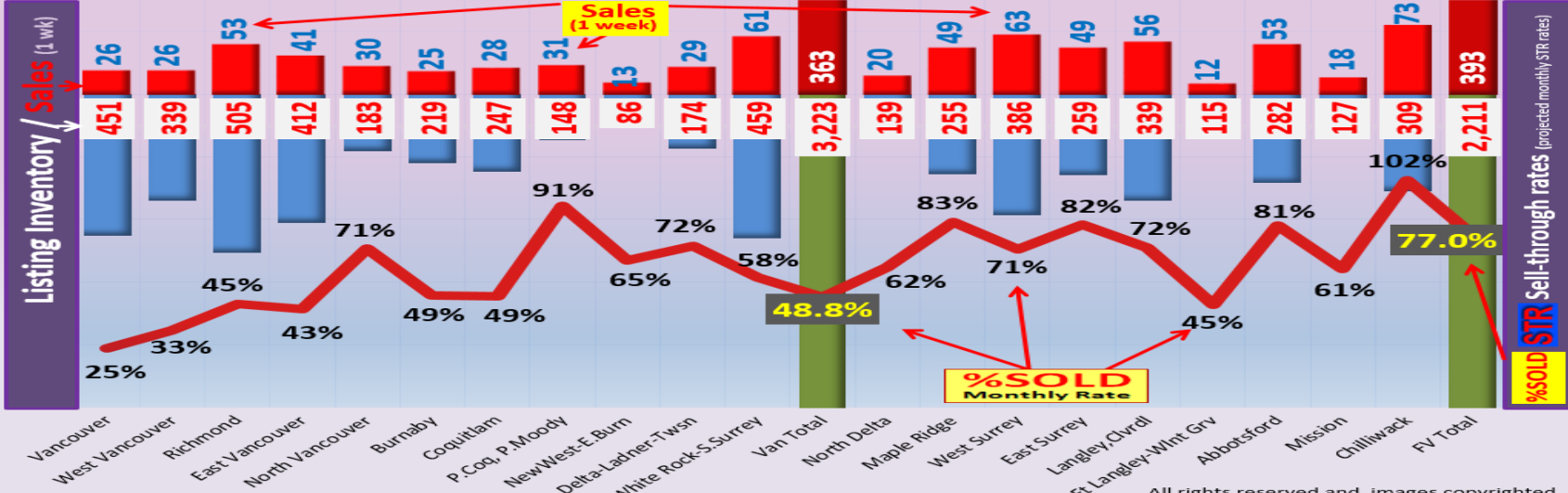
Sales (1 wk) / Listings Graph

Feb 26 2021 (1 week)

%SOLD Monthly Sell-Through Rates STR (absorption rates) (vr3)

Note: 1-week sales data is extrapolated to project monthly STR rates* (* inventory includes the sold and expired listings).
All single family residential detached homes (excludes townhomes and condos)

2021.02.27.8:20AM b5a



Data is from : FVREB, REBGV, CADREB Real Estate Board and they assume no responsibility for its accuracy. By: Vancouver Market Reports

Vancouver Market Reports

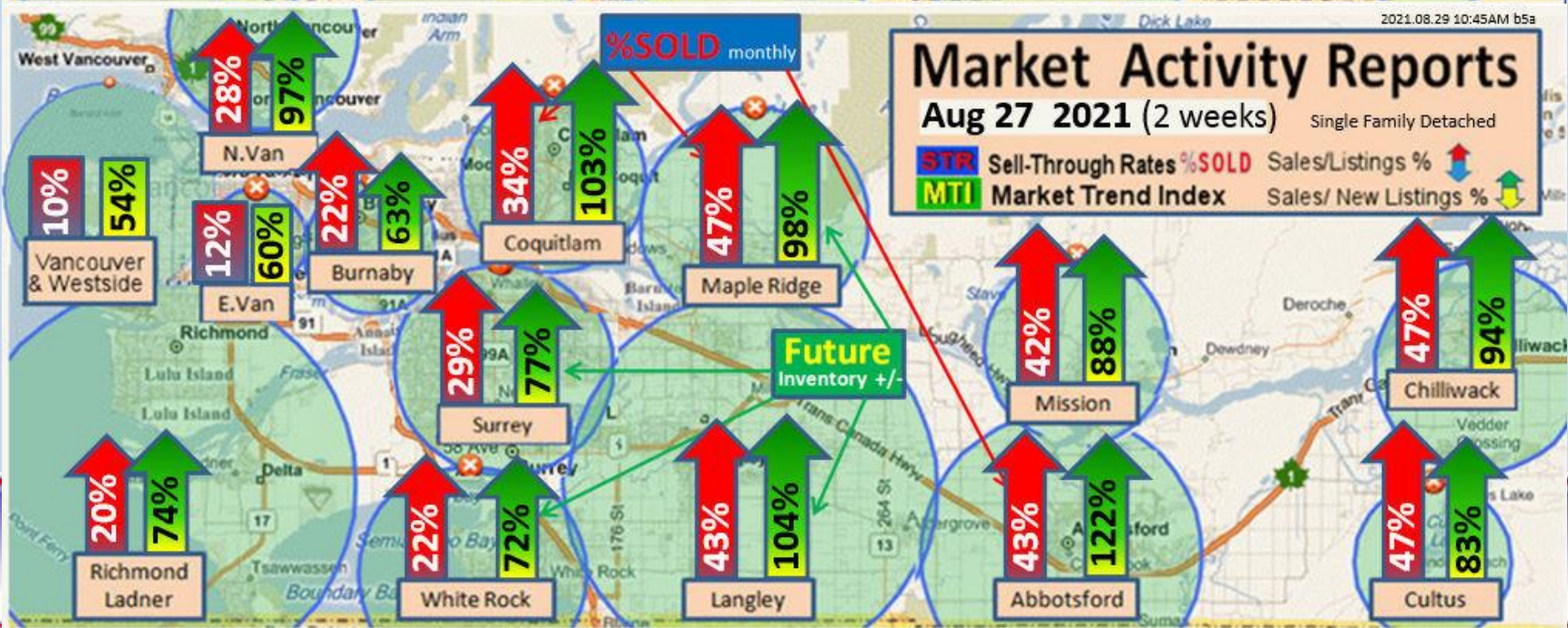
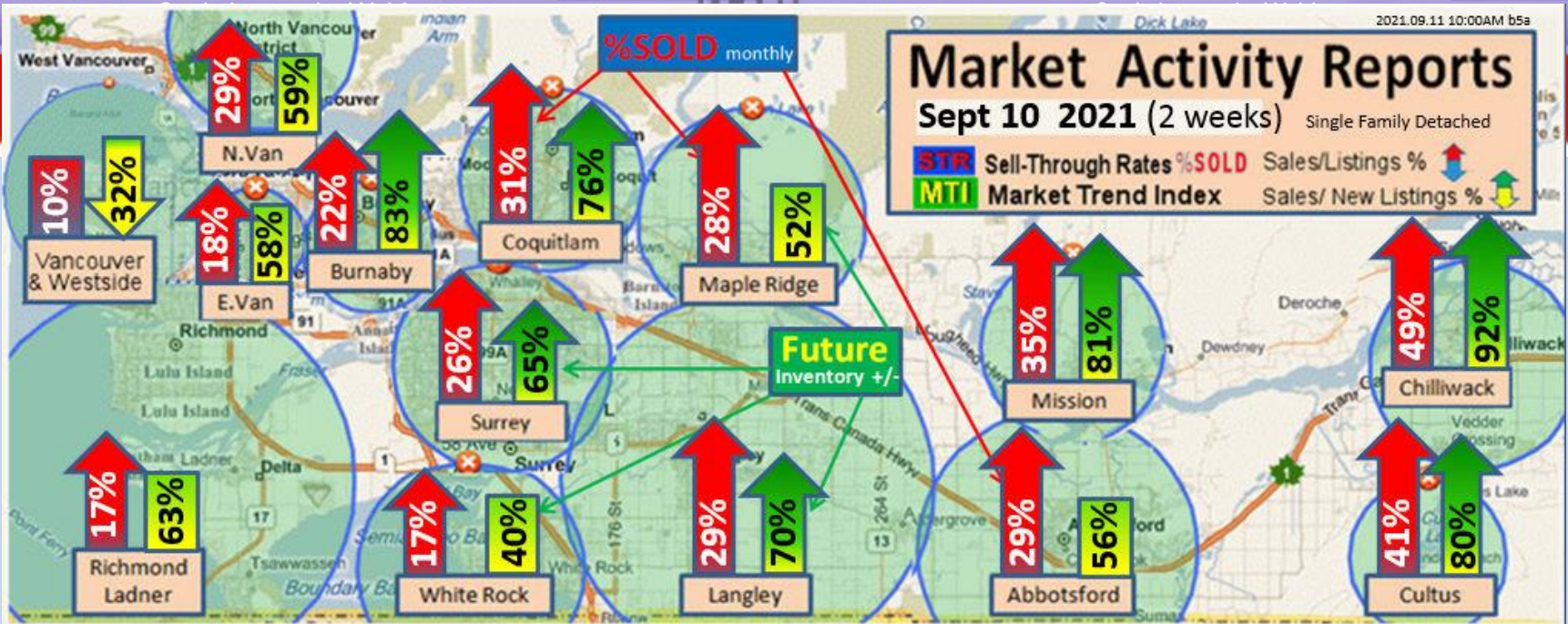
detached homes

Vancouver Market Reports

attached homes

Graham Higgins
Team 3000 Realty 604 727 5385

Graham Higgins
Team 3000 Realty 604 727 5385



Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting

Oct 1/21 West Surrey

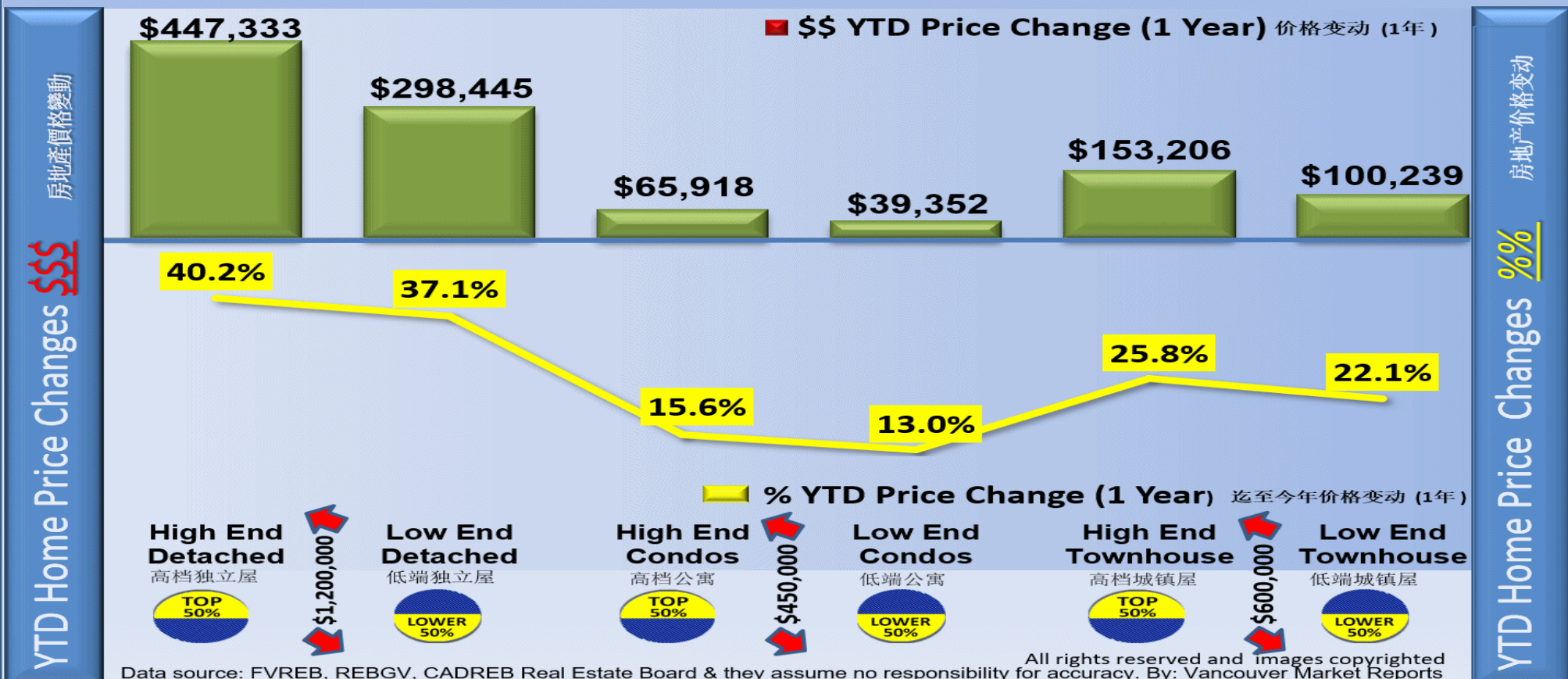
Surrey West Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Sept 2020 – Sept 2021 (Quarters)

房屋类型: 迄于今年 (每季) 由2020 九月至2021 九月

Powered by: Vancouver Market Reports HPIp



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

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

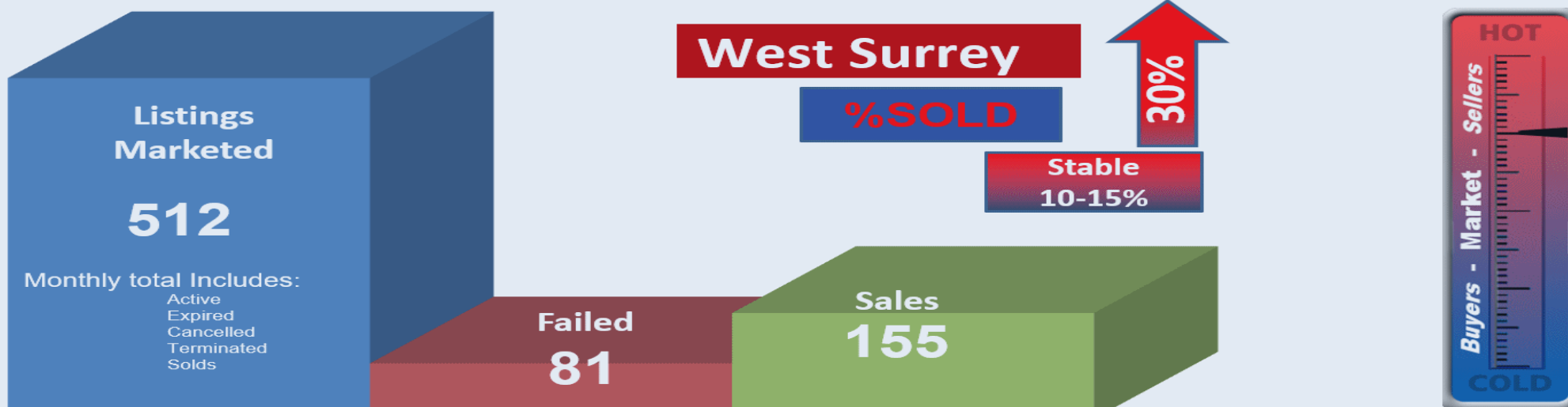
detached homes



Market Analysis and Forecasting

Oct 1/21 West Surrey

Monthly Market Activity - Sept 2021 - Single Family



Oct 1 2021 West Surrey Market Update

(Detached)

Current: West Surrey is in a Seller Market with an average listing inventory, **30 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a **\$0** sales discount from the original list price)

Most Active Price Range: Homes between \$800,000 - \$1,000,000 have **33.3 %SOLD** rate.

Least Active Price Range: Homes above \$1.7 mill. have **7.4 % SOLD** rate.

History: The Surrey West Year-To-Date Home Price Index **HPIp** (Top 50%) shows that prices increased \$509,805. The Surrey West Year-To-Date Home Price Index **HPIp** (Lower 50%) shows that prices increased \$317,999. *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.



*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.

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Graham Higgins

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21 West Surrey

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

West Surrey List Price Ranges Statistics - Sept 2021

Detached

Home Price Range	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$800,000	30	7	52	96%	-\$7,400	23.3%	↑
\$800,001-\$1,000,000	30	14	11	105%	\$48,500	46.7%	↑
\$1,000,000-\$1,200,000	55	31	7	106%	\$66,000	56.4%	↑
\$1,200,000-\$1,300,000	52	16	9	99%	-\$13,056	30.8%	↑
\$1,300,000-\$1,500,000	102	28	11	100%	\$1,500	27.5%	↑
\$1,500,000-\$1,800,000	111	37	20	99%	-\$19,900	33.3%	↑
\$1,800,001 and more	132	22	16	98%	-\$36,900	16.7%	↑
Total Activity	512	155	13	100%	\$0	30%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Sep-20	Aug-21	Sep-21	10/01/2021	Change	
Total Listings** (A,S,T,C,X)	794	617	512		-105	↓
Active Listings (1st of the month)	525	411	360	276	-84	↓
Solds	174	135	155		20	↑
Days on Market (DOM)	12	16	13		-3	↓
%SOLD (Sales/ Listings /mnlthly rate)	21.9%	21.9%	30.3%		8%	↑
(Top 50%) Home Price Index HPIp	\$1,123,101	\$1,564,100	\$1,632,906		\$68,806	↑
(Lower 50%) Home Price Index HPIp	\$814,101	\$1,092,100	\$1,132,100		\$40,000	↑

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.comgrahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



TEAM3000
REALTY LTD.

Market Analysis and Forecasting

Oct 1/21 West Surrey

What Sold in your Neighbourhood and for What Price?

West Surrey Sub areas Statistics - Sept 2021

Detached

Neighbourhoods	Total Listings	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	9	6	9	98%	-\$18,500	66.7%
Bolivar Heights	82	28	12	100%	-\$5,506	34.1%
Royal Heights	13	2	4	103%	\$45,600	3.7%
Cedar Hills	44	14	17	99%	-\$13,950	10.7%
Whalley	78	9	36	100%	\$0	14.8%
Queen Mary Park Surrey	56	16	8	100%	-\$5,050	15.1%
Bear Creek Green Timbers	60	20	18	100%	-\$1,700	9.2%
West Newton	72	24	10	103%	\$36,500	11.3%
East Newton	98	36	15	99%	-\$5,200	7.2%
Total Activity	512	155	13	100%	\$0	30%

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385



Next Months Market Forecast

Forecast: West Surrey has average Listing supply; 276 homes are for sale and with the **30 %SOLD** monthly rate gives us a ~3 months of inventory. 5% of the active listings have reduced their price by \$52,171 on average or \$31,500 median in the last month. We project West Surrey to be a Seller market.

Very Low Listing Inventories has caused the Fraser Valley Home Market Monthly Average Prices to increase **\$37,325 on average**. This is the largest September price increase we've seen in 11years. Why such a strong Sellers Market? We have one of the lowest listing inventories since 2011. This is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$8,355 on average**. On the other hand, 89% Townhouse Markets (19 out of 28) prices increased **\$10,653 on average**. We analyze and provide 97 individual City's Home Price Indexes to supply you with 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.

Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting

Oct 1/21 West Surrey

Detached

West Surrey Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)

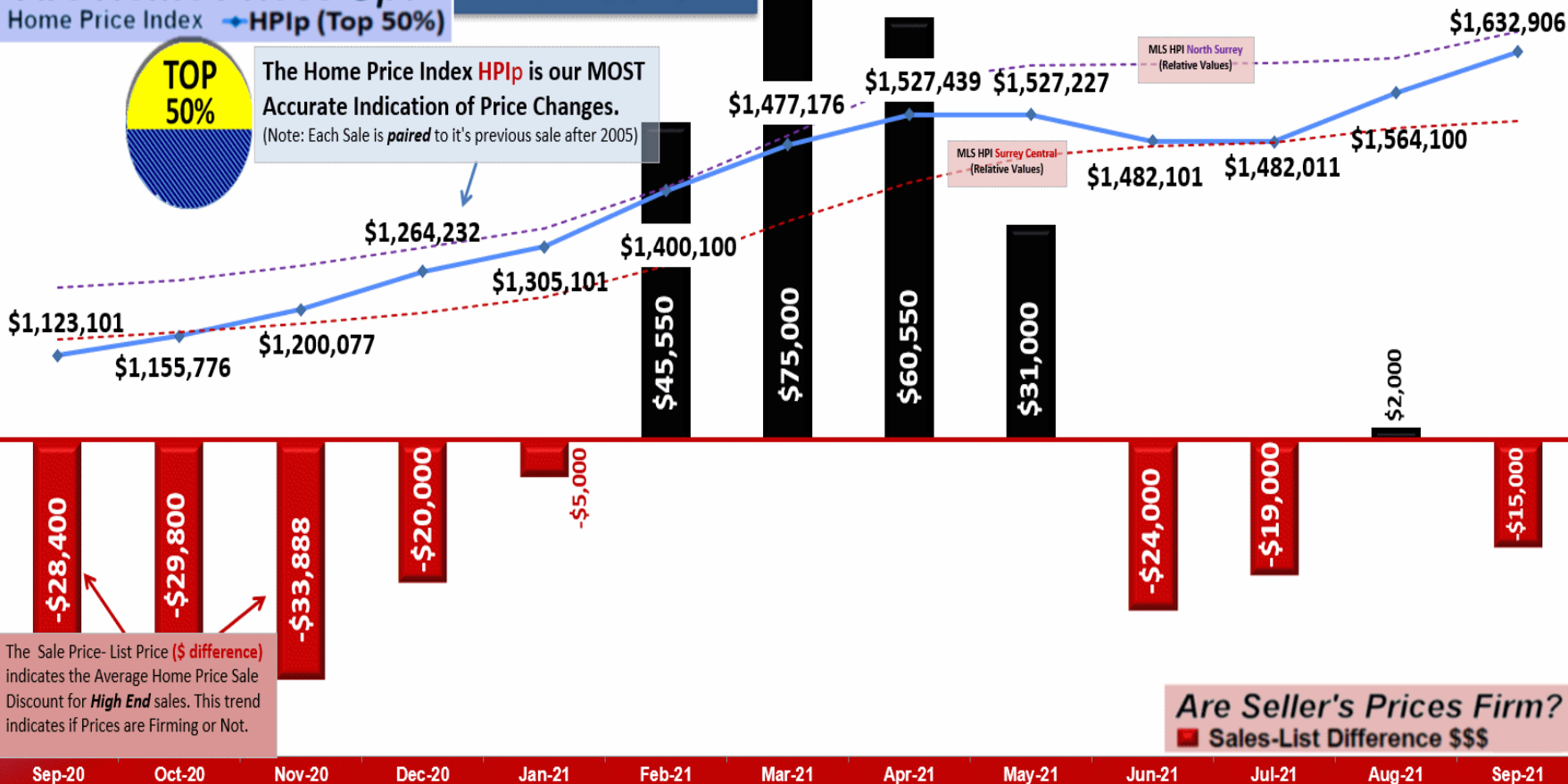
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,200,000



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



The Sale Price- 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 \$\$\$



Detached

TOP 50%

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

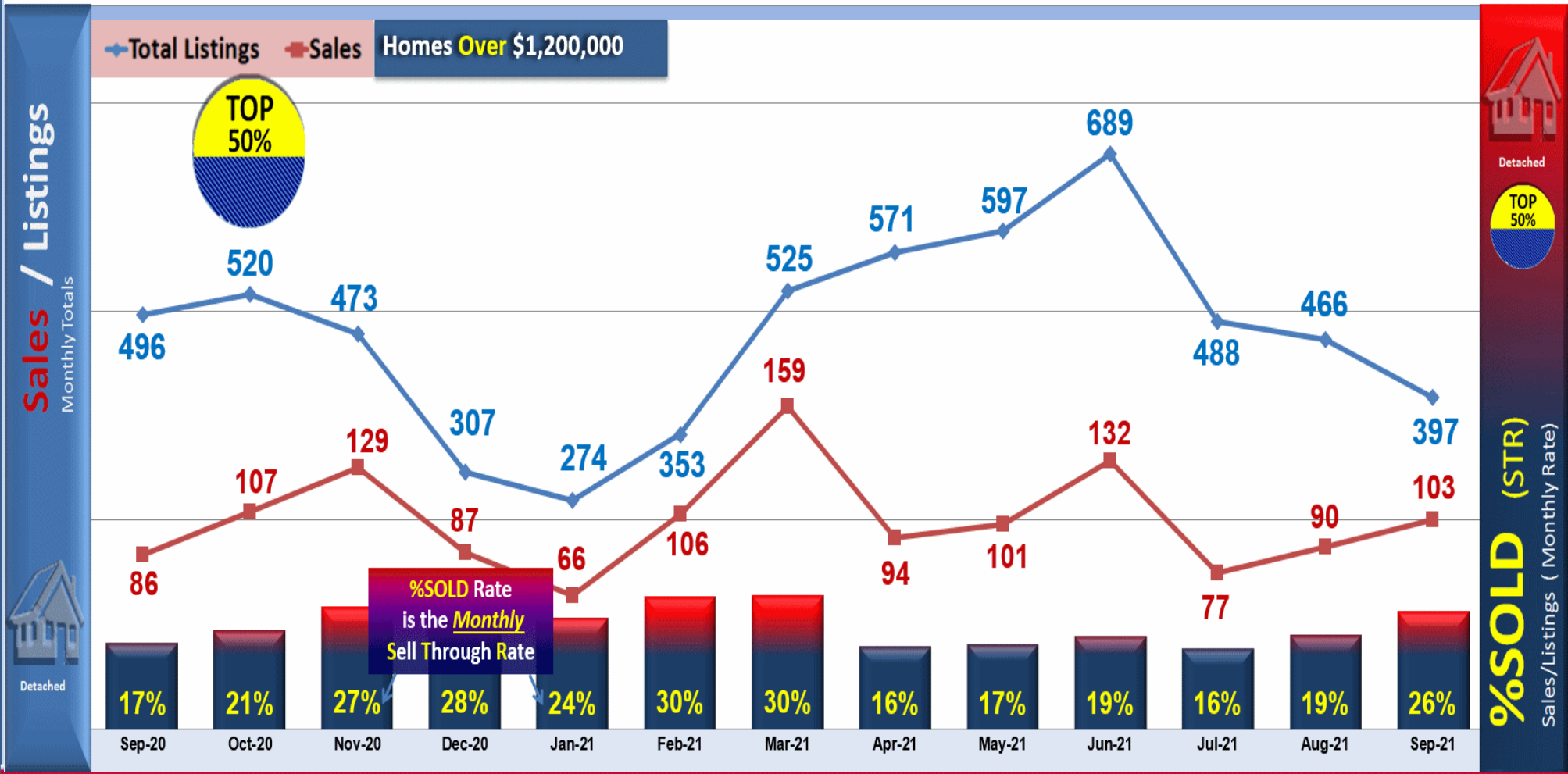
Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21 West Surrey

Detached West Surrey Total Listings**, Sales, and %SOLD Rates for High End Homes



*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



"Helping peoples change their lives one home at a time"

Market Analysis and Forecasting

Oct 1/21 West Surrey

Detached

West Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Are Home Prices Up?

