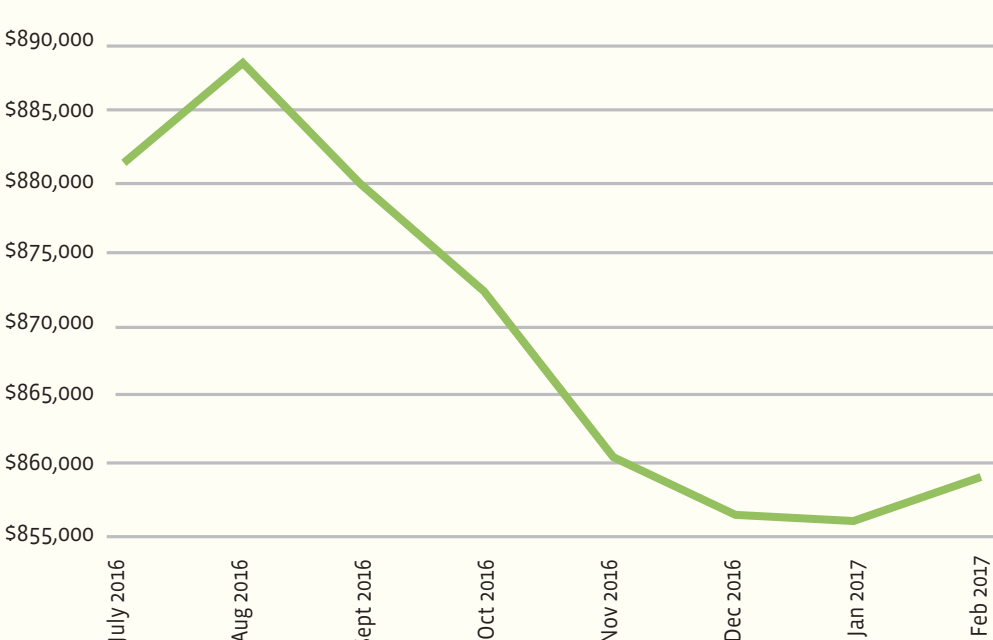


# NERD-OUT ON FRASER VALLEY REAL ESTATE STATS

## SPOTLIGHT STATS

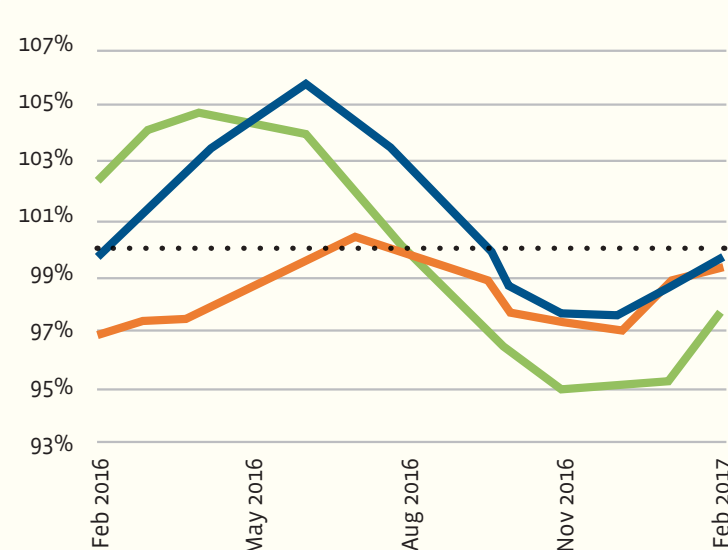
### HPI BENCHMARK PRICE OF DETACHED HOMES

February saw the first increase in the benchmark price of detached homes in the Fraser Valley in over 6 months, marking what appears to be the official end of the decline that started in August 2016.



