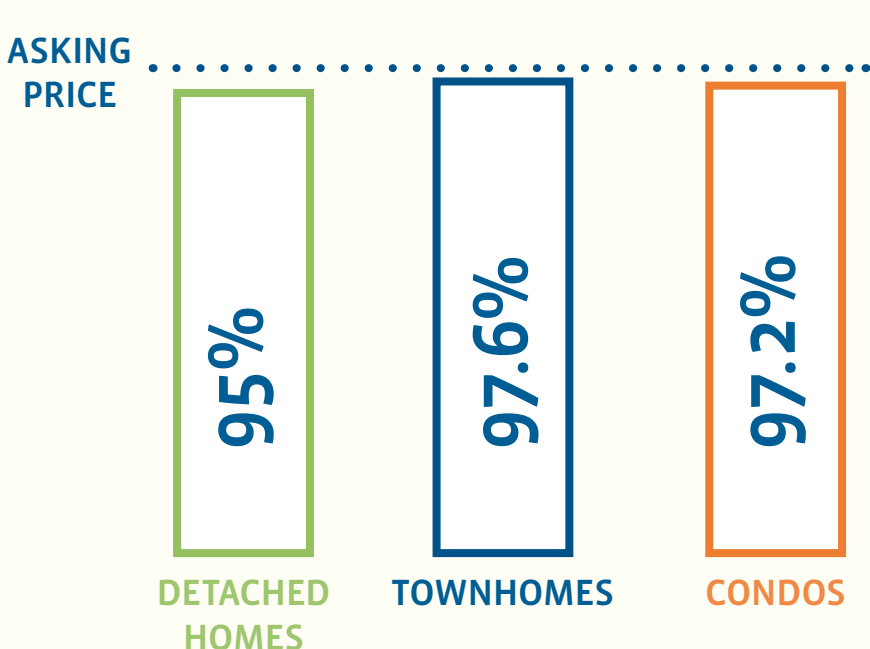


NERD-OUT ON FRASER VALLEY REAL ESTATE STATS

SPOTLIGHT STATS

SALE PRICE AS A % OF ASKING PRICE



AS A PERCENT OF ORIGINAL LIST PRICE, THE SALE PRICE OF ALL THREE PROPERTY CATEGORIES HAS LEVELLED OFF FOR DECEMBER AND REMAIN BELOW 100%.

The month-over-month change was less than 1 percentage point across all property categories. Detached homes saw a minor increase for the first time in 8 months.

DAYS ON MARKET



% changes are month over month

1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	32	33	34	35
36	37	38	39	40	41	42

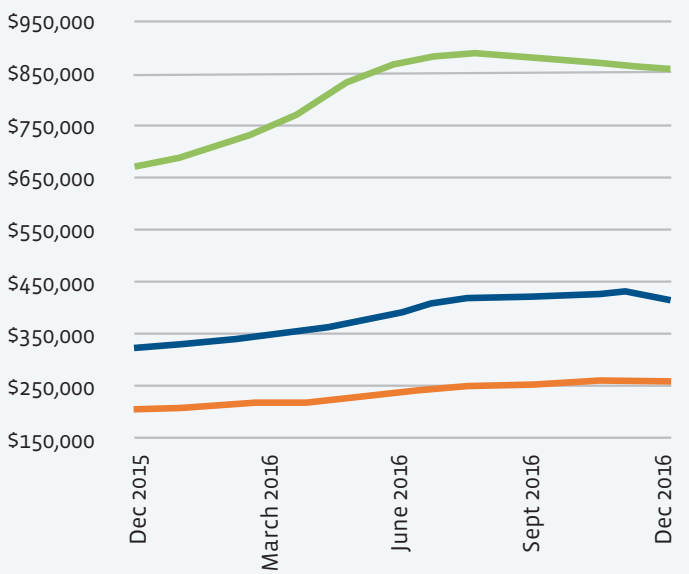
Days on market continues to rise in all three major property categories, though the monthly change has decelerated to single digits.