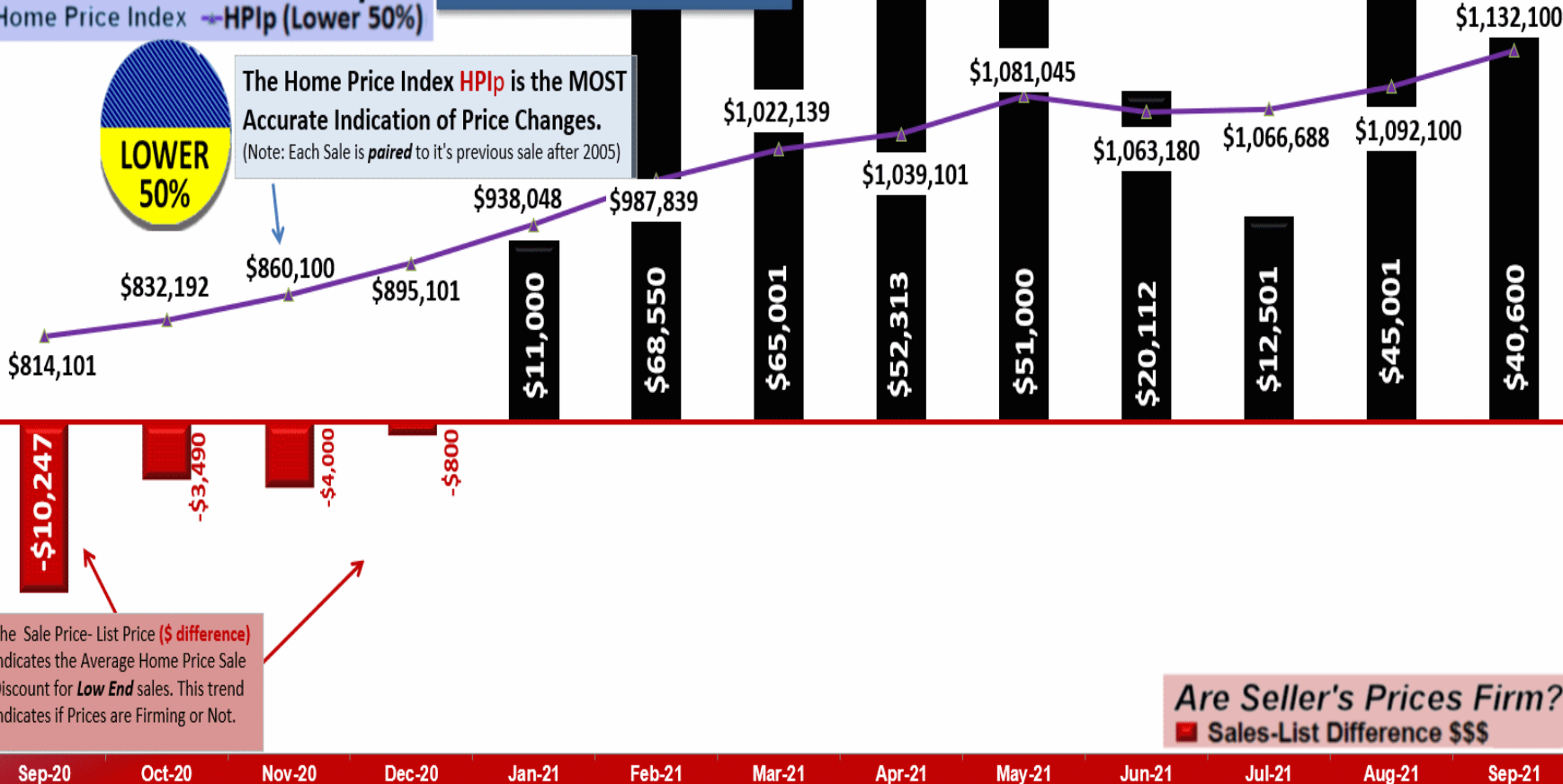
Home Price Index → HPIp (Lower 50%)

Homes Below \$1,200,000



The Home Price Index HPIp is the MOST Accurate Indication of Price Changes.

(Note: Each Sale is paired to it's previous sale after 2005)



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.

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

Home Price Changes
 (Home Price Index Paired sales from 2005)



Detached



Sales Discount \$\$
 Sale Price - Original List Price (\$\$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21 West Surrey

Detached West Surrey Total Listings**, Sales, and %SOLD Rates for Low End Homes

← Total Listings → Sales Homes Below \$1,200,000

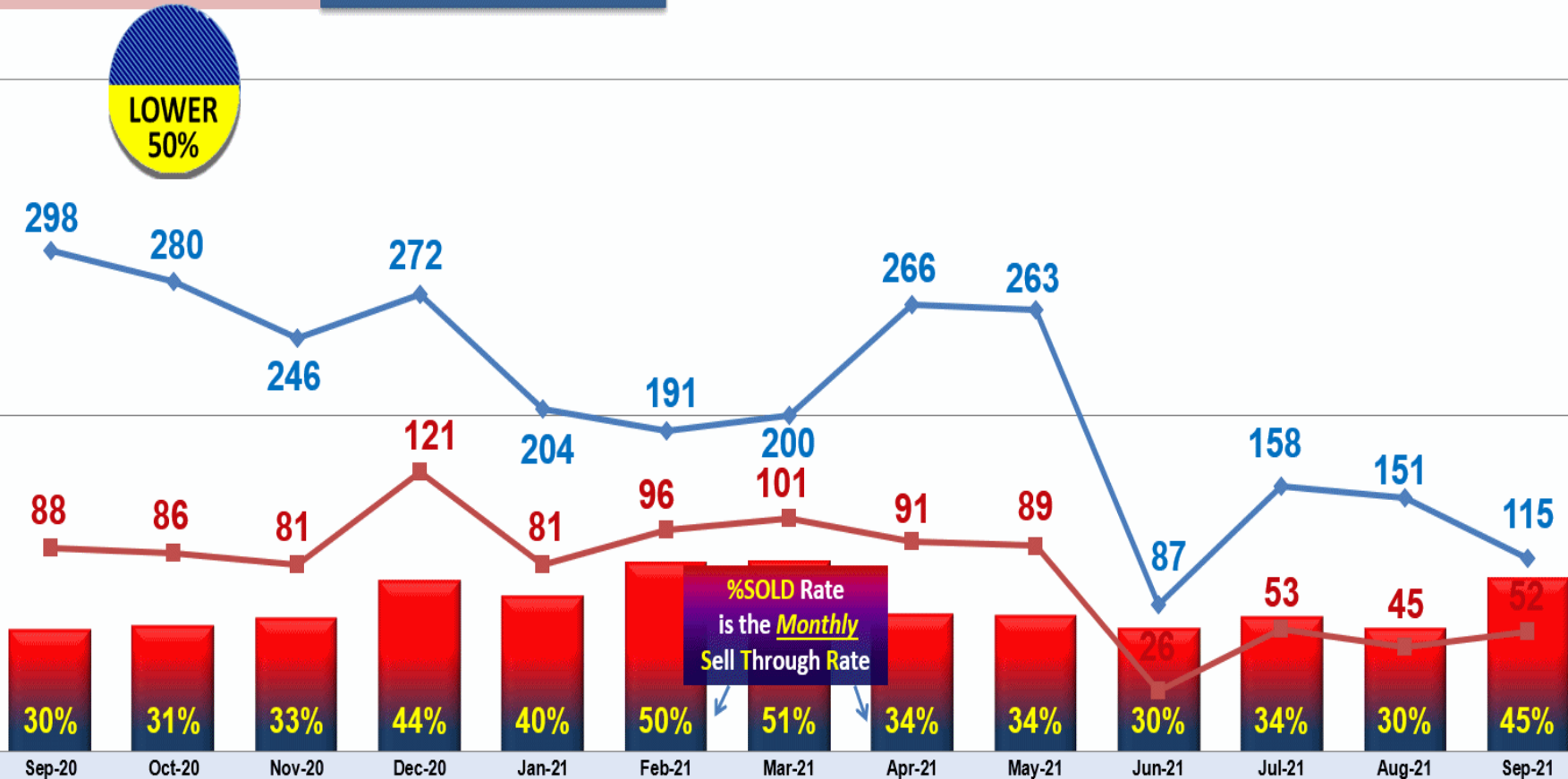
Sales / Listings
Monthly Totals



Detached



%SOLD (STR)
Sales/Listings (Monthly Rate)



*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



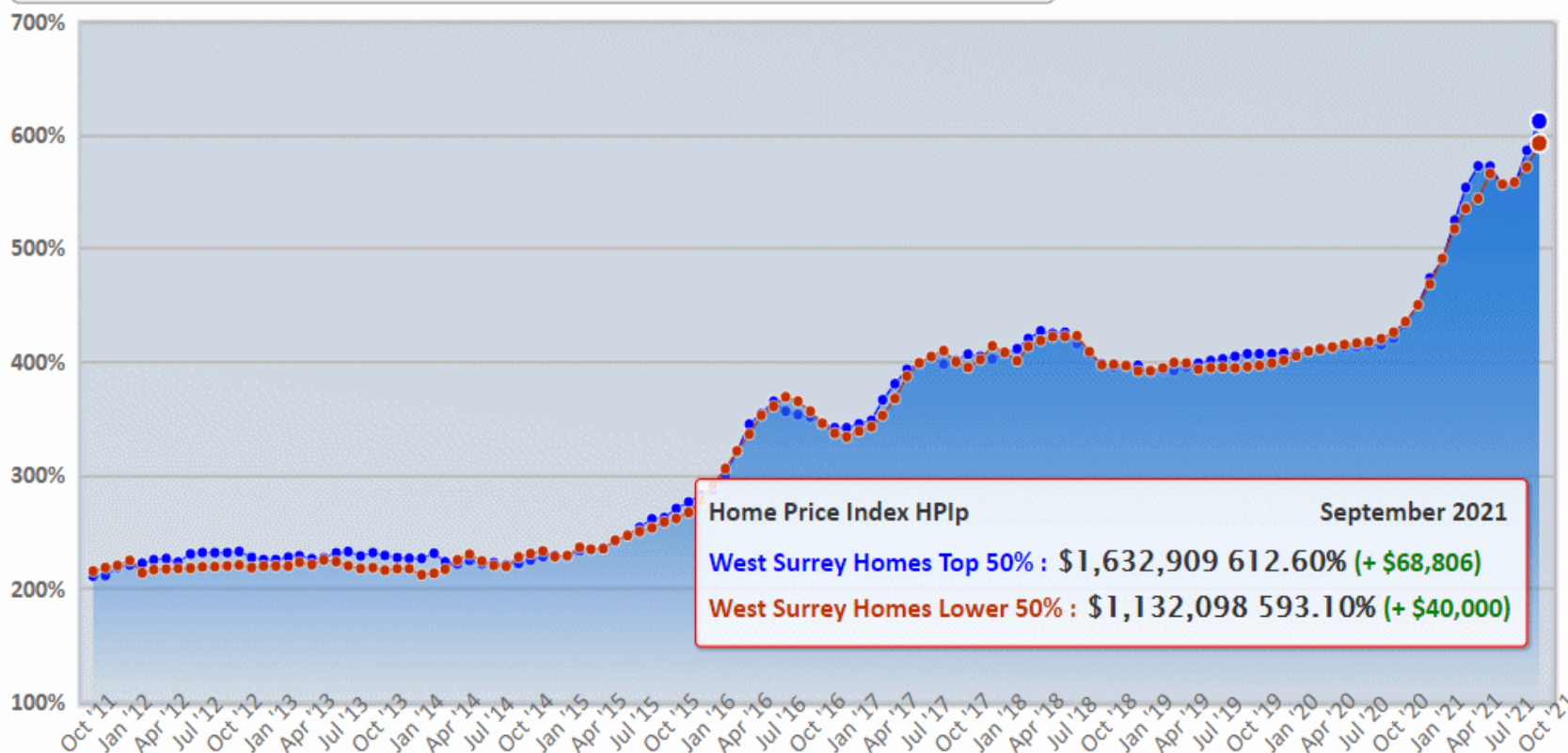
Market Analysis and Forecasting

Oct 1/21 West Surrey

Powered by the Greater Vancouver Market Reports HPIp

West Surrey Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-

West Surrey Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Sep 2021	% 612.60
Aug 2021	% 586.80
Jul 2021	% 556.00
Jun 2021	% 556.00
May 2021	% 572.90
Apr 2021	% 573.00
Mar 2021	% 554.10
Feb 2021	% 525.20
Jan 2021	% 489.60
Dec 2020	% 474.30
Nov 2020	% 450.20
Oct 2020	% 433.60

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting

Oct 1/21 East Surrey

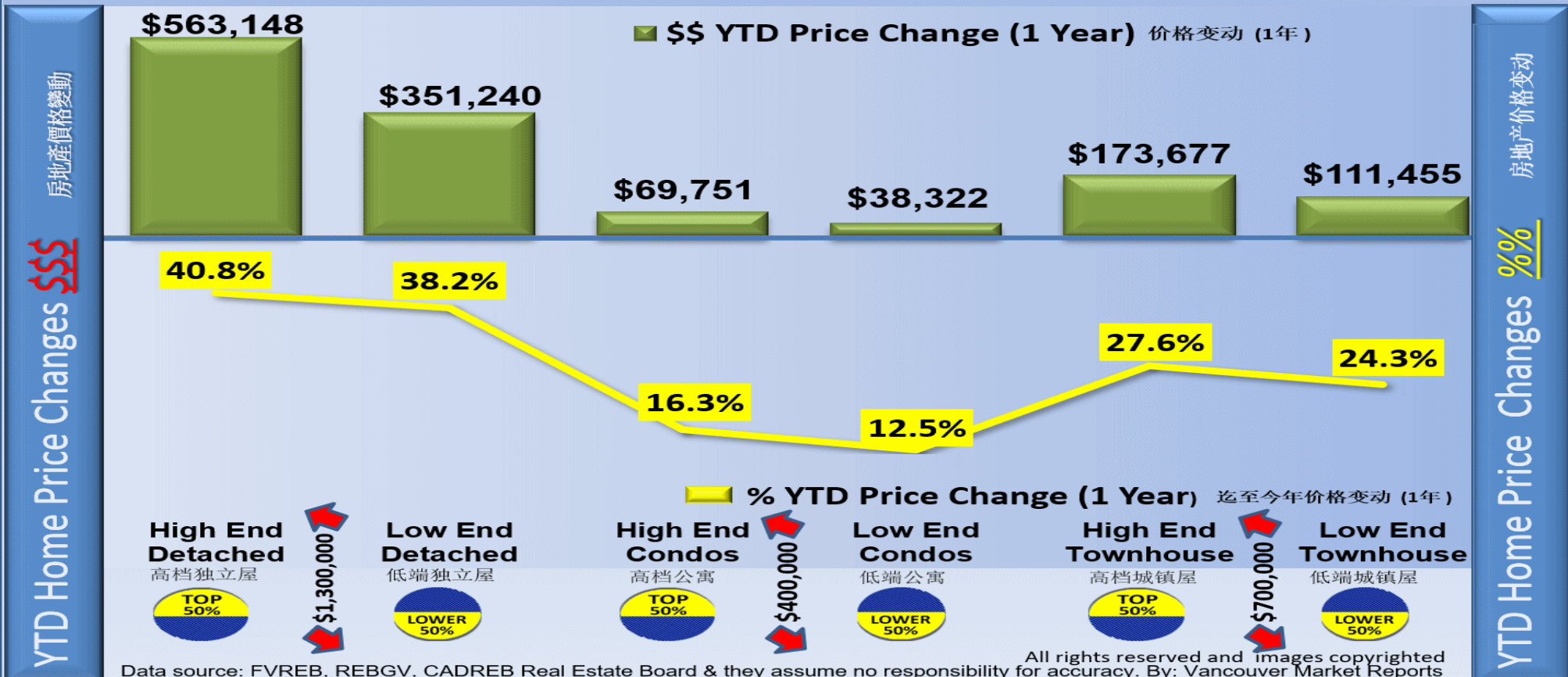
Surrey East Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Sept 2020 – Sept 2021 (Quarters)

房屋类型: 迄于今年 (每季) 由2020 九月至2021 九月

Powered by: Vancouver Market Reports HPIp



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

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

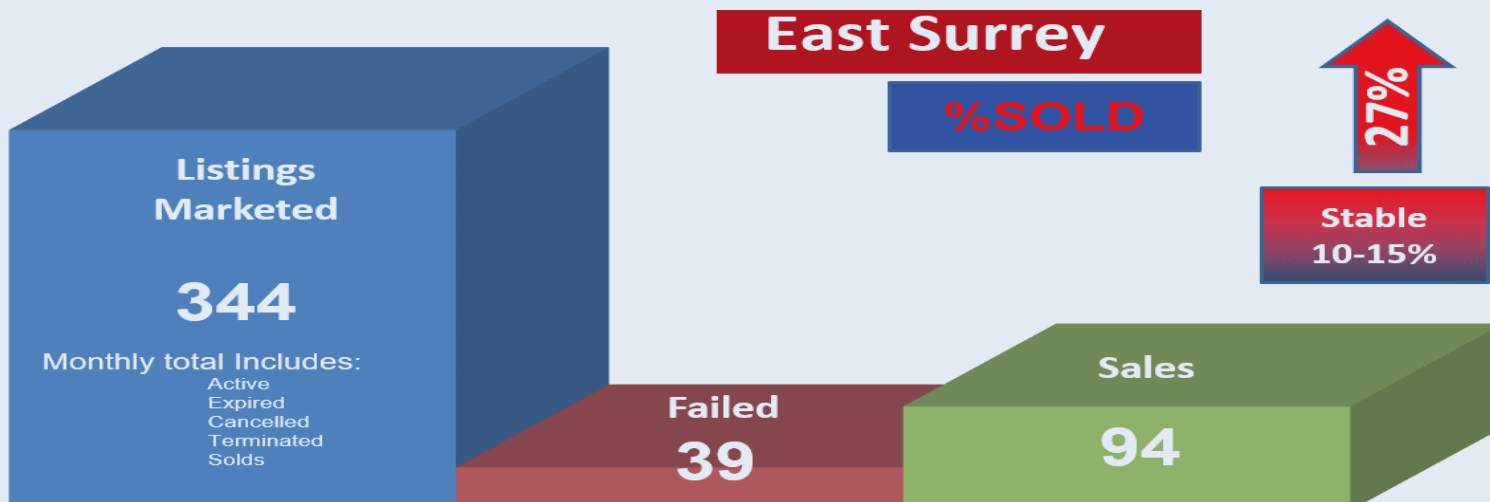
detached homes



Market Analysis and Forecasting

Oct 1/21 East Surrey

Monthly Market Activity - Sept 2021 - Single Family



Oct 1 2021 East Surrey Market Update (Detached)

Current: East Surrey is in a Seller Market with **27% SOLD** rate, 9 DOM and 100% Sell/List Ratio. (This means that there is an average (m) of a **\$3,600** increase from the original list price)

Most Active Price Range: Homes between \$1.295 mill. - \$1.4 mill have **54.2 %SOLD** rate.

Least Active Price Range: Homes above \$1.8 mill. have **13.3 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$571,999. The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$362,338.

*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21 East Surrey

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

East Surrey List Price Ranges Statistics - Sept 2021

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List	%SOLD	
0-\$1,195,000	17	3	9	109%	\$96,200	17.6%	↑
\$1,195,001-\$1,295,000	22	9	7	101%	\$12,945	40.9%	↑
\$1,295,001-\$1,400,000	48	26	7	105%	\$60,000	54.2%	↑
\$1,400,001-\$1,525,000	25	11	13	102%	\$30,000	44.0%	↑
\$1,525,001-\$1,750,000	67	19	14	100%	\$7,000	28.4%	↑
\$1,750,001 and more	165	26	15	98%	-\$28,940	15.8%	↑
Total Activity	344	94	9	100%	\$3,600	27%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Sep-20	Aug-21	Sep-21	10/1/2021	Change	
Total Listings** (A,S,T,C,X)	584	405	344		-61	↓
Active Listings (1st of the month)	396	278	227	211	-16	↓
Solds	161	115	94		-21	↓
Days on Market (DOM)	11	14	9		-5	↓
%SOLD (Sales/Listings /monthly rate)	27.6%	28.4%	27.3%		-1.1%	↓
(Top 50%) Home Price Index HPIp	\$1,393,101	\$1,907,101	\$1,965,100		\$57,999	↑
(Lower 50%) Home Price Index HPIp	\$932,101	\$1,283,526	\$1,294,439		\$10,913	↑

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



TEAM3000
REALTY LTD

Market Analysis and Forecasting

Oct 1/21 East Surrey

What Sold in your Neighbourhood and for What Price?

East Surrey Sub areas Statistics - Sept 2021

Detached

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	66	19	7	100%	\$200	28.8%
Guildford	47	7	6	104%	\$50,000	14.9%
Port Kells	17	0				0.0%
Fleetwood Tynehead	95	35	8	101%	\$20,001	36.8%
Panorama Ridge	86	27	17	99%	-\$9,000	31.4%
Sullivan Station	33	6	7	100%	\$50	18.2%
Total Activity	344	94	9	100%	\$3,600	27%

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385



Next Months Market Forecast

Forecast: East Surrey has an average Listing Supply; 211 homes are for sale and with the **27 %SOLD** monthly rate gives us a ~4 months of inventory. 5% of the active listings have reduced their price by \$117,999 on average or \$115,000 on median in the last month. We project East Surrey to be a continued Seller market.

Very Low Listing Inventories has caused the Fraser Valley Home Market Monthly Average Prices to increase **\$37,325 on average**. This is the largest September price increase we've seen in 11years. Why such a strong Sellers Market? We have one of the lowest listing inventories since 2011. This is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$8,355 on average**. On the other hand, 89% Townhouse Markets (19 out of 28) prices increased **\$10,653 on average**. We analyze and provide 97 individual City's Home Price Indexes to supply you with 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.

Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: RMXReports.com

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting

Oct 1/21 East Surrey

Detached East Surrey Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)

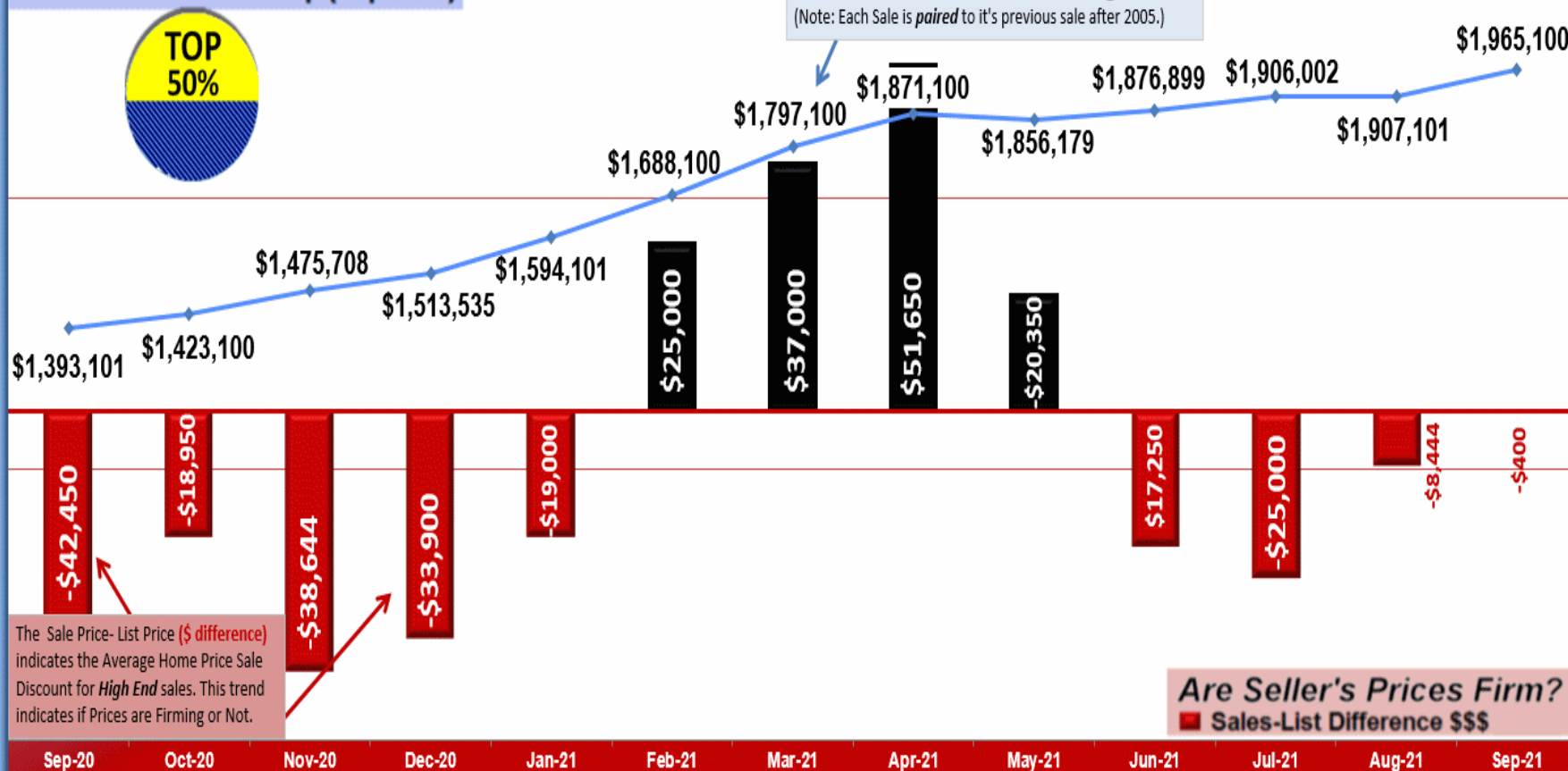
Home Price Changes
(Home Price Index Paired sales from 2005)



