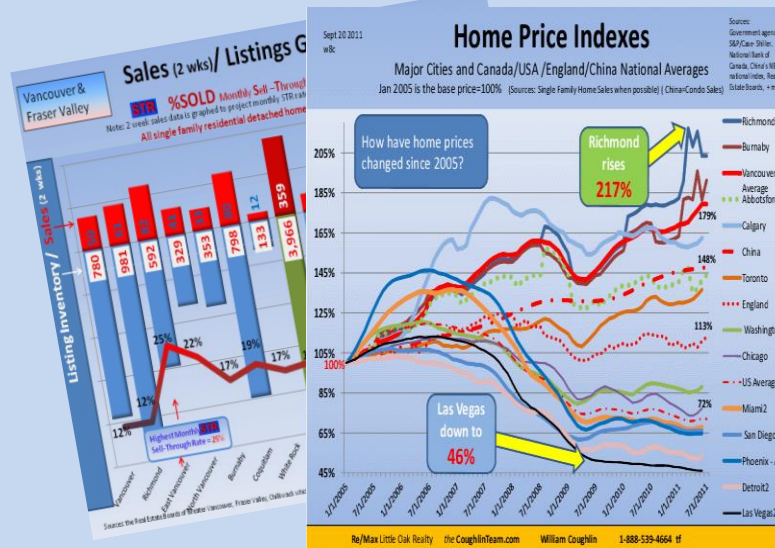


Lorri Terlecki's Market Reports



Advanced Marketing Tools



produced for: *Lorri Terlecki*



Lorri Terlecki's Market Reports

Detached

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

Attached

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

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

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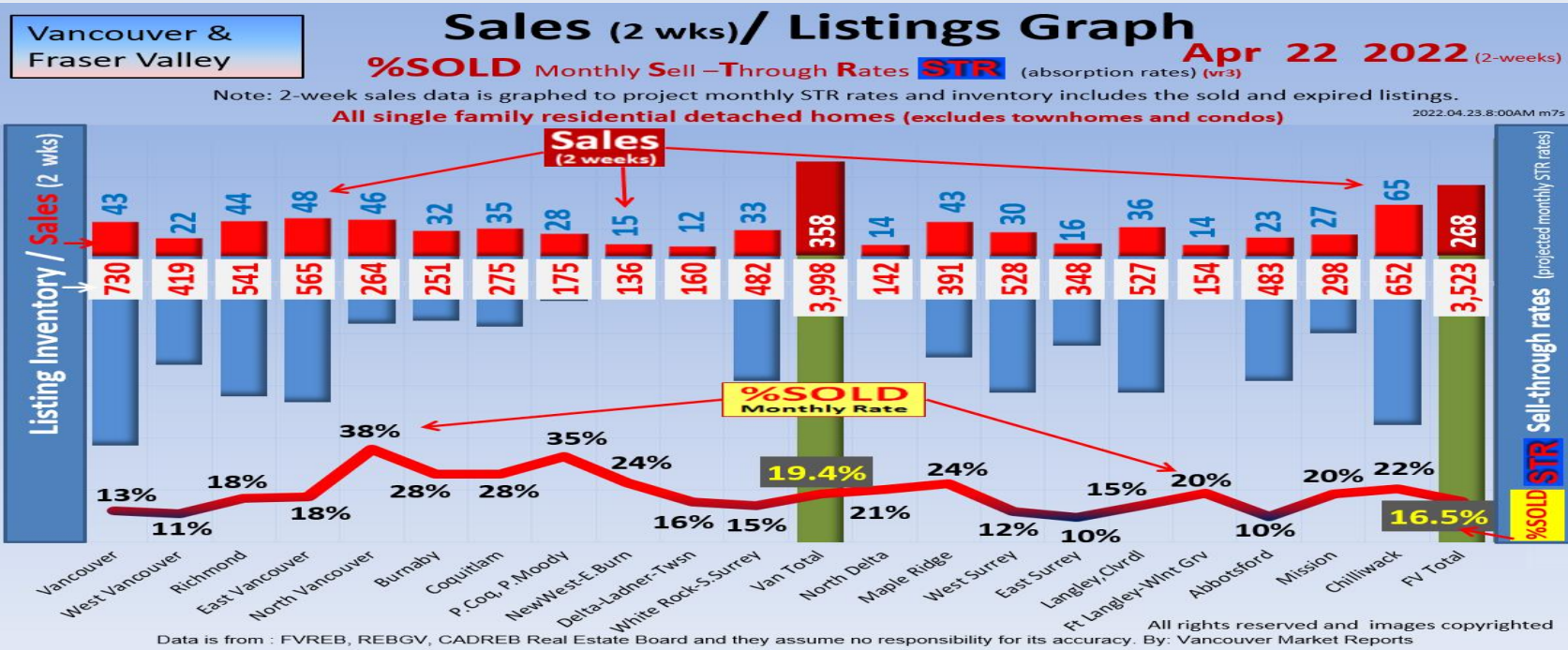
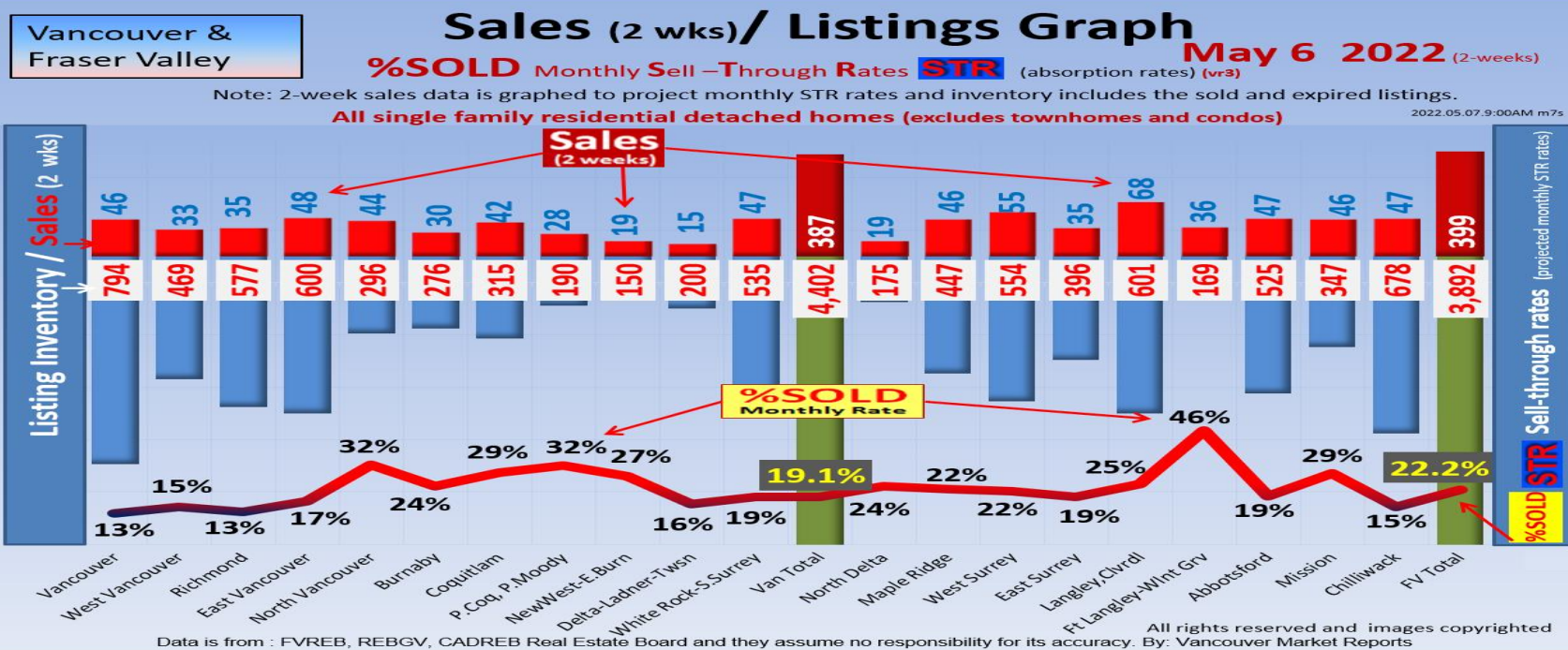
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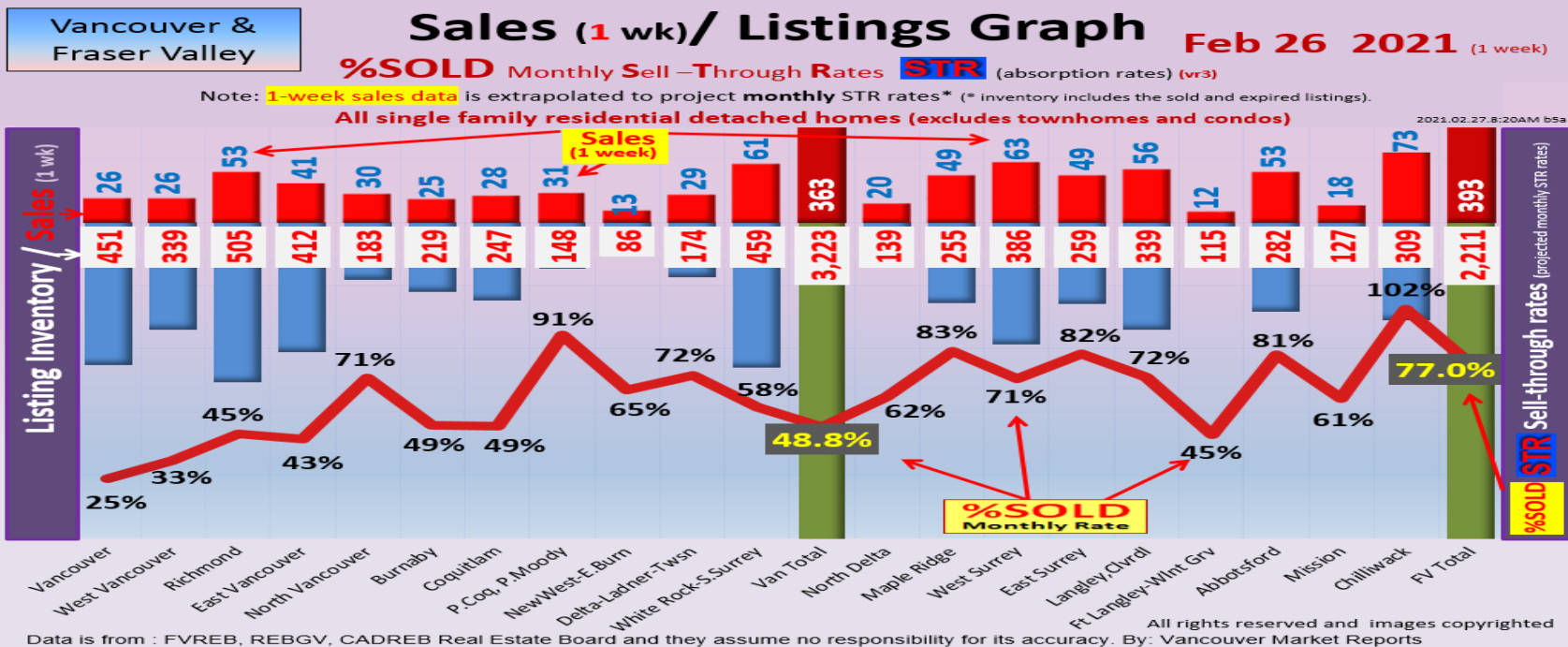
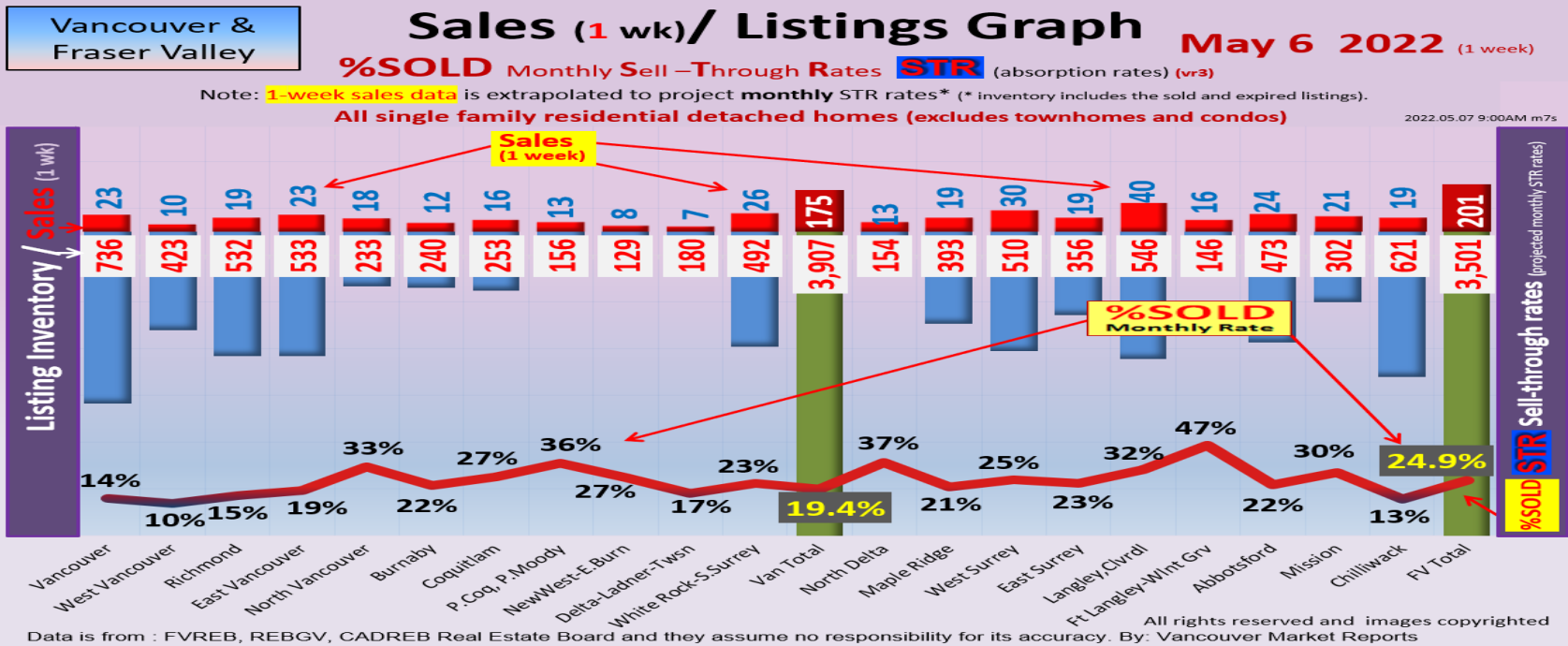
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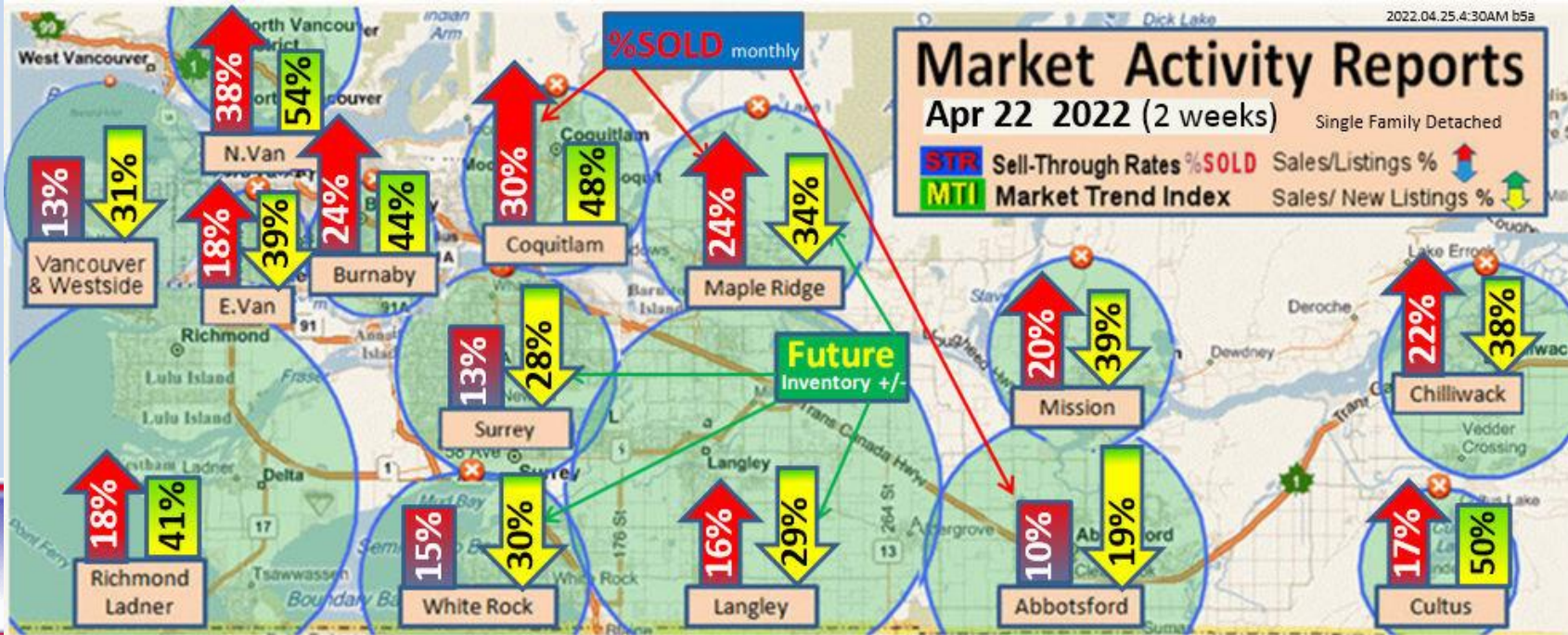
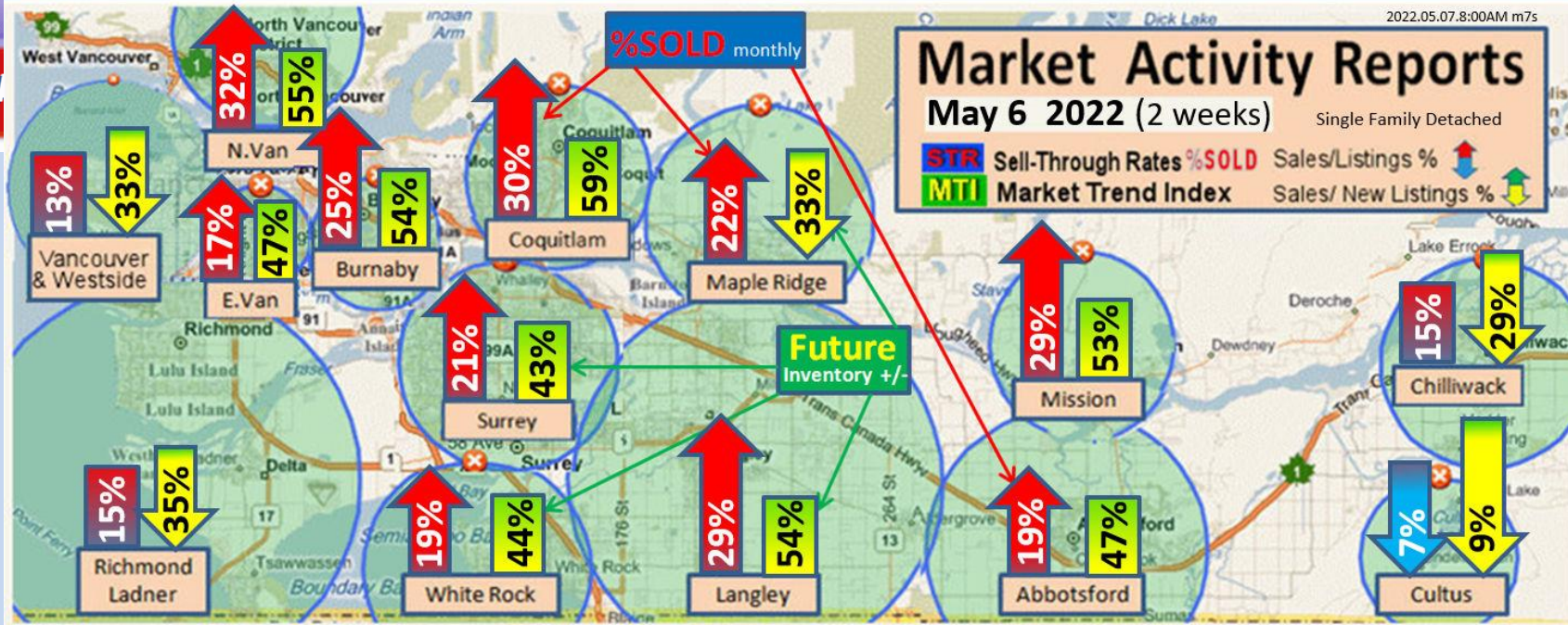
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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