### SALE PRICE AS A % OF ASKING PRICE

DETACHED HOMES TOWNHOMES CONDOS LIST PRICE



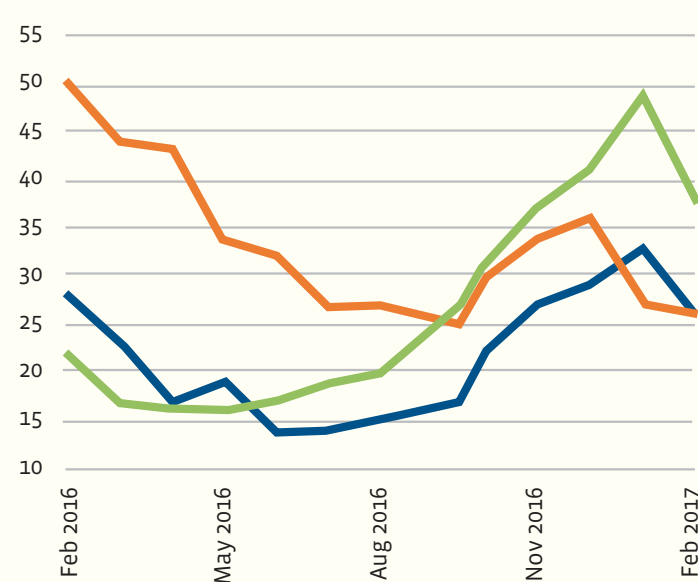
Percent of original sale price climbed in all three categories for the first time since June 2016. **THIS IS A BIG INDICATOR OF BUYER DEMAND.**

### DAYS ON MARKET

DETACHED HOMES TOWNHOMES CONDOS  
**38 DAYS 26 DAYS 26 DAYS**

↓ DOWN 22.4% ↓ DOWN 21.2% ↓ DOWN 3.7%

% changes are month over month



**FEBRUARY WAS A HIGH-DEMAND MONTH WITH DAYS ON MARKET DROPPING IN ALL THREE PRODUCT SEGMENTS.**

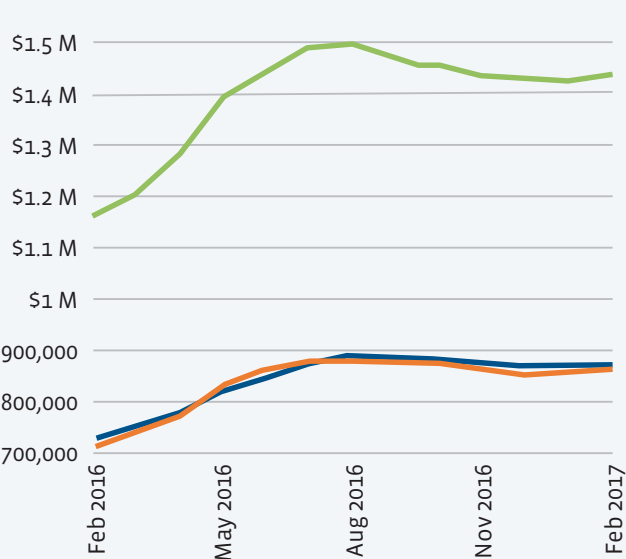
The remarkable change is the 22% drop in days on market for detached homes, after 8 consecutive months of increase. Townhomes experienced a similar drop of over 21%.

### FRASER VALLEY HPI PRICES

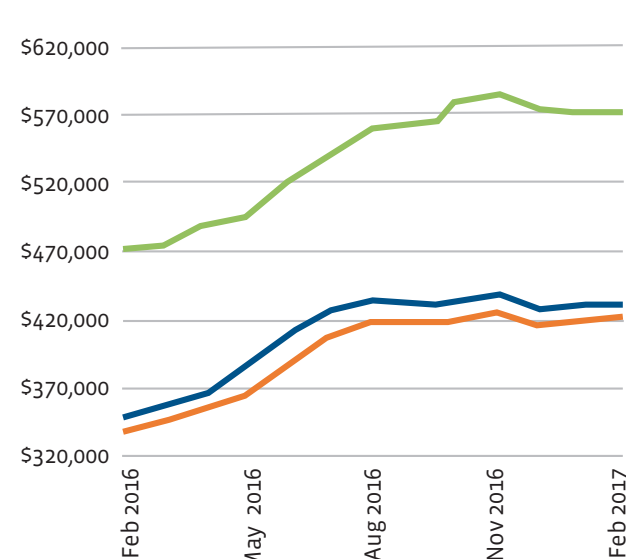
The Home Price Index measures the price of a benchmark, or typical, property in a given market and is not influenced by the change in composition of properties sold, which can fluctuate quite significantly from month to month. As a result, this metric is a more pure and stable representation of market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