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

Homes Over \$1,400,000

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



The Sale Price- 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 \$\$\$



Detached

TOP 50%

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21 East Surrey

Detached East Surrey Total Listings **, Sales, and %SOLD Rates

← Total Listings → Sales Homes Over \$1,300,000

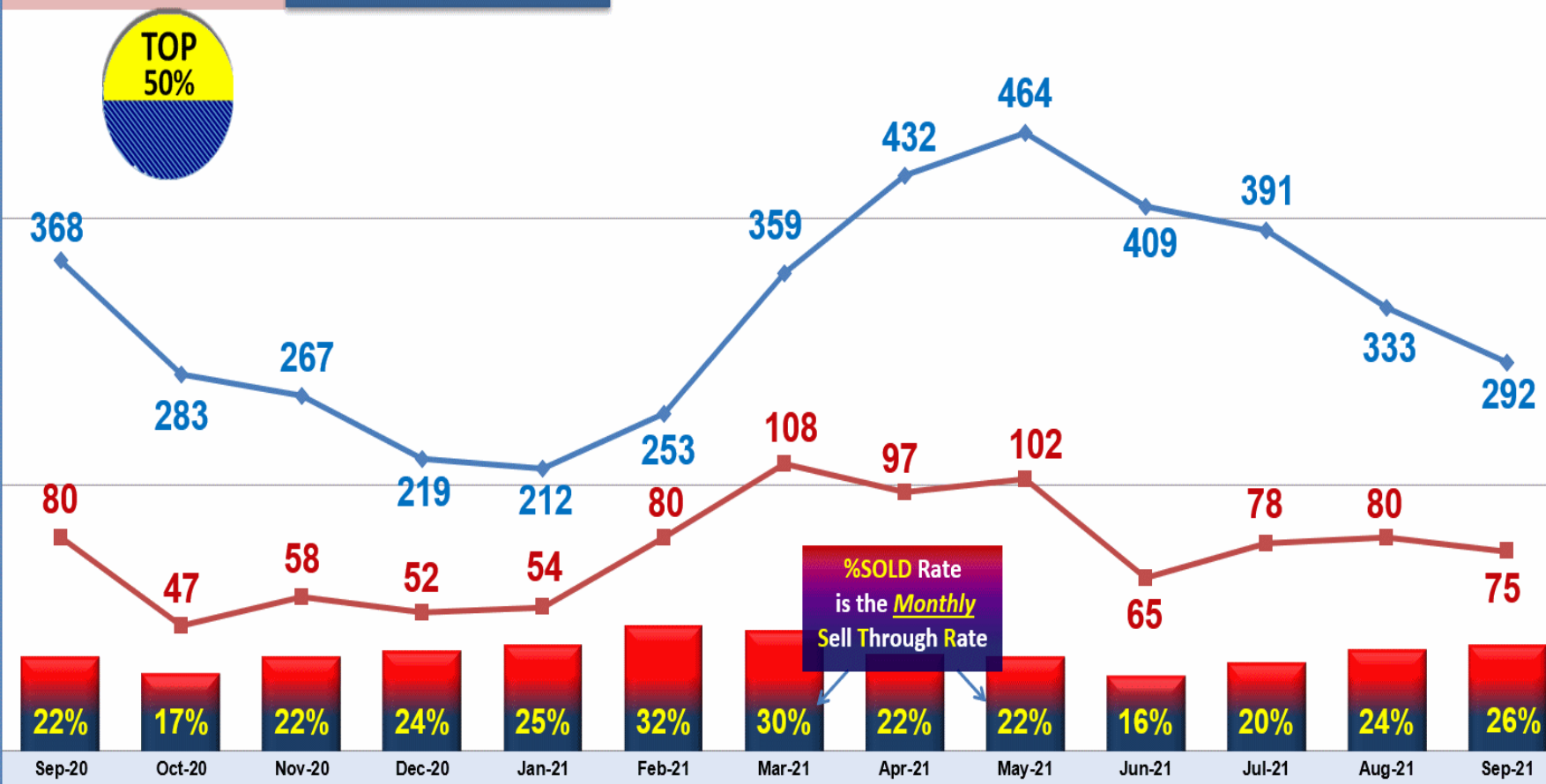
Sales / Listings
Monthly Totals



Detached



%SOLD (STR)
Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21 East Surrey

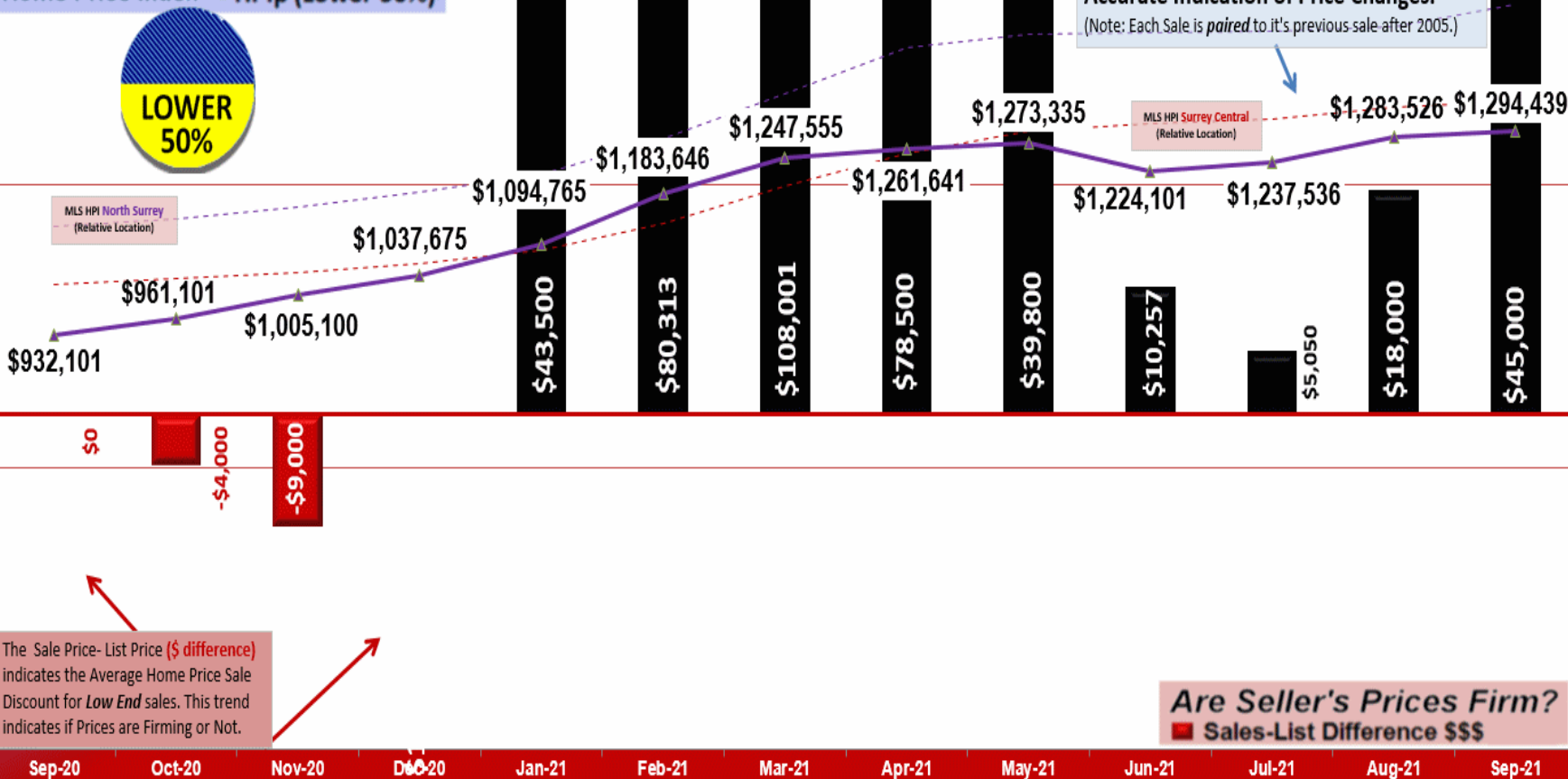
Detached East Surrey Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (Average home sold for \$ less than their original list price)

Home Price Changes
(Home Price Index Paired sales from 2005)

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

Homes Below \$1,400,000

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



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.

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



Detached



Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



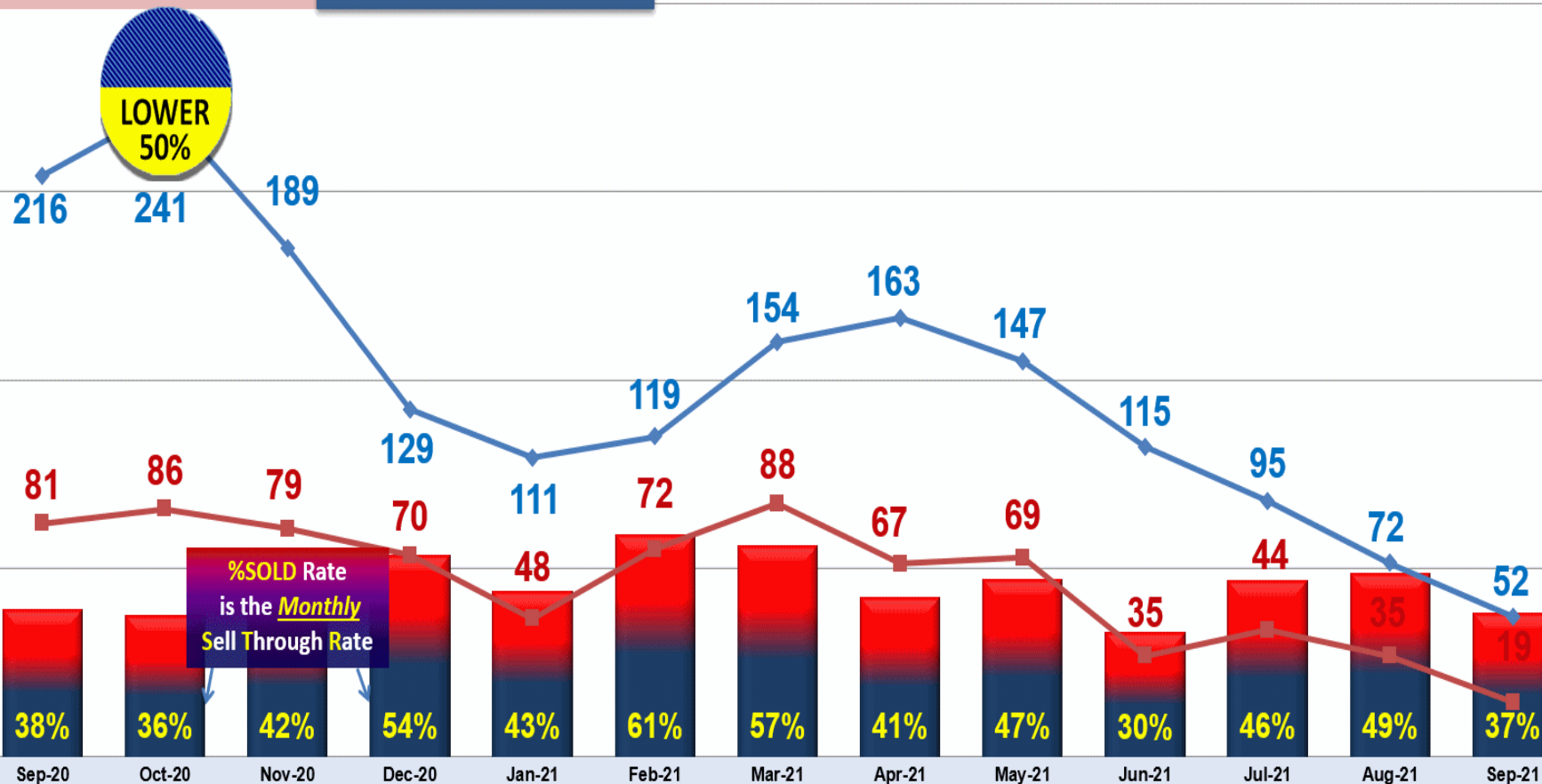
Market Analysis and Forecasting

Oct 1/21 East Surrey

Detached East Surrey Total Listings **, Sales, and %SOLD Rates

← Total Listings → Sales Homes Below \$1,300,000

Sales / Listings Monthly Totals



Detached

LOWER 50%

%SOLD (STR) Sales/Listings (Monthly Rate)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes

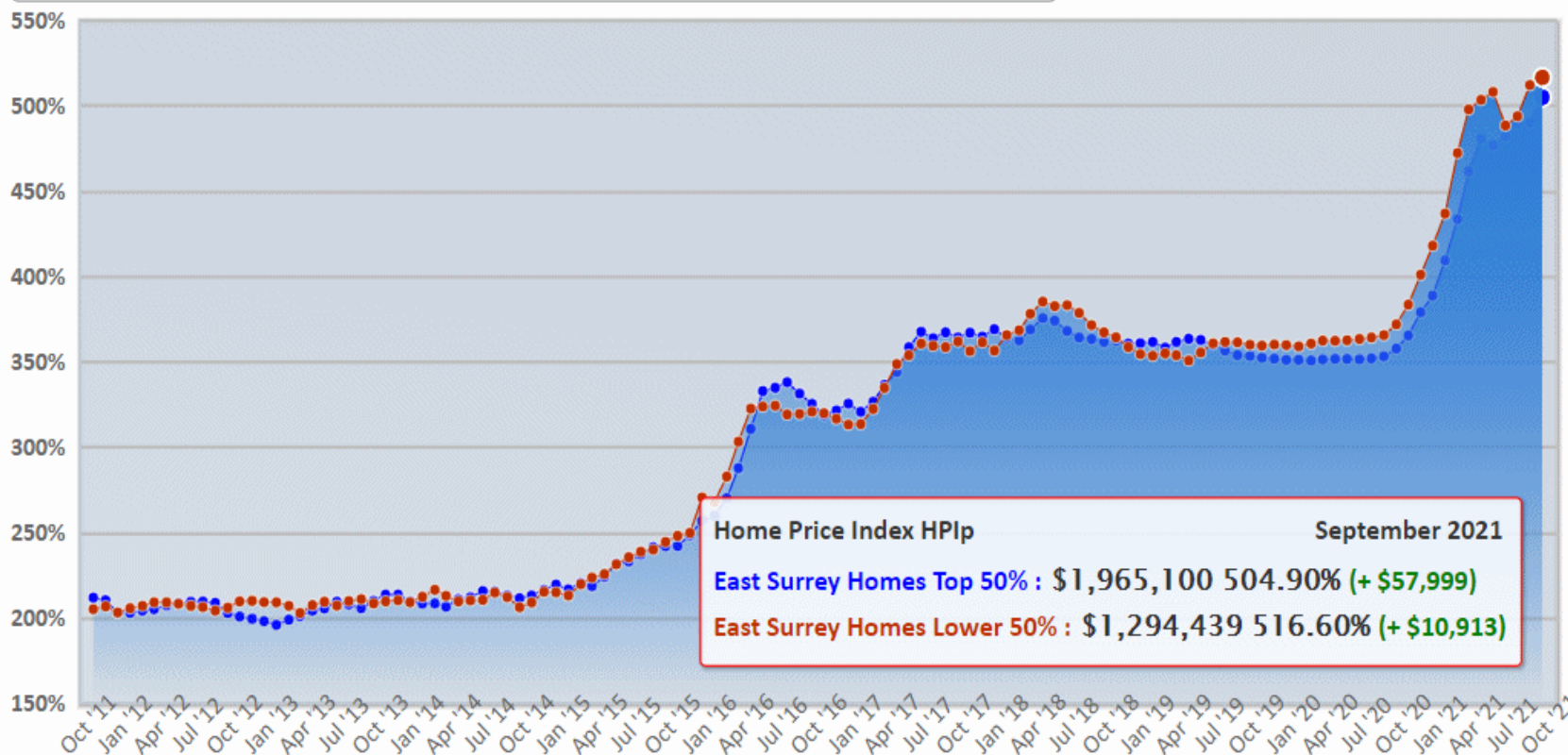


Market Analysis and Forecasting

Oct 1/21 East Surrey

Powered by the Greater Vancouver Market Reports HPIp

East Surrey Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 East Surrey Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Sep 2021	% 504.90
Aug 2021	% 490.00
Jul 2021	% 489.70
Jun 2021	% 482.20
May 2021	% 476.90
Apr 2021	% 480.80
Mar 2021	% 461.70
Feb 2021	% 433.70
Jan 2021	% 409.60
Dec 2020	% 388.90
Nov 2020	% 379.20
Oct 2020	% 365.60

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

North Langley Real Estate Price Changes (\$/%)

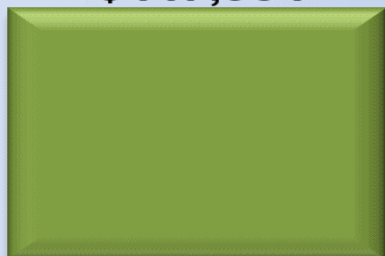
房地产价格变动(\$/%)

Housing Types: Year-To-Date Sept 2020 – Sept 2021 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 九月至2021 九月

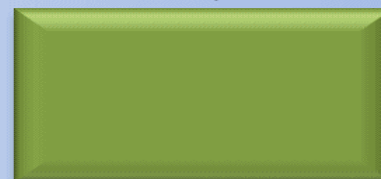
Powered by: Vancouver Market Reports HPIp

\$447,934



\$\$\$ YTD Price Change (1 Year) 价格变动 (1年)

\$310,067



34.1%

33.8%

% YTD Price Change (1 Year) 迄至今年价格变动 (1年)

High End Detached
高档独立屋



Low End Detached
低端独立屋



\$1,200,000

All rights reserved and images copyrighted
Data source: FVREB, REBGV, CADREB Real Estate Board & they assume no responsibility for accuracy. By: Vancouver Market Reports

房地產價格變動

YTD Home Price Changes \$\$\$

房地產價格變動

YTD Home Price Changes %%

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



TEAM3000
REALTY LTD.

Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

Monthly Market Activity - Sept 2021 Single Family

Fort Langley-Walnut Grove



Oct 1 2021 North Langley Market Update (Detached)

Current: North Langley is in a Seller Market with normal listing inventories, a **30 %SOLD** rate and a 100% 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 \$1.0 mill. - \$1.1 mill. have **66.7 %SOLD** rate resulting in a Seller Market.

Least Active Price Range: Homes above \$3.0 mill. have **1.6 %SOLD** rate.

History: The North Langley Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$484,588.

The North Langley Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$336,000.

*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

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

North Langley List Price Ranges Statistics - Sept 2021

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,000,000	6	3	8	119%	\$175,000	50.0%	↑
\$1,000,001-\$1,100,000	9	6	5	110%	\$108,500	66.7%	↑
\$1,100,001-\$1,200,000	9	4	70	99%	-\$10,000	44.4%	↑
\$1,200,000-\$1,400,000	19	11	7	108%	\$101,400	57.9%	↑
\$1,400,001-\$1,700,000	38	17	10	100%	\$0	44.7%	↑
\$1,700,001-\$3,000,000	14	6	16	101%	\$13,000	42.9%	↑
\$3,000,001 and more	63	1	8	112%	\$260,000	1.6%	↓
Total Activity	158	48	8	102%	\$35,000	30%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Sep-20	Aug-21	Sep-21	10/1/2021	Change	
Total Listings** (A,S,T,C,X)	244	187	158		-29	↓
Active Listings (1st of the month)	156	104	96	93	-3	↓
Solds	79	63	48		-15	↓
Days on Market (DOM)	7	10	8		-2	↓
%SOLD (Sales/ Listings /mthly rate)	32.4%	33.7%	30.4%		-3.3%	↓
(Top 50%) Home Price Index HPIp	\$1,327,101	\$1,747,314	\$1,811,689		\$64,375	↑
(Lower 50%) Home Price Index HPIp	\$924,100	\$1,213,226	\$1,260,100		\$46,874	↑

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

What Sold in your Neighbourhood and for What Price?

North Langley Sub areas Statistics - Sept 2021			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Walnut Grove	27	13	7	105%	\$51,000	48.1%
County Line Glen Valley	14	0				0.0%
Willoughby Heights	88	29	7	102%	\$30,000	33.0%
Fort Langley	29	6	35	98%	-\$49,300	20.7%
Total Activity	158	48	8	102%	\$35,000	30%

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385



Next Months Market Forecast

Forecast: North Langley has an average Listing supply; 93 homes are for sale and with the strong **30 %SOLD** monthly rate gives us a ~3 months of inventory. 2% of the active listings have reduced their price by \$100,000 on average or \$100,000 median in the last month.

Very Low Listing Inventories has caused the Fraser Valley Home Market Monthly Average Prices to increase **\$37,325 on average**. This is the largest September price increase we've seen in 11years. Why such a strong Sellers Market? We have one of the lowest listing inventories since 2011. This is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$8,355 on average**. On the other hand, 89% Townhouse Markets (19 out of 28) prices increased **\$10,653 on average**. We analyze and provide 97 individual City's Home Price Indexes to supply you with 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.

.Noted Data is from : FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: vancouvermarketreports.com

*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.

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

Detached

North Langley: Walnut Grove, Fort Langley Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Are Home Prices Up?

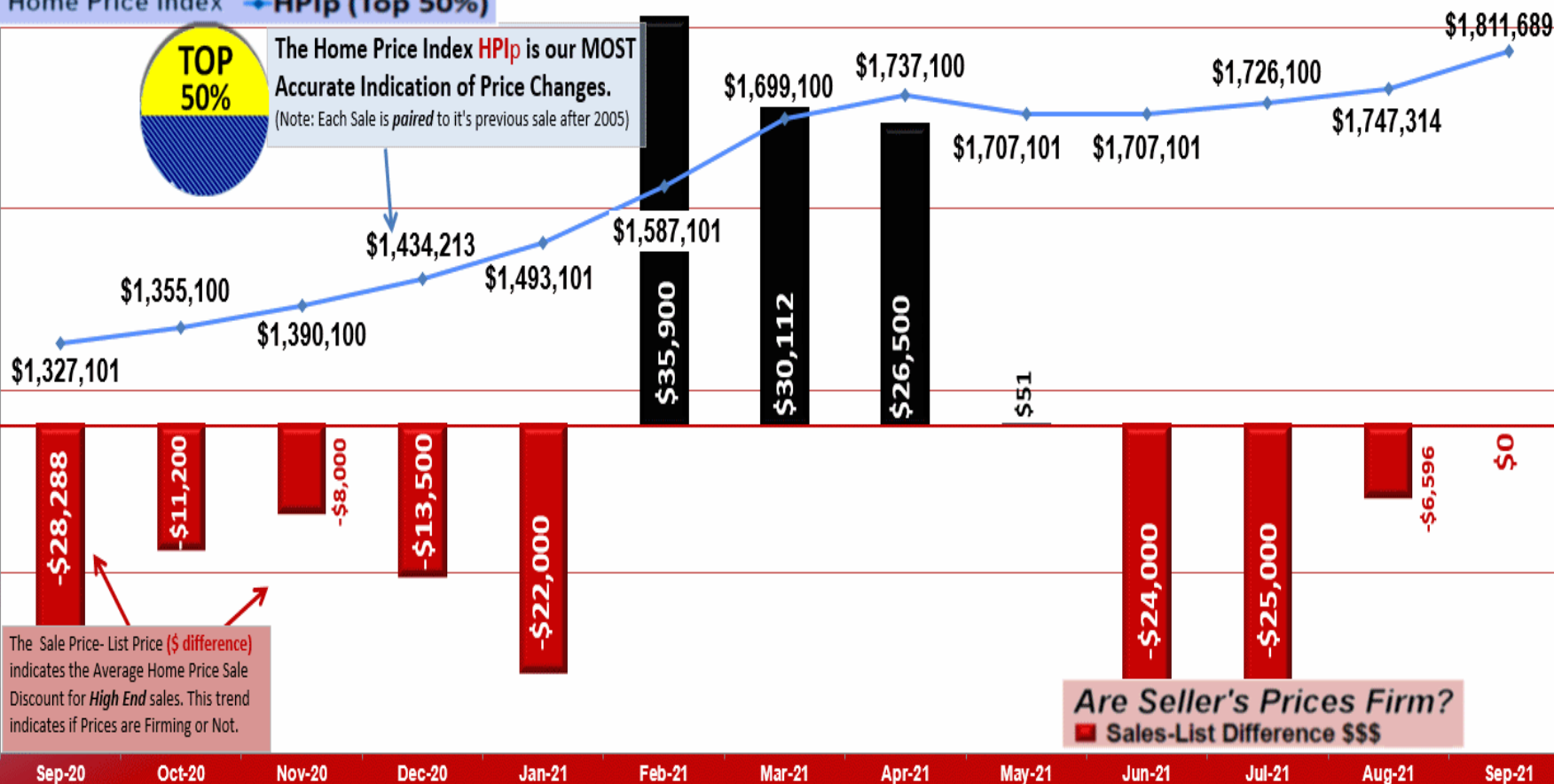
Homes Over \$1,200,000

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 it's previous sale after 2005)



The Sale Price- 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 \$\$\$

Home Price Changes (Home Price Index Paired sales from 2005)



Detached



Detached



Sales Discount \$\$ Sale Price - Original List Price (\$\$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

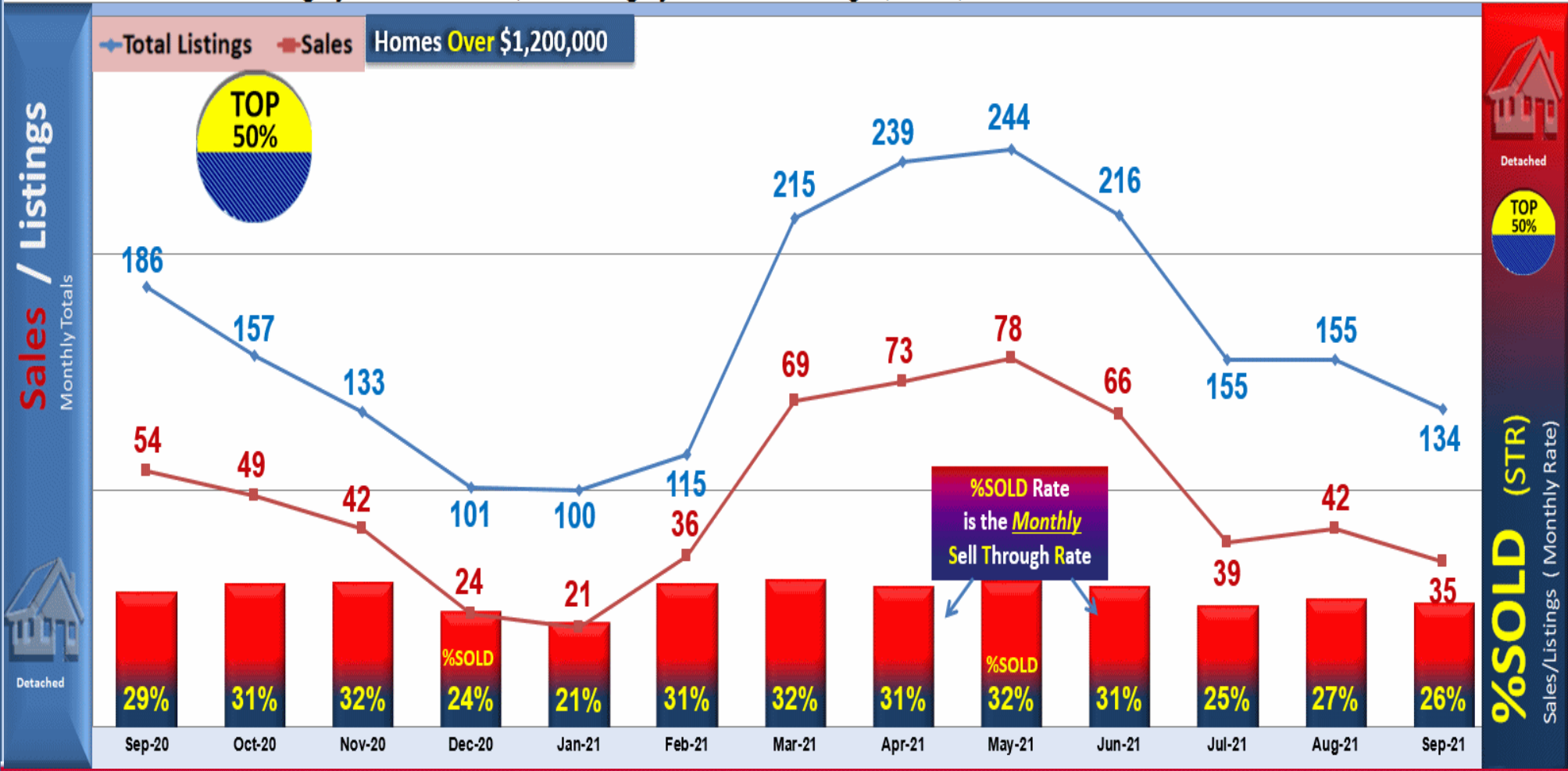
detached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

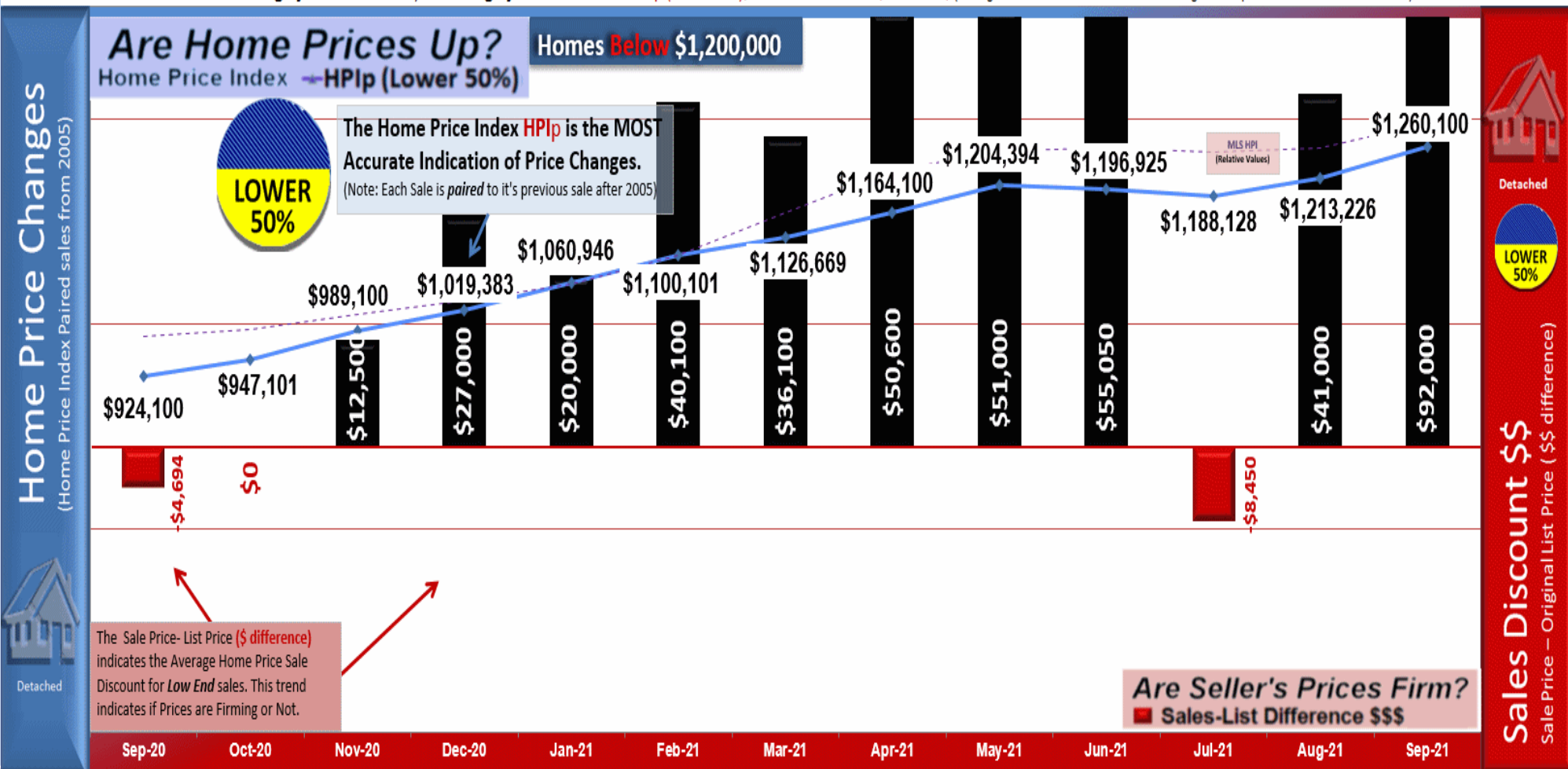
detached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)



*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.