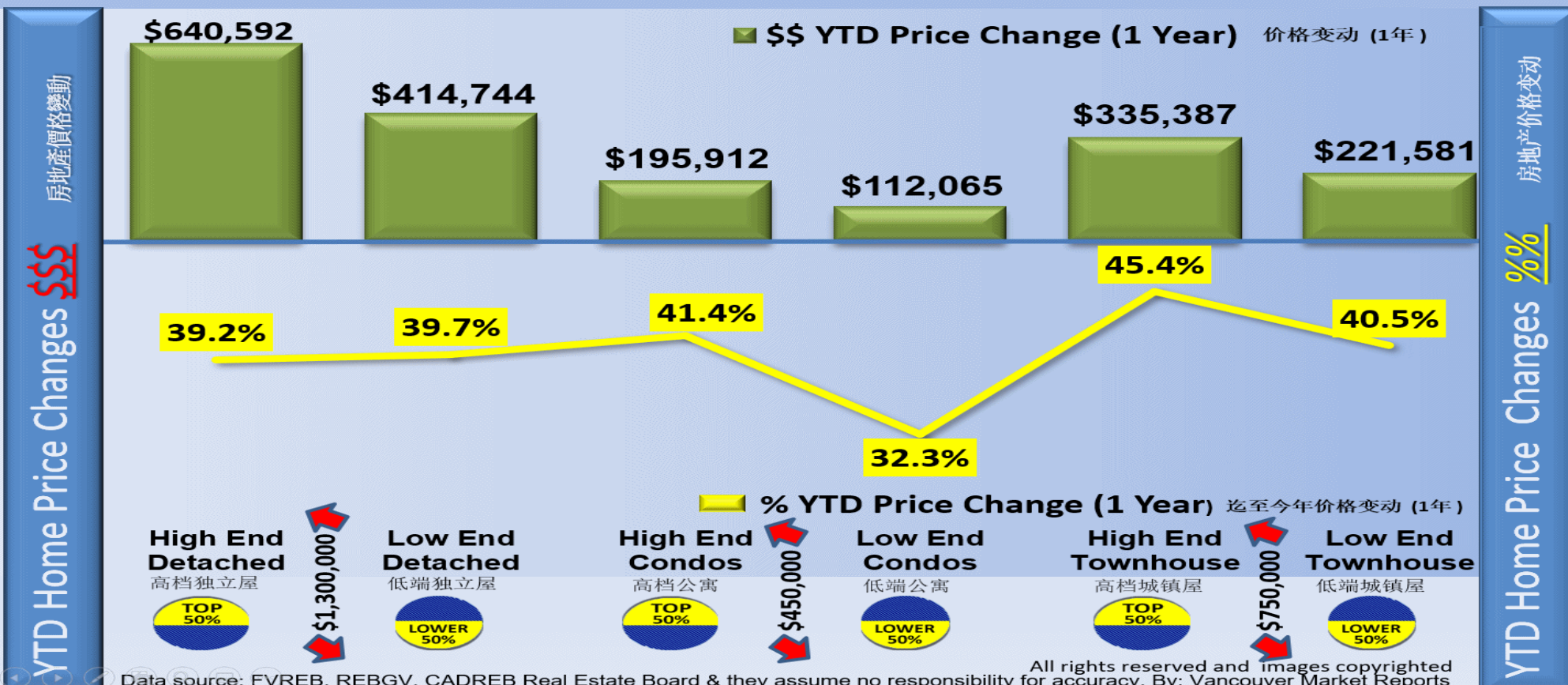
Langley-Cloverdale Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2021 – Mar 2022 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 三月至2021 三月

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

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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

Monthly Market Activity - Apr 2022 Single Family



May 1 2022 Langley, Cloverdale Market Update (Detached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **20 %SOLD** rate and a 103% Sell/List Ratio. (This means that there is an average of a \$0 increase on a sale from the original list price)

Most Active Price Range: Homes below \$1.1 mill. have High **40.5 %SOLD** rate and is in a Seller Market.

Least Active Price Range: Homes above \$5.5 mill. have **4.5 %SOLD** rate.

History: The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$523,480.

The Langley, Cloverdale Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$335,697.

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

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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

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

Langley, Cloverdale List Price Ranges Statistics - Apr 2022

Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,100,000	37	15	11	100%	\$1,200	40.5%	↑
\$1,100,001-\$1,400,000	79	28	8	99%	-\$11,000	35.4%	↑
\$1,400,001-\$1,550,000	77	28	7	100%	\$0	36.4%	↑
\$1,550,001-\$1,700,000	100	22	12	100%	\$0	22.0%	↑
\$1,700,001-\$1,850,000	69	8	7	104%	\$69,494	11.6%	
\$2,000,000-\$2,300,000	87	13	7	100%	-\$4,800	14.9%	
\$2,300,001-\$2,750,000	69	9	8	101%	\$21,000	13.0%	
\$2,750,001-\$3,750,000	67	6	6	100%	-\$7,500	9.0%	↓
\$3,750,001-\$5,500,000	34	2	30	97%	-\$111,500	5.9%	↓
\$5,500,001 and more	48	2	5	105%	\$453,000	4.2%	↓
Total Activity	667	133	8	100%	\$0	20%	↑

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	5/1/2022	Change	
Total Listings** (A,S,T,C,X)	760	660	667		7	↑
Active Listings (1st of the month)	364	318	415	467	52	↑
Solds	281	203	133		-70	↓
Days on Market (DOM)	7	9	8		-1	↓
%SOLD (Sales/ Listings /mnlthly rate)	37.0%	30.8%	19.9%		-10.8%	↓
(Top 50%) Home Price Index HPIp	\$1,720,616	\$2,313,626	\$2,244,096		-\$69,530	↓
(Lower 50%) Home Price Index HPIp	\$1,104,403	\$1,506,158	\$1,440,100		-\$66,058	↓

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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

What Sold in your Neighbourhood and for What Price?

Langley, Cloverdale Sub areas Statistics - Apr 2022				Detached		
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	185	15	12	100%	\$0	8.1%
Serpentine	6	28	5	113%	\$1,006,000	466.7%
Clayton	56	28	6	103%	\$50,000	50.0%
Murrayville	31	22	7	103%	\$49,000	71.0%
Salmon River	50	8	6	100%	\$10,500	16.0%
Brookswood Langley	95	13	9	98%	-\$24,450	13.7%
Aldergrove Langley	81	9	7	99%	-\$4,900	11.1%
Campbell Valley	42	6	22	99%	-\$25,000	14.3%
Otter District	27	2	12	94%	-\$42,000	7.4%
Langley City	94	2	8	99%	-\$19,880	2.1%
Total Activity	667	133	8	100%	\$0	20%

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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

Next Months Market Forecast

Forecast: Langley, Cloverdale has an average Listing supply; 467 homes are for sale and with the **20 %SOLD** monthly rate gives us a ~5 months of inventory. 18% of the active listings have reduced their price by \$133,203 on average or \$100,000 median in the last month. We project Langley, Cloverdale Detached to be a Seller market.

The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (\$43,918) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months.

Currently, the Condo Market is still Stable with an Average Price Increase of \$1,617. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (\$8,069) average price decrease. 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: 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 market into two parts with the **Langley, Cloverdale HPI Top 50%** representing the higher end sales and the **Langley, Cloverdale HPI 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 Board and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com

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Market Analysis and Forecasting May 1/22 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)



Detached

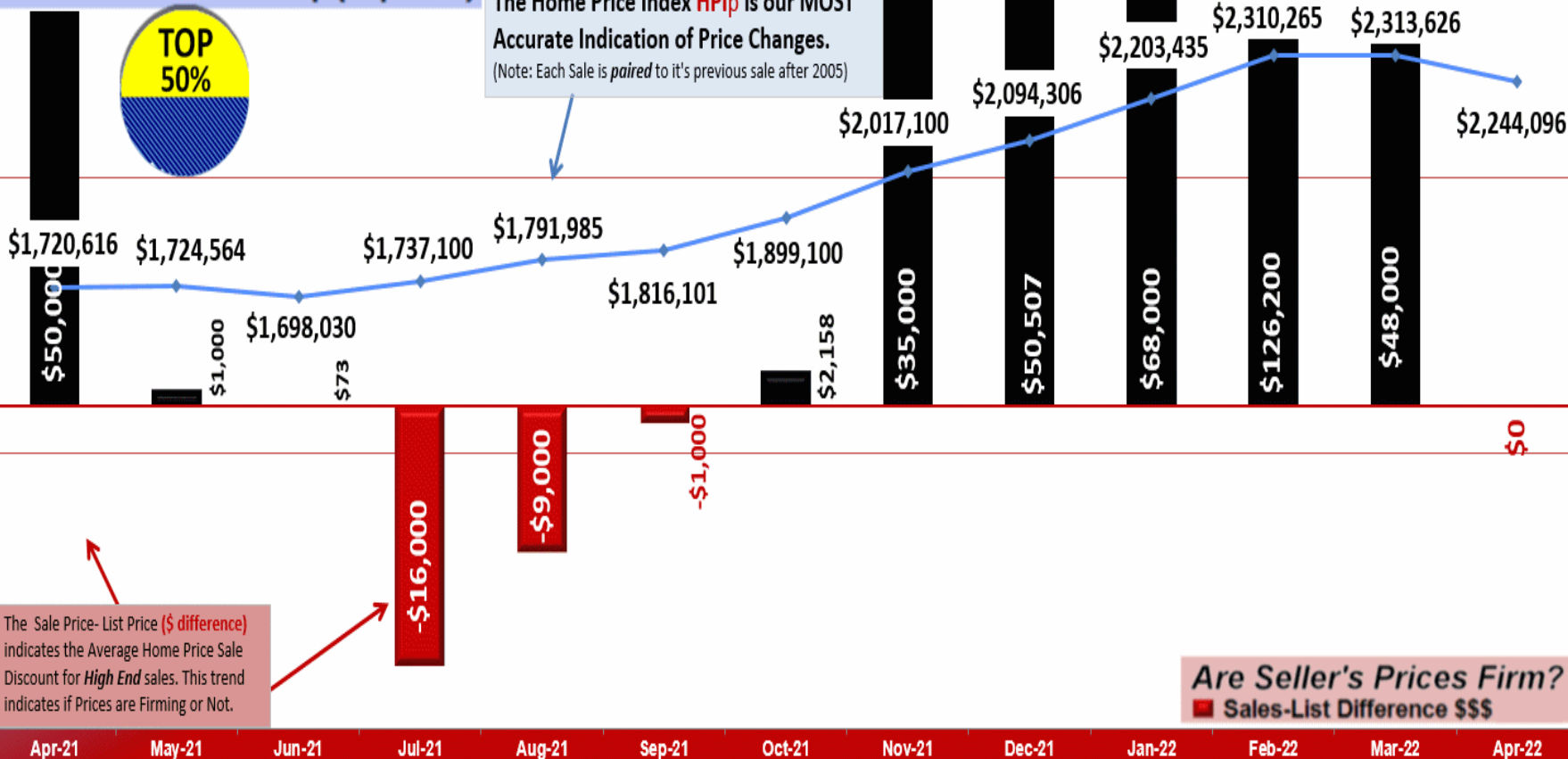
Are Home Prices Up?

Home Price Index → HPIp (Top 50%)



Homes Over \$1,550,000

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)



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



Detached



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

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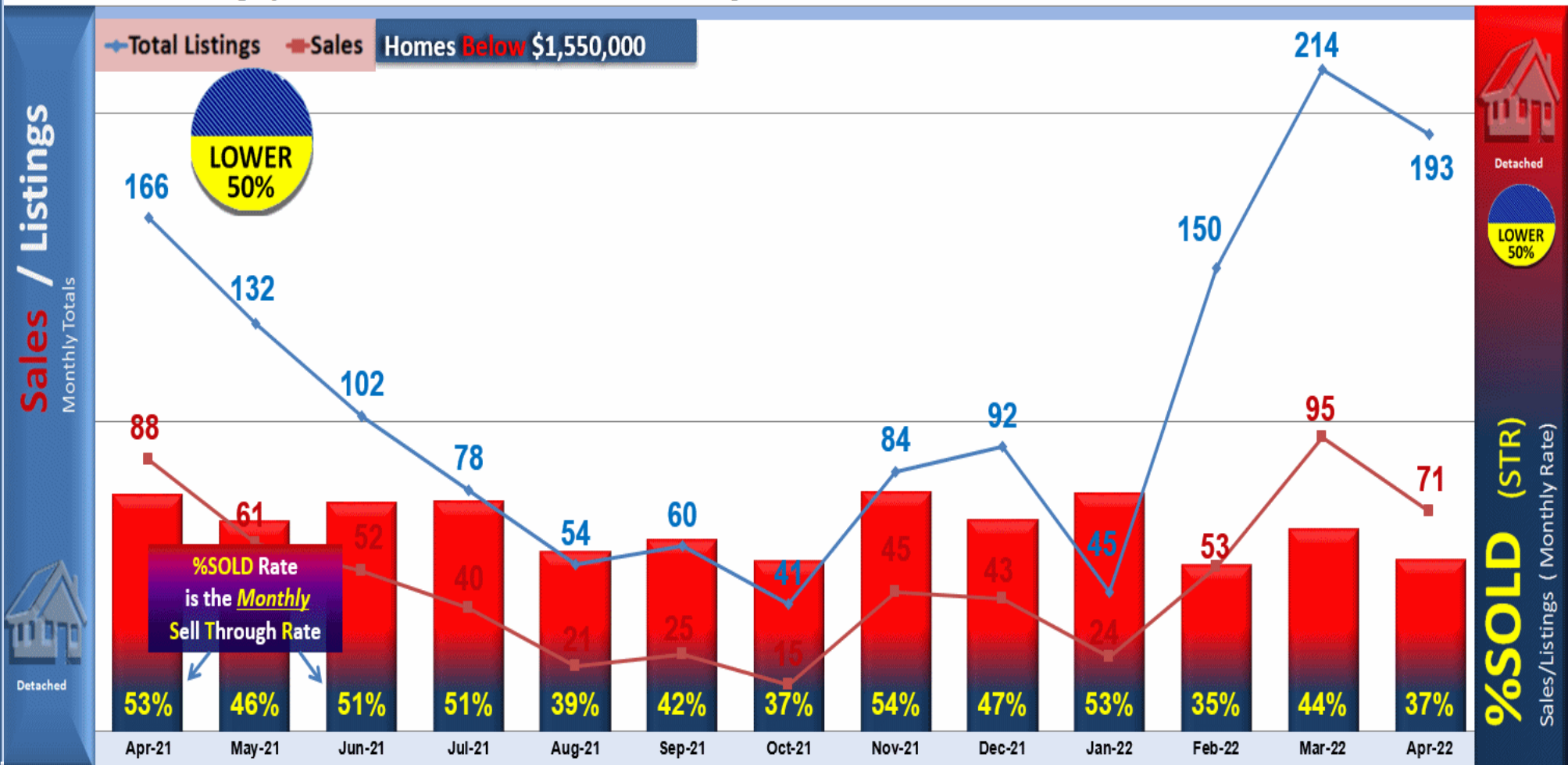


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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

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

← Total Listings → Sales Homes Below \$1,550,000



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Market Analysis and Forecasting May 1/22 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)

Are Home Prices Up?

