

# NERD-OUT ON FRASER VALLEY REAL ESTATE STATS

## NEW HOME INSIGHTS

### WHAT ARE THE SALE PRICES OF NEW HOMES?

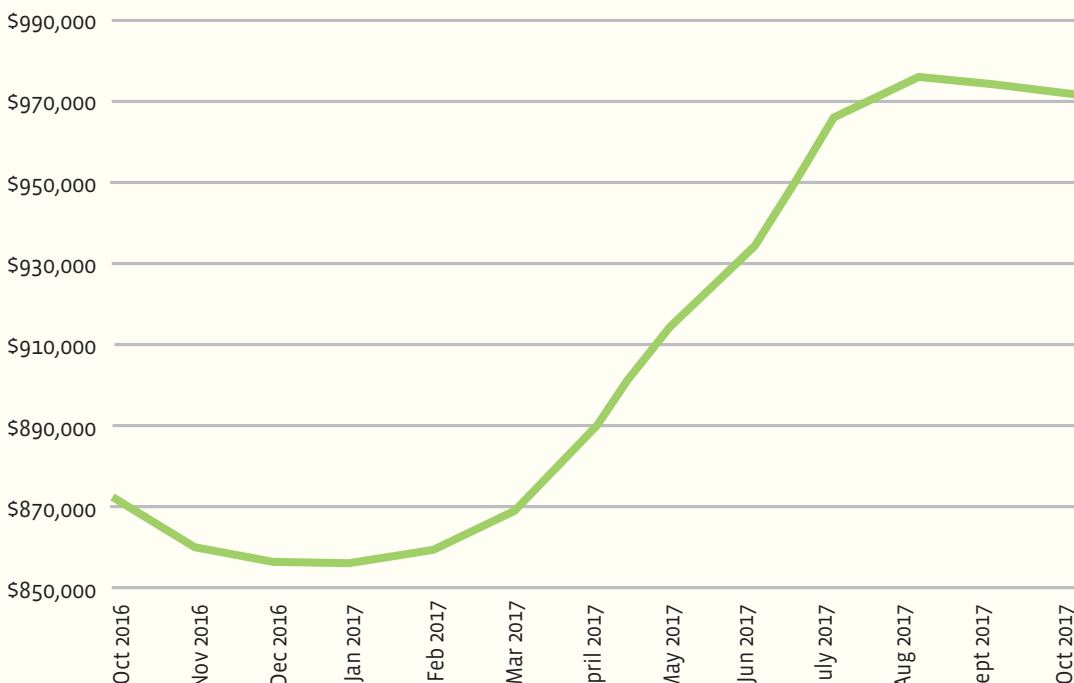
The following values are our land team's opinion of current market revenue figures in the two most active markets in the Fraser Valley. The detached home prices are expressed as selling price per home while townhome and condo prices are expressed as a blended average price per square foot (PSF). All prices reflect a well-executed, well-located project.



## SPOTLIGHT STATS

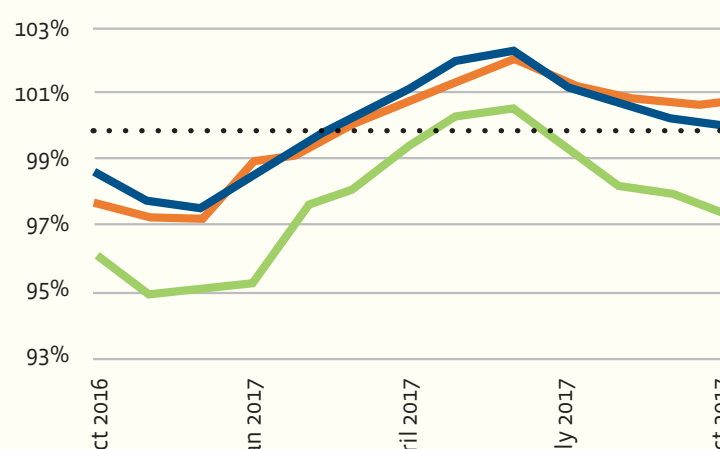
### HPI BENCHMARK PRICE OF DETACHED HOMES

October marks two months of Benchmark price decreases for detached homes in the Fraser Valley.



### SALE PRICE AS A % OF ASKING PRICE

DETAACHED HOMES TOWNHOMES CONDOS LIST PRICE



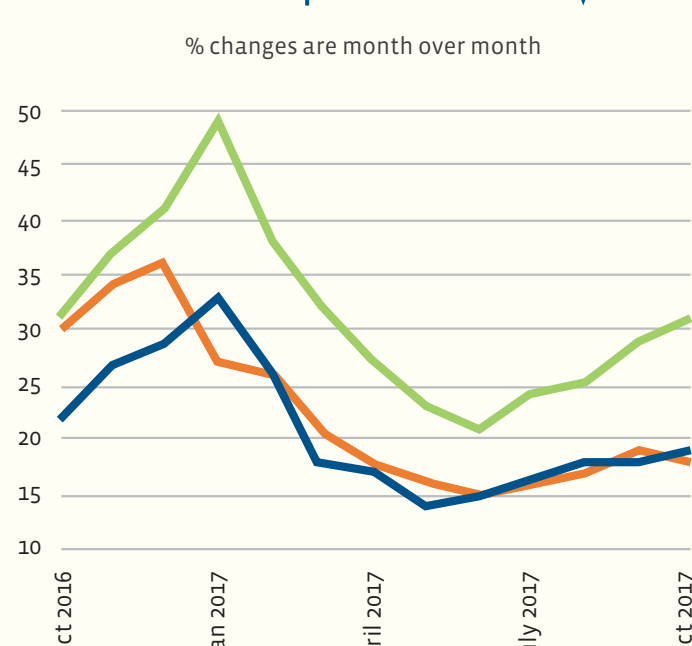
WHILE SALE PRICE AS A PERCENT OF ORIGINAL LIST PRICE CONTINUES TO DROP ACROSS ALL PRODUCT CATEGORIES, ATTACHED HOMES CONTINUE TO SELL ABOVE LIST WHILE DETACHED HOMES FELL BELOW 98%.