Graham Higgins

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

Detached North Langley: Walnut Grove, Fort Langley Total Listings **, Sales, and %SOLD Rates

← Total Listings → Sales Homes Below \$1,200,000



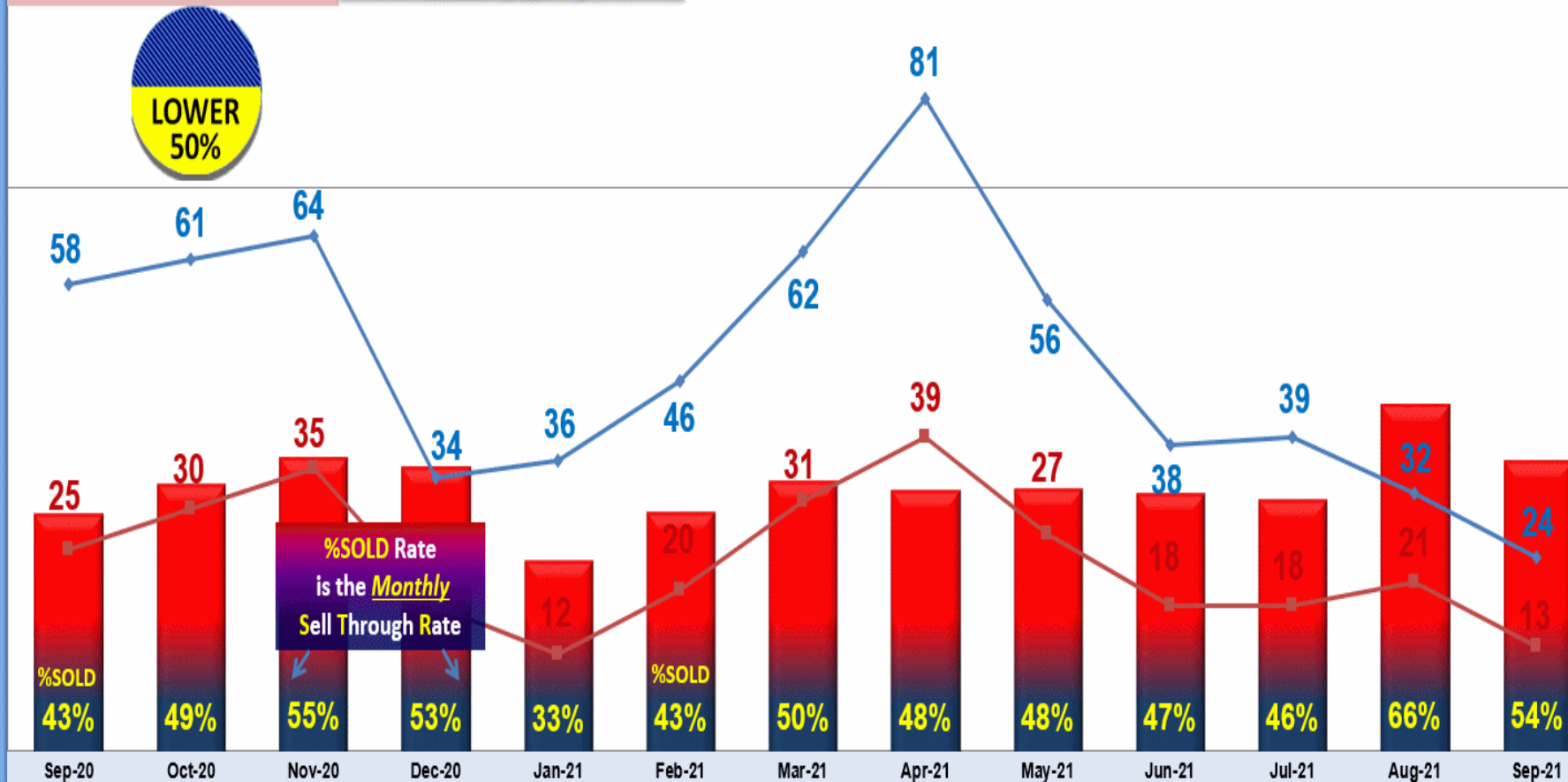
Sales / Listings Monthly Totals



Detached

LOWER 50%

%SOLD (STR) Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

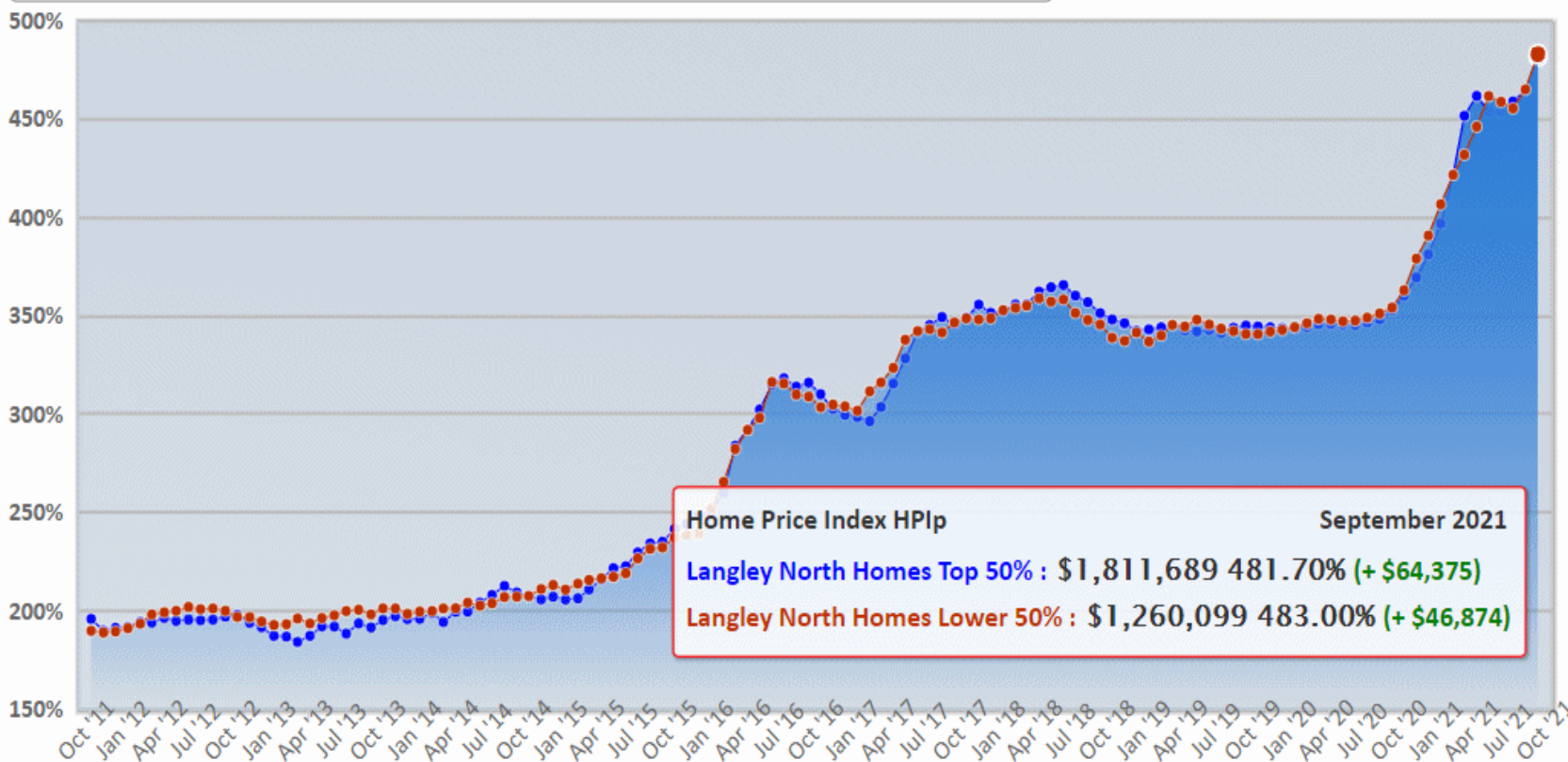
detached homes



Market Analysis and Forecasting Oct 1/21 Langley - Walnut Grove

Powered by the Greater Vancouver Market Reports HPIp

Langley North Homes Top 50% : **HPIp** Forecast+ Forecast-
 Langley North Homes Lower 50% : **HPIp** Forecast+ Forecast-



Date	Value
Sep 2021	% 481.70
Aug 2021	% 464.50
Jul 2021	% 458.90
Jun 2021	% 453.80
May 2021	% 453.80
Apr 2021	% 461.80
Mar 2021	% 451.70
Feb 2021	% 421.90
Jan 2021	% 397.00
Dec 2020	% 381.30
Nov 2020	% 369.60
Oct 2020	% 360.30

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

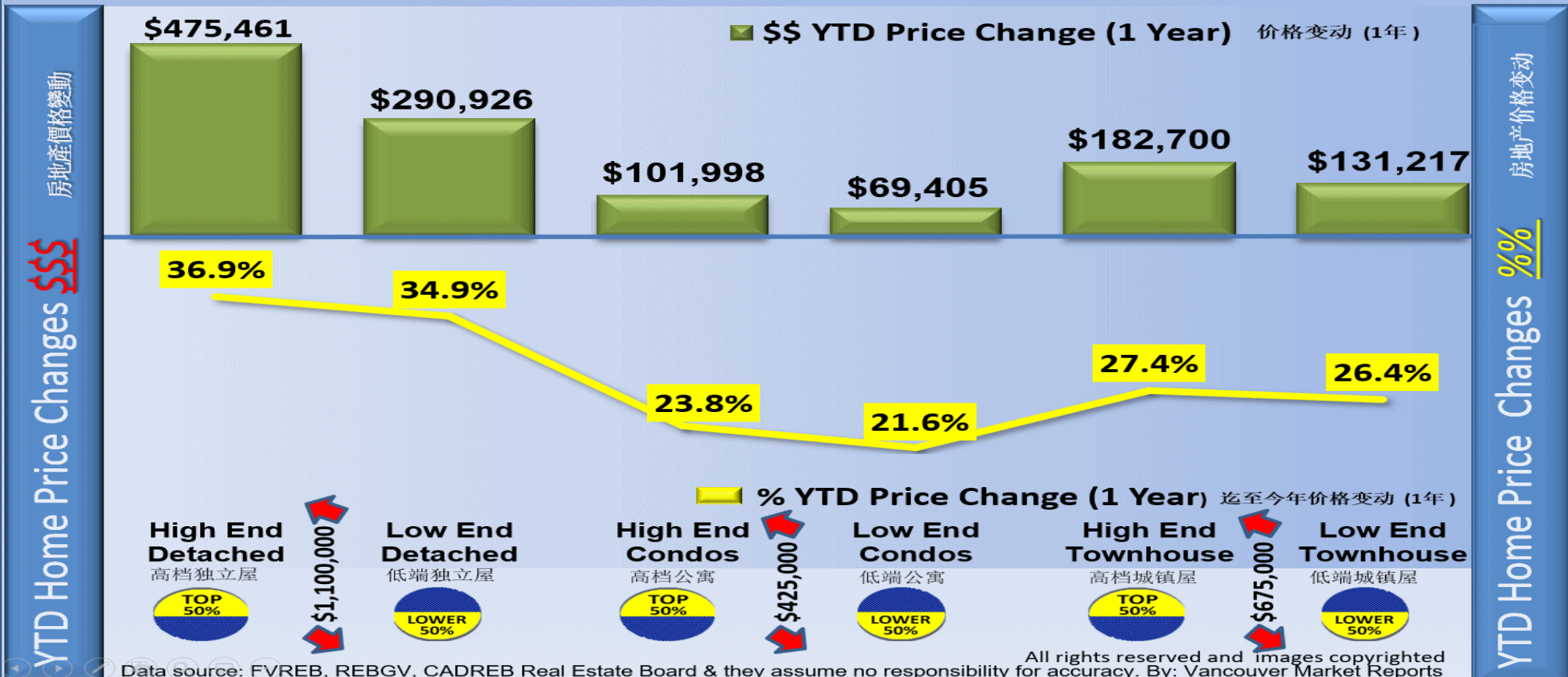
Langley-Cloverdale Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Sept 2020 – Sept 2021 (Quarters)

房屋类型: 迄于今年 (每季) 由2020 九月至2021 九月

Powered by: Vancouver Market Reports HPIp



YTD Home Price Changes \$\$\$

YTD Home Price Changes %%

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

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Monthly Market Activity - Sept 2021 Single Family



Oct 1 2021 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **26 %SOLD** rate and a 100% Sell/List Ratio. (This means that there is an average of a \$0 discount on a sale from the original list price)
 Most Active Price Range: Homes between \$700,000 - \$850,000 have High **60.0 %SOLD** rate and is in a Seller Market.
 Least Active Price Range: Homes above \$3 mill. have **6.6 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$462,497.
 The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$311,148.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

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

Langley, Cloverdale List Price Ranges Statistics - Sept 2021

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$700,000	21	4	5	98%	\$2,550	19.0%	↑
\$700,001-\$850,000	4	3	27	100%	\$0	75.0%	↑
\$850,000-\$925,000	5	3	5	113%	\$121,000	60.0%	↑
\$925,001-\$1,000,000	15	6	6	106%	\$59,856	40.0%	↑
\$1,000,000-\$1,100,000	15	9	6	109%	\$86,000	60.0%	↑
\$1,100,000-\$1,225,000	28	13	9	106%	\$75,000	46.4%	↑
\$1,225,001-\$1,400,000	66	27	7	104%	\$51,000	40.9%	↑
\$1,400,001-\$1,800,000	57	18	7	101%	\$21,550	31.6%	↑
\$1,800,001-\$3,000,000	103	19	28	98%	-\$39,900	18.4%	↑
\$3,000,001 and more	106	7	38	96%	-\$200,000	6.6%	↓
Total Activity	420	109	8	102%	\$20,000	26%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Sep-20	Aug-21	Sep-21	10/01/2021	Change	
Total Listings** (A,S,T,C,X)	694	441	420		-21	↓
Active Listings (1st of the month)	486	307	243	244	1	↑
Solds	160	140	109		-31	↓
Days on Market (DOM)	15	8	8		0	
%SOLD (Sales/ Listings /mnlthly rate)	23.1%	31.7%	26.0%		-5.8%	↓
(Top 50%) Home Price Index HPIp	\$1,303,101	\$1,791,985	\$1,765,598		-\$26,387	↓
(Lower 50%) Home Price Index HPIp	\$843,952	\$1,113,917	\$1,155,100		\$41,183	↑

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - Sept 2021			Detached			
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	84	27	7	104%	\$63,000	32.1%
Serpentine	11	2	3	96%	-\$148,500	18.2%
Clayton	28	12	8	103%	\$44,556	42.9%
Murrayville	22	7	7	98%	-\$39,900	31.8%
Salmon River	35	4	13	99%	-\$12,250	11.4%
Brookwood Langley	68	15	9	99%	-\$18,953	22.1%
Aldergrove Langley	48	16	9	104%	\$39,856	33.3%
Campbell Valley	53	8	46	97%	-\$107,450	15.1%
Otter District	24	3	29	90%	-\$17,500	12.5%
Langley City	47	15	6	107%	\$105,000	31.9%
Total Activity	420	109	8	102%	\$20,000	26%

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385



Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 244 homes are for sale and with the **26 %SOLD** monthly rate gives us a ~4 months of inventory. 4% of the active listings have reduced their price by \$98,543 on average or \$81,000 median in the last month. We project Langley, Cloverdale Detached to be a Seller market.

Very Low Listing Inventories has caused the Fraser Valley Home Market Monthly Average Prices to increase **\$37,325 on average**. This is the largest September price increase we've seen in 11years. Why such a strong Sellers Market? We have one of the lowest listing inventories since 2011. This is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$8,355 on average**. On the other hand, 89% Townhouse Markets (19 out of 28) prices increased **\$10,653 on average**. We analyze and provide 97 individual City's Home Price Indexes to supply you with 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.

Note: This data is from the respective Real Estate Boards: FVREB, REBGV, CADREB and they assume no responsibility for its accuracy. Copyright: vancouvermarketreports.com

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Detached Langley, Cloverdale Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)

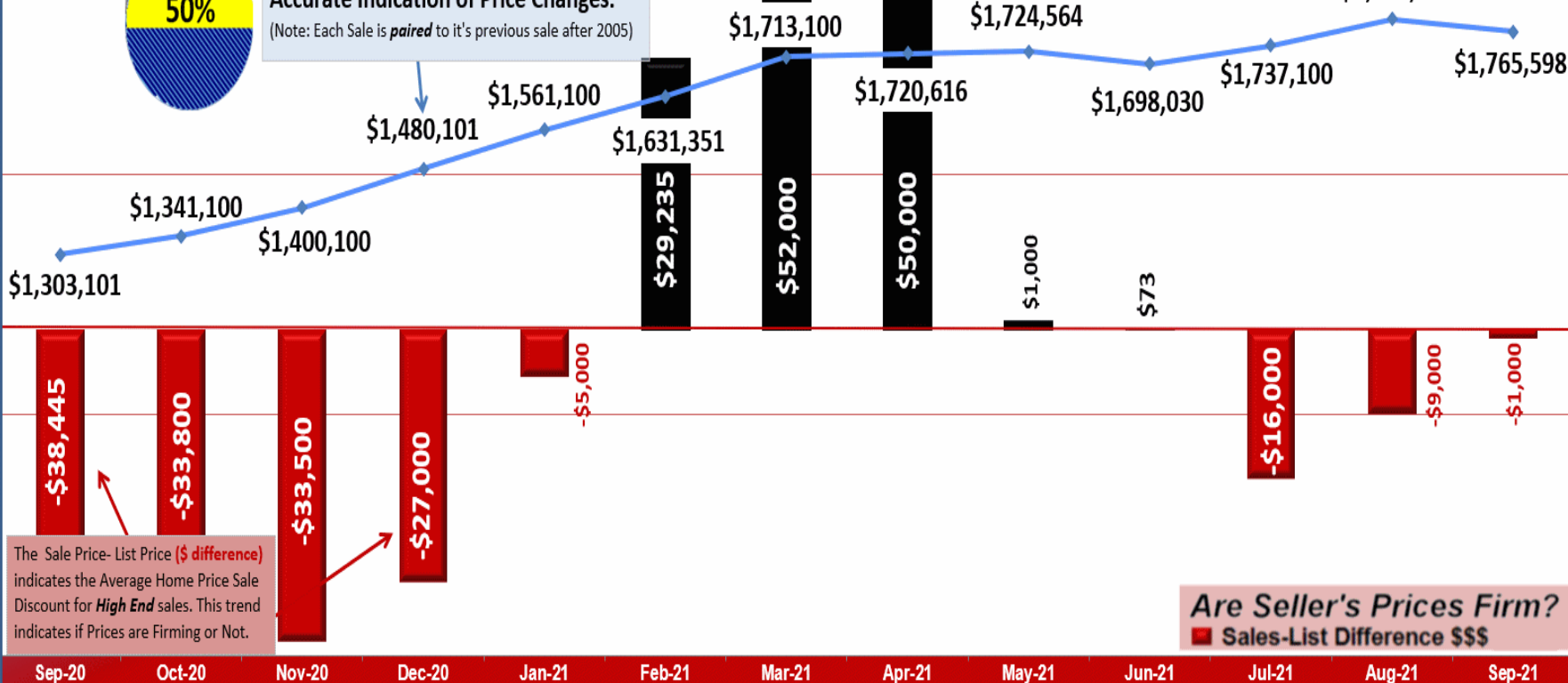
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

Homes Over \$1,200,000



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



The Sale Price- 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 \$\$\$



Detached



Sales Discount \$\$\$
Sale Price - Original List Price (- \$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

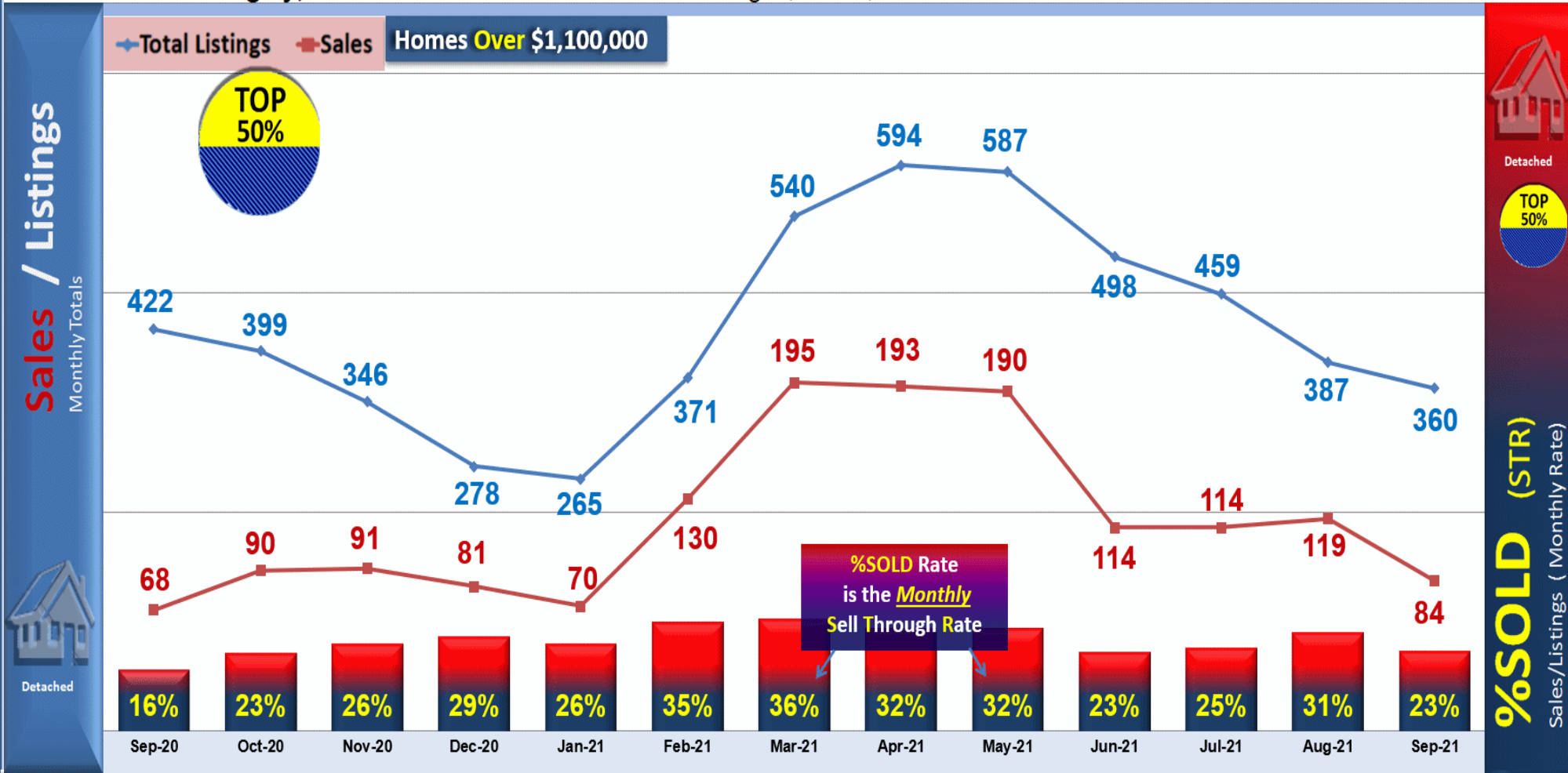
Statistics, on the Web!

detached homes



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Detached Langley, Cloverdale 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. [More Details](#)
Sources: The respective Real Estate Boards, which assume no responsibility for accuracy.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