Detached homes have not stayed on the market this long since February 2015; however, townhomes and condos continue to sell quickly, remaining on market for well below historical averages for a December.

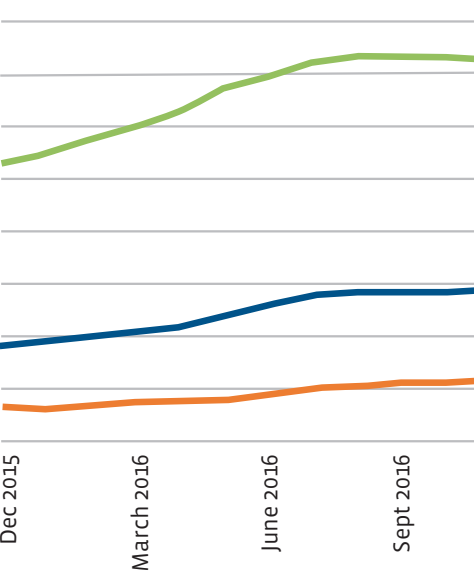
FRASER VALLEY HPI PRICES

The Home Price Index measures the price of a benchmark, or typical, property in a given market and is not influenced by the change in composition of properties sold, which can fluctuate quite significantly from month to month. As a result, this metric is a more pure and stable representation of market price change than average or median prices.