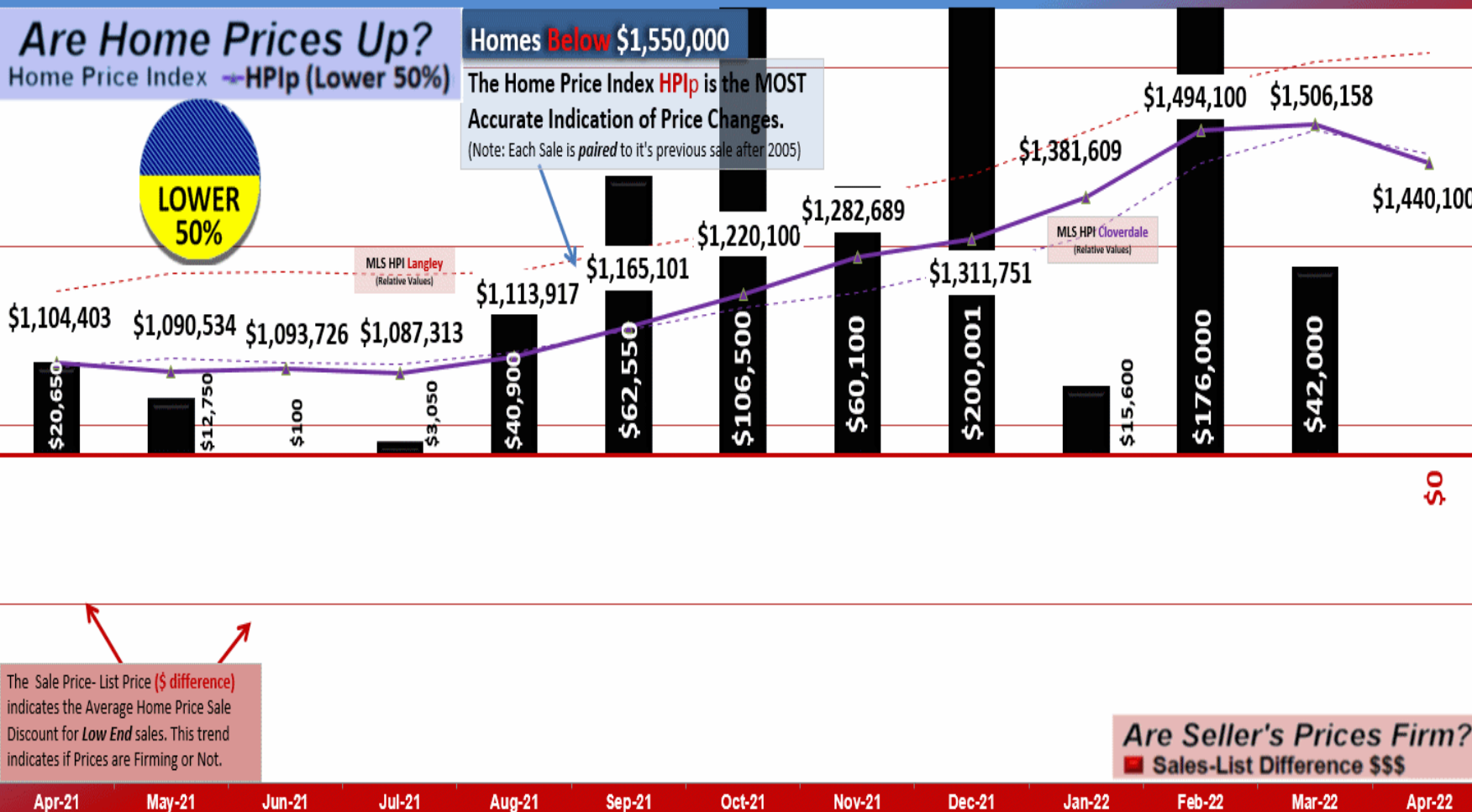
Home Price Index → HPIp (Lower 50%)



Homes Below \$1,550,000

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)

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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

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

← Total Listings → Sales Homes Over \$1,550,000

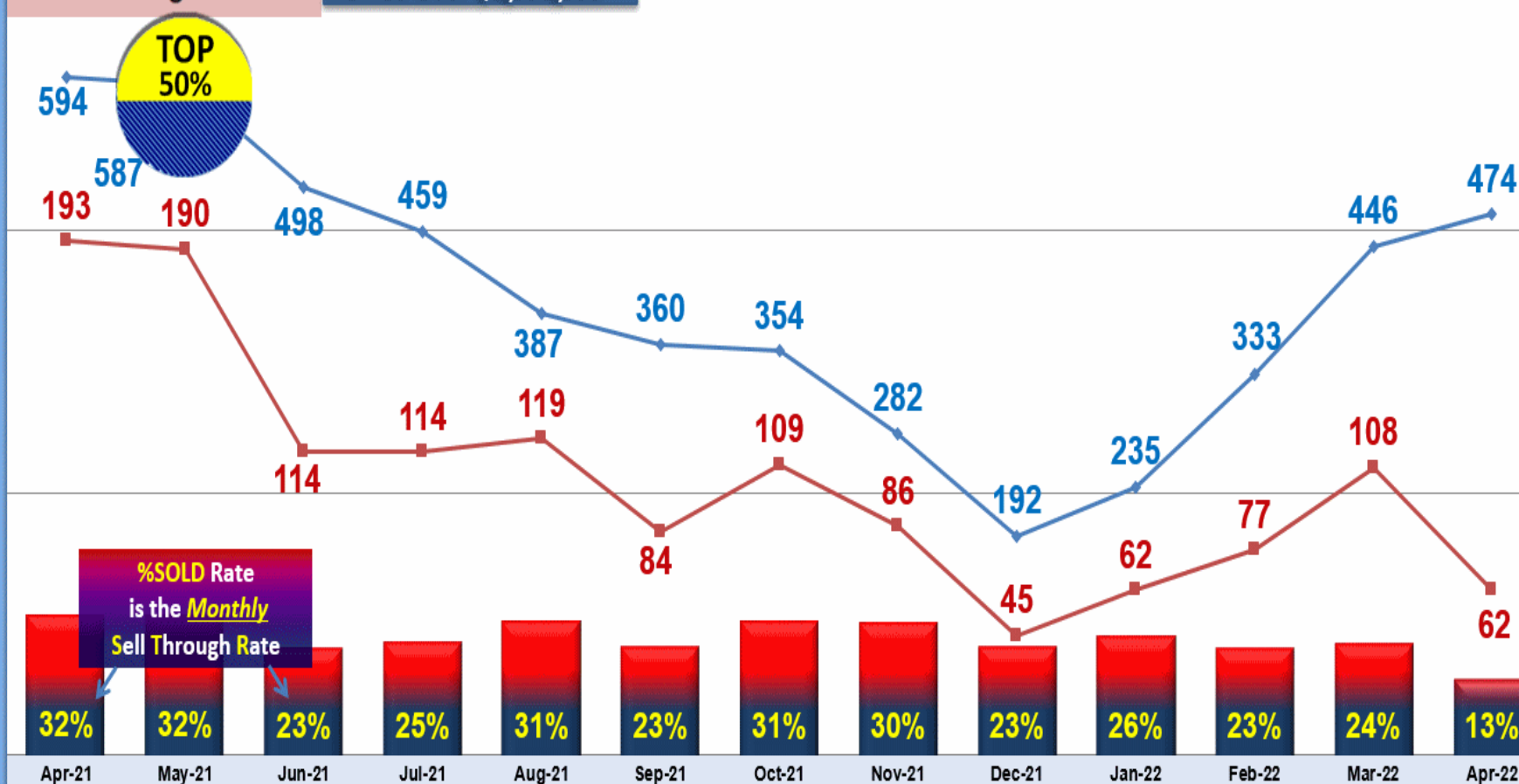
Sales / Listings
Monthly Totals



Detached

TOP 50%

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



%SOLD Rate is the Monthly Sell Through Rate

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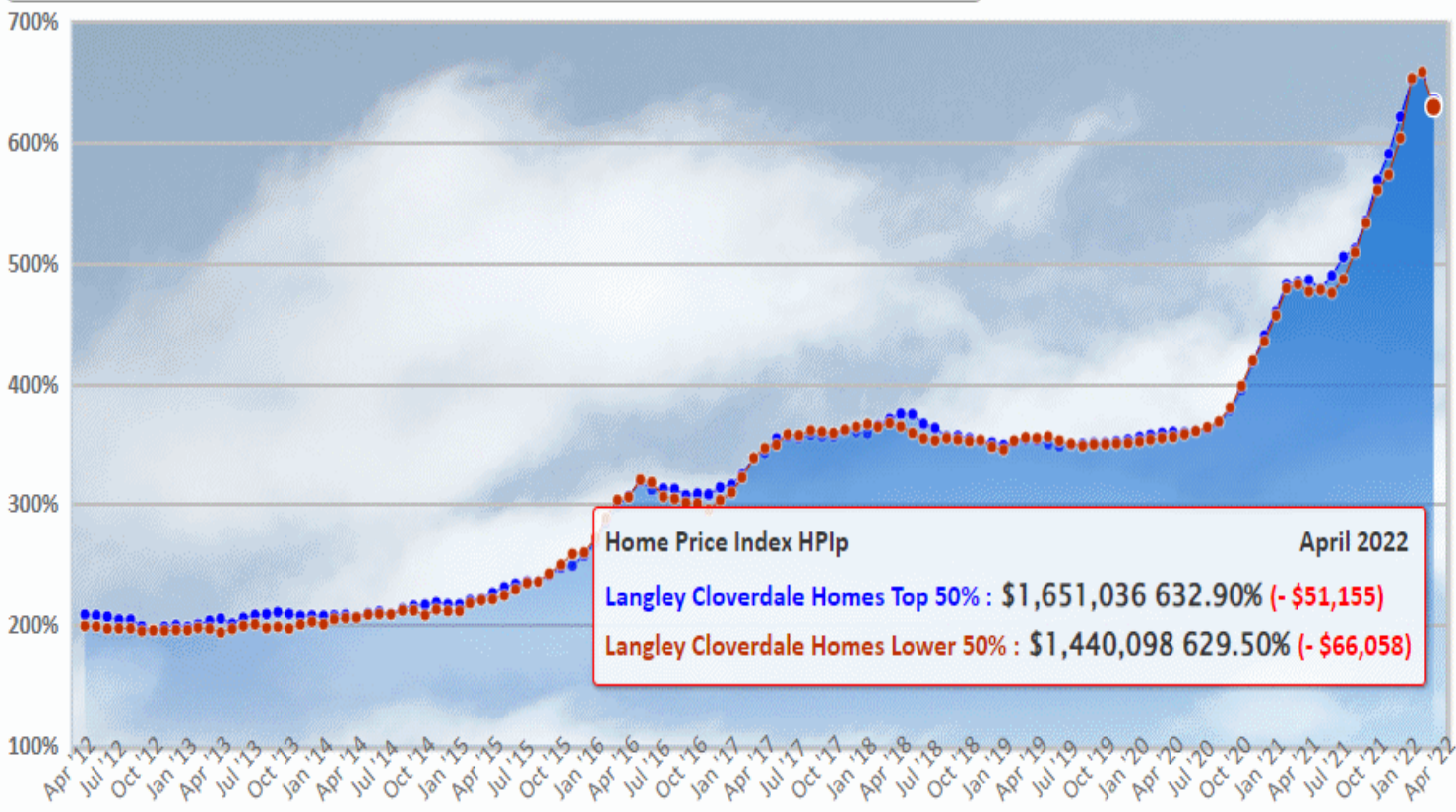
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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

Powered by the Greater Vancouver Market Reports HPIp



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



Monthly Home values

Date	Value
Apr 2022	% 632.90
Mar 2022	% 652.50
Feb 2022	% 651.50
Jan 2022	% 621.40
Dec 2021	% 590.60
Nov 2021	% 568.90
Oct 2021	% 535.60
Sep 2021	% 512.20
Aug 2021	% 505.40
Jul 2021	% 489.90
Jun 2021	% 478.90
May 2021	% 486.40

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Market Analysis and Forecasting

May 1/22 East Surrey

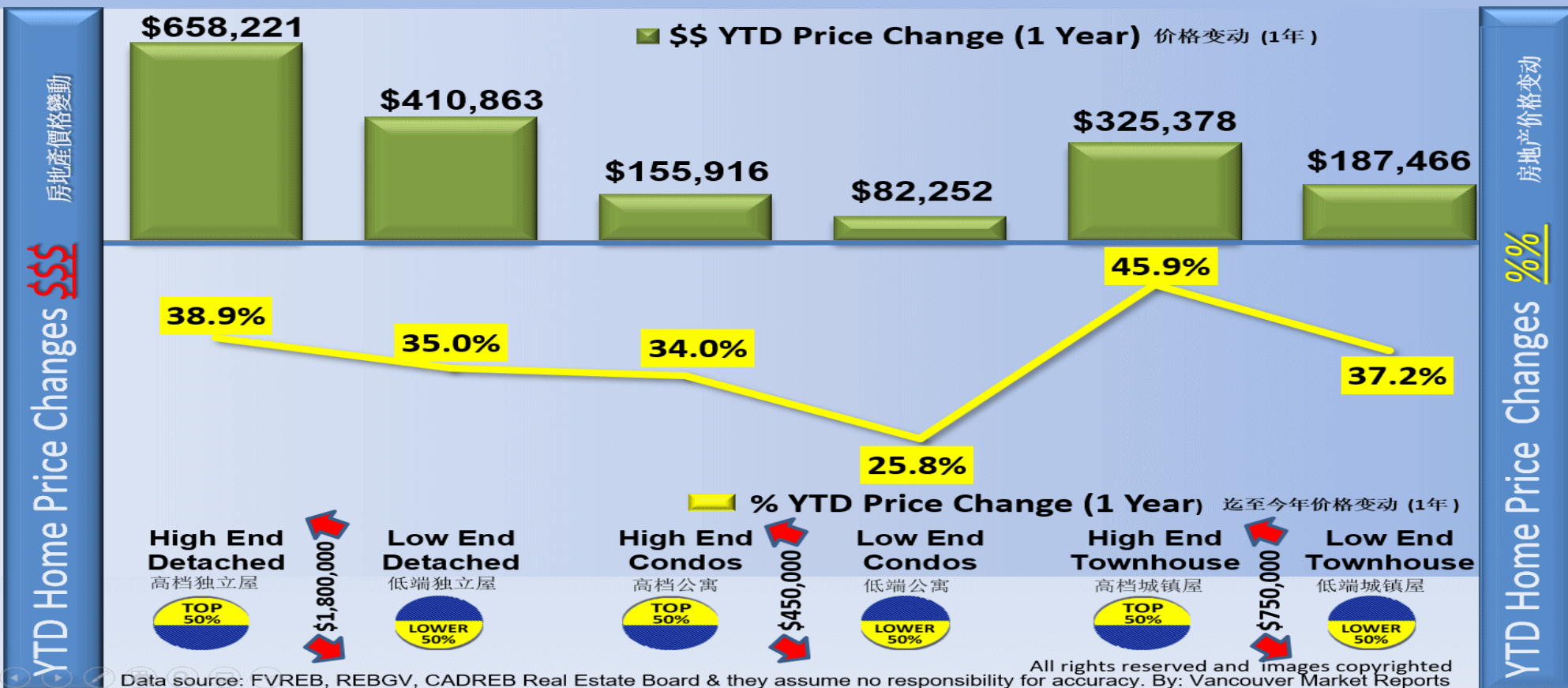
Surrey East Real Estate Price Changes (\$/%)

房地产价格变动(\$/%)

Housing Types: Year-To-Date Mar 2021 – Mar 2022 (Quarters)

房屋类型: 迄至今年 (每季) 由2020 三月至2021 三月

Powered by: Vancouver Market Reports HPIp



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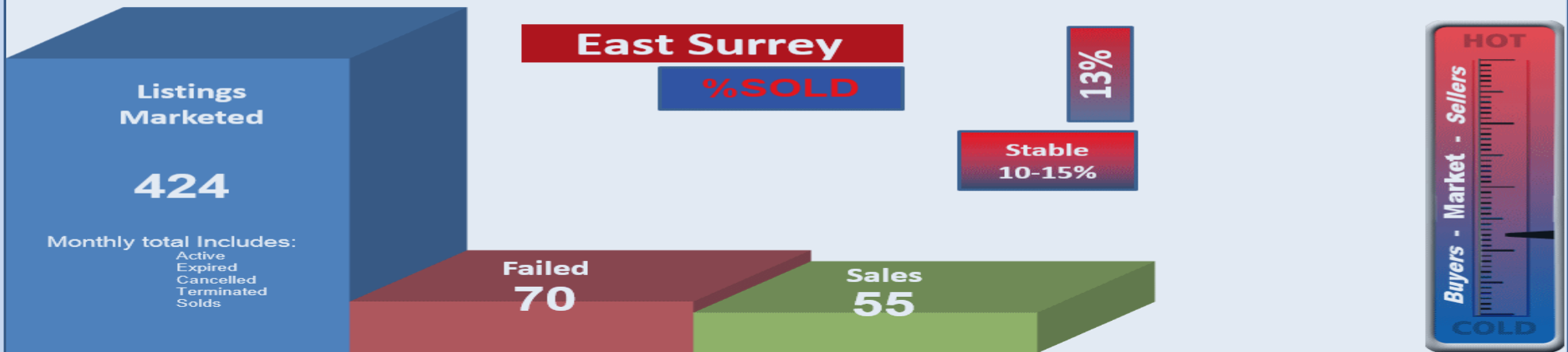


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Market Analysis and Forecasting

May 1/22 East Surrey

Monthly Market Activity - Apr 2022 - Single Family



May 1 2022 East Surrey Market Update (Detached)

Current: East Surrey is in a Seller Market with **13 % SOLD** rate, 7 DOM and 101% Sell/List Ratio.
(This means that there is an average (m) of a **\$11,000** increase from the original list price)

Most Active Price Range: Homes below \$1.5 mill have **26.4 %SOLD** rate.