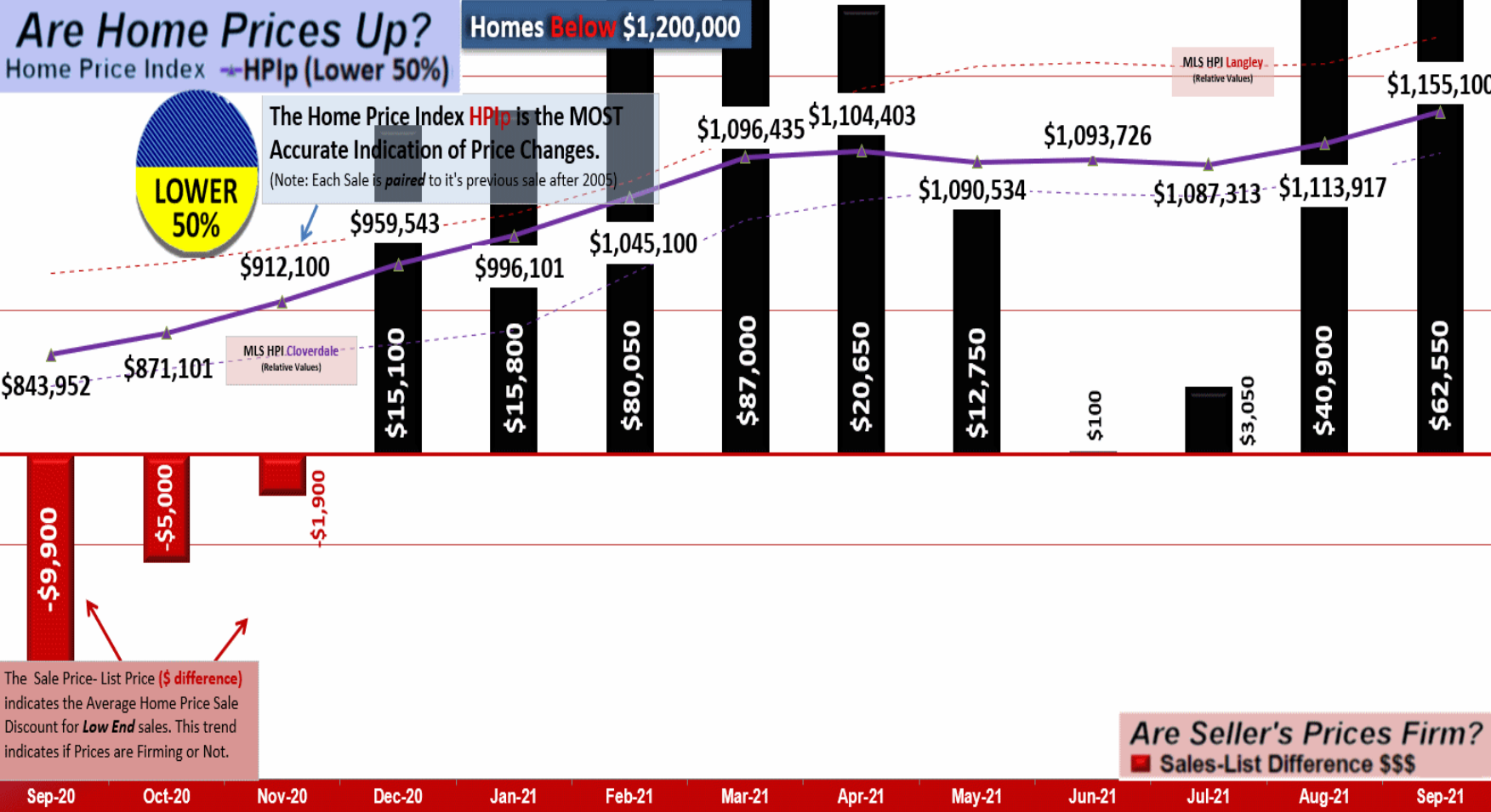
Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Detached Langley, Cloverdale Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price)

Home Price Changes
(Home Price Index Paired sales from 2005)



Detached



Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

detached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

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

Total Listings Sales Homes Below \$1,100,000

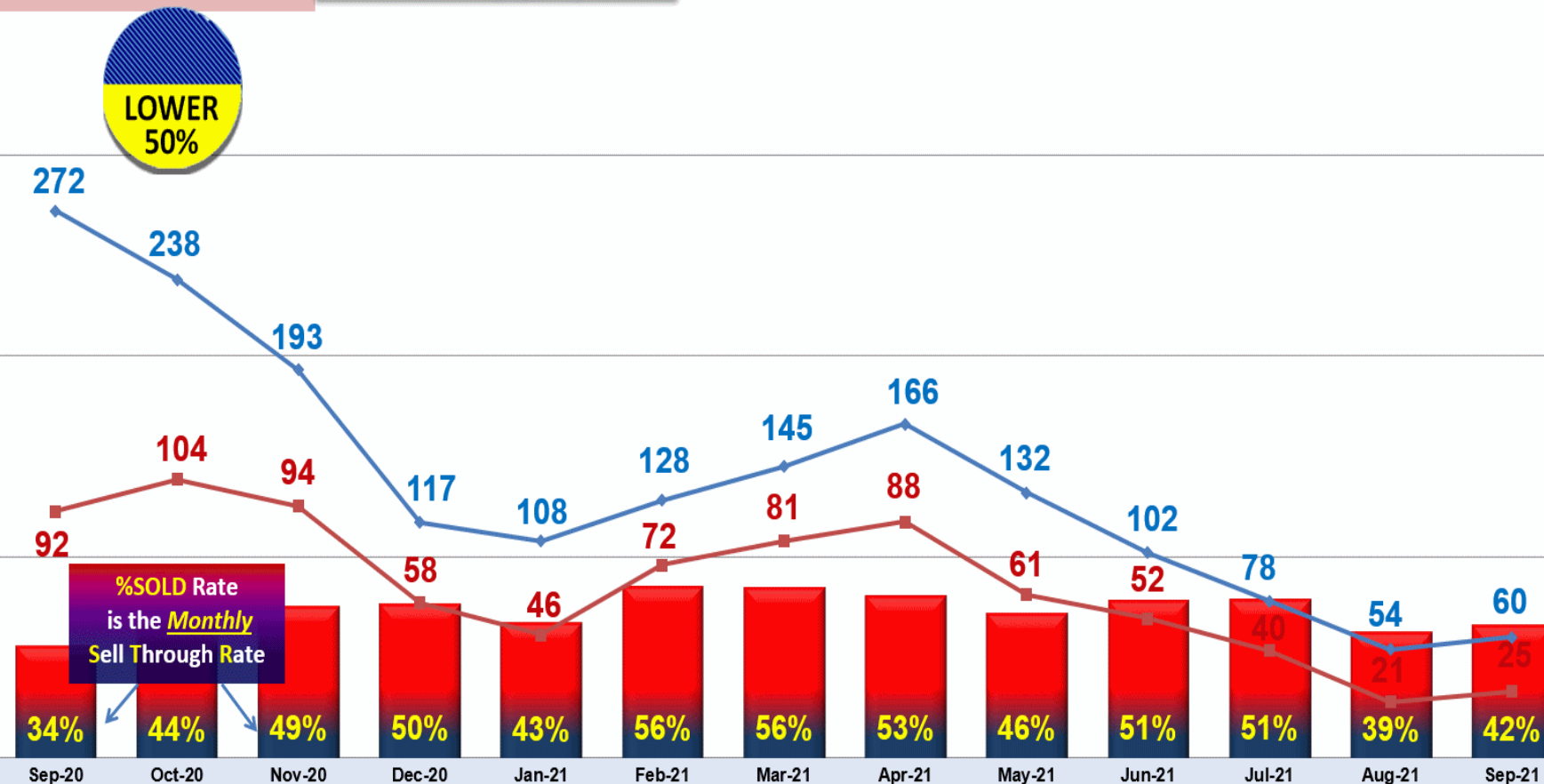
Sales / Listings Monthly Totals



Detached



%SOLD (STR) Sales/Listings (Monthly Rate)



*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

detached homes

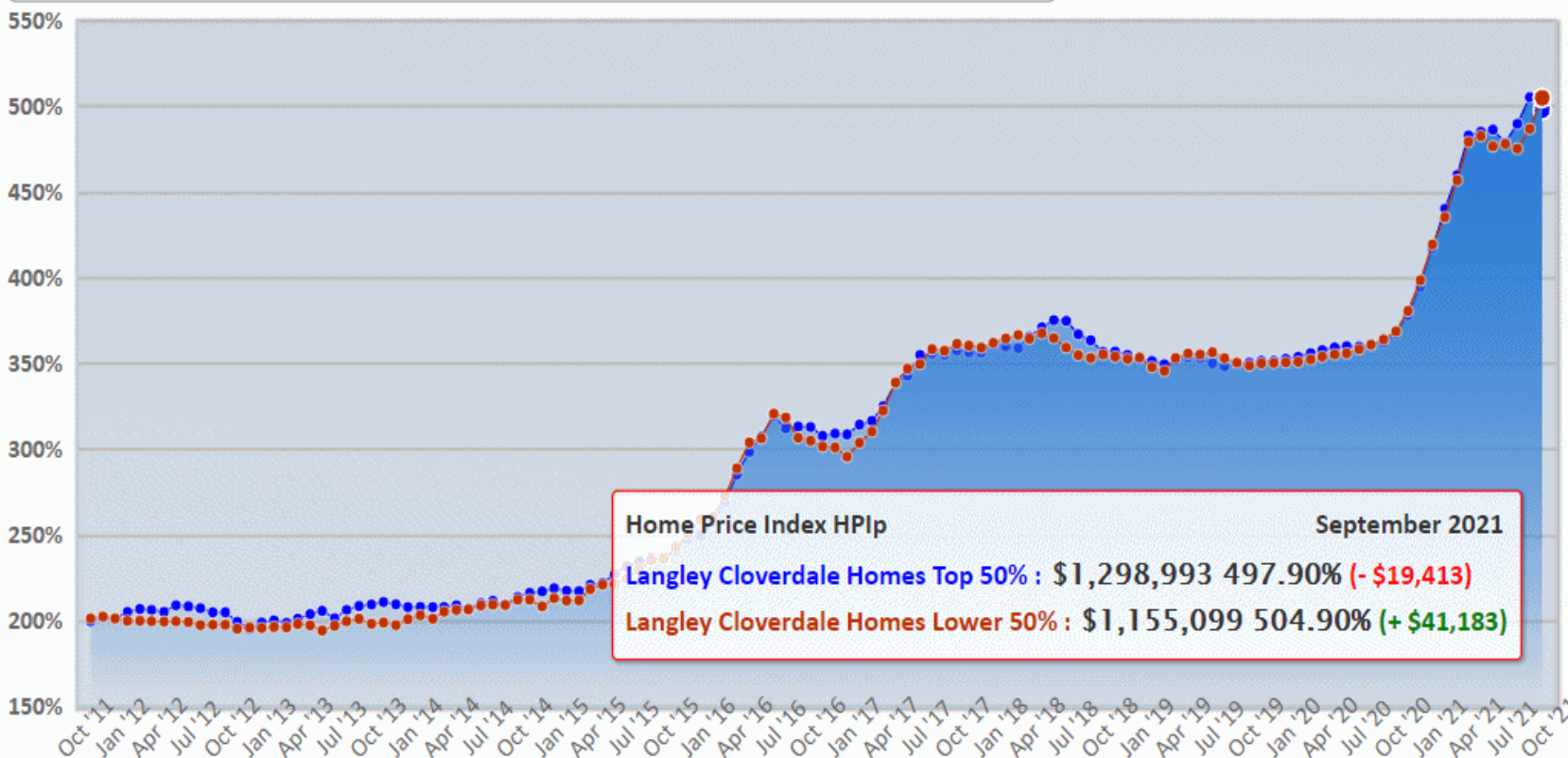


Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Powered by the Greater Vancouver Market Reports HPIp

Langley Cloverdale Homes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-

Langley Cloverdale Homes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Sep 2021	% 497.90
Aug 2021	% 505.40
Jul 2021	% 489.90
Jun 2021	% 478.90
May 2021	% 486.40
Apr 2021	% 485.20
Mar 2021	% 483.10
Feb 2021	% 460.10
Jan 2021	% 440.30
Dec 2020	% 417.40
Nov 2020	% 394.90
Oct 2020	% 378.20

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!

Market Analysis and Forecasting Oct 1/21 East Surrey



East Surrey Sub areas Statistics - Sept 2021 Attached

Neighbourhoods	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	19	4	65	98%	-\$20,000	21.1%
Guildford	110	41	9	100%	\$3,000	37.3%
Fleetwood Tynehead	97	35	8	102%	\$13,000	36.1%
Panorama Ridge	44	22	11	100%	\$50	50.0%
Sullivan Station	84	40	8	102%	\$12,568	47.6%
Total Activity	354	142	9	100%	\$3,350	40%

East Surrey List Price Ranges Statistics - Sept 2021 Attached

Home Price Range	Total Listings (month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$390,000	13	3	46	97%	-\$12,000	23.1%
\$390,001-\$450,000	26	8	9	100%	-\$500	30.8%
\$450,001-\$500,000	45	20	8	101%	\$4,100	44.4%
\$500,001-\$700,000	76	35	8	104%	\$25,000	46.1%
\$700,001-\$825,000	91	43	9	100%	\$3,000	47.3%
\$825,001 and more	103	33	10	100%	\$0	32.0%
Total Activity	354	142	9	100%	\$3,350	40%

Monthly Changes Summary	Sep-20	Aug-21	Sep-21	10/1/2021	Change
Total Listings** (A,S,T,C,X)	619	378	354		-24
Active Listings (1st of the month)	388	235	201	181	-20
Solds	151	149	142		-7
Days on Market (DOM)	15	9	9		-1
%SOLD (Sales/ Listings /mthly rate)	24%	39%	40%		0.7%
Condos (Top 50%) Home Price Index HPIp	\$428,965	\$497,848	\$501,932		\$4,084
Condos (Lower 50%) Home Price Index HPIp	\$305,305	\$345,750	\$341,874		-\$3,876
Twnhs (Top 50%) Home Price Index HPIp	\$629,664	\$790,837	\$821,100		\$30,263
Twnhs (Lower 50%) Home Price Index HPIp	\$460,920	\$564,706	\$594,100		\$29,394

Analytical Methods: The East Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the Condos and Townhouse markets into two parts with the **East Surrey HPIp Top 50%** representing the higher end sales and the **East Surrey HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards & they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.

Oct 1 2021 East Surrey Market Update Attached Townhomes/ Condos

Current: East Surrey is a Seller Market with average listing inventory, a **40% SOLD** rate and a 100% Sell/List Ratio.
(This means the discount on a sale from the original list price is averaging -\$7,001)

Most Active Price Range: Homes between \$700,000 - \$825,000 have **47.3% SOLD** rate
Least Active Price Range: Homes below \$390,000 have **23.1% SOLD** rate.

History: The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices are increased \$72,967.
 The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$36,569.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$191,436.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$133,180.
*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The listing inventory is 43% less than the same month last year.

Very Low Listing Inventories has caused the Fraser Valley Home Market Monthly Average Prices to increase **\$37,325 on average**. This is the largest September price increase we've seen in 11years. Why such a strong Sellers Market? We have one of the lowest listing inventories since 2011. This is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$8,355 on average**. On the other hand, 89% Townhouse Markets (19 out of 28) prices increased **\$10,653 on average**. We analyze and provide 97 individual City's Home Price Indexes to supply you with 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.

*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.

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21

East Surrey

Attached Townhomes/ Condos

East Surrey

Total Listings*, Sales, and %SOLD rates

Sales / Listings

Monthly Totals

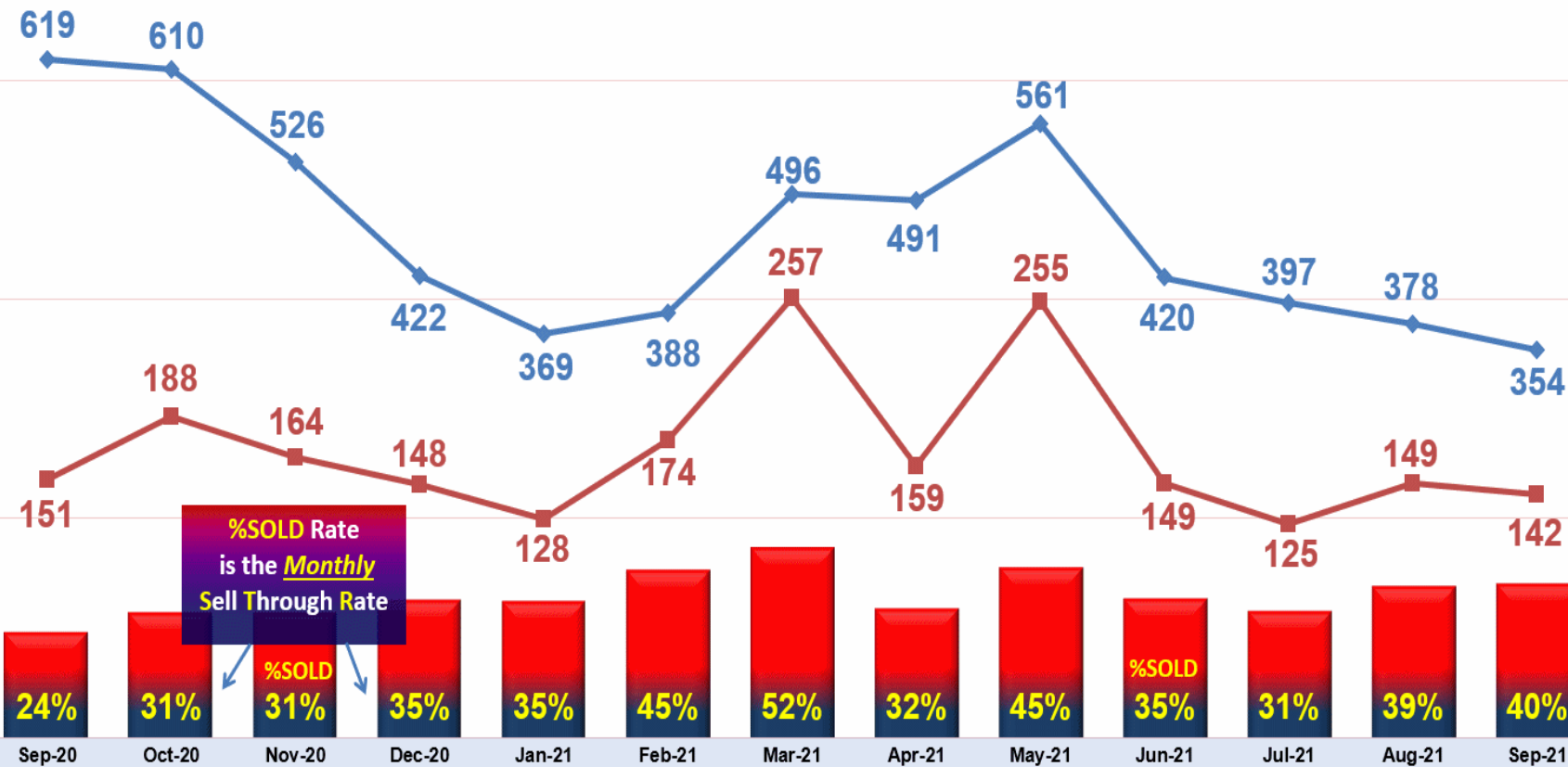


Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)

Total Listings Sales



%SOLD Rate is the Monthly Sell Through Rate

%SOLD

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

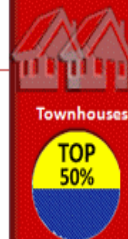
Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 East Surrey

Attached East Surrey Townhouse Home Price Index HPIp (Top 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)

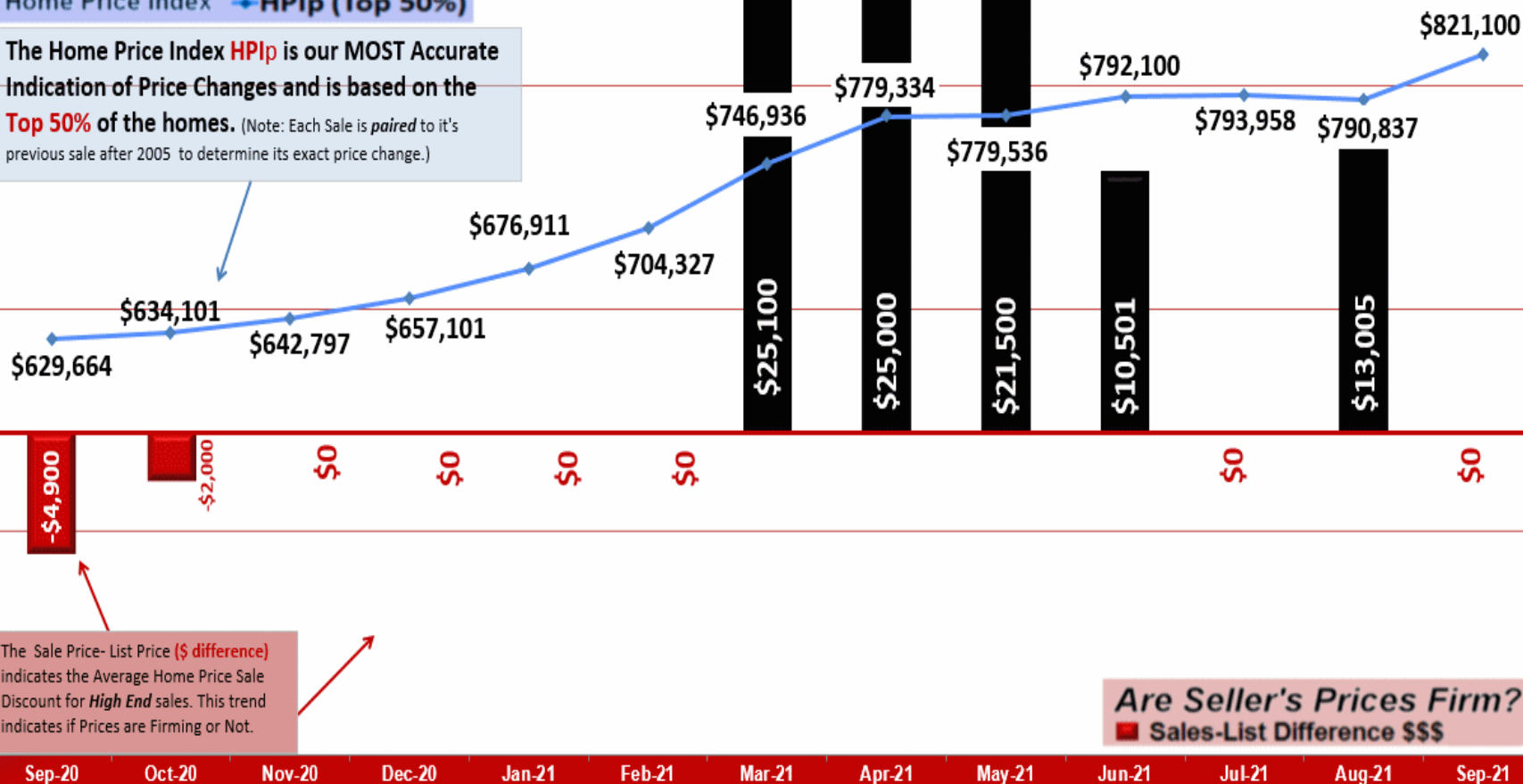


Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes. (Note: Each Sale is paired to its previous sale after 2005 to determine its exact price change.)



The Sale Price- 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 \$\$\$

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 East Surrey

Attached East Surrey Townhouse Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)



Townhouses

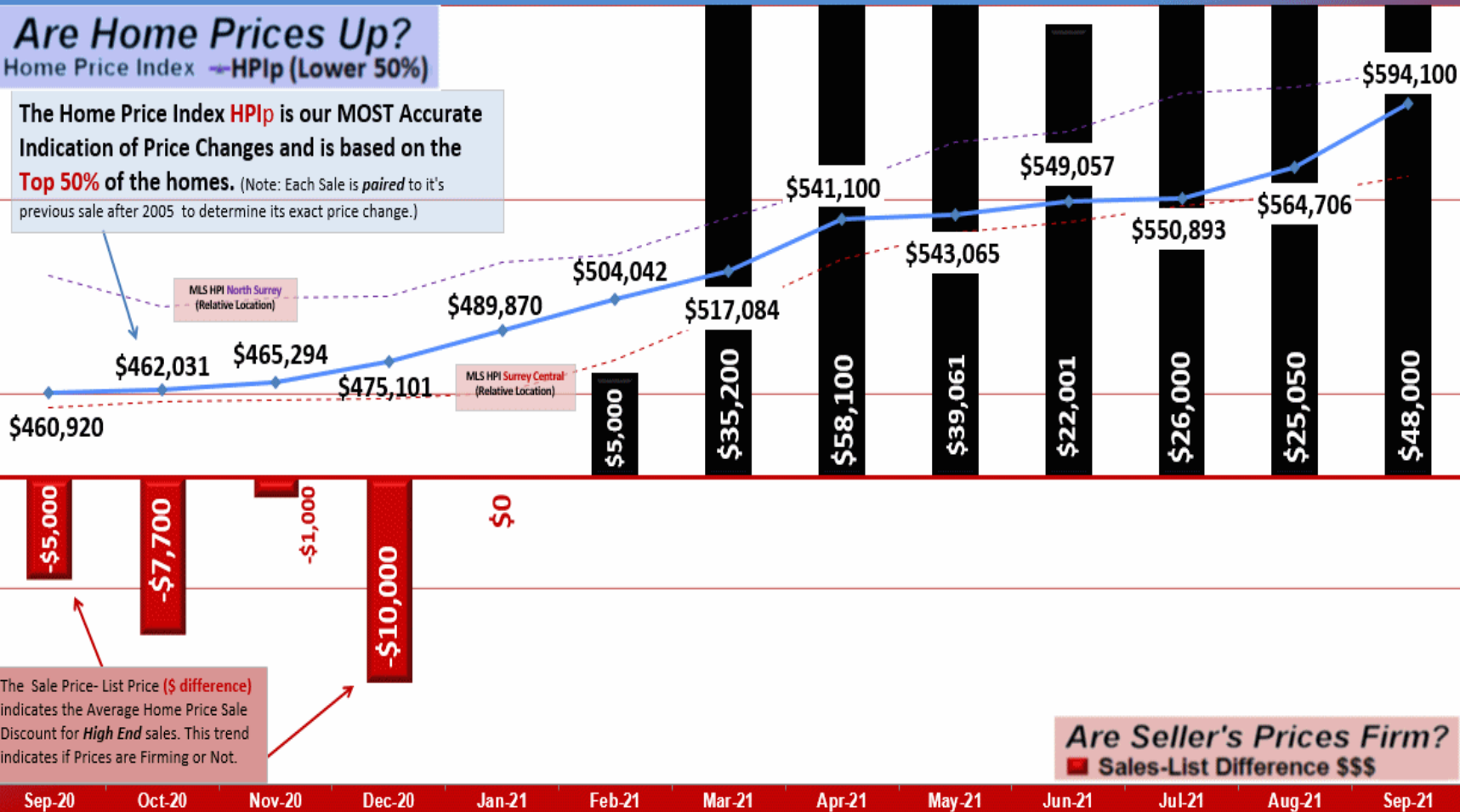
LOWER 50%

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes. (Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- 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 \$\$\$

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!