Fraser Valley South Surrey + White Rock Langley

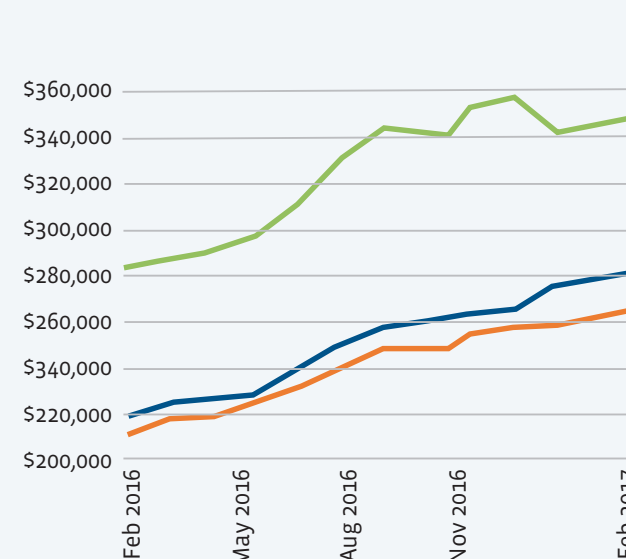
#### DETACHED HOMES



#### TOWNHOMES



#### CONDOS

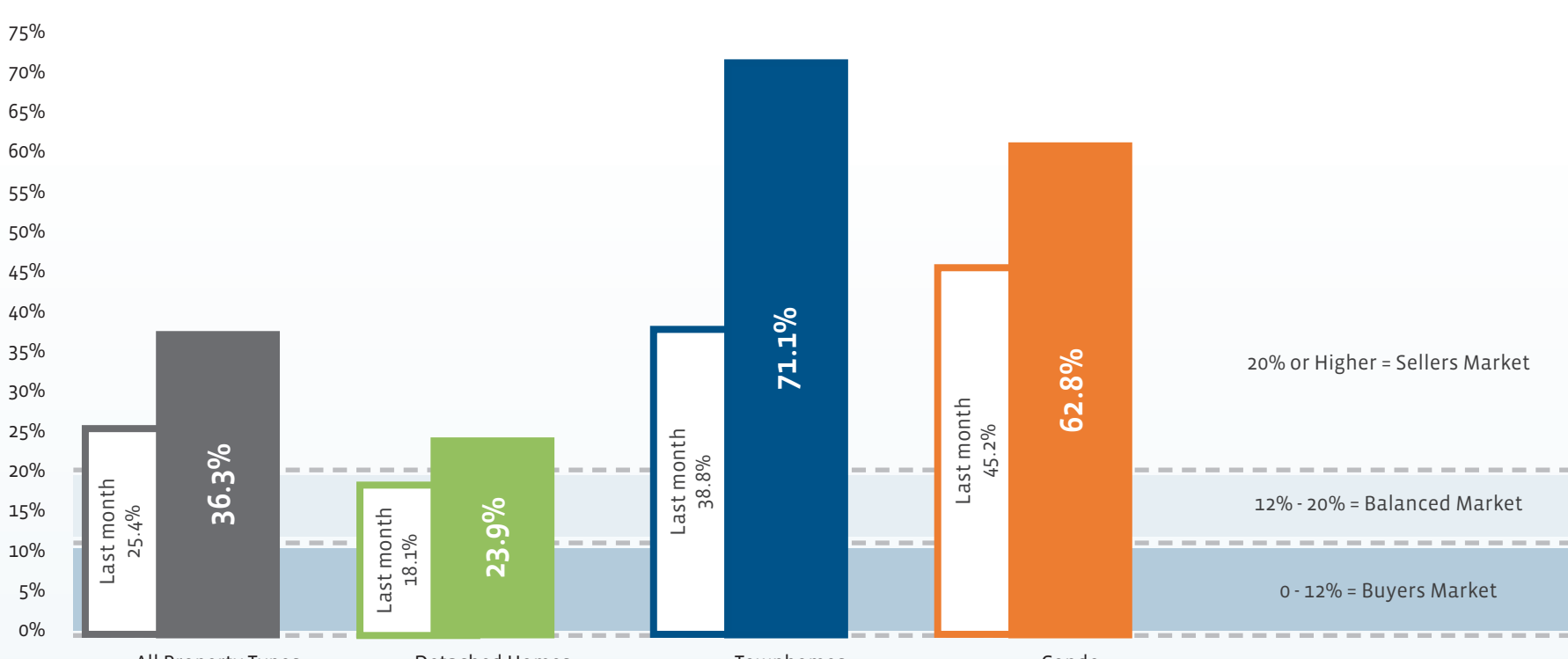


### FRASER VALLEY SALES VS. ACTIVE LISTINGS

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 condo market jumped to over 70%, it's highest point in over 10 years! The townhome market reached a sales-to-actives ratio consistent with June/July of 2016 and the detached home market pushed back into a sellers market for the first time since July 2016.