Least Active Price Range: Homes above \$3.2 mill. have **7.5 %SOLD** rate.

History: The Surrey East Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$537,396.
The Surrey East Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$371,296.
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Market Analysis and Forecasting

May 1/22 East Surrey

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

East Surrey List Price Ranges Statistics - Apr 2022

Detached

Home Price Range	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$1,500,000	53	14	9	107%	\$95,500	26.4%	↑
\$1,500,001-\$1,800,000	110	15	7	101%	\$13,000	13.6%	
\$1,800,001-\$2,000,000	85	8	9	100%	-\$1,950	9.4%	↓
\$2,000,001-\$2,300,000	54	7	8	98%	-\$50,000	13.0%	
\$2,300,001-\$3,200,000	82	8	6	100%	\$56	9.8%	↓
\$3,200,001 and more	40	3	55	95%	-\$239,000	7.5%	↓
Total Activity	424	55	8	101%	\$11,000	13%	

2. How Many Properties Were Available During the Month?

Monthly Changes Summary	Apr-21	Mar-22	Apr-22	5/1/2022	Change	
Total Listings** (A,S,T,C,X)	595	363	424		61	↑
Active Listings (1st of the month)	271	209	259	299	40	↑
Solds	164	55	55		0	
Days on Market (DOM)	7	7	8		1	↑
%SOLD (Sales/ Listings /mnlthly rate)	27.6%	15.2%	13.0%		-2.2%	↓
(Top 50%) Home Price Index HPIp	\$1,871,100	\$2,407,368	\$2,408,496		\$1,127	↑
(Lower 50%) Home Price Index HPIp	\$1,261,641	\$1,623,988	\$1,632,937		\$8,948	↑

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Market Analysis and Forecasting

May 1/22 East Surrey

What Sold in your Neighbourhood and for What Price?

East Surrey Sub areas Statistics - Apr 2022					Detached	
Neighbourhoods	Total Listings (/month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	57	9	11	99%	-\$14,000	15.8%
Guildford	69	7	21	100%	\$112	10.1%
Port Kells	8	0				0.0%
Fleetwood Tynehead	145	22	8	102%	\$28,600	15.2%
Panorama Ridge	77	12	9	100%	\$6,500	15.6%
Sullivan Station	68	5	7	106%	\$111,000	7.4%
Total Activity	424	55	8	101%	\$11,000	13%

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Market Analysis and Forecasting

May 1/22 East Surrey

Next Months Market Forecast

Forecast: East Surrey has an average Listing Supply; 299 homes are for sale and with the **13 %SOLD** monthly rate gives us a ~8 months of inventory. 6% of the active listings have reduced their price by \$137,953 on average and \$100,000 on median in the last month. We project East Surrey to be a continued Seller market.

The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (\$43,918) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months.

Currently, the Condo Market is still Stable with an Average Price Increase of \$1,617. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (\$8,069) average price decrease. 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: The Surrey East 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 market into two parts with the **Surrey East HPIp Top 50%** representing the higher end sales and the **Surrey East 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 Board and they assume no responsibility for its accuracy. Copyright: VancouverMarketReports.com

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Statistics, on the Web!

detached homes



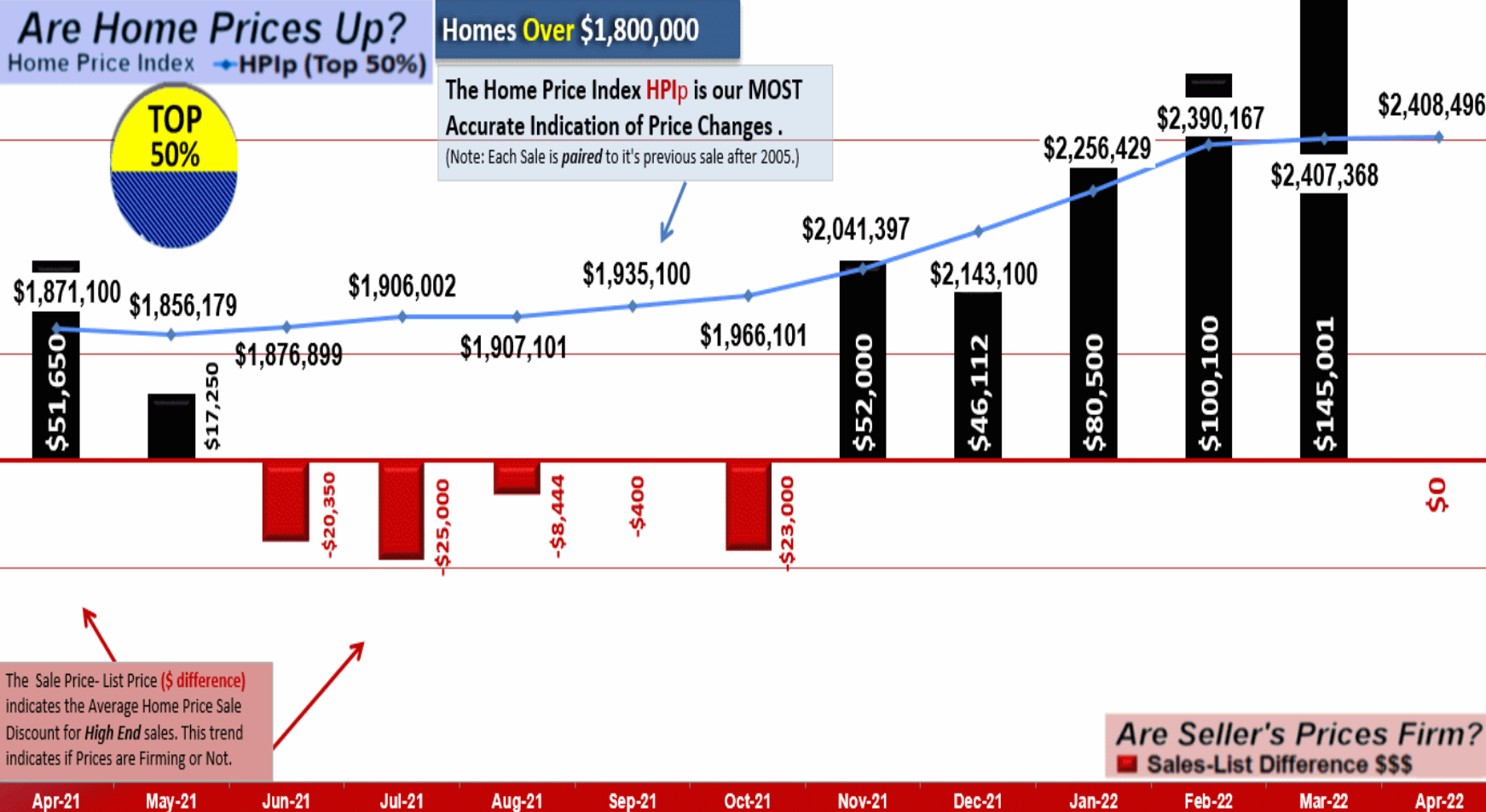
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PERSONAL REAL ESTATE CORPORATION

Market Analysis and Forecasting

May 1/22 **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)



Detached

TOP 50%

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 \$\$\$

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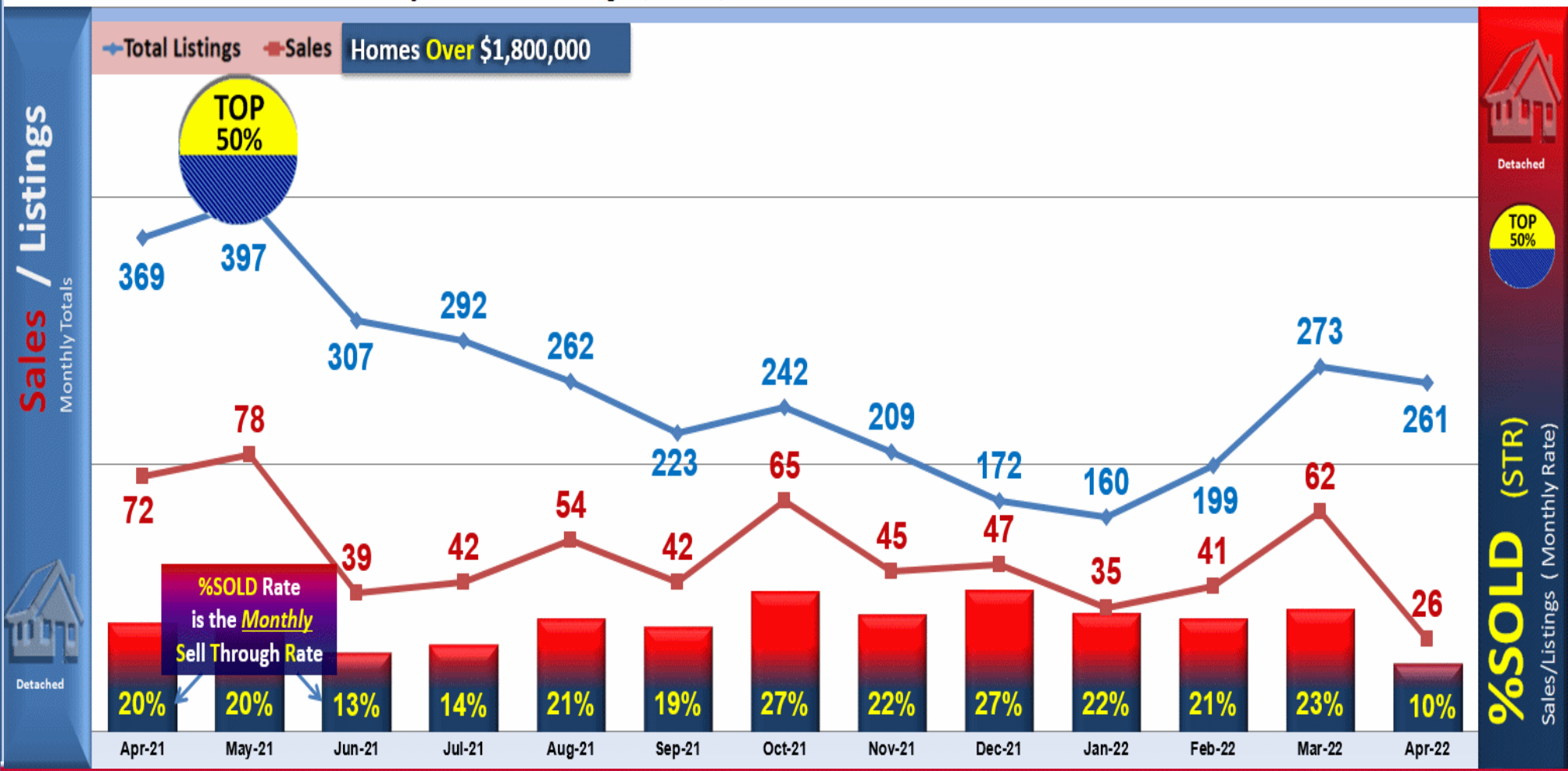


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Market Analysis and Forecasting

May 1/22 **East Surrey**

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



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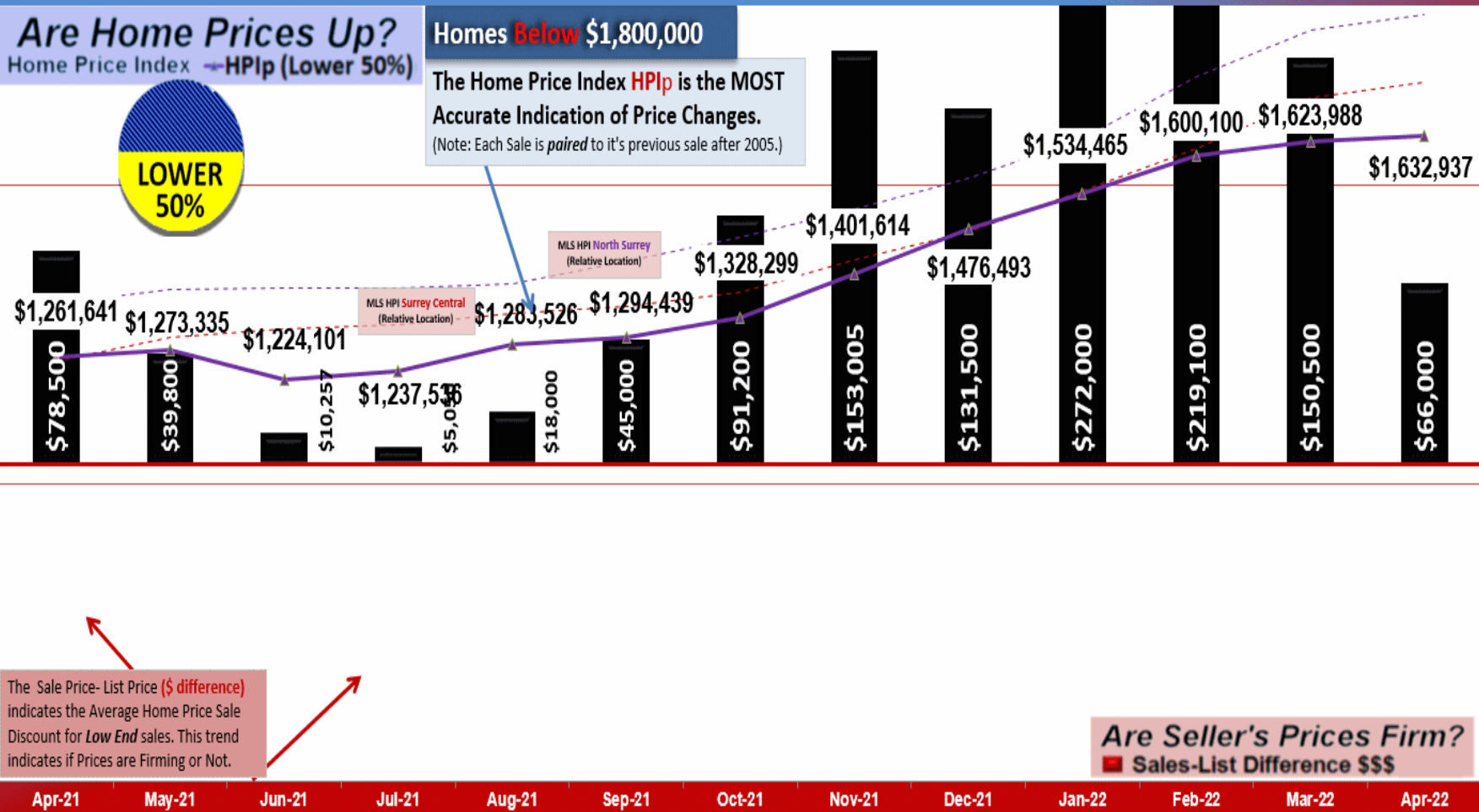
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Market Analysis and Forecasting

May 1/22 **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)