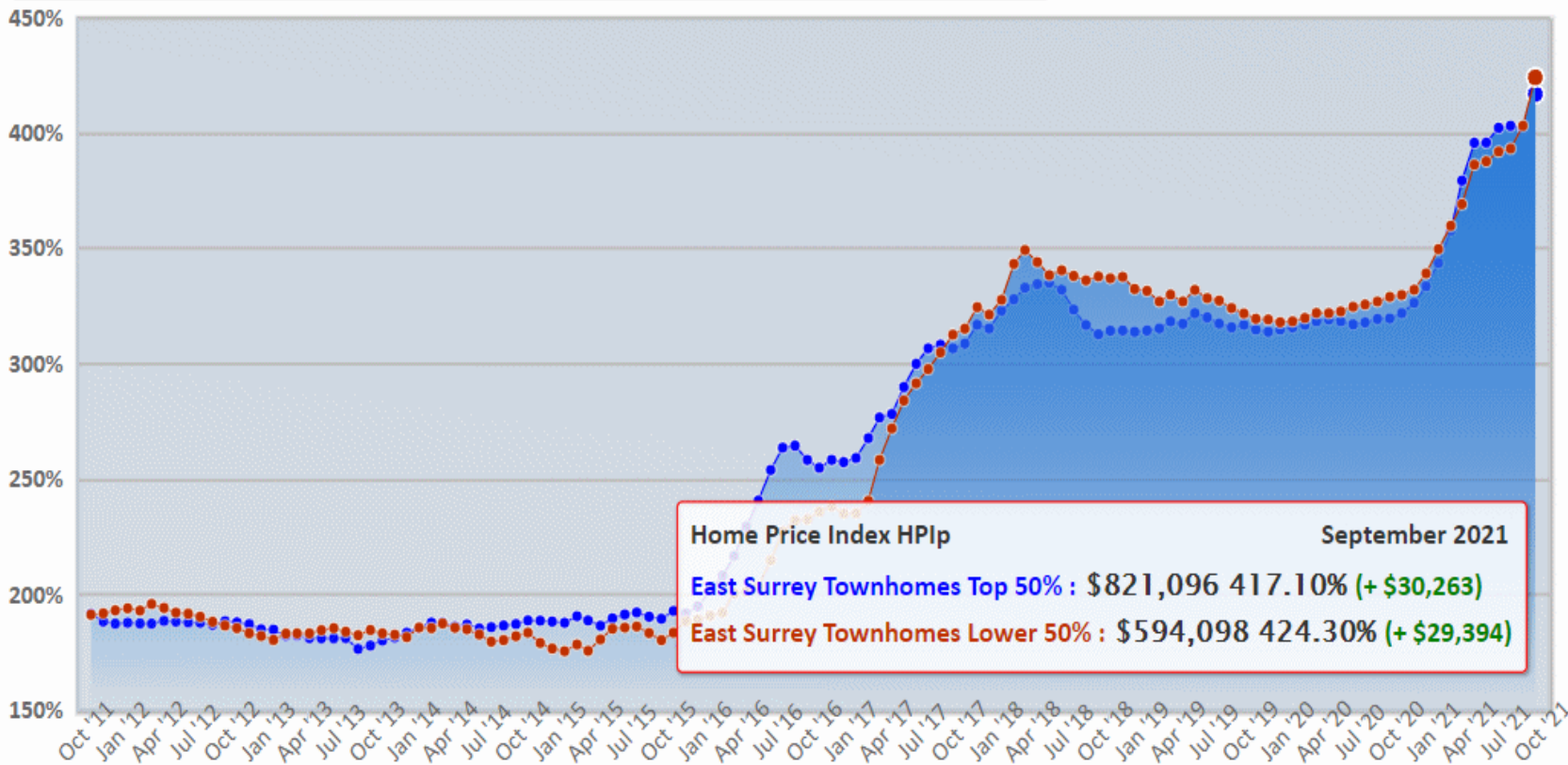


Market Analysis and Forecasting Oct 1/21 East Surrey

Powered by the Greater Vancouver Market Reports HPIp

East Surrey Townhomes Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-

East Surrey Townhomes Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Sep 2021	% 417.10
Aug 2021	% 401.80
Jul 2021	% 403.30
Jun 2021	% 402.40
May 2021	% 396.00
Apr 2021	% 395.90
Mar 2021	% 379.50
Feb 2021	% 357.80
Jan 2021	% 343.90
Dec 2020	% 333.80
Nov 2020	% 326.60
Oct 2020	% 322.10

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



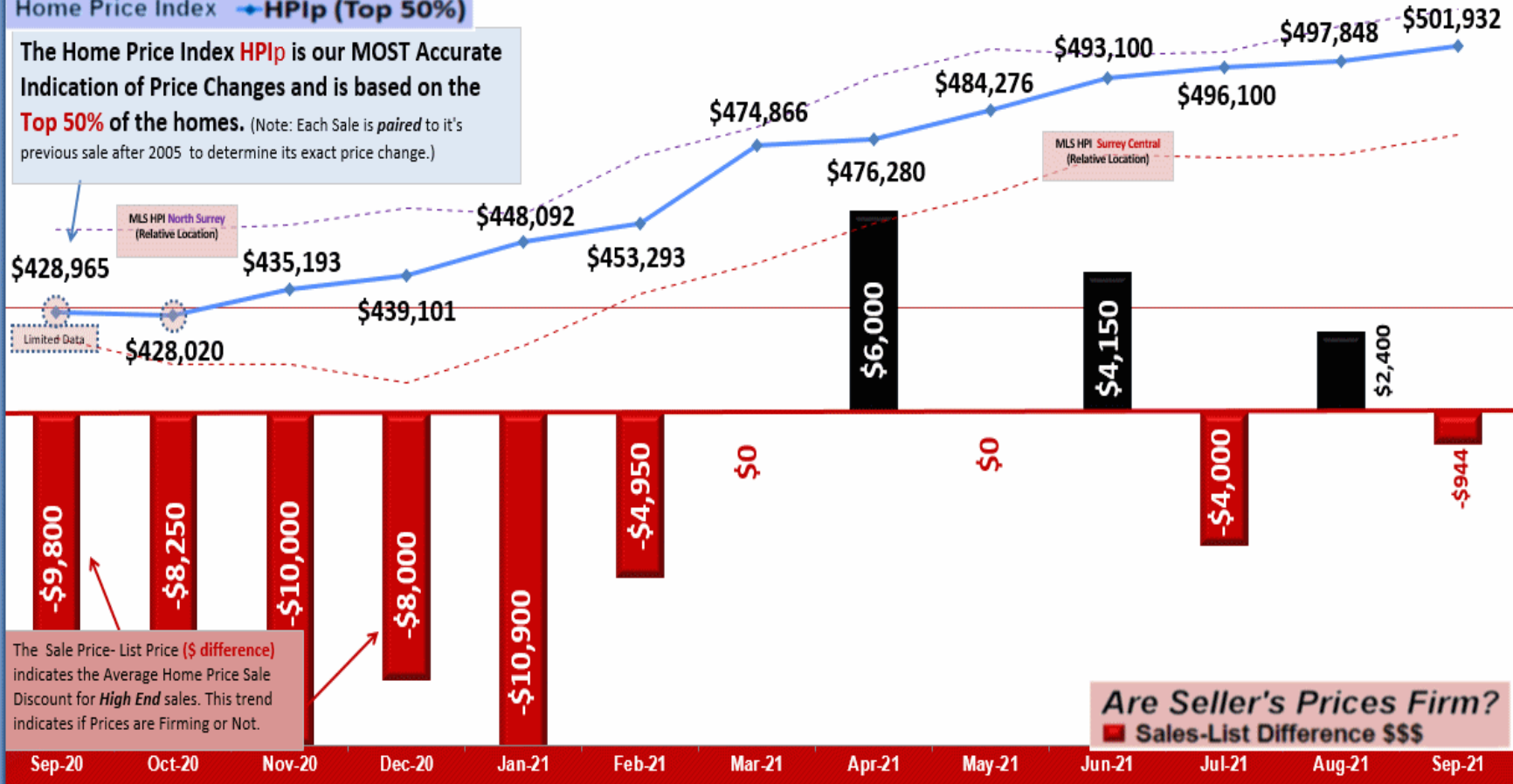
Market Analysis and Forecasting Oct 1/21 East Surrey

Attached East Surrey Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)

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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the **Top 50% of the homes.** (Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- 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 \$\$\$



Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 East Surrey

Attached East Surrey Condos Home Price Index HPIp (Lower 50%). Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

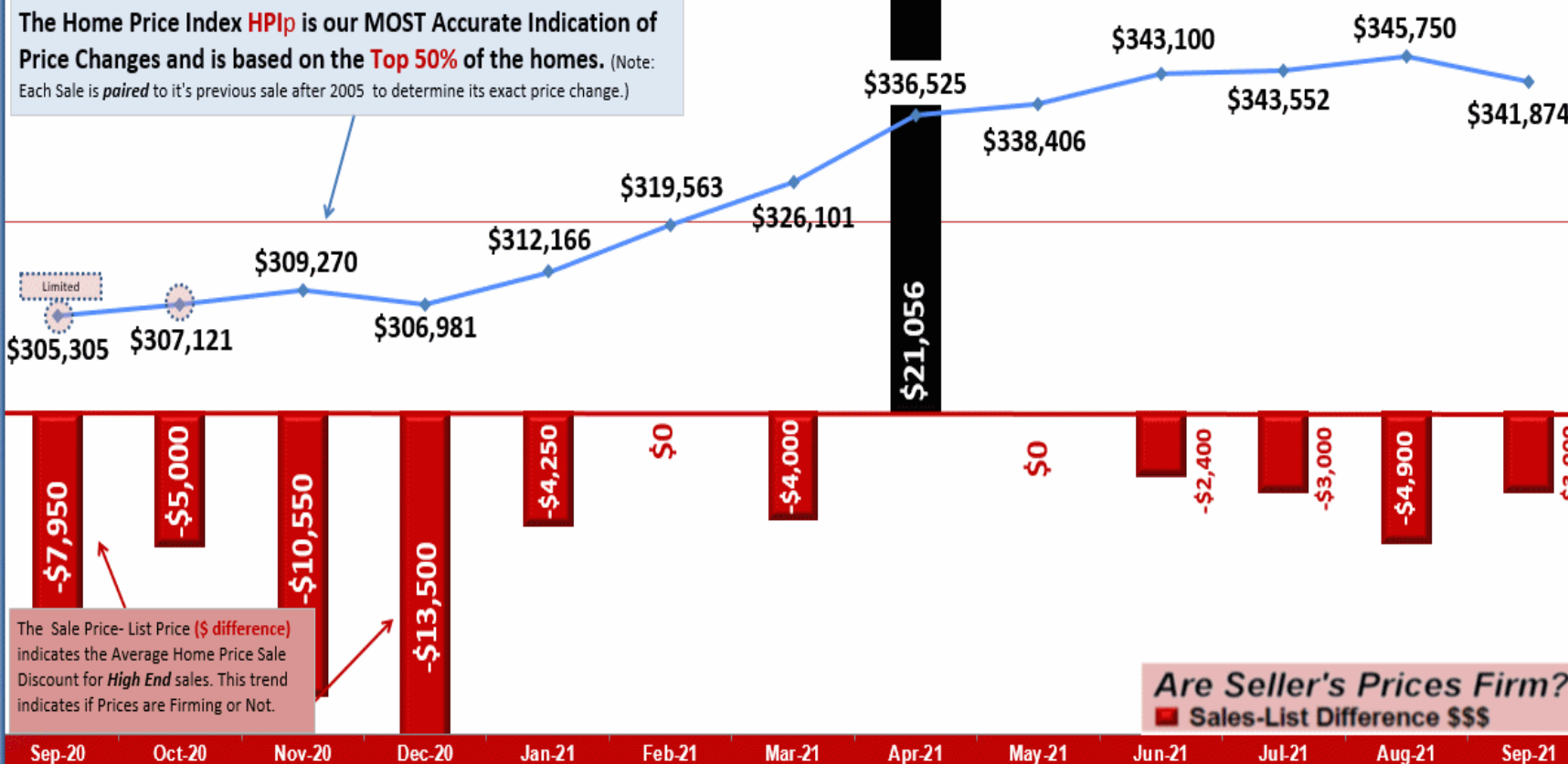
Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes. (Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

The Sale Price- 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 \$\$\$

*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.

Graham Higgins

Vancouver Market Reports



Statistics, on the Web!

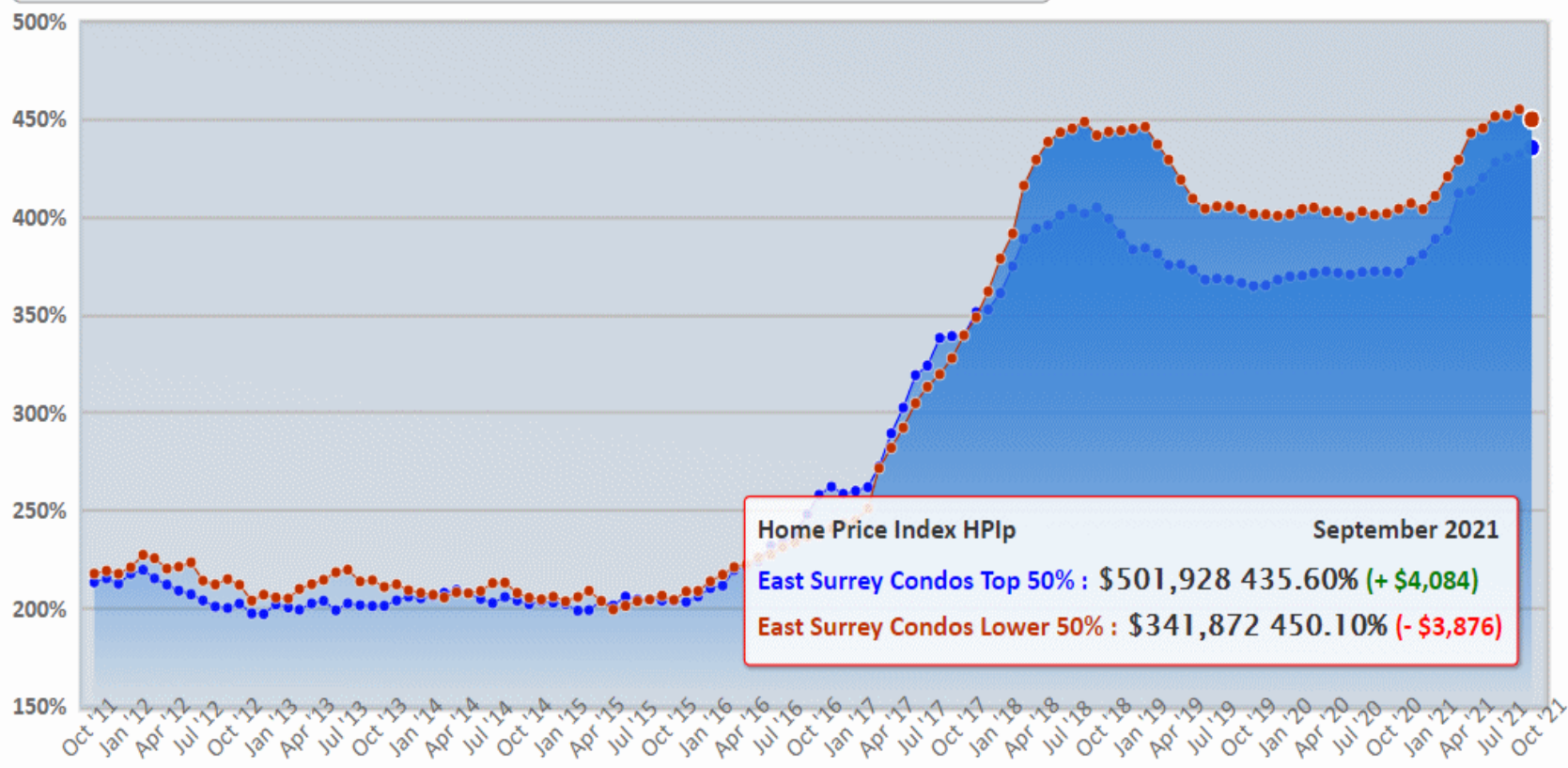


Market Analysis and Forecasting Oct 1/21 East Surrey

Powered by the Greater Vancouver Market Reports HPI

East Surrey Condos Top 50% : ■ HPI ■ Forecast+ ■ Forecast-

East Surrey Condos Lower 50% : ■ HPI ■ Forecast+ ■ Forecast-



Date	Value
Sep 2021	% 435.60
Aug 2021	% 432.10
Jul 2021	% 430.60
Jun 2021	% 428.00
May 2021	% 420.30
Apr 2021	% 413.40
Mar 2021	% 412.20
Feb 2021	% 393.40
Jan 2021	% 388.90
Dec 2020	% 381.10
Nov 2020	% 377.70
Oct 2020	% 371.50

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!

Market Analysis and Forecasting Oct 1/21 West Surrey



West Surrey Sub areas Statistics - Sept 2021

Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Bridgeview	1	0				0.0%
Bolivar Heights	20	3	10	101%	\$5,000	15.0%
Royal Heights	2	1	15	100%	\$200	50.0%
Cedar Hills	3	2	38	101%	\$11,000	66.7%
Whalley	479	149	12	99%	-\$4,000	31.1%
Queen Mary Park Sur	57	15	25	100%	\$0	26.3%
Bear Creek Green Tii	26	8	8	101%	\$8,556	30.8%
West Newton	102	44	18	101%	\$6,000	43.1%
East Newton	87	31	7	104%	\$25,100	35.6%
Total Activity	777	253	12	100%	-\$900	33%

Attached

West Surrey List Price Ranges Statistics - Sept 2021

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$325,000	22	4	11	104%	\$10,000	18.2%
\$325,001-\$370,000	63	29	10	100%	\$0	46.0%
\$370,001-\$415,000	84	35	14	99%	-\$2,900	41.7%
\$415,001-\$465,000	93	39	11	99%	-\$3,000	41.9%
\$465,001-\$530,000	161	55	12	99%	-\$4,800	34.2%
\$530,001-\$620,000	134	32	15	99%	-\$6,450	23.9%
\$620,001 and more	220	59	11	103%	\$21,000	26.8%
Total Activity	777	253	12	100%	-\$900	33%

Attached

Monthly Changes Summary	Sep-20	Aug-21	Sep-21	10/01/2021	Change
Total Listings** (A,S,T,C,X)	1049	771	777		6 ↑
Active Listings (1st of the month)	723	533	432	438	6 ↑
Solds	200	231	253		22 ↑
Days on Market (DOM)	20	13	12		-1 ↓
%SOLD (Sales/ Listings /mnlthly rate)	19%	30%	33%		2.6% ↑
Condos (Top 50%) Home Price Index HPIp	\$423,243	\$490,729	\$499,888		\$9,159 ↑
Condos (Lower 50%) Home Price Index HPIp	\$305,100	\$344,100	\$344,249		\$149 ↑
Twnhs (Top 50%) Home Price Index HPIp	\$592,176	\$748,793	\$756,468		\$7,675 ↑
Twnhs (Lower 50%) Home Price Index HPIp	\$450,882	\$549,006	\$556,022		\$7,017 ↑

Oct 1 2021 West Surrey Market Update Attached Townhomes/ Condos

Current: West Surrey is a Seller Market with average listing inventory, a **33% SOLD** rate and a 100% Sell/List Ratio. (This means the discount on a sale from the original list price is averaging \$900).

Most Active Price Range: Homes between \$325,000 - \$370,000 have **46.0% SOLD** rate.
Least Active Price Range: Homes between \$530,000 - \$620,000 have **23.9% SOLD** rate.

History: The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$76,645. The West Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$39,149. The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$164,292. The West Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$105,141.

*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: Current month's listing inventory is 26% less than same month last yr

Very Low Listing Inventories has caused the Fraser Valley Home Market Monthly Average Prices to increase **\$37,325 on average**. This is the largest September price increase we've seen in 11 years. Why such a strong Sellers Market? We have one of the lowest listing inventories since 2011. This is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$8,355 on average**. On the other hand, 89% Townhouse Markets (19 out of 28) prices increased **\$10,653 on average**. We analyze and provide 97 individual City's Home Price Indexes to supply you with 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.

Analytical Methods: West Surrey represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the **Condos and Townhouse** markets into two parts with the **West Surrey HPIp Top 50%** representing the higher end sales and the **West Surrey HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: vancouvermarketreports.com

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21

West Surrey

Attached Townhomes/ Condos

West Surrey

Total Listings*, Sales, and %SOLD rates

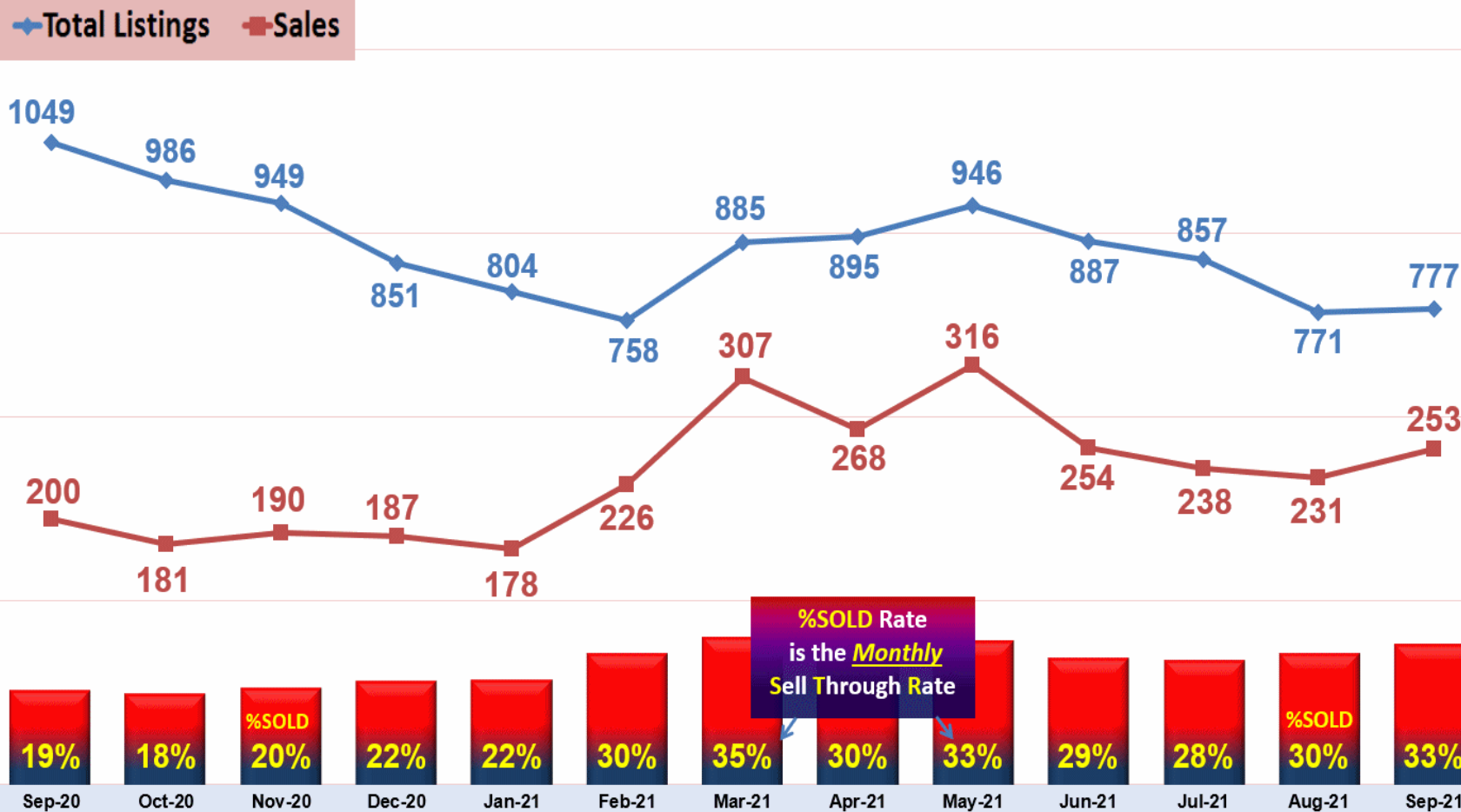
Sales / Listings
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 West Surrey

Attached West Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)



Townhouses

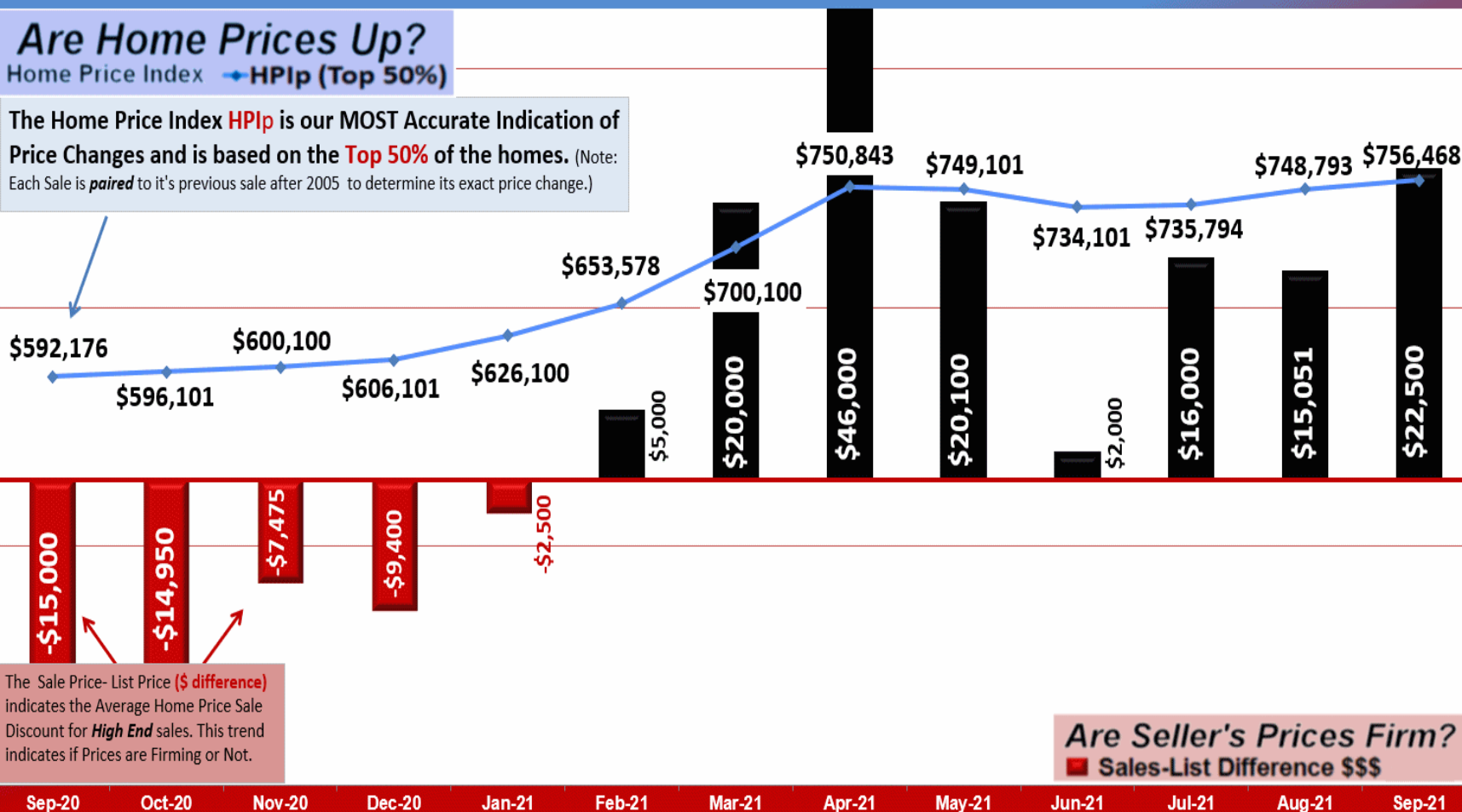


Sales Discount \$\$\$
Sale Price - Original List Price (\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Top 50%)