### DAYS ON MARKET

DETAACHED HOMES TOWNHOMES CONDOS

31 DAYS 19 DAYS 18 DAYS

UP 6.9% UP 5.6% DOWN 5.3%



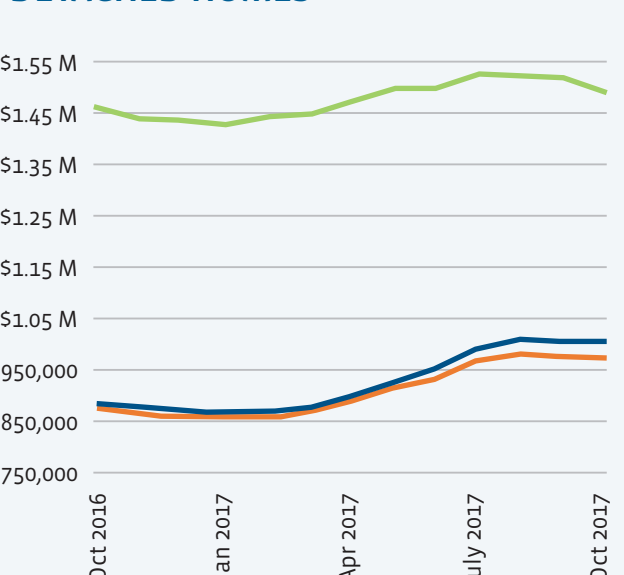
DAYS ON MARKET REMAINED RELATIVELY CONSTANT FOR ATTACHED HOMES. DETACHED HOMES ARE UP OVER 30 DAYS FOR THE FIRST TIME SINCE MARCH OF THIS YEAR.

### FRASER VALLEY HPI PRICES

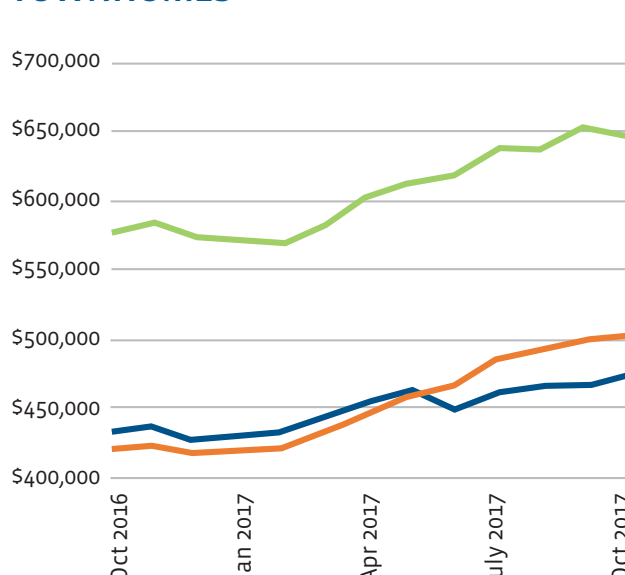
The Home Price Index measures the price of a benchmark, or typical, property in a given market and is not influenced by the change in composition of properties sold, which can fluctuate quite significantly from month to month. As a result, this metric is a more pure and stable representation of market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

Fraser Valley South Surrey + White Rock Langley

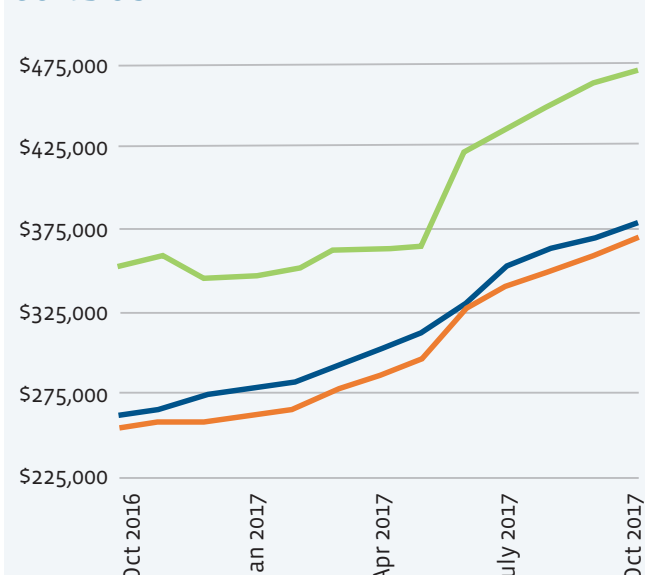
#### DETAACHED HOMES



#### TOWNHOMES



#### CONDOS