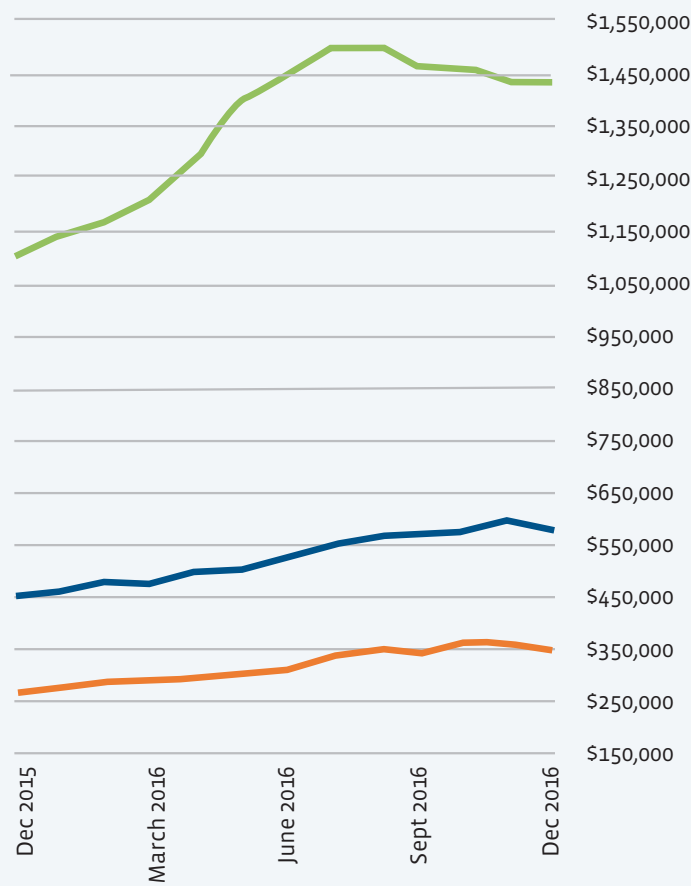
FRASER VALLEY



LANGLEY



SOUTH SURREY

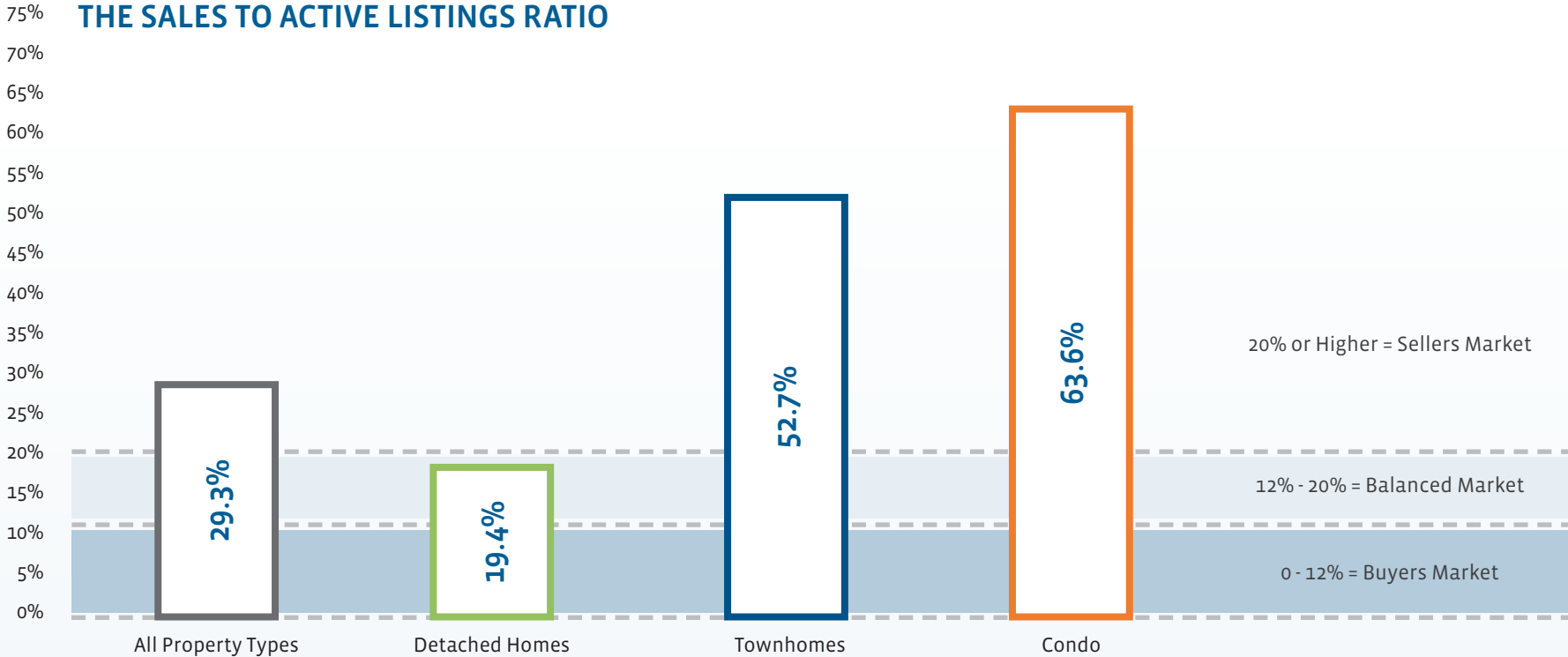


FRASER VALLEY SALES VS. ACTIVE LISTINGS

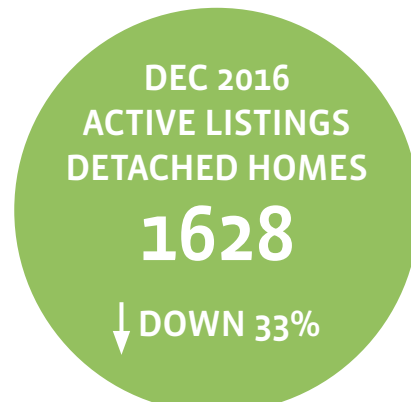
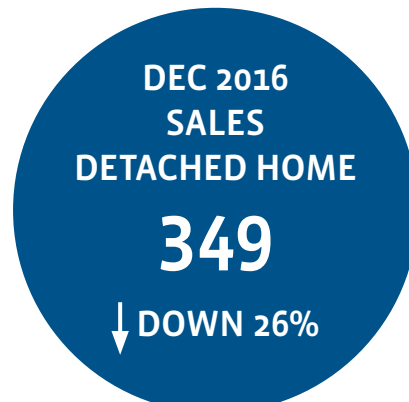
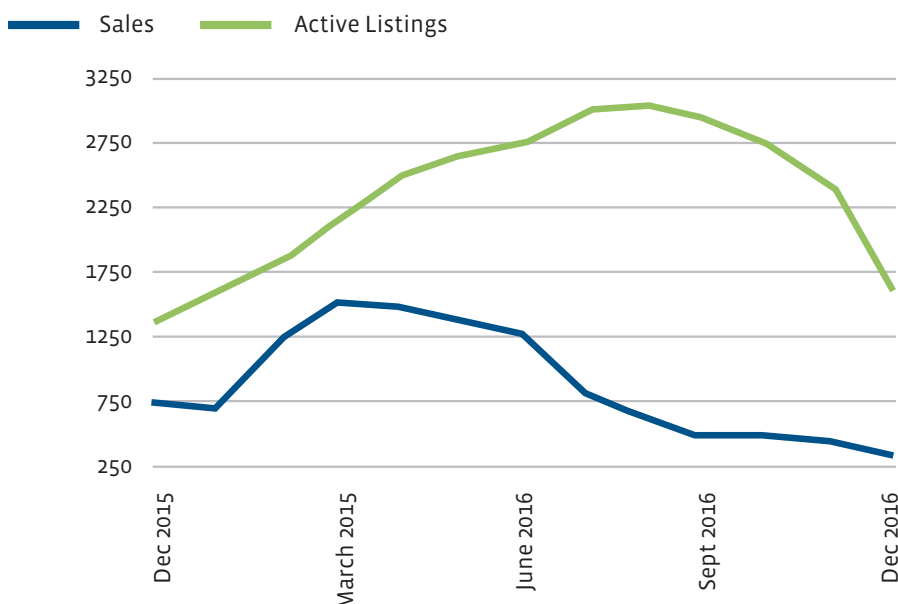
The quantity of sales, the level of active listings and the comparison of the two metrics are an indicator of market strength. The ratio represents the active inventory divided by the number of property sales in the month.