Detached



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

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 \$\$\$

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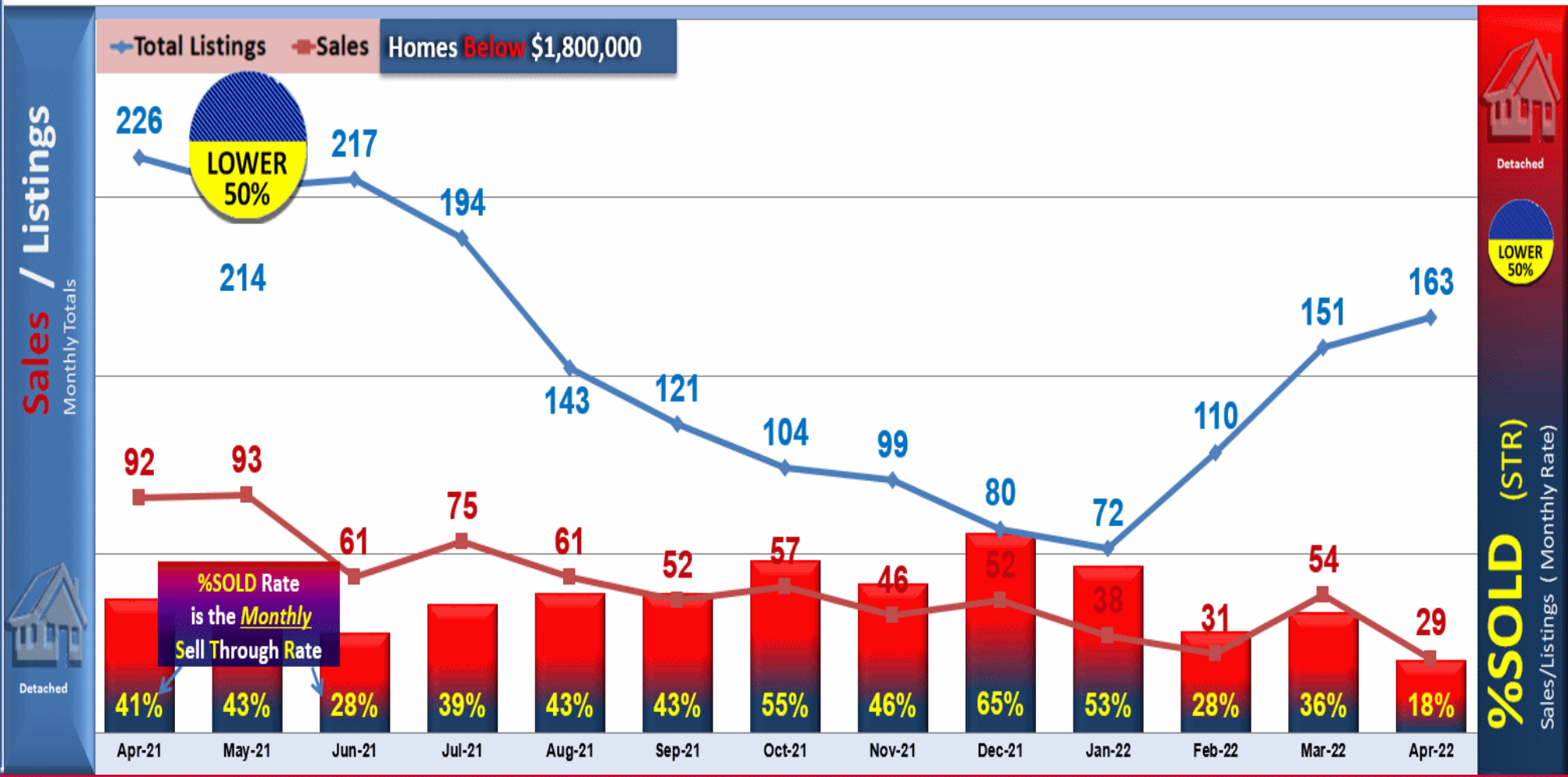


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Market Analysis and Forecasting

May 1/22 **East Surrey**

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



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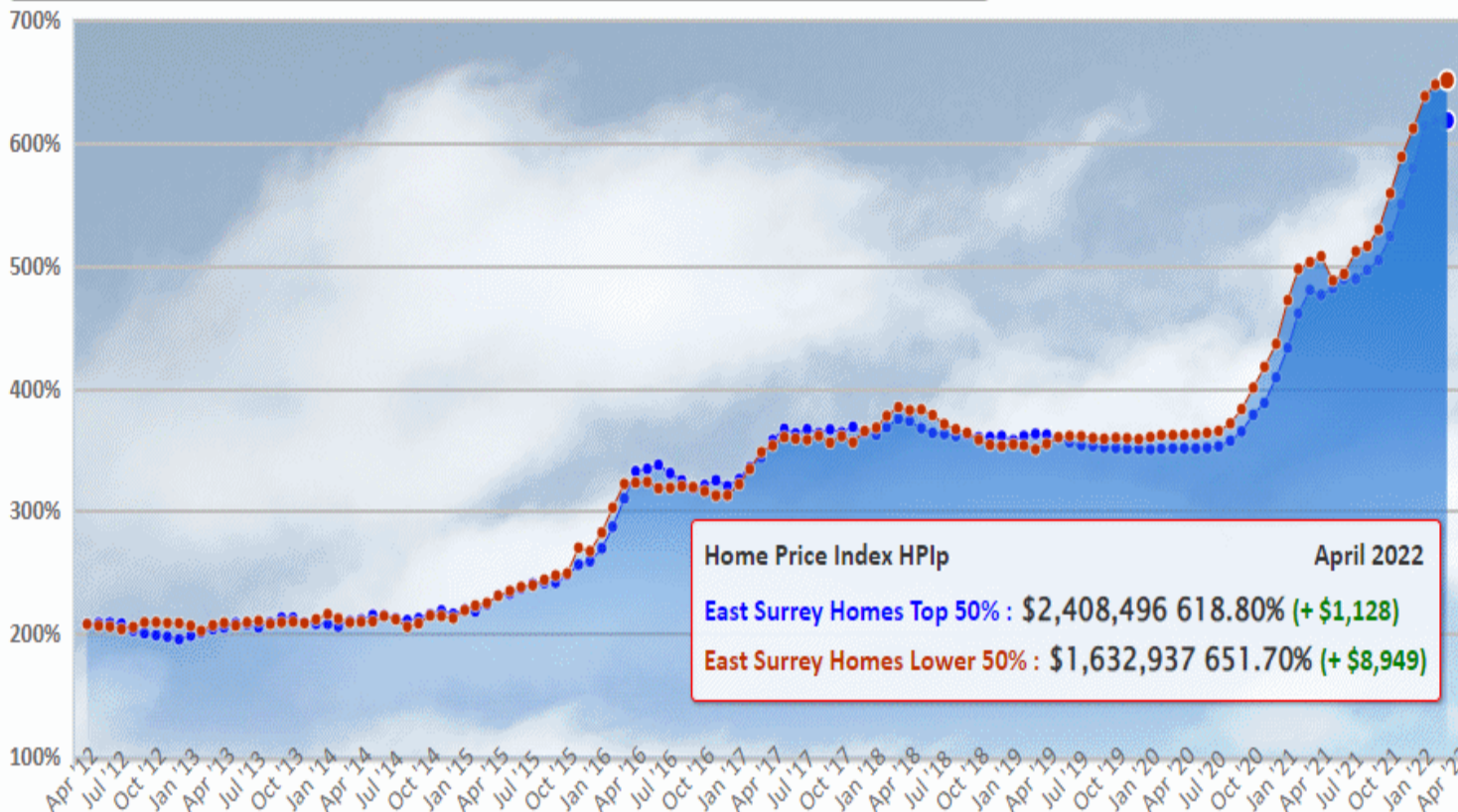
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Market Analysis and Forecasting

May 1/22 **East Surrey**

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



Monthly Home values

Date	Value
Apr 2022	% 618.80
Mar 2022	% 618.50
Feb 2022	% 614.10
Jan 2022	% 579.80
Dec 2021	% 550.60
Nov 2021	% 524.50
Oct 2021	% 505.20
Sep 2021	% 497.20
Aug 2021	% 490.00
Jul 2021	% 489.70
Jun 2021	% 482.20
May 2021	% 476.90

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attached homes

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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

Langley, Cloverdale Sub areas Statistics - Apr 2022						Attached
Neighbourhoods	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Cloverdale BC	104	36	8	101%	\$8,500	34.6%
Clayton	177	56	7	101%	\$10,550	31.6%
Murrayville	25	7	11	102%	\$19,200	28.0%
Salmon River	7	3	8	99%	-\$7,000	42.9%
Brookwood Langley	0	0				0.0%
Aldergrove Langley	20	7	5	102%	\$11,000	35.0%
Langley City	214	70	8	101%	\$6,000	32.7%
Total Activity	547	179	8	101%	\$10,001	33%

Langley, Cloverdale List Price Ranges Statistics - Apr 2022							Attached
Home Price Range	Total Listings (Month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD	
0-\$475,000	32	13	7	105%	\$21,000	40.6%	
\$475,001-\$550,000	80	31	7	100%	\$1,000	38.8%	
\$550,001-\$650,000	137	47	10	99%	-\$3,000	34.3%	
\$650,001-\$800,000	102	38	7	104%	\$30,550	37.3%	
\$800,001-\$950,000	104	35	7	101%	\$5,112	33.7%	
\$950,001 and more	92	15	8	102%	\$20,000	16.3%	
Total Activity	547	179	8	101%	\$10,001	33%	

May 1 2022 Langley, Cloverdale Market Update (Attached)

Current: Langley, Cloverdale is in a Seller Market with average listing inventories, a **33 % SOLD** rate and a 101% Sell/List Ratio.

(This means that there is an average of a \$10,000 discount on a sale from the original list price)

Most Active Price Range: Attached homes below \$475,000 have **40.6 % SOLD** rate and is in a Sellers Market.

Least Active Price Range: Attached homes above \$950,000 have **16.3 % SOLD** rate.

History: The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$132,694.

The Langley, Cloverdale's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$107,873.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$231,236.

The Langley, Cloverdale's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$152,125.

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

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	Apr-21	Mar-22	Apr-22	5/1/2022	Change
Total Listings** (A.S.T.C.X)	553	561	547		-14
Active Listings	225	211	276	316	40
Solds	208	227	179		-48
Days on Market (DOM)	7	7	8		1
% SOLD (Sales/ Listings /monthly rate)	38%	40%	33%		-8%
Condos (Top 50%) Home Price Index HPIp	\$510,100	\$672,444	\$642,794		-\$29,650
Condos (Lower 50%) Home Price Index HPIp	\$381,100	\$475,357	\$488,973		\$13,616
Twnhs (Top 50%) Home Price Index HPIp	\$811,823	\$1,107,101	\$1,043,058		-\$64,043
Twnhs (Lower 50%) Home Price Index HPIp	\$605,742	\$784,624	\$757,867		-\$26,757

Forecast: The Listing Inventories have increased by 1% more listings compared to same month last year. We project Langley, Cloverdale Attached to be a continued Seller market. The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (\$43,918) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months. Currently, the Condo Market is still Stable with an Average Price Increase of \$1,617. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (\$8,069) average price decrease. 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.

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Statistics, on the Web!

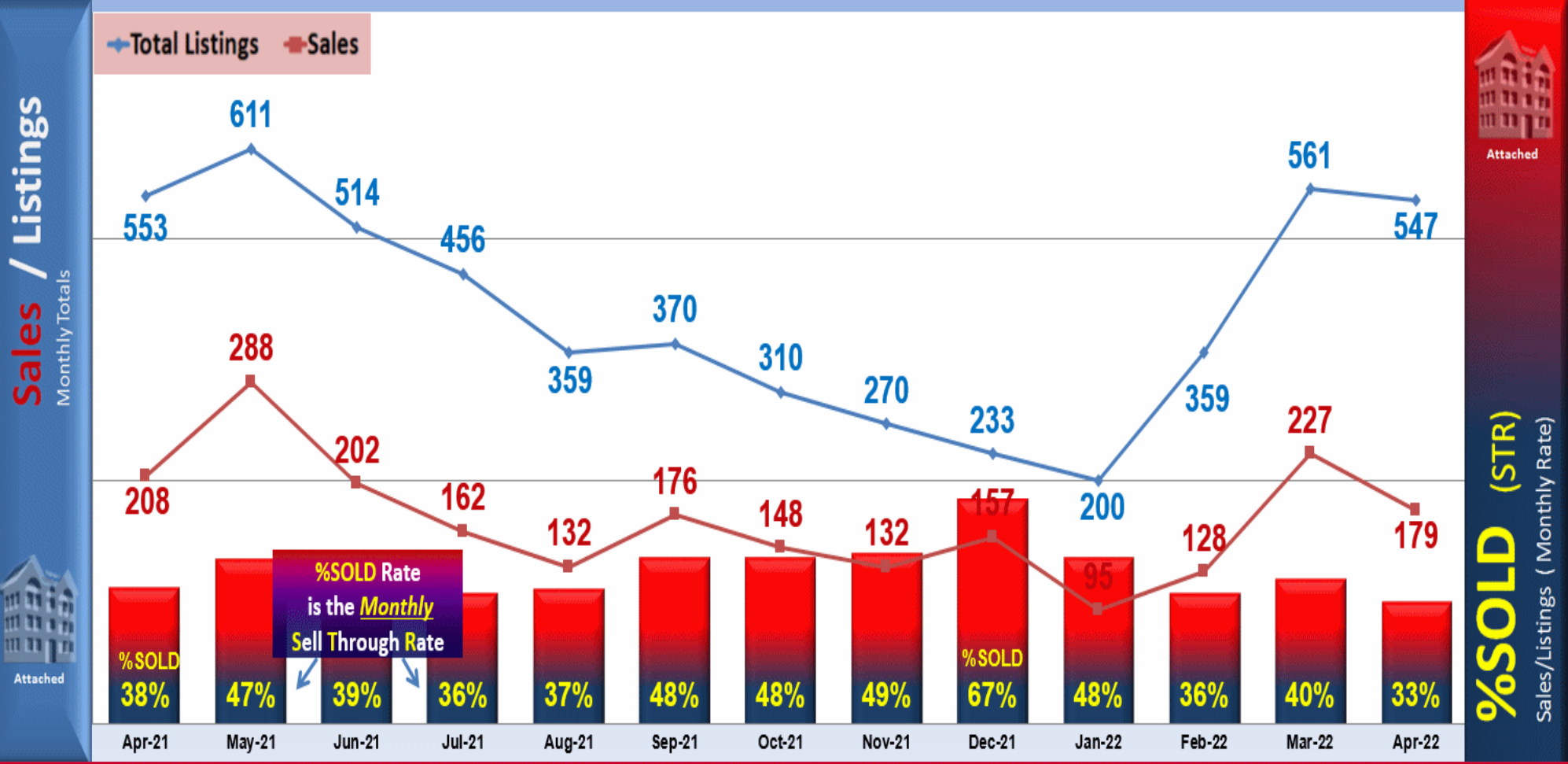


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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

Attached Langley, Cloverdale

Total Listings **, Sales, and %SOLD Rates



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Market Analysis and Forecasting May 1/22 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)

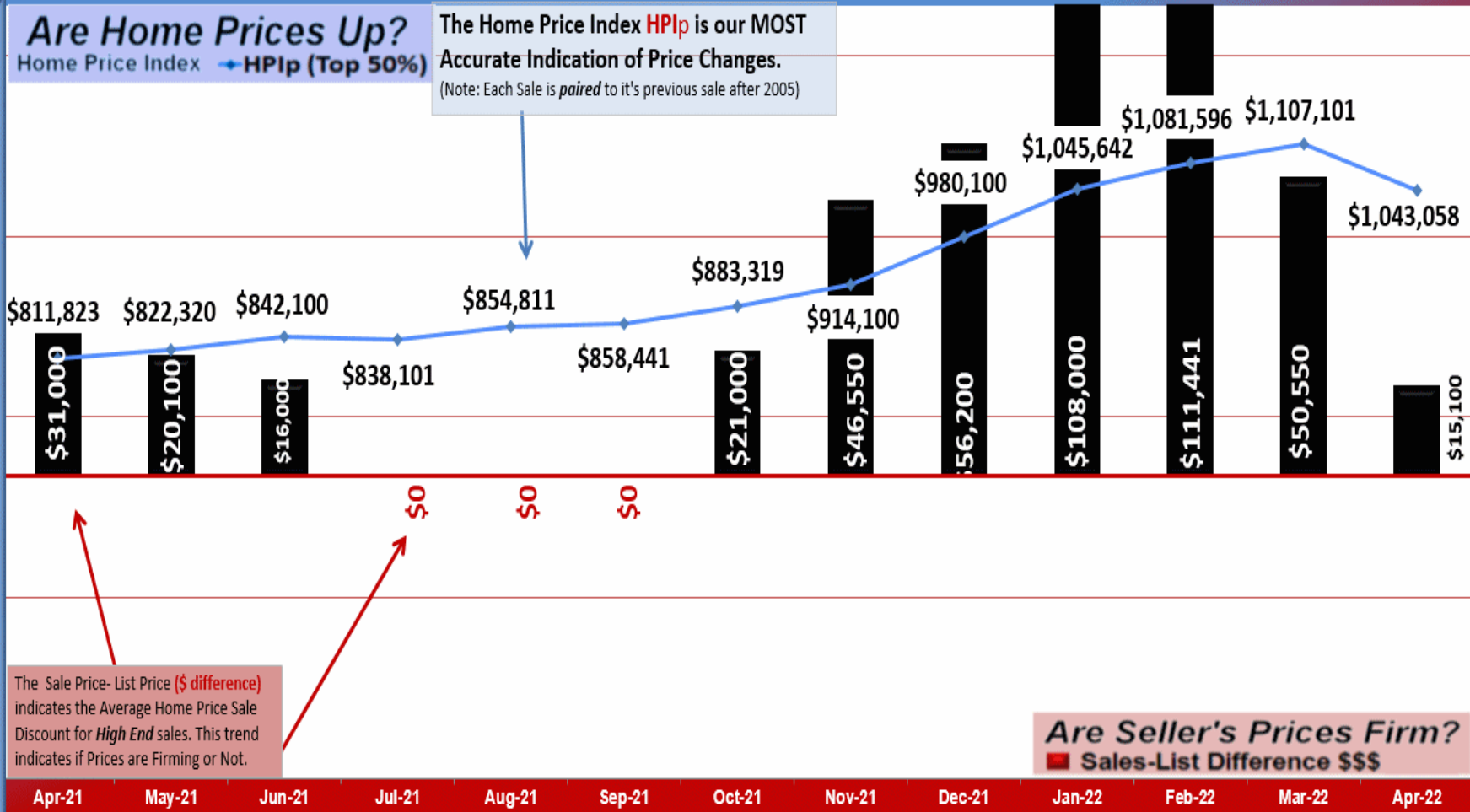


TOP 50%

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.
(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 \$\$\$

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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