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes. (Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- 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 \$\$\$

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



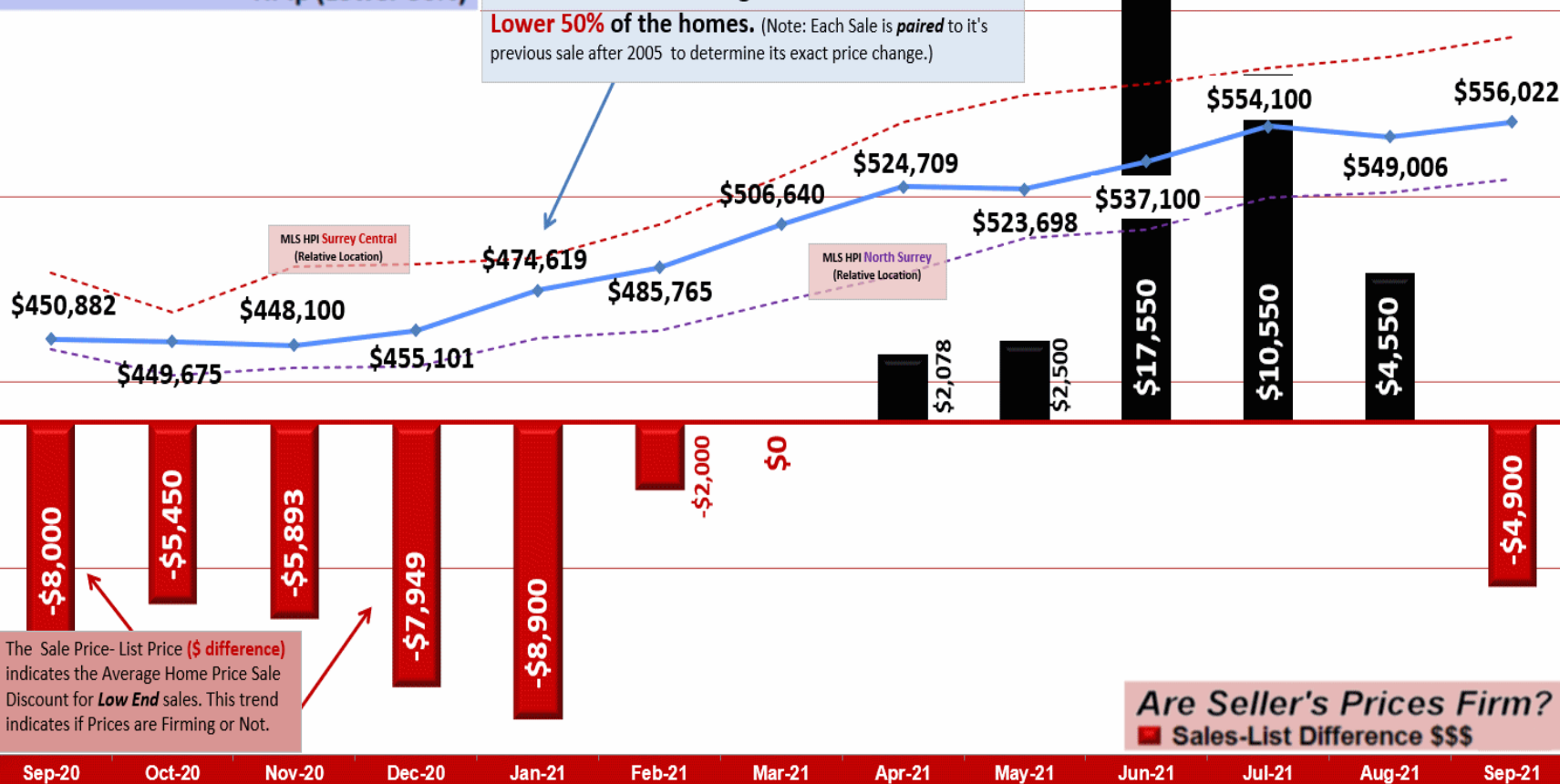
Market Analysis and Forecasting Oct 1/21 West Surrey

Attached West Surrey Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)

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

The Home Price Index HPIp is our 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.)



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.

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



LOWER 50%

Sales Discount \$\$\$
Sale Price - Original List Price (\$ difference)

*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.

Graham Higgins

Vancouver Market Reports

Statistics, on the Web!

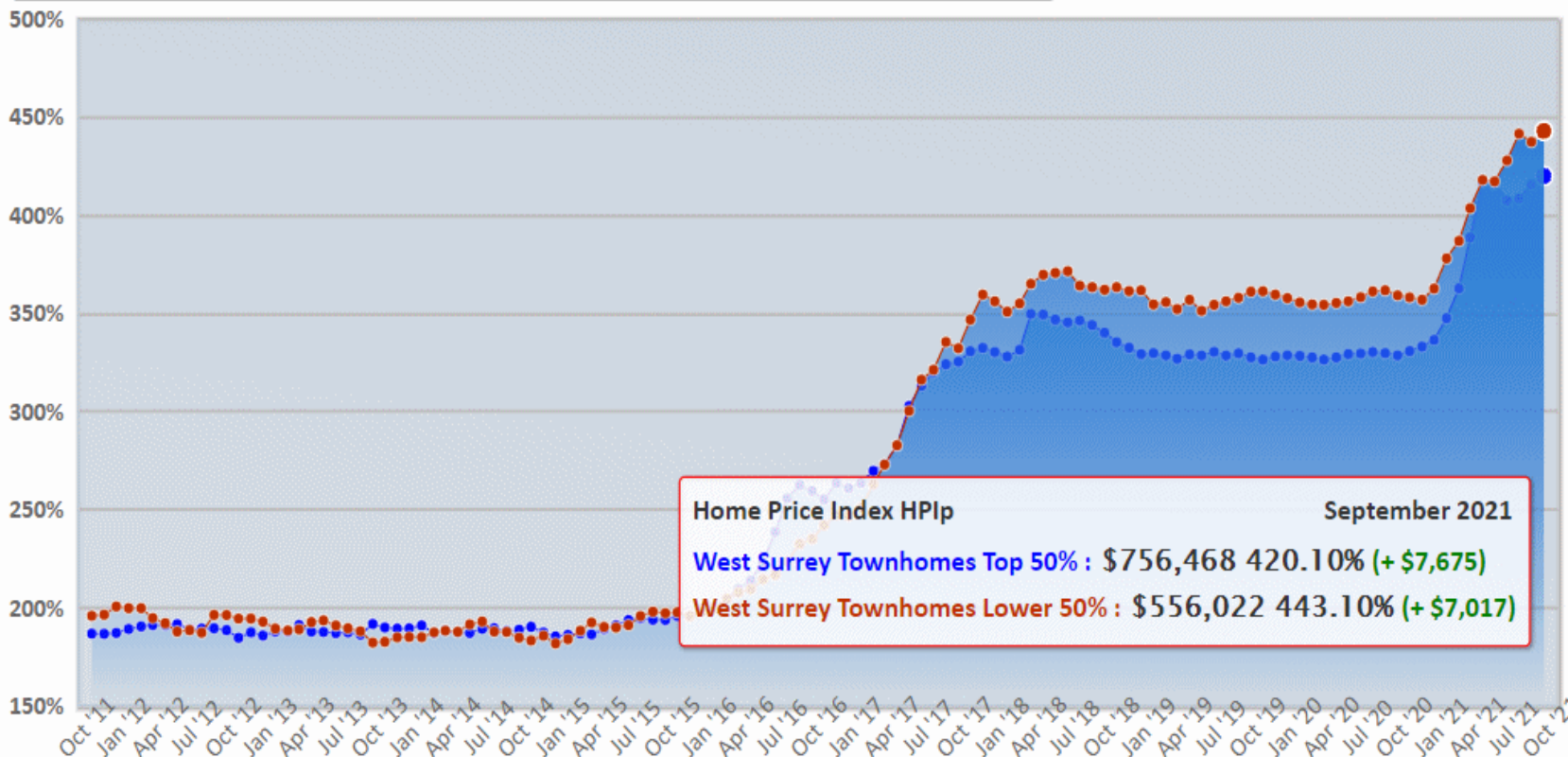
attached homes



Market Analysis and Forecasting Oct 1/21 West Surrey

Powered by the Greater Vancouver Market Reports HPIp

West Surrey Townhomes Top 50% : **HPIp** Forecast+ Forecast-
 West Surrey Townhomes Lower 50% : **HPIp** Forecast+ Forecast-



Date	Value
Sep 2021	% 420.10
Aug 2021	% 415.80
Jul 2021	% 408.60
Jun 2021	% 407.70
May 2021	% 416.00
Apr 2021	% 417.00
Mar 2021	% 388.80
Feb 2021	% 362.90
Jan 2021	% 347.70
Dec 2020	% 336.60
Nov 2020	% 333.20
Oct 2020	% 331.00

*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.

Vancouver Market Reports

attached homes

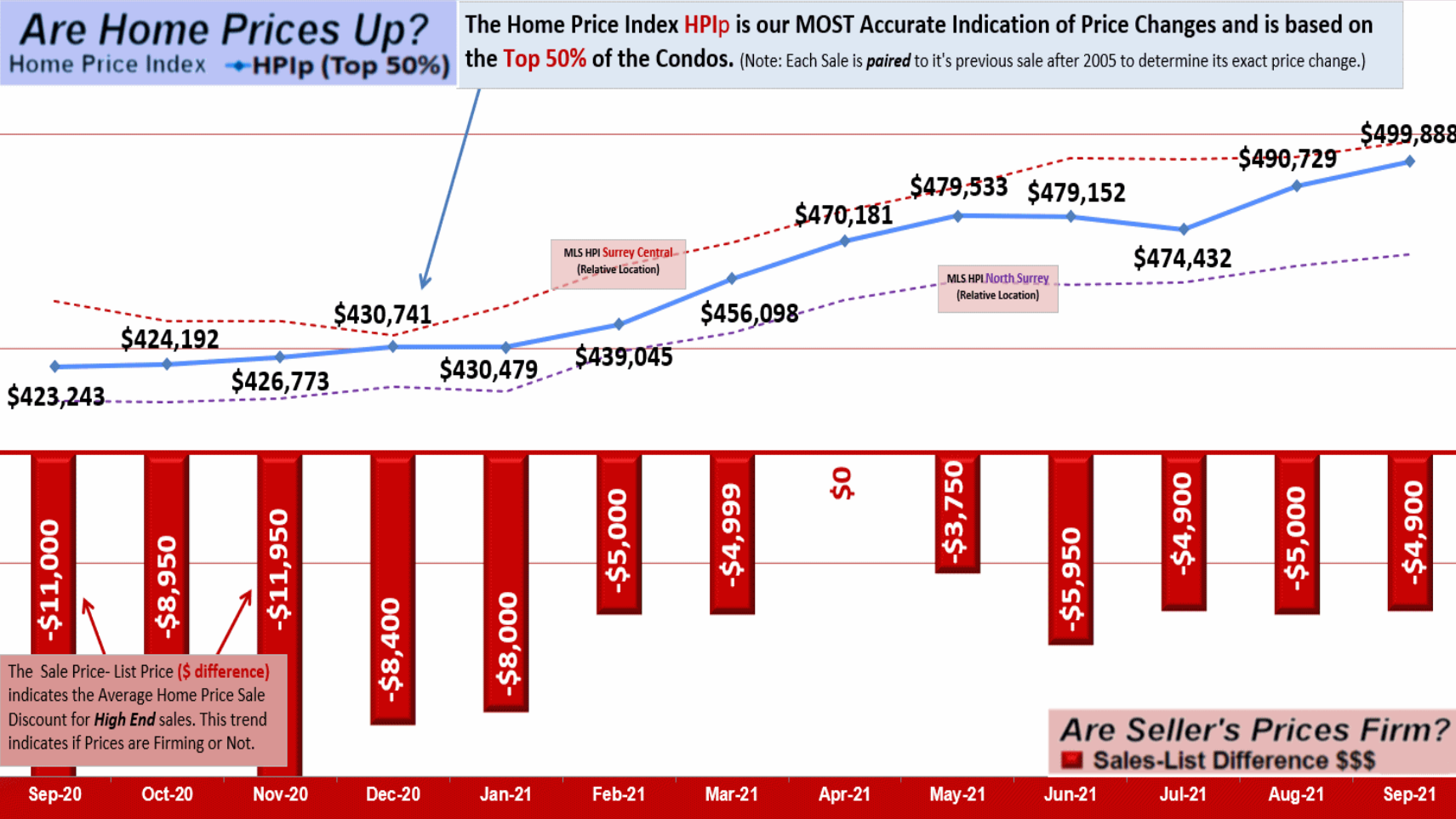
Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 West Surrey

Attached West Surrey Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)



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



Condominiums



Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

Graham Higgins

Vancouver Market Reports

attached homes

Statistics, on the Web!



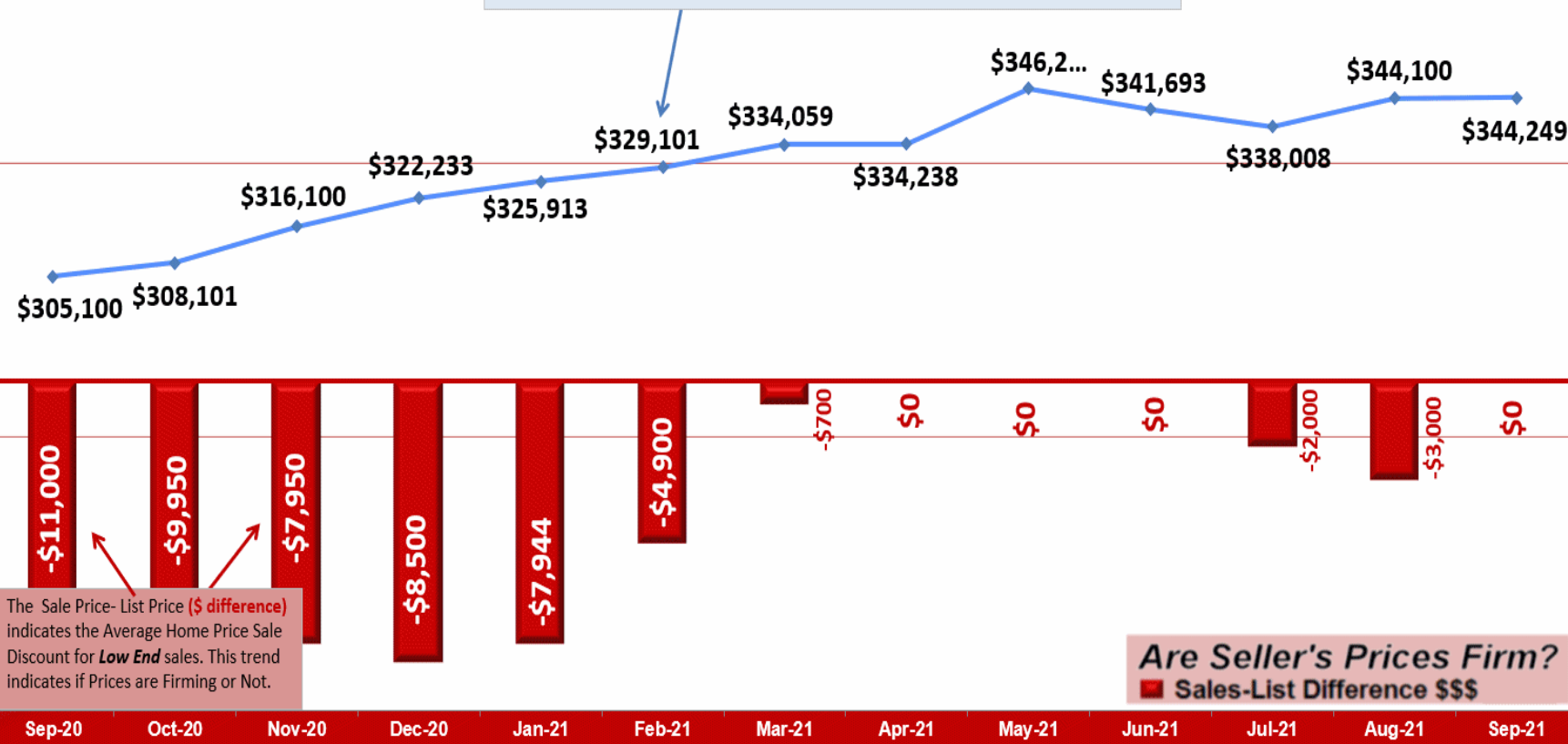
Market Analysis and Forecasting Oct 1/21 West Surrey

Attached West Surrey Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)

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

The Home Price Index HPIp is our 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.)



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.

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



Sales Discount \$\$
Sale Price - Original List Price (\$ \$ difference)

*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.

Graham Higgins

Vancouver Market Reports

Statistics, on the Web!

attached homes

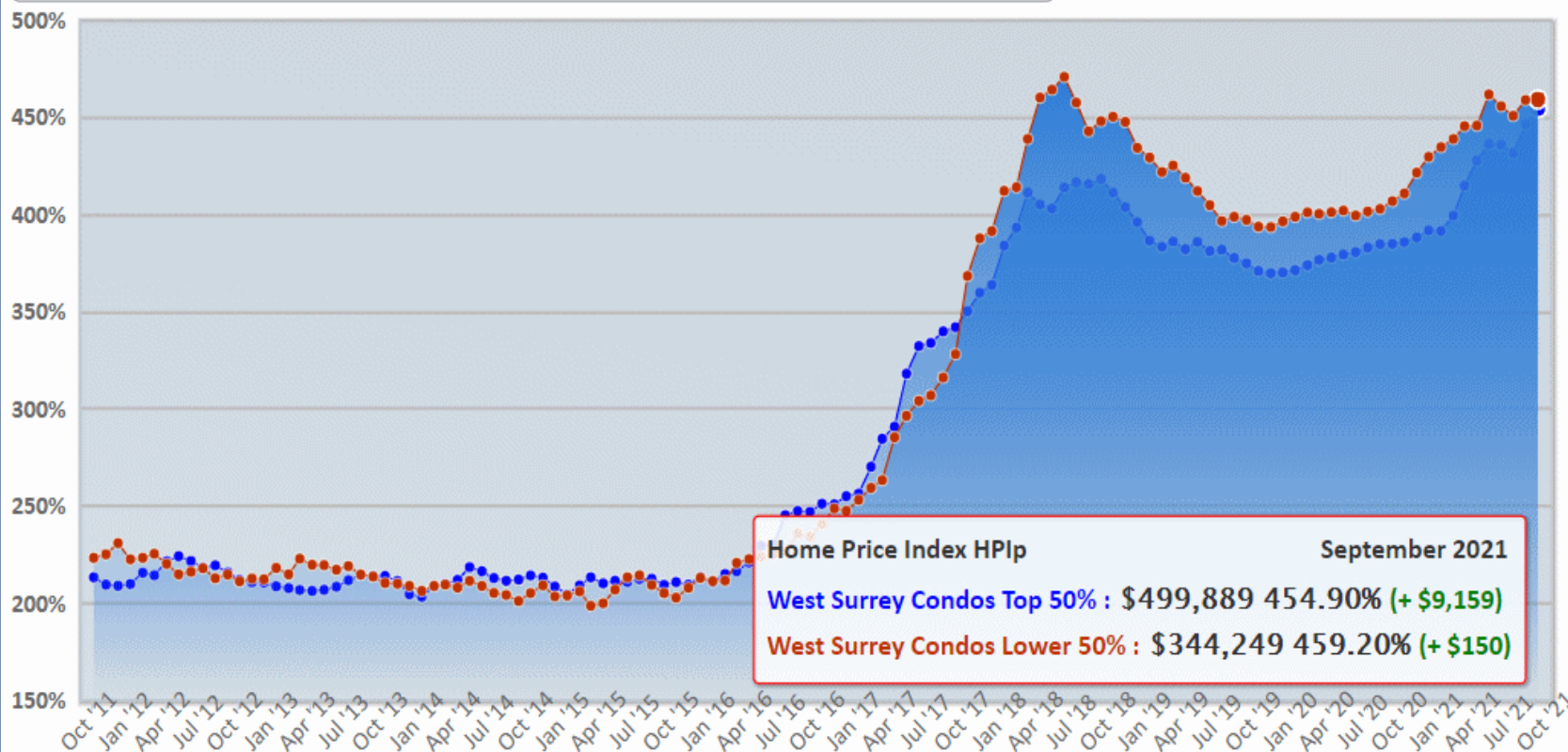


Market Analysis and Forecasting Oct 1/21 West Surrey

Powered by the Greater Vancouver Market Reports HPIp



West Surrey Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 West Surrey Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Date	Value
Sep 2021	% 454.90
Aug 2021	% 446.60
Jul 2021	% 431.70
Jun 2021	% 436.00
May 2021	% 436.40
Apr 2021	% 427.90
Mar 2021	% 415.00
Feb 2021	% 399.50
Jan 2021	% 391.70
Dec 2020	% 392.00
Nov 2020	% 388.40
Oct 2020	% 386.00

*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.

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Langley, Cloverdale Sub areas Statistics - Sept 2021 Attached						
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	70	32	8	103%	\$20,750	45.7%
Clayton	59	41	7	102%	\$10,000	69.5%
Murrayville	21	11	7	100%	\$1,500	52.4%
Salmon River	3	2	37	96%	-\$16,450	66.7%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	25	11	17	100%	\$0	44.0%
Langley City	192	79	10	100%	\$0	41.1%
Total Activity	370	176	8	100%	\$50	48%

Langley, Cloverdale List Price Ranges Statistics - Sept 2021 Attached						
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
0-\$350,000	15	6	8	100%	\$1,851	40.0%
\$350,001-\$405,000	33	12	8	104%	\$16,001	36.4%
\$405,001-\$465,000	48	30	7	100%	\$0	62.5%
\$465,001-\$525,000	65	35	7	100%	\$999	53.8%
\$525,001-\$675,000	74	35	8	102%	\$15,000	47.3%
\$675,001 and more	135	58	12	100%	\$0	43.0%
Total Activity	370	176	8	100%	\$50	48%

Oct 1 2021 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **48% SOLD** rate and a 100% Sell/List Ratio.

(This means that there is an average of a \$0 discount on a sale from the original list price)

Most Active Price Range: Attached homes between \$405,000 - \$465,000 have **62.5% SOLD** rate and is in a Sellers Market.

Least Active Price Range: Attached homes between \$350,00 - \$405,000 have **36.4% SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$107,924.

The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$75,769.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$187,399.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$148,393.

*The HPIp (Home Price Index) is an approximate reflection of the Average Home Price

Analytical Methods: The Langley, Cloverdale represents many diverse markets that makes the average or median monthly homes sales statistics have very little value towards understanding the market changes. Currently we have split the **Condos and Townhouse** markets into two parts with the **Langley, Cloverdale HPIp Top 50%** representing the higher end sales and the **Langley, Cloverdale HPIp Lower 50%** representing the lower priced homes sales. Each HPI is determined by adjusting all of the paired monthly sales to produce one the most accurate HPI indexes at this time. Note: For a more accurate price change for your home request a Comparative Market Analysis. Data is from: FVREB, REBGV, CADREB Real Estate Boards and they assume no responsibility for its accuracy. Copyright: vancouvermarketreports.com

Monthly Changes Summary	Sep-20	Aug-21	Sep-21	10/01/2021	Change
Total Listings** (A,S,T,C,X)	718	403	370		-33 ↓
Active Listings	451	258	188	170	-18 ↓
Solds	166	176	176		0
Days on Market (DOM)	12	8	0		-8 ↓
%SOLD (Sales/ Listings /mthly rate)	23%	44%	48%		4% ↑
Condos (Top 50%) Home Price Index HPIp	\$430,882	\$533,186	\$538,806		\$5,621 ↑
Condos (Lower 50%) Home Price Index HPIp	\$322,199	\$392,324	\$397,969		\$5,645 ↑
Twnhs (Top 50%) Home Price Index HPIp	\$671,042	\$854,811	\$858,441		\$3,630 ↑
Twnhs (Lower 50%) Home Price Index HPIp	\$496,706	\$626,100	\$645,099		\$18,999 ↑

Forecast: The Listing Inventories have increased by 43% less listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued Seller market.

Very Low Listing Inventories has caused the Fraser Valley Home Market Monthly Average Prices to increase **\$37,325 on average**. This is the largest September price increase we've seen in 11 years. Why such a strong Sellers Market? We have one of the lowest listing inventories since 2011. This is partially due to the covid infections/lockdowns resulting in many sellers putting plans on hold.

Currently, Condos are now in a Seller's Market with 83% of the Greater Vancouver (Lower Mainland) Condo Prices increasing **\$8,355 on average**. On the other hand, 89% Townhouse Markets (19 out of 28) prices increased **\$10,653 on average**. We analyze and provide 97 individual City's Home Price Indexes to supply you with 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.

*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.