The detached home market saw another mild increase nearly pushing it back into a seller's market. Condos took another steep increase for the 3rd month in a row, pushing further into a seller's market. Townhomes also increased but have remained in a similar range since August 2016.

THE SALES TO ACTIVE LISTINGS RATIO

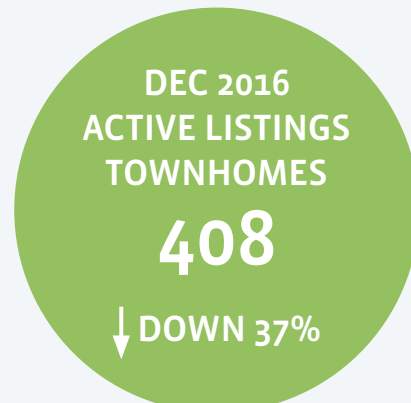
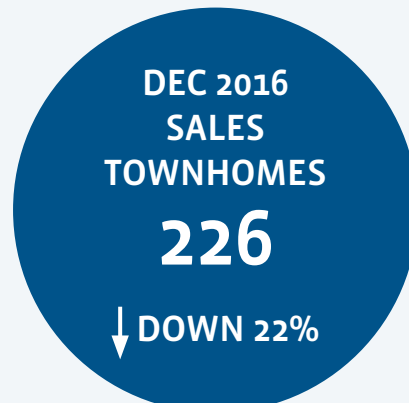
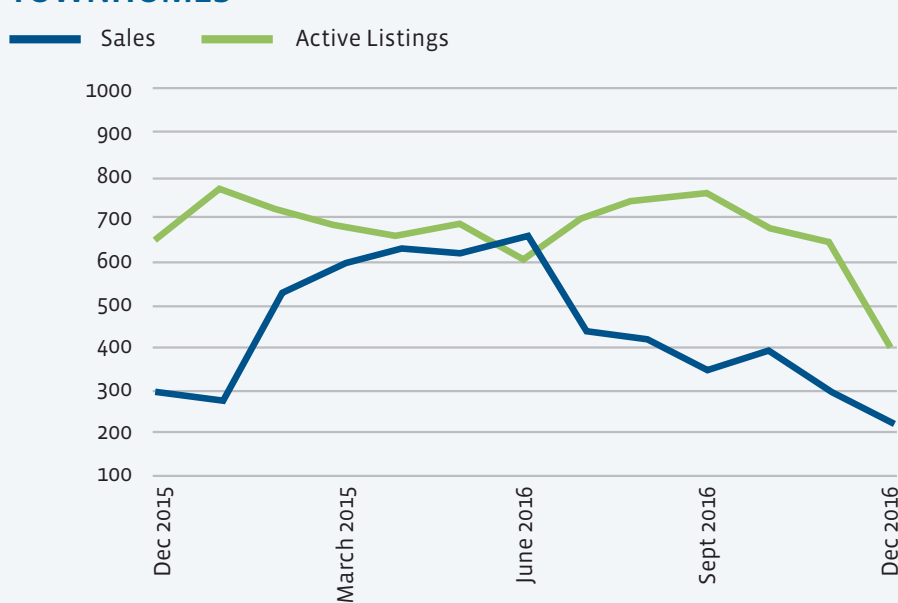