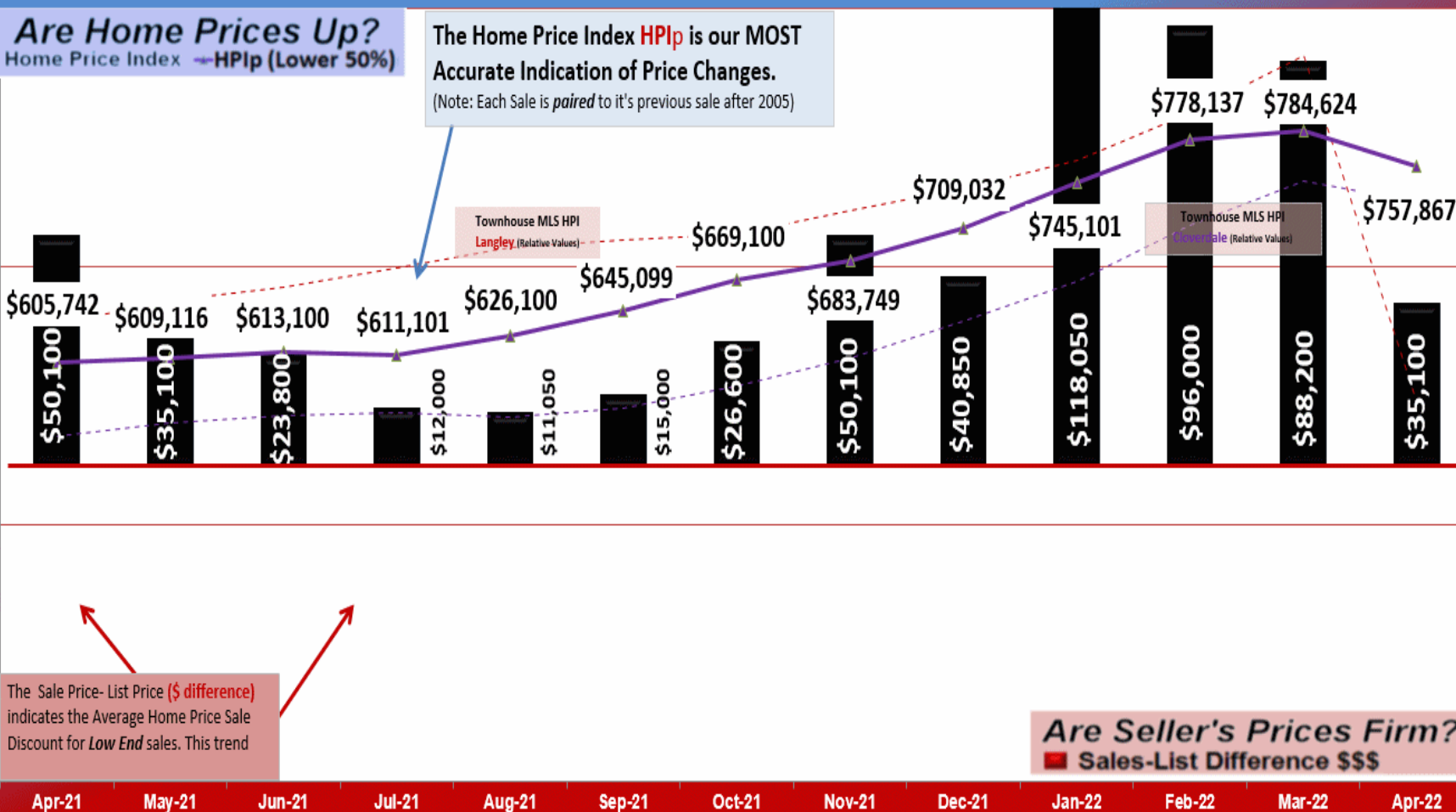
Attached Langley, Cloverdale Townhouse Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?
Home Price Index → HPIp (Lower 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 Low End sales. This trend

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



Townhouses



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

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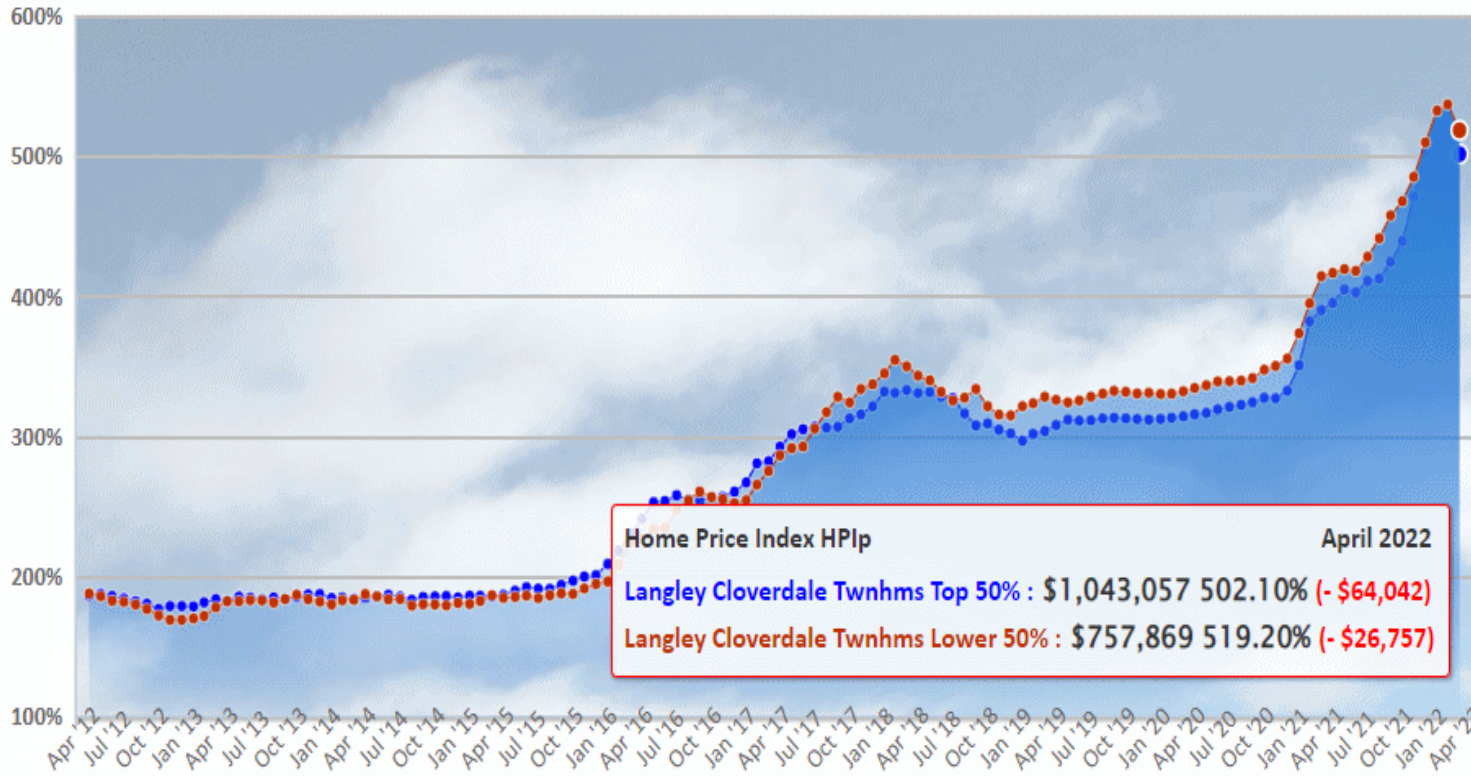
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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

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



Monthly Home values

Date	Value
Apr 2022	% 502.10
Mar 2022	% 532.90
Feb 2022	% 520.60
Jan 2022	% 503.30
Dec 2021	% 471.80
Nov 2021	% 440.00
Oct 2021	% 425.20
Sep 2021	% 413.20
Aug 2021	% 411.50
Jul 2021	% 403.40
Jun 2021	% 405.40
May 2021	% 395.80

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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

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

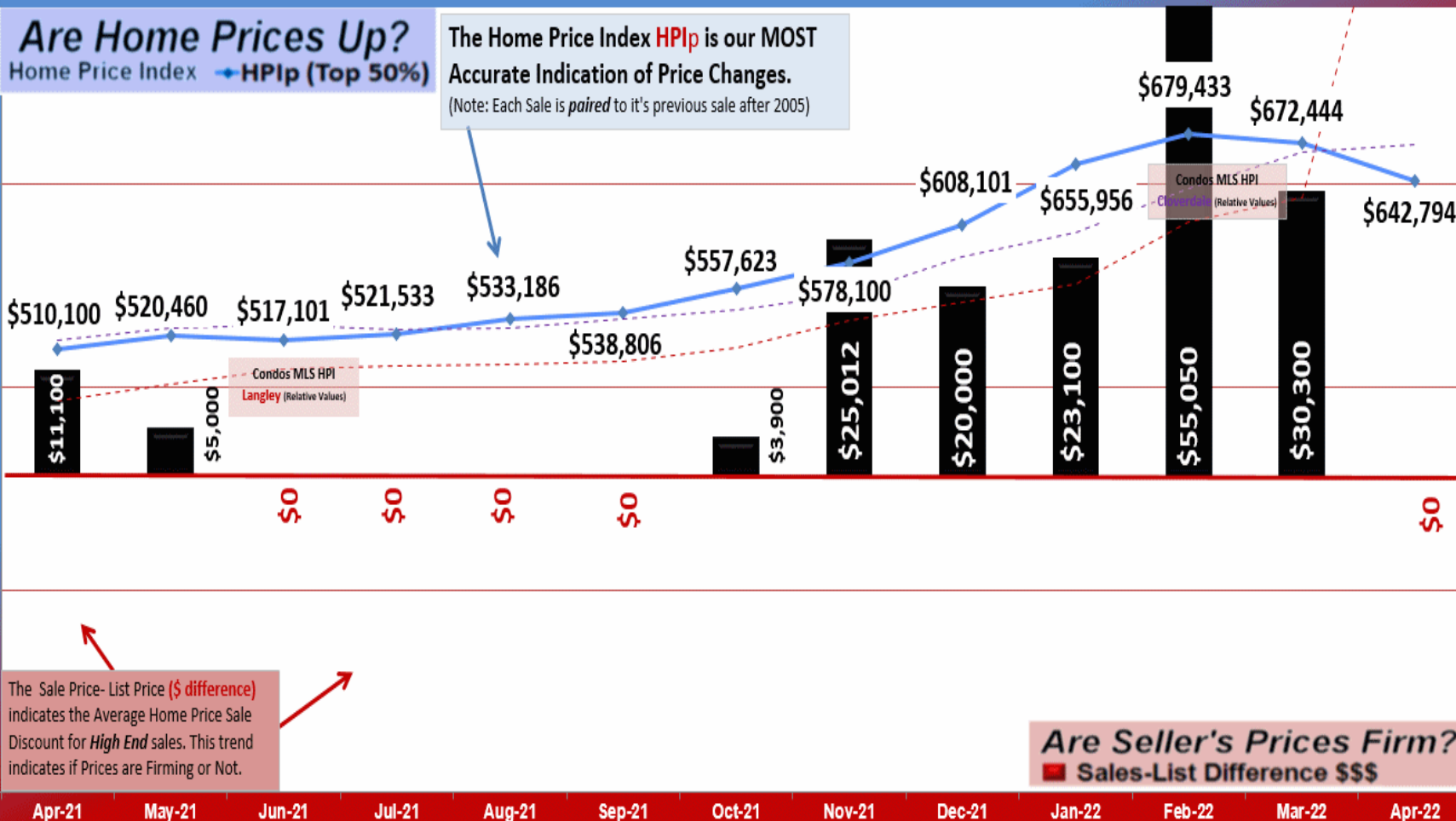
Home Price Changes

(Home Price Index Paired sales from 2005)

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

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(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 \$\$\$



Condominiums

TOP 50%

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

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Market Analysis and Forecasting May 1/22 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)

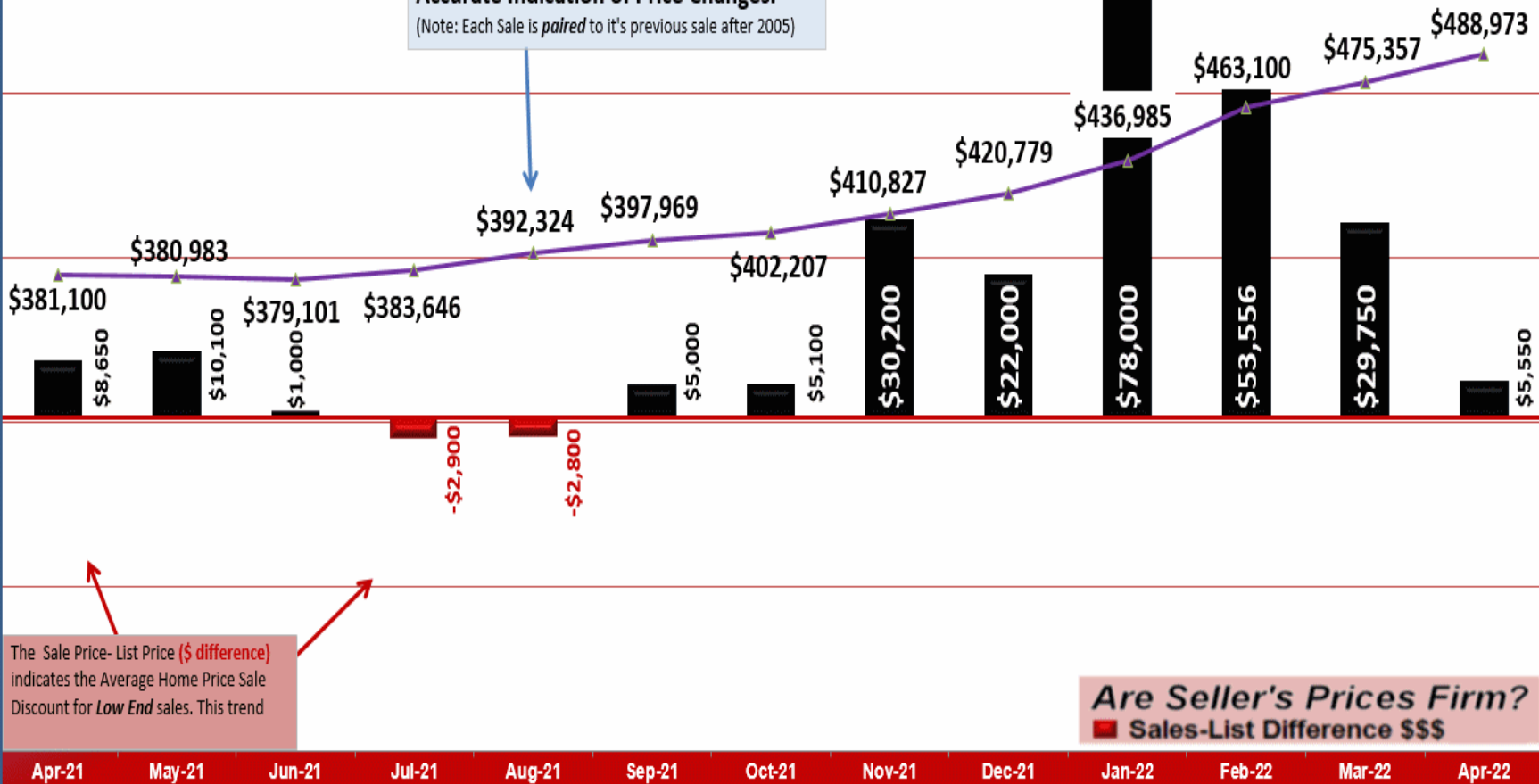
Home Price Changes

(Home Price Index Paired sales from 2005)

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

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The Sale Price- List Price (\$ difference) indicates the Average Home Price Sale Discount for Low End sales. This trend