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting

Oct 1/21 Langley, Cloverdale

Attached Langley, Cloverdale

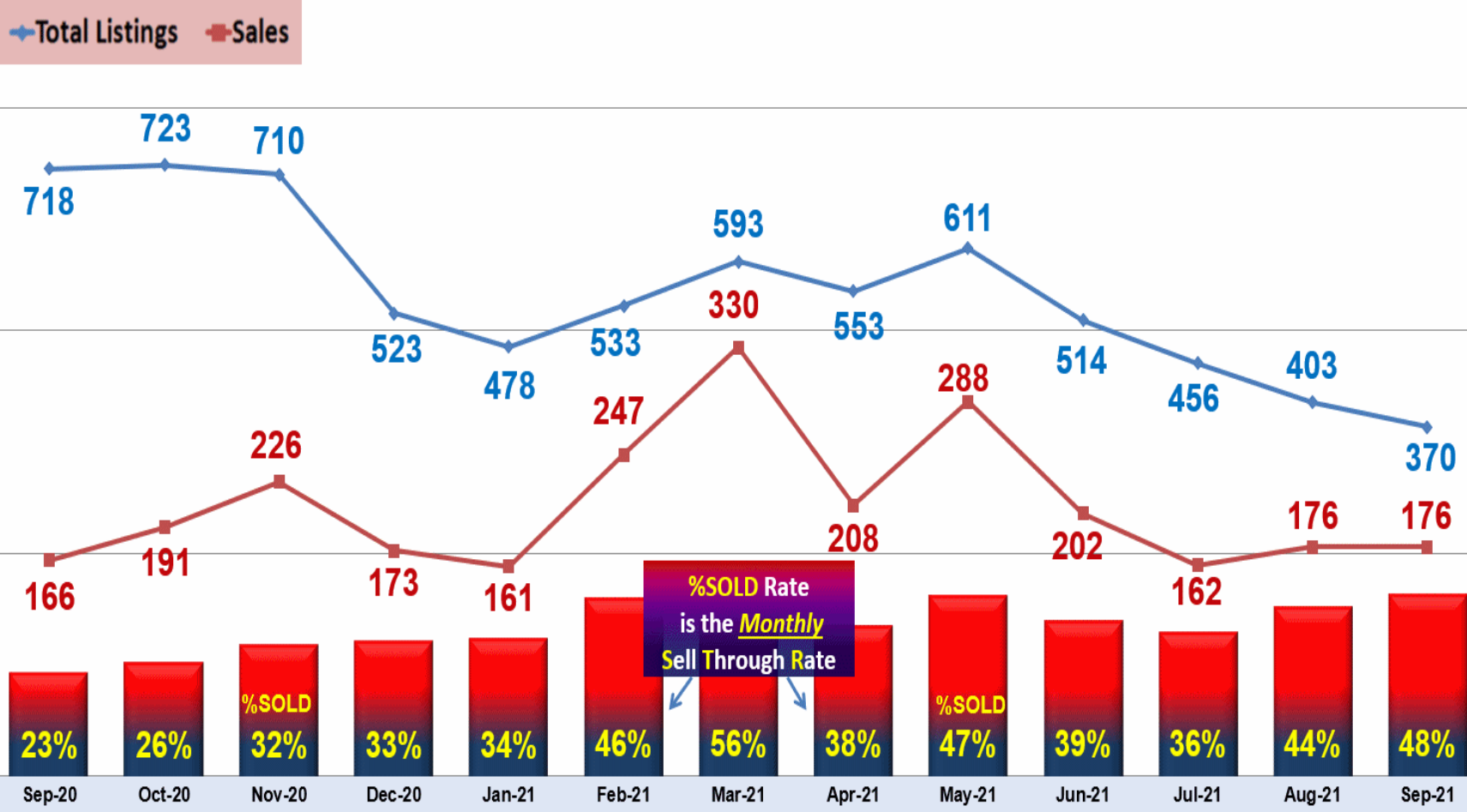
Total Listings **, Sales, and %SOLD Rates

Sales / Listings
Monthly Totals



Attached

%SOLD (STR)
Sales/Listings (Monthly Rate)



%SOLD Rate is the Monthly Sell Through Rate

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

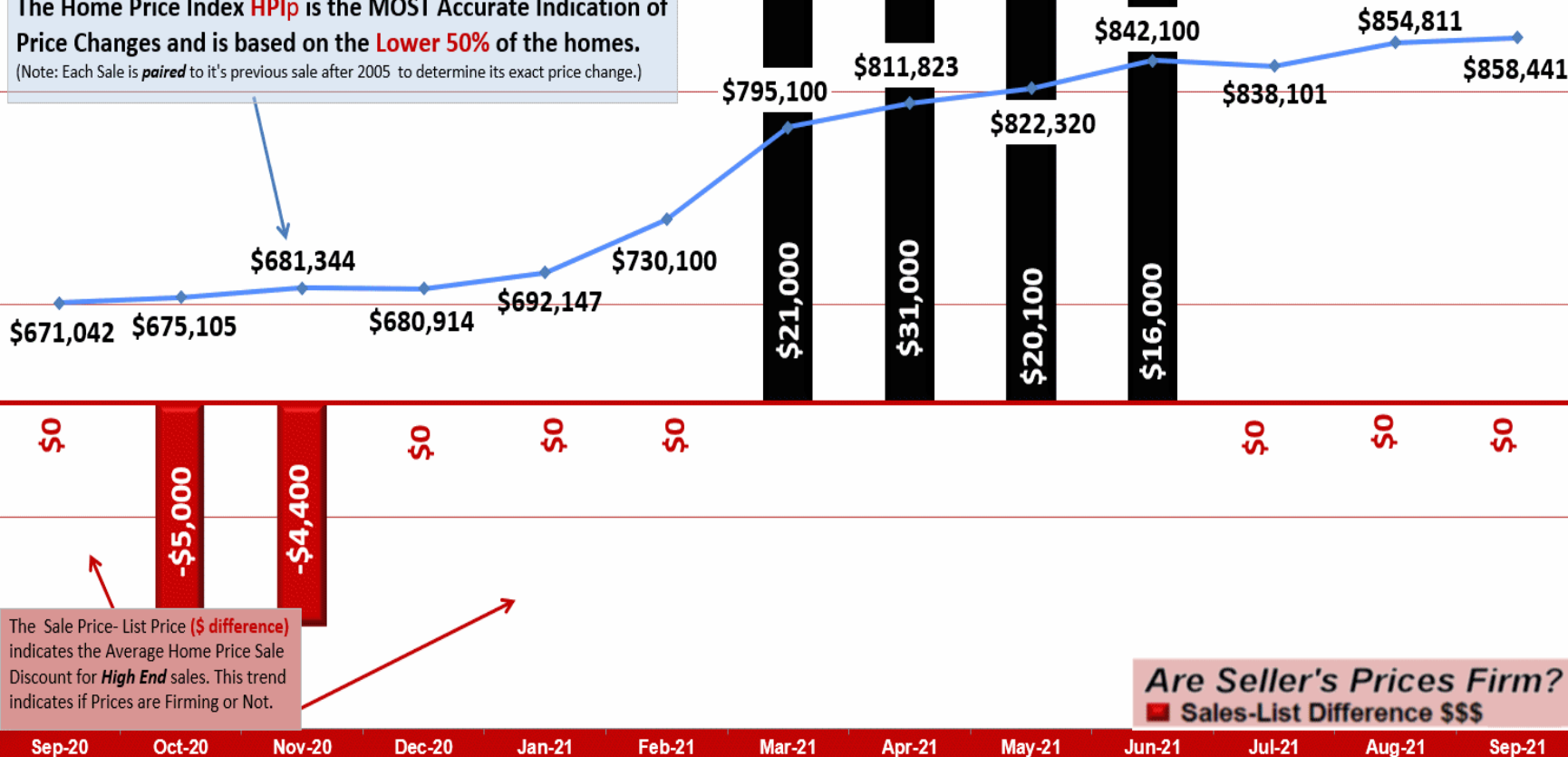
Attached Langley, Cloverdale Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)

Townhouses

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



The Sale Price- 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 \$\$\$

TOP 50%

Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Attached Langley, Cloverdale Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)



Townhouses

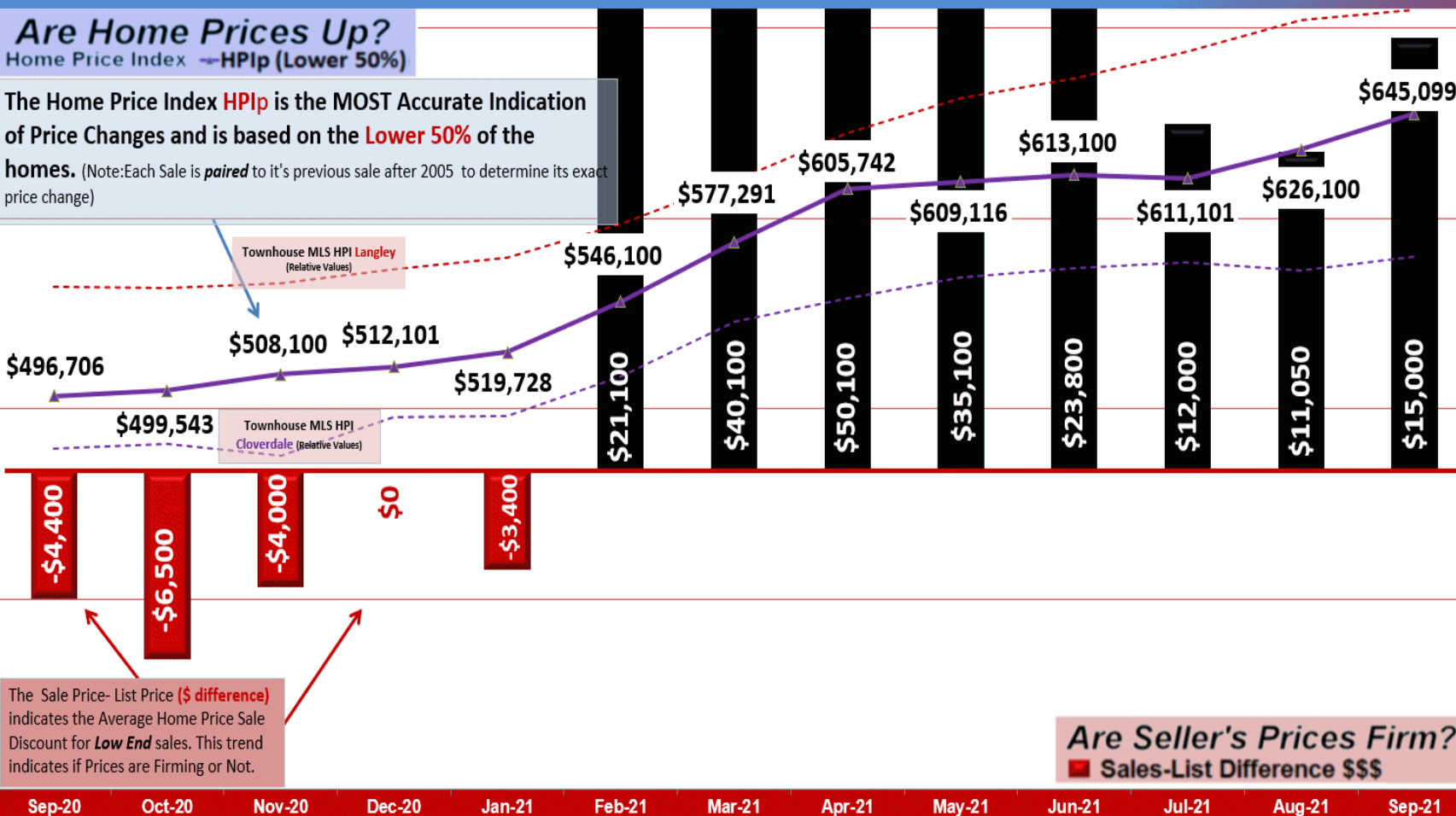


Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

Are Home Prices Up?

Home Price Index → HPIp (Lower 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)



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.

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

*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.

Vancouver Market Reports

attached homes

Statistics, on the Web!



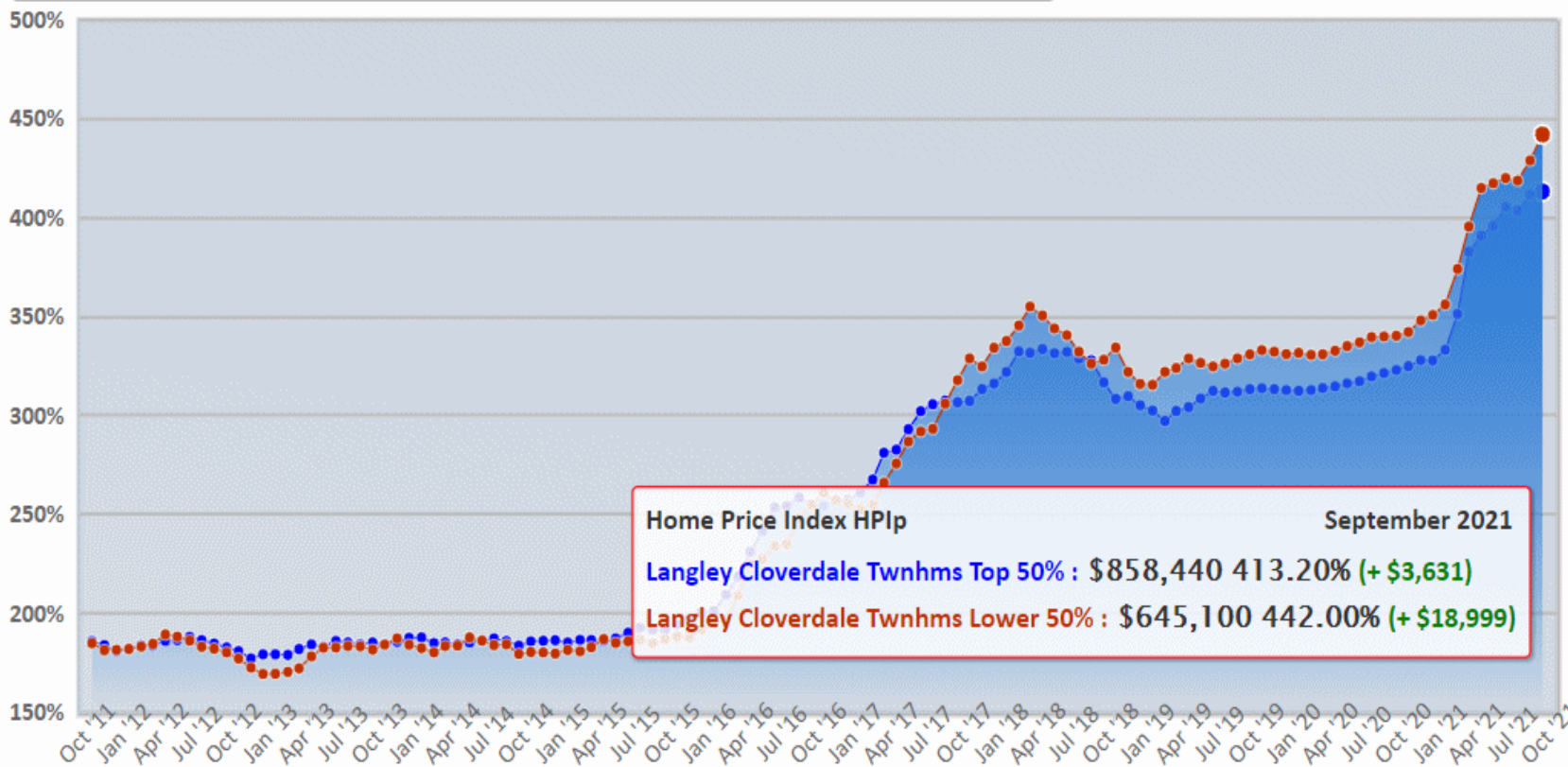
Market Analysis and Forecasting

Oct 1/21 Langley, Cloverdale

Powered by the Greater Vancouver Market Reports HPIp



Langley Cloverdale Twnhms Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 Langley Cloverdale Twnhms Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Sep 2021	% 413.20
Aug 2021	% 411.50
Jul 2021	% 403.40
Jun 2021	% 405.40
May 2021	% 395.80
Apr 2021	% 390.80
Mar 2021	% 382.70
Feb 2021	% 351.40
Jan 2021	% 333.20
Dec 2020	% 327.80
Nov 2020	% 328.00
Oct 2020	% 325.00

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Attached Langley, Cloverdale Condos Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)



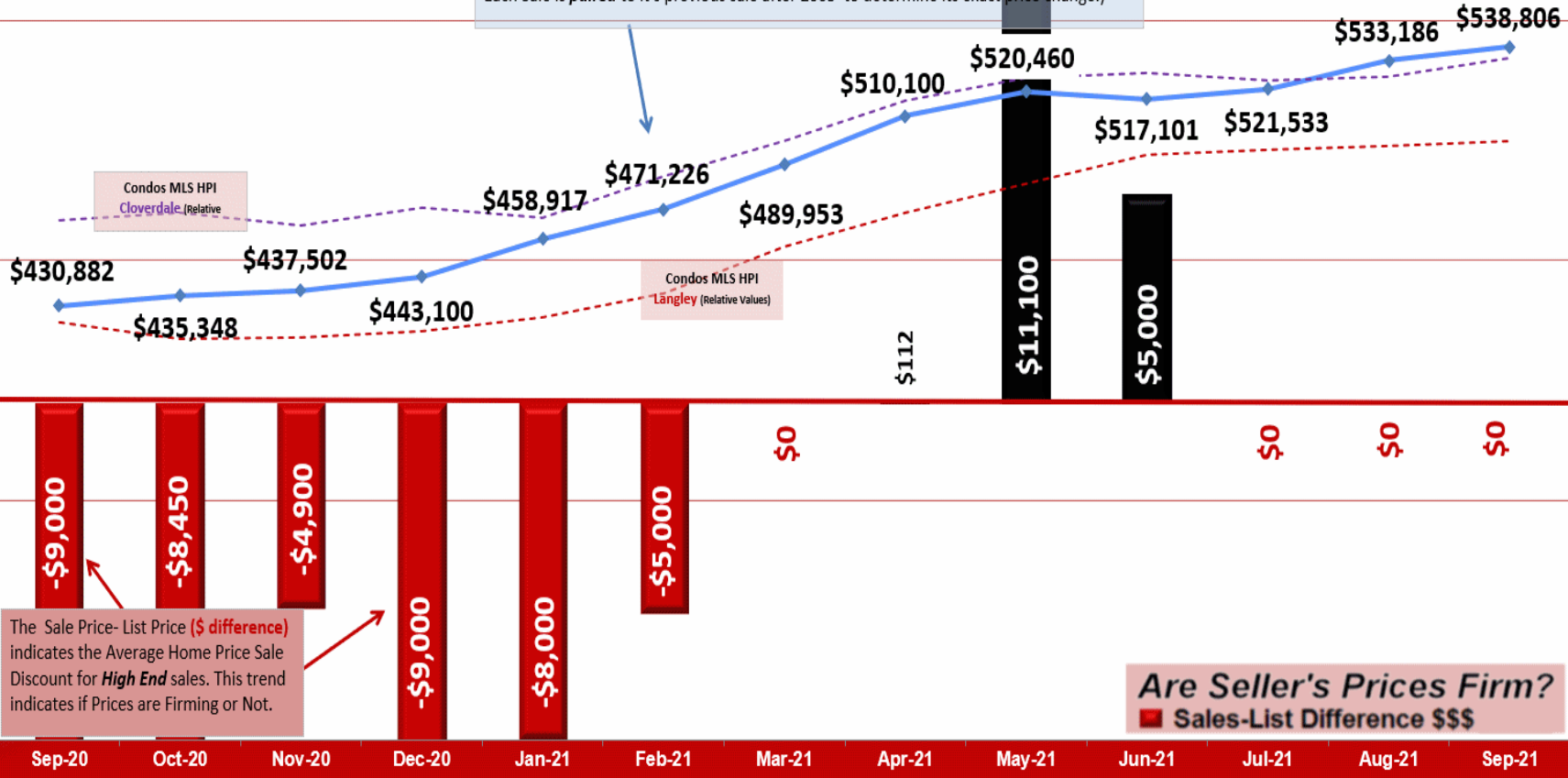
Condominiums



Sales Discount \$\$
Sale Price - Original List Price (\$ difference)

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

The Home Price Index HPIp is our MOST Accurate Indication of Price Changes and is based on the Top 50% of the homes. (Note: Each Sale is paired to it's previous sale after 2005 to determine its exact price change.)



The Sale Price- 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 \$\$\$

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

attached homes

Statistics, on the Web!



Market Analysis and Forecasting Oct 1/21 Langley, Cloverdale

Attached Langley, Cloverdale Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes
(Home Price Index Paired sales from 2005)



Condominiums

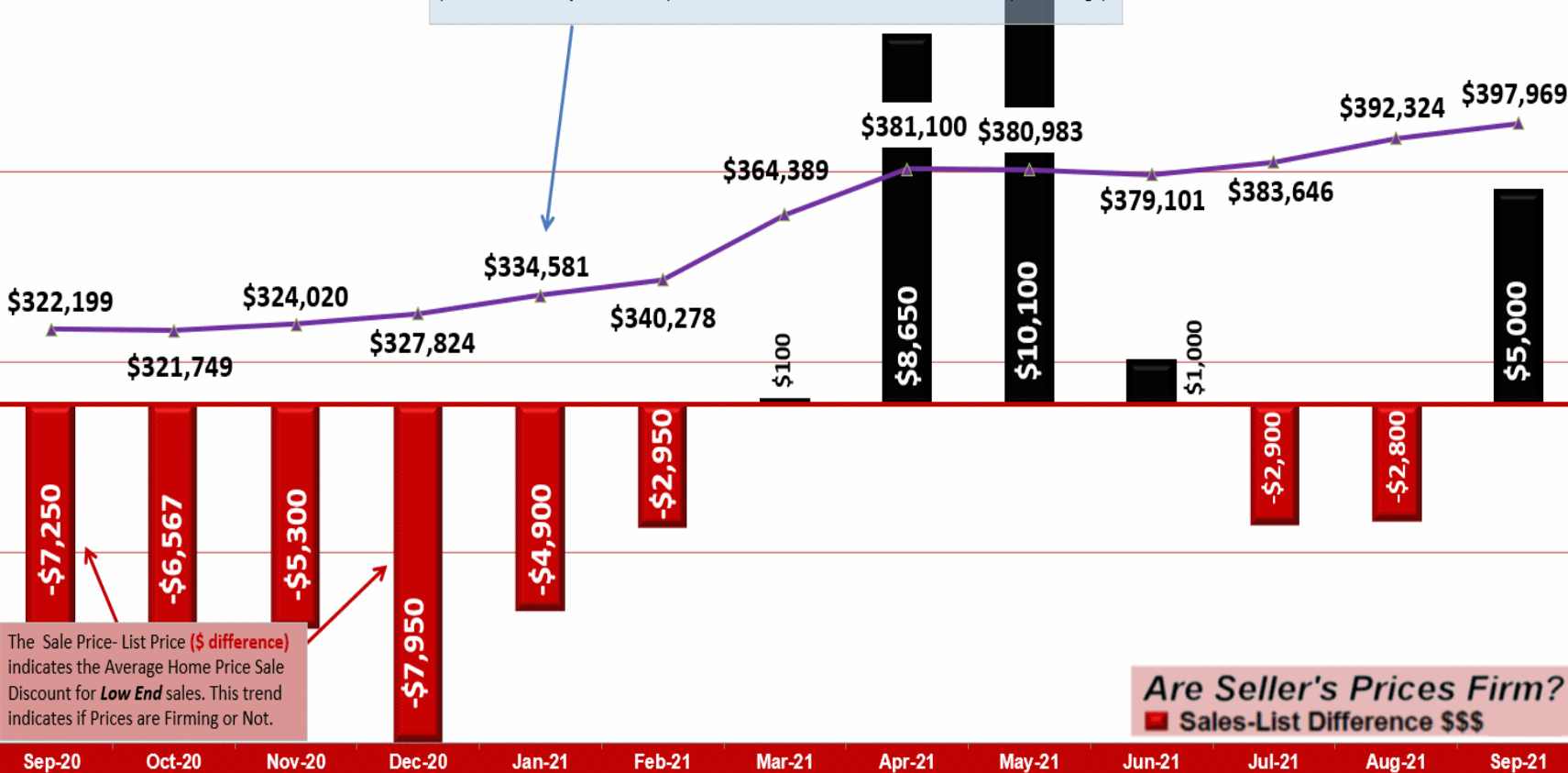


Sales Discount \$\$
Sale Price - Original List Price (\$\$ difference)

Are Home Prices Up? Home Price Index - HPIp (Lower 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 it's previous sale after 2005 to determine its exact price change)



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.

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

*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385

Vancouver Market Reports

Statistics, on the Web!

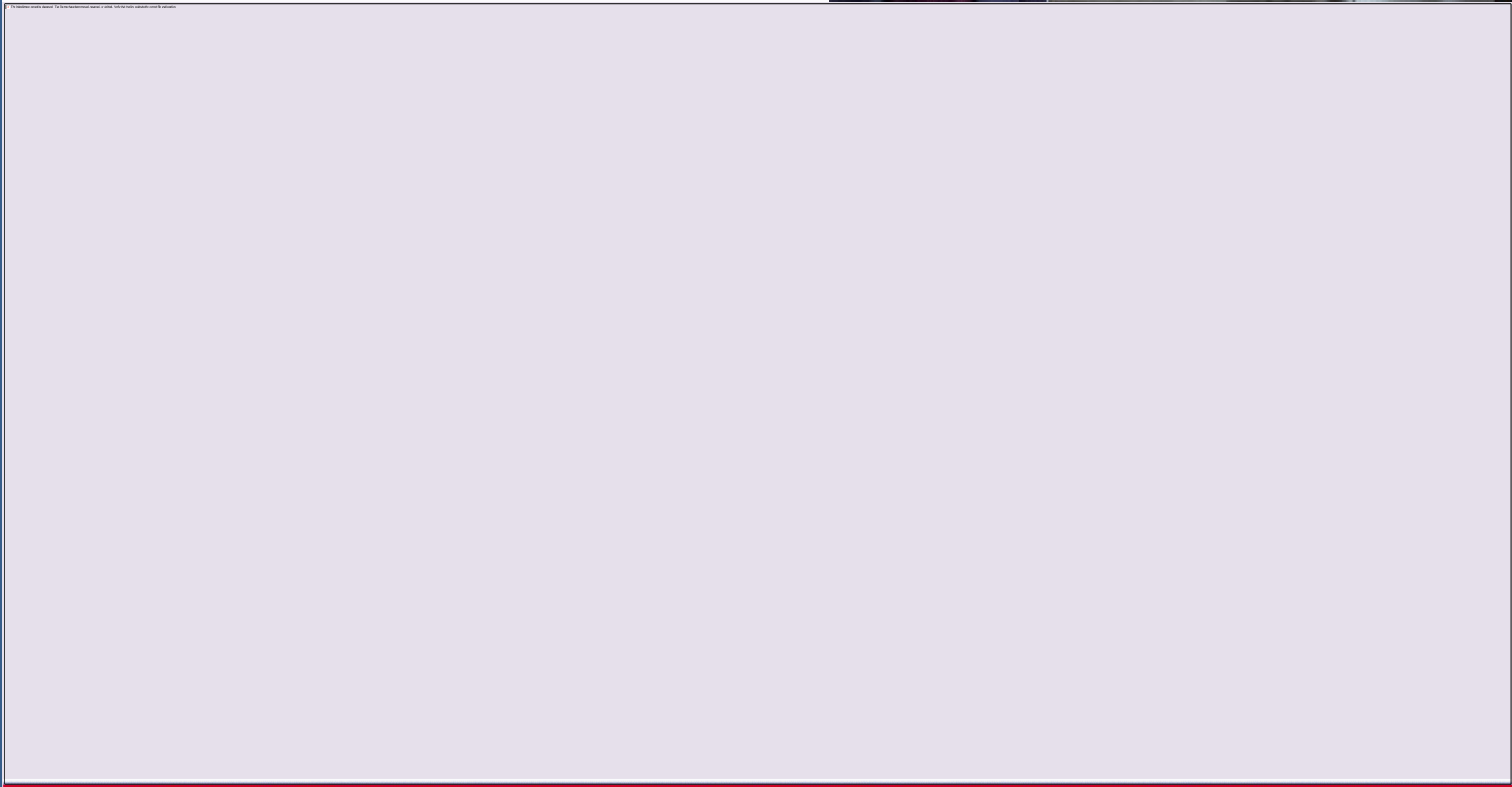
attached homes



TEAM3000
REALTY LTD

Market Analysis and Forecasting

Oct 1/21 Langley, Cloverdale



*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.

Graham Higgins

Team 3000 Realty

Surrey, BC

graham@grahamhiggins.com

grahamhiggins.com

T: 604 727 5385