DETACHED HOMES



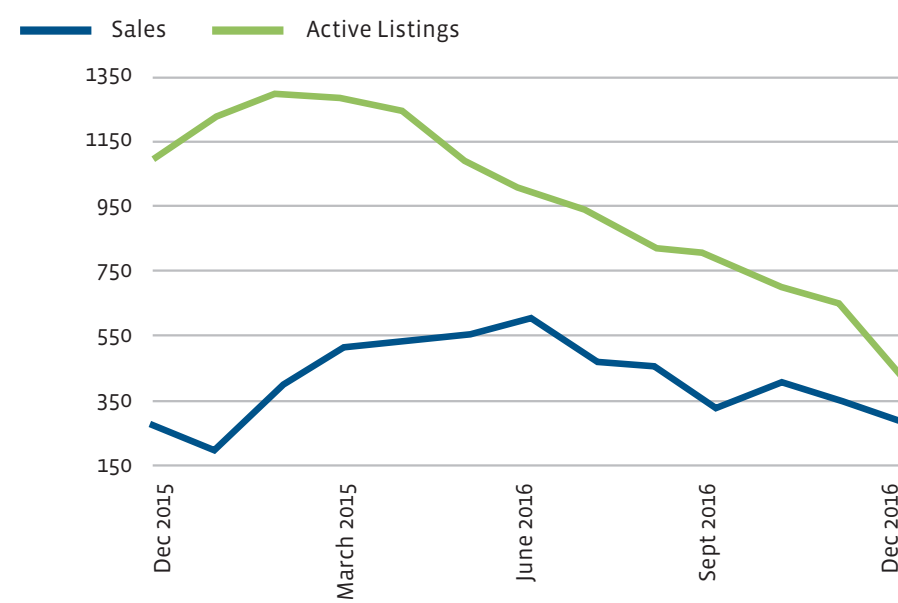
% changes are month over month

TOWNHOMES



% changes are month over month

CONDOS



% changes are month over month

DECEMBER IN QUOTES

"AT YEAR'S END, WE SEE SALES RETURNING TO MORE TYPICAL LEVELS..."

"Sales and inventory both took another steep drop month-over-month in December, but only slightly more than is typical of any December in the past 5 years."

- Frontline Real Estate Services

"The Fraser Valley market was consistently strong throughout 2016, and at times tremendously active. However, at year's end, we see sales returning to more typical levels and low overall inventory."

- Charles Wiebe
Board President
Fraser Valley Real Estate Board