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



Condominiums



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

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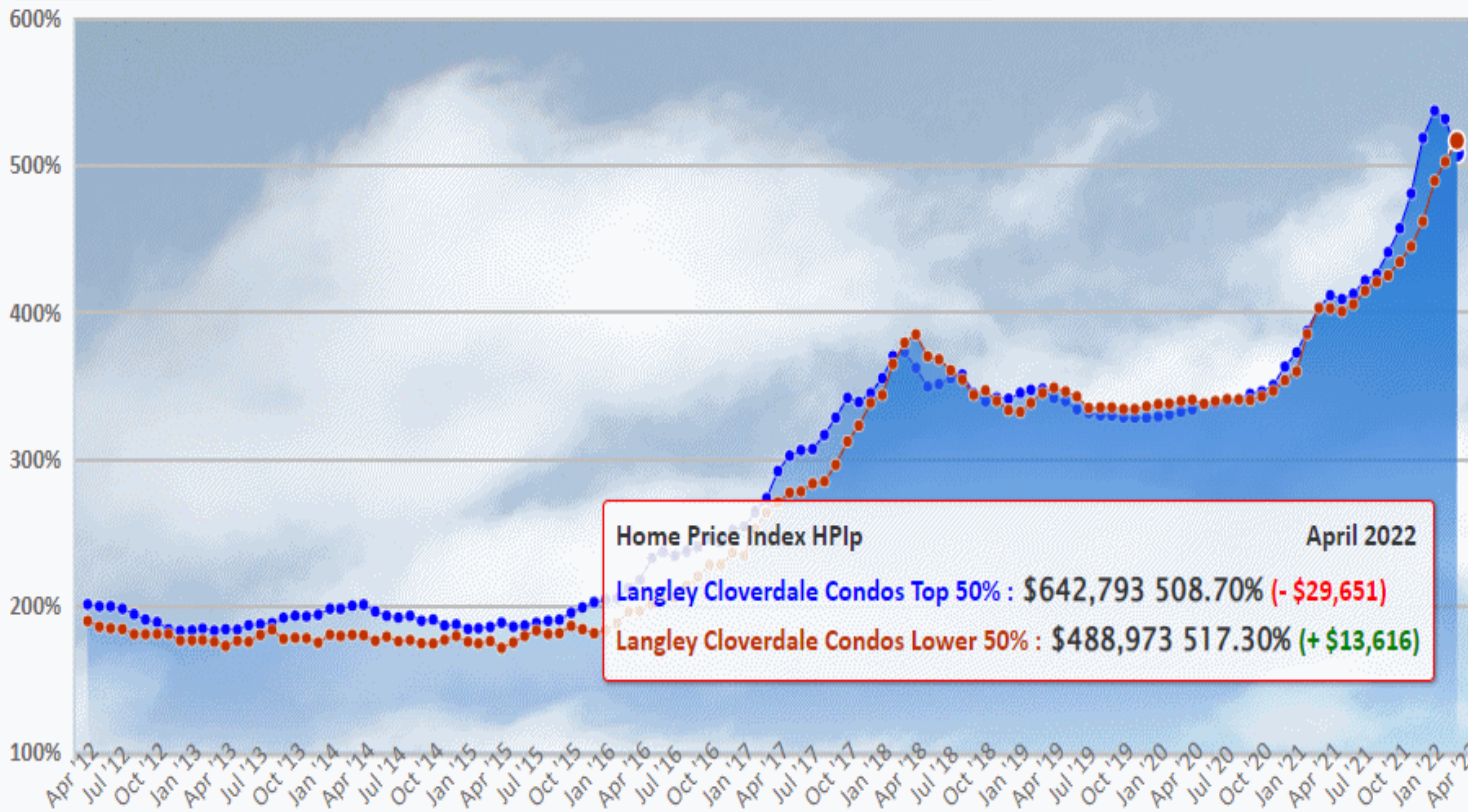
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Market Analysis and Forecasting May 1/22 Langley, Cloverdale

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



Monthly Home values

Date	Value
Apr 2022	% 508.70
Mar 2022	% 532.20
Feb 2022	% 537.70
Jan 2022	% 519.10
Dec 2021	% 481.30
Nov 2021	% 457.50
Oct 2021	% 441.30
Sep 2021	% 426.40
Aug 2021	% 422.00
Jul 2021	% 412.80
Jun 2021	% 409.30
May 2021	% 411.90

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Market Analysis and Forecasting May 1/22 East Surrey



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East Surrey Sub areas Statistics - Apr 2022 Attached

Neighbourhoods	Total Listings (1month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
Fraser Heights	29	1	7	103%	\$30,000	3.4%
Guildford	151	55	8	105%	\$36,000	36.4%
Fleetwood Tynehead	138	33	10	104%	\$35,000	23.9%
Panorama Ridge	26	2	6	113%	\$133,500	7.7%
Sullivan Station	173	36	9	104%	\$33,001	20.8%
Total Activity	517	127	9	104%	\$35,000	25%

East Surrey List Price Ranges Statistics - Apr 2022 Attached

Home Price Range	Total Listings (1month)	Sales	DOM	Sale Price /List Price	Sell - List \$Difference	%SOLD
\$0-\$575,000	65	29	7	107%	\$36,000	44.6%
\$575,001-\$775,000	100	32	11	103%	\$19,000	32.0%
\$775,001-\$850,000	70	23	11	104%	\$30,001	32.9%
\$850,001-\$950,000	89	18	7	106%	\$51,000	20.2%
\$950,001-\$1,000,000	77	15	12	104%	\$40,100	19.5%
\$1,000,001 and more	116	10	9	101%	\$17,501	8.6%
Total Activity	517	127	9	104%	\$35,000	25%

Monthly Changes Summary

	Apr-21	Mar-22	Apr-22	5/1/2022	Change
Total Listings** (A,S,T,C,X)	491	553	517		-36
Active Listings (1st of the month)	208	221	295	318	23
Solds	159	217	127		-90
Days on Market (DOM)	7	8	9		1
%SOLD (Sales/ Listings /mnlthly rate)	32%	39%	25%		-14.7%
Condos (Top 50%) Home Price Index HPIp	\$476,280	\$591,263	\$605,546		\$14,283
Condos (Lower 50%) Home Price Index HPIp	\$336,525	\$390,430	\$401,702		\$11,273
Twnhs (Top 50%) Home Price Index HPIp	\$779,334	\$993,100	\$1,049,100		\$56,000
Twnhs (Lower 50%) Home Price Index HPIp	\$541,100	\$650,101	\$699,336		\$49,235

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.com

May 1 2022 East Surrey Market Update Attached Townhomes/ Condos
Current: East Surrey is a Seller Market with average listing inventory, a **25 %SOLD** rate and a 104% Sell/List Ratio.
 (This means the discount on a sale from the original list price is averaging \$35,000)

Most Active Price Range: Homes below \$575,000 have **44.6 %SOLD** rate
Least Active Price Range: Homes above \$1,000,000 have **8.6 %SOLD** rate.

History: The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices are increased \$129,266.
 The East Surrey's **Condos** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices increased \$65,177.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Top 50%)** shows that prices increased \$269,766.
 The East Surrey's **Townhouses** Year-To-Date Home Price Index **HPIp (Lower 50%)** shows that prices are increased \$158,236.
 *The HPIp (Home Price Index) is an approximate reflection of the Average Home Price Changes.

Forecast: The listing inventory is 5% more than the same month last year.

The Fraser Valley's Detached Home Market has now dropped for the 2nd month in a row. The Average Home Price decreased (\$43,918) which is a big change from the \$2,921 drop that we saw in March. This adjustment is partially caused by the erosion of consumer confidence with the \$2/liter gas prices, interest rates, and economic woes. This is the 4th lowest monthly price decrease we have seen on record. We are now forecasting that the majority of the Fraser Valley Market continues to be in a Buyer's Market in the next coming months.
 Currently, the Condo Market is still Stable with an Average Price Increase of \$1,617. Meanwhile, Townhouse Markets have switched to a Buyer's Market with an (\$8,069) average price decrease. 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 **all marketed listings /month.
 The Days-On-Market and Sale-List Price differences are based on medians, not averages. Market Share Reports include all property types.
 Sources: the respective Real Estate Boards, and other sources which assume no responsibility for accuracy.

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Market Analysis and Forecasting

May 1/22

East Surrey

Attached Townhomes/ Condos

East Surrey

Total Listings, Sales, and %SOLD rates

Sales / Listings

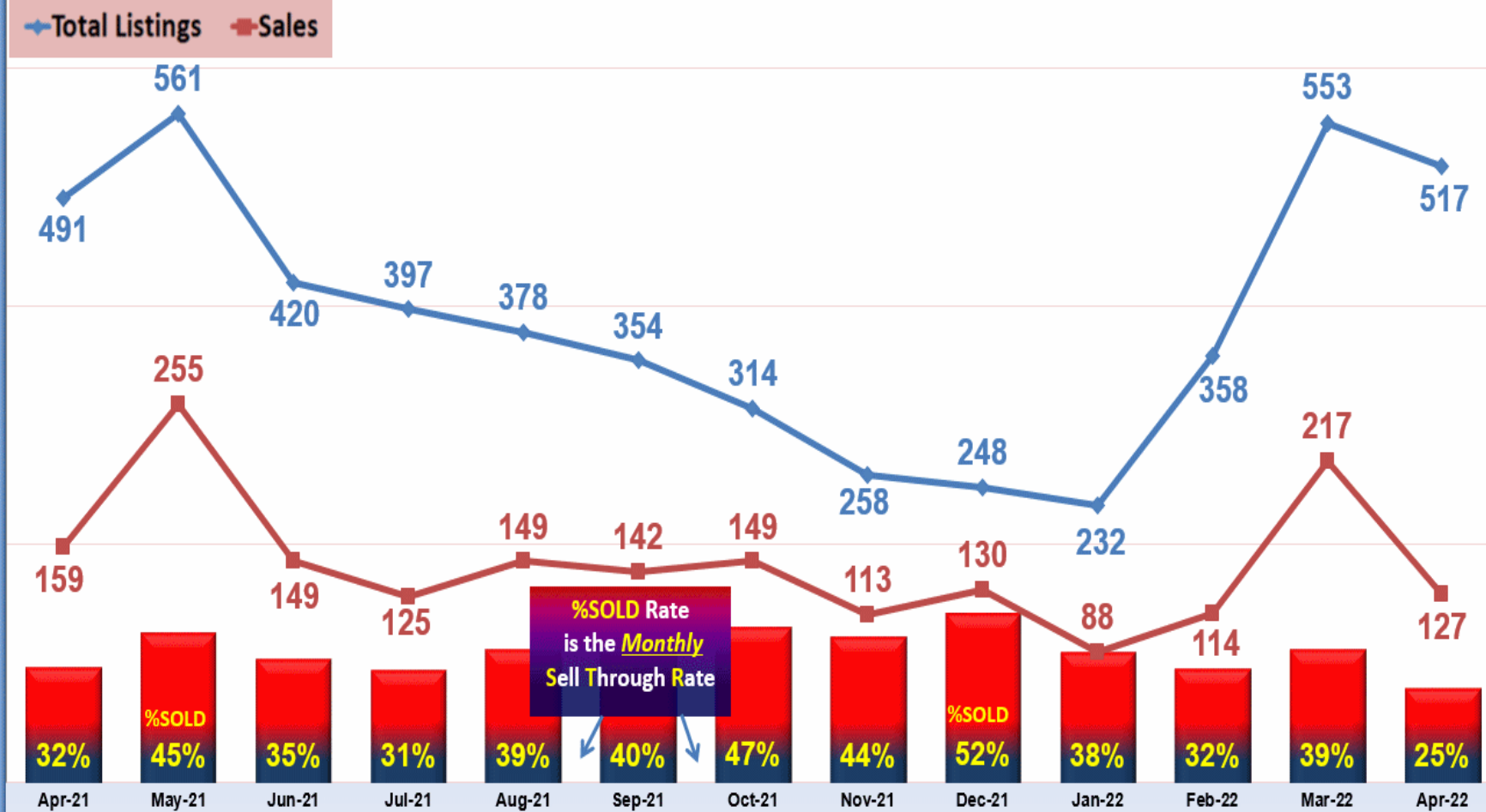
Monthly Totals



Attached

%SOLD (STR)

Sales/Listings (Monthly Rate)



%SOLD Rate is the *Monthly* Sell Through Rate

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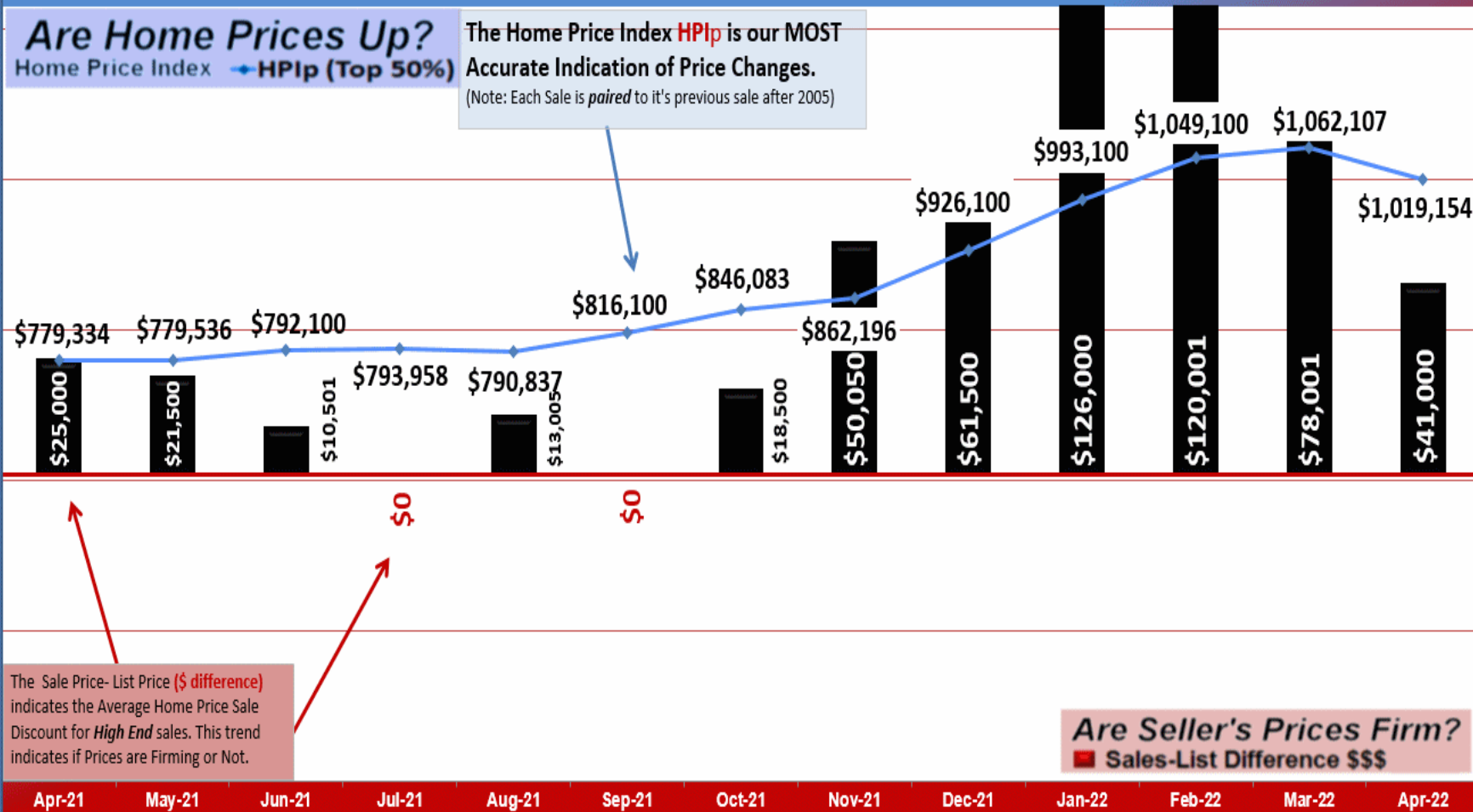
Attached East Surrey Townhouse Home Price Index HPIp (Top 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for High End Home sales)

Home Price Changes

(Home Price Index Paired sales from 2005)

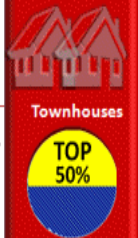
Are Home Prices Up?
Home Price Index → HPIp (Top 50%)

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 \$\$\$



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

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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)

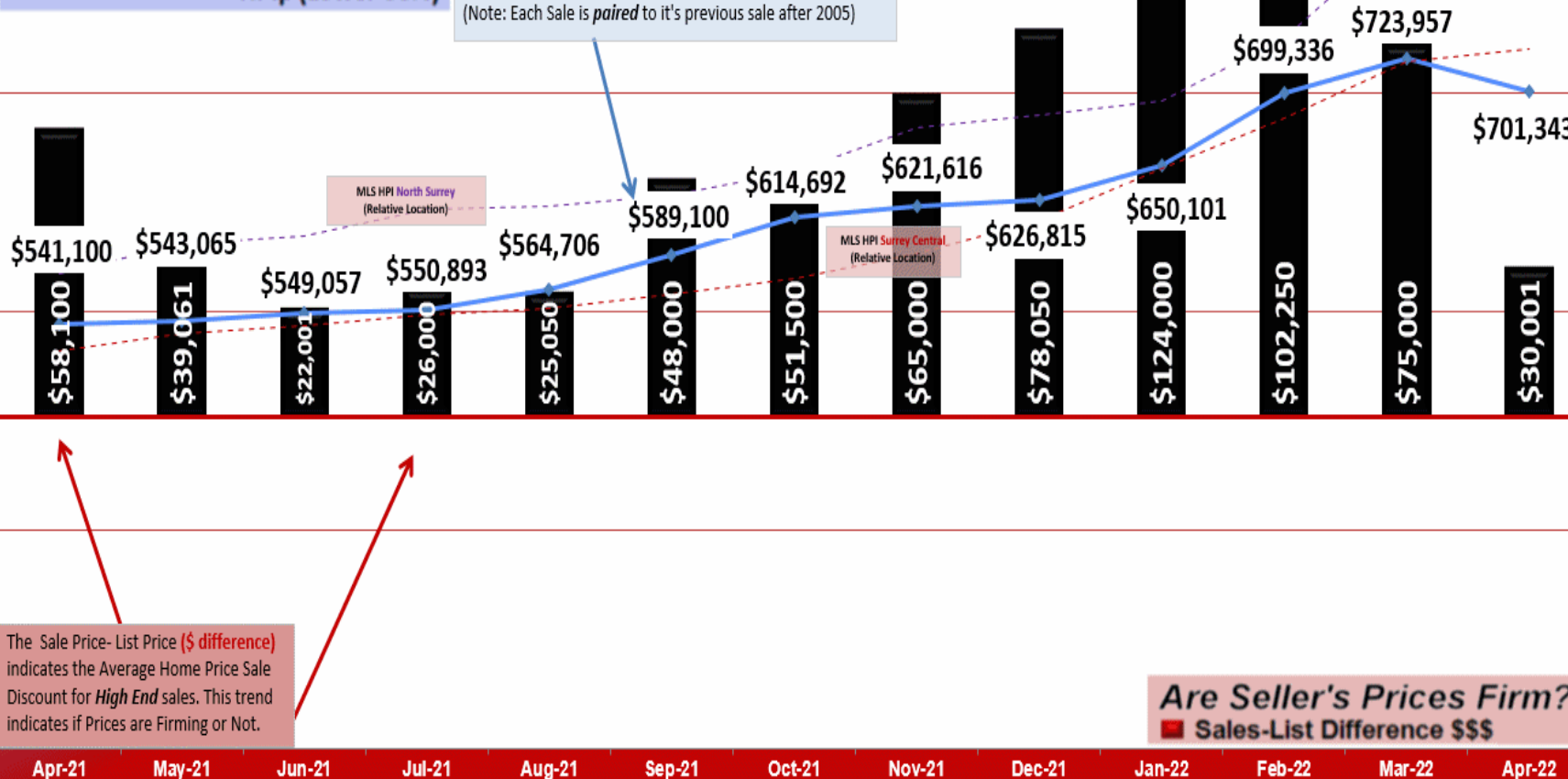
Home Price Changes

(Home Price Index Paired sales from 2005)

Are Home Prices Up?