#### THE SALES TO ACTIVE LISTINGS RATIO

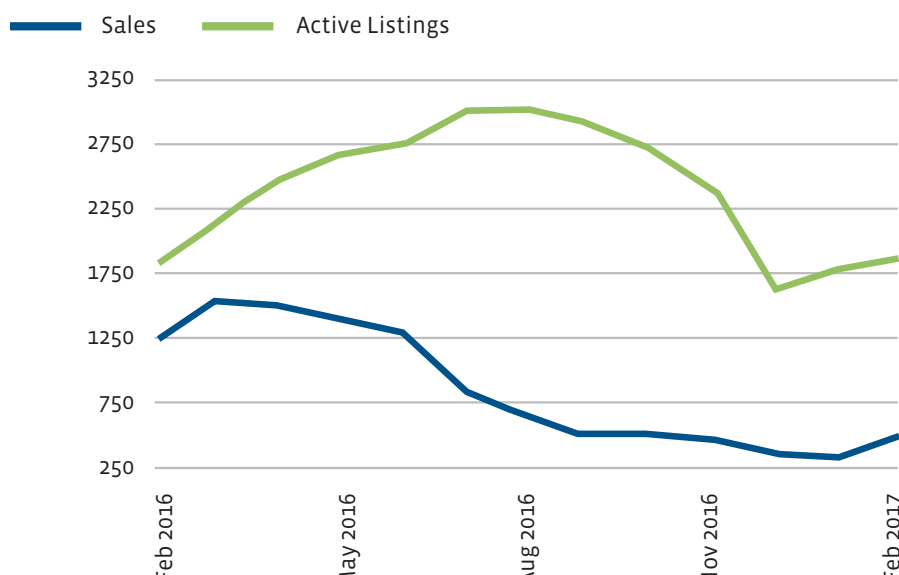


20% or Higher = Sellers Market

12% - 20% = Balanced Market

0 - 12% = Buyers Market

#### DETACHED HOMES

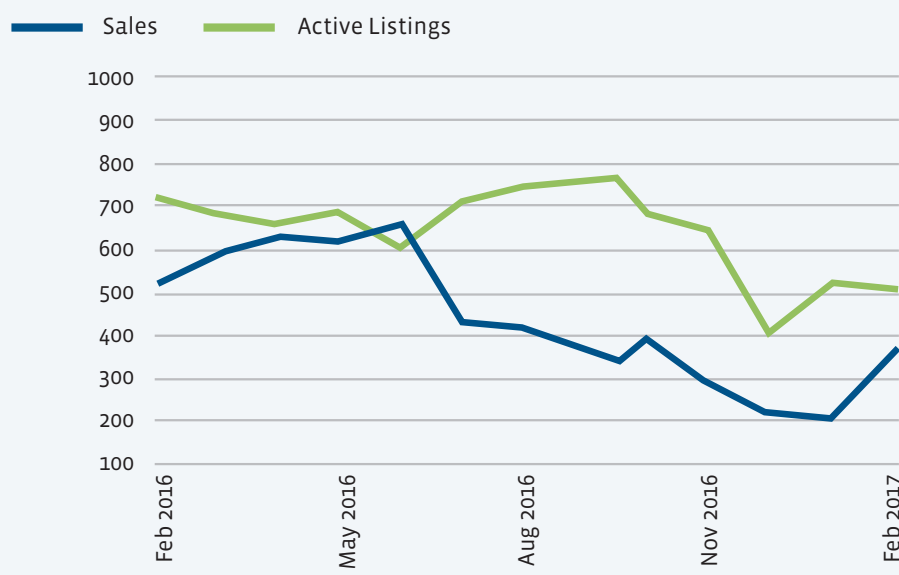


FEB 2017 SALES DETACHED HOME  
**489**  
↑ UP 36%

FEB 2017 ACTIVE LISTINGS DETACHED HOMES  
**1881**  
↑ UP 5%

% changes are month over month

#### TOWNHOMES

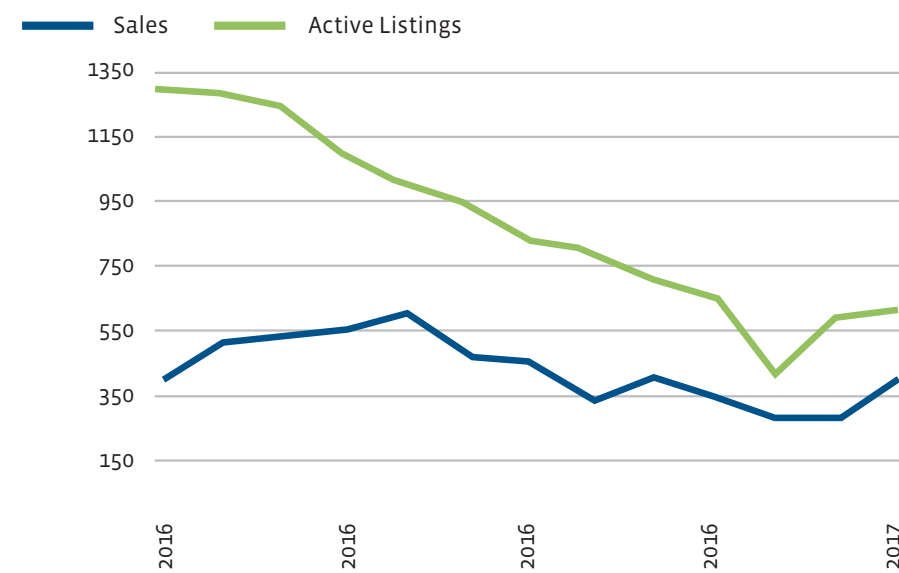


FEB 2017 SALES TOWNHOMES  
**369**  
↑ UP 74%

FEB 2017 ACTIVE LISTINGS TOWNHOMES  
**506**  
↓ DOWN 3%

% changes are month over month

#### CONDOS



FEB 2017 SALES CONDOS  
**391**  
↑ UP 42%

FEB 2017 ACTIVE LISTINGS CONDOS  
**608**  
↑ UP 2%

% changes are month over month

## FEBRUARY IN QUOTES

"FRASER VALLEY ENJOYS HEALTHY MARKET IN FEBRUARY"

"Is the market back in the Fraser Valley? It sure looks like it with most of our key metrics indicating we have reached the turning point."

- Frontline Real Estate Services

"This is the kind of February we like to see. Last year at this time, the incredible demand created a market that was difficult for consumers. Now, we have sales moving upward from the winter months at a typical, healthy pace and a growing inventory to support it."

- Gopal Sahota, Board President Fraser Valley Real Estate Board