Home Price Index → HPIp (Lower 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 \$\$\$



Townhouses



LOWER 50%

Sales Discount \$\$\$

Sale Price — Original List Price (\$ difference)

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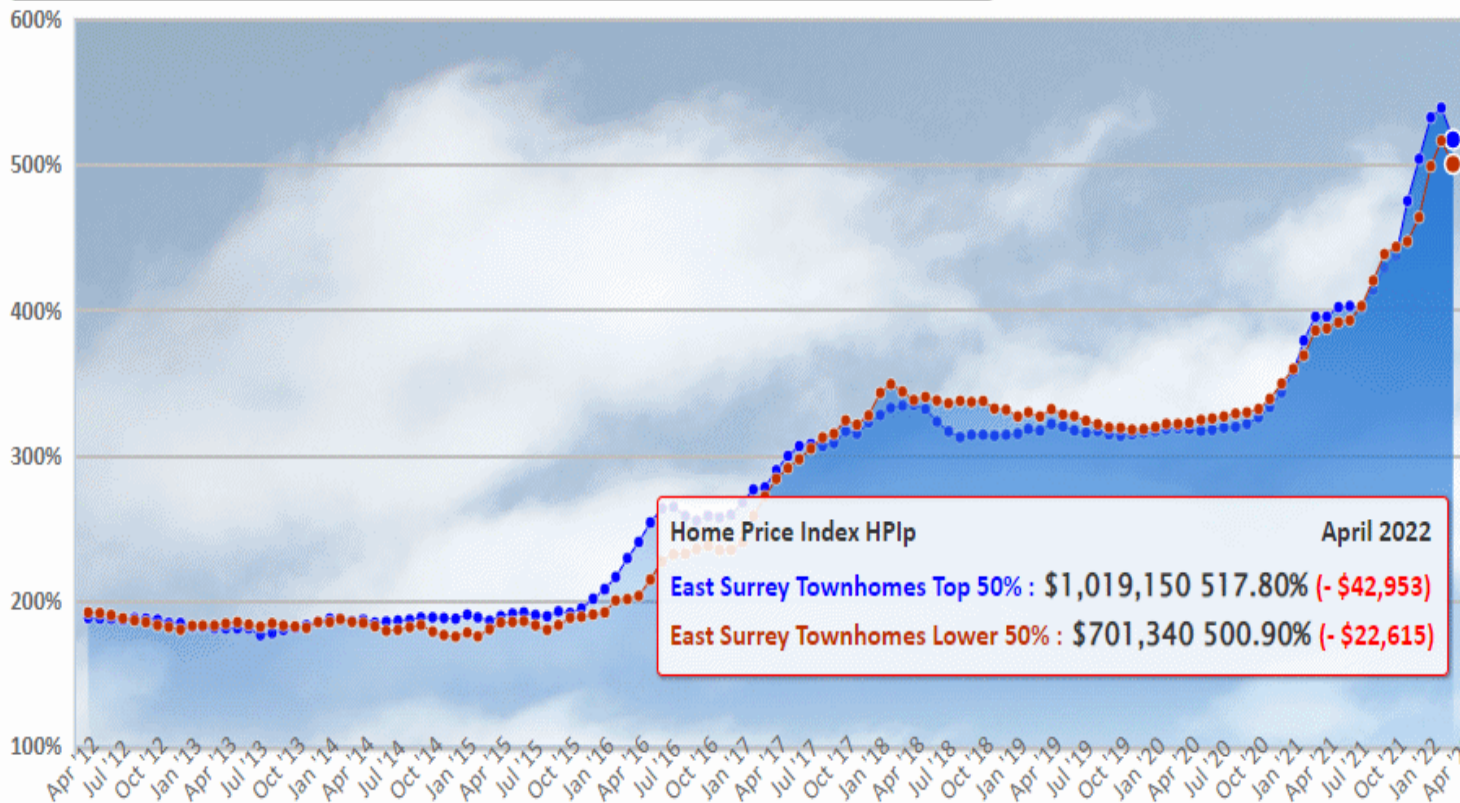


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Market Analysis and Forecasting May 1/22 East Surrey

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



Monthly

Date	Value
Apr 2022	% 517.80
Mar 2022	% 539.60
Feb 2022	% 533.00
Jan 2022	% 504.50
Dec 2021	% 475.60
Nov 2021	% 438.00
Oct 2021	% 429.80
Sep 2021	% 414.60
Aug 2021	% 401.80
Jul 2021	% 403.30
Jun 2021	% 402.40
May 2021	% 396.00

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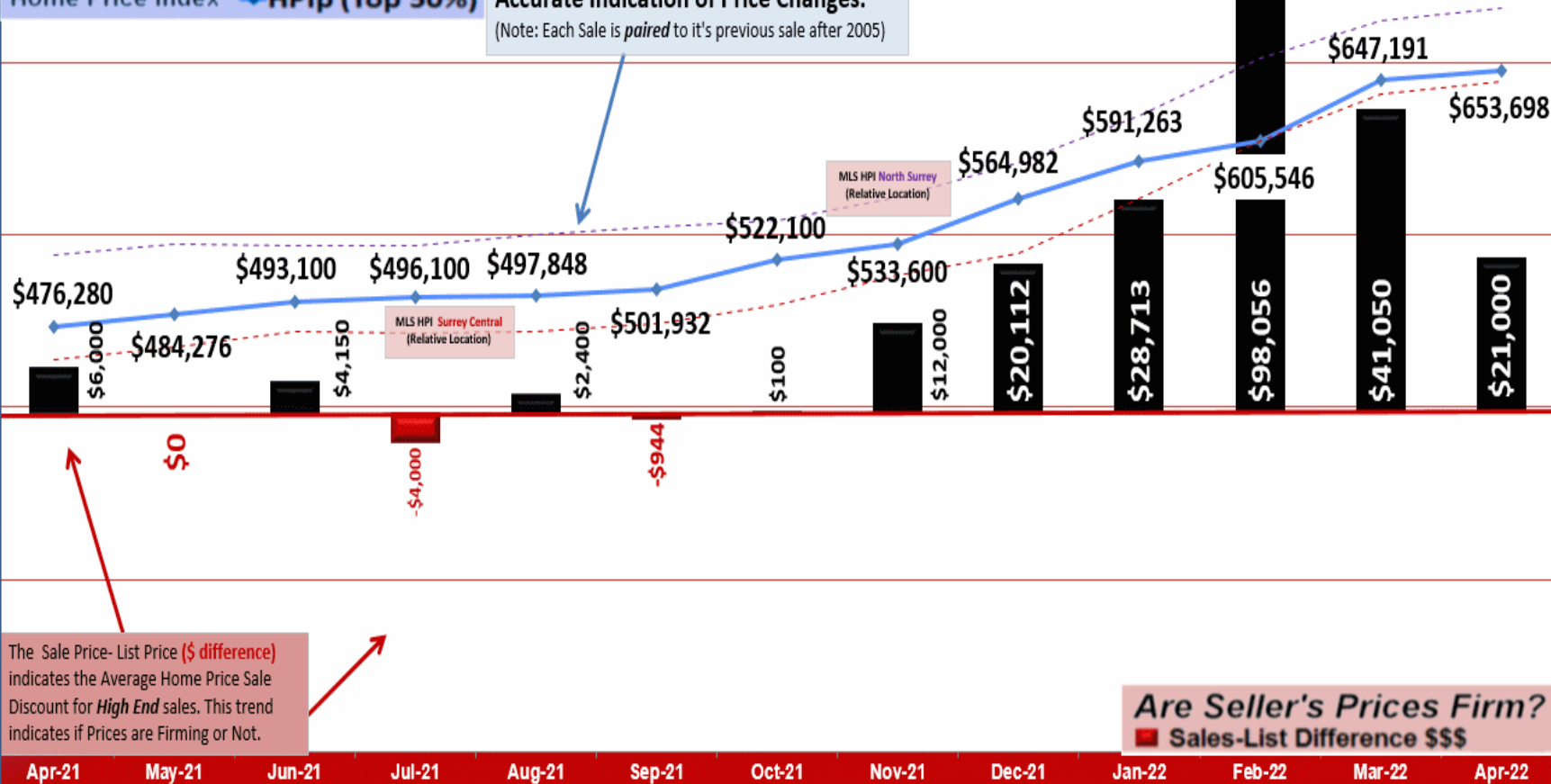
Market Analysis and Forecasting May 1/22 East Surrey

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.
(Note: Each Sale is paired to its 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 \$\$\$



Townhouses



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

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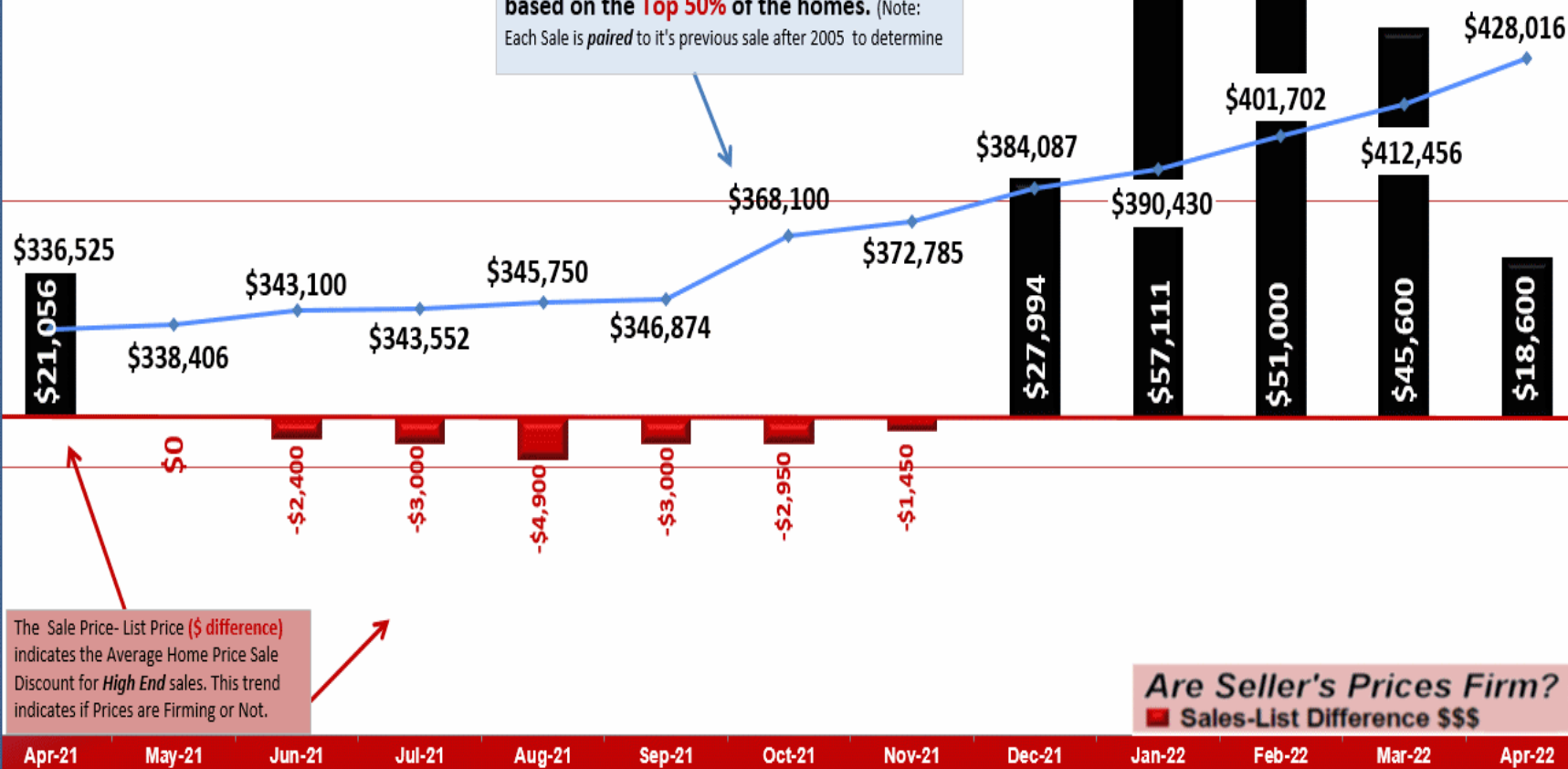
Attached East Surrey Condos Home Price Index HPIp (Lower 50%), Sale Price-List Price (\$ Difference) (average home sold for \$ less than their original list price for Low End Home sales)

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



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 \$\$\$



Townhouses



Sales Discount \$\$

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

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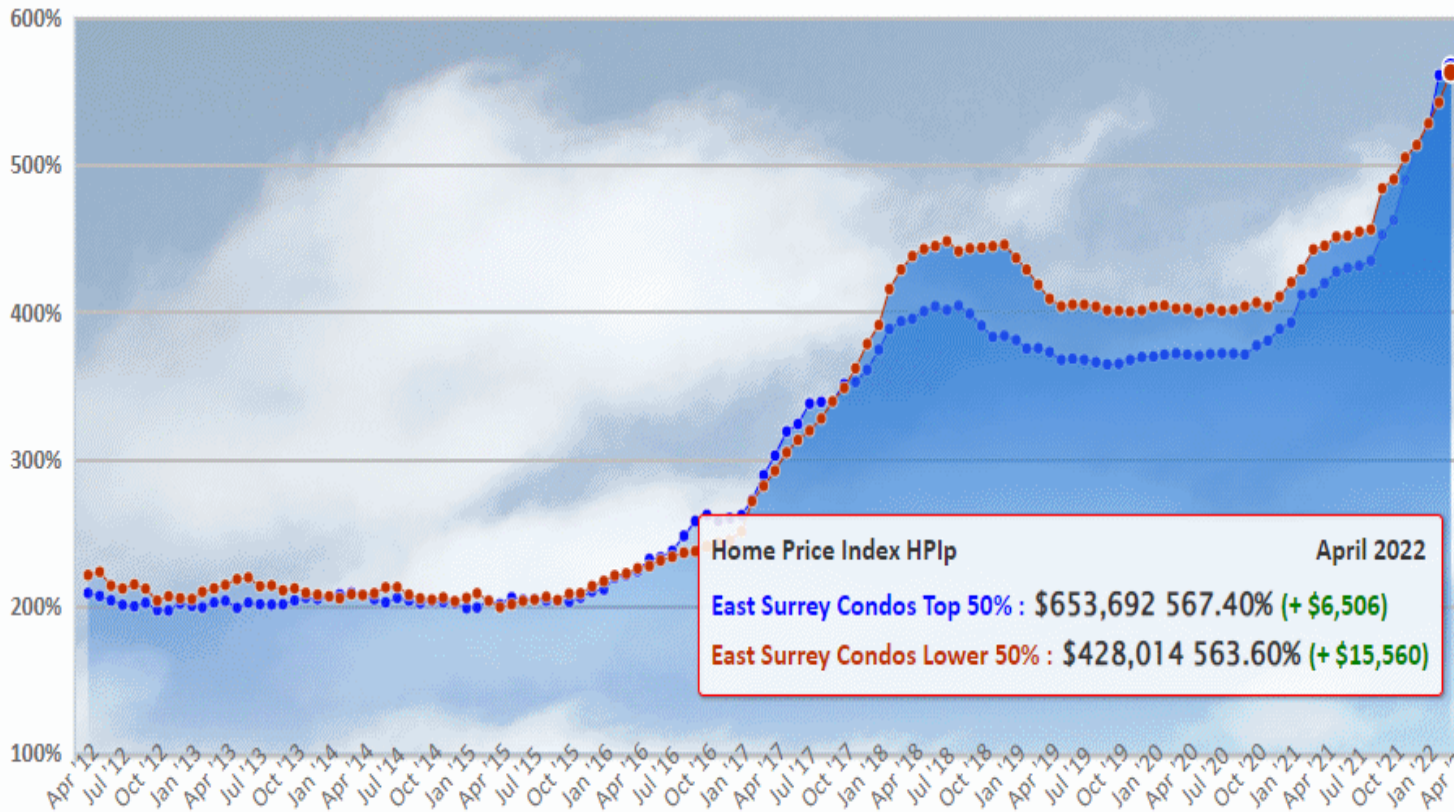
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East Surrey Condos Top 50% : ■ HPIp ■ Forecast+ ■ Forecast-
 East Surrey Condos Lower 50% : ■ HPIp ■ Forecast+ ■ Forecast-



Monthly Home values

Date	Value
Apr 2022	% 567.40
Mar 2022	% 561.70
Feb 2022	% 525.60
Jan 2022	% 513.20
Dec 2021	% 490.40
Nov 2021	% 463.10
Oct 2021	% 453.10
Sep 2021	% 435.60
Aug 2021	% 432.10
Jul 2021	% 430.60
Jun 2021	% 428.00
May 2021	% 420.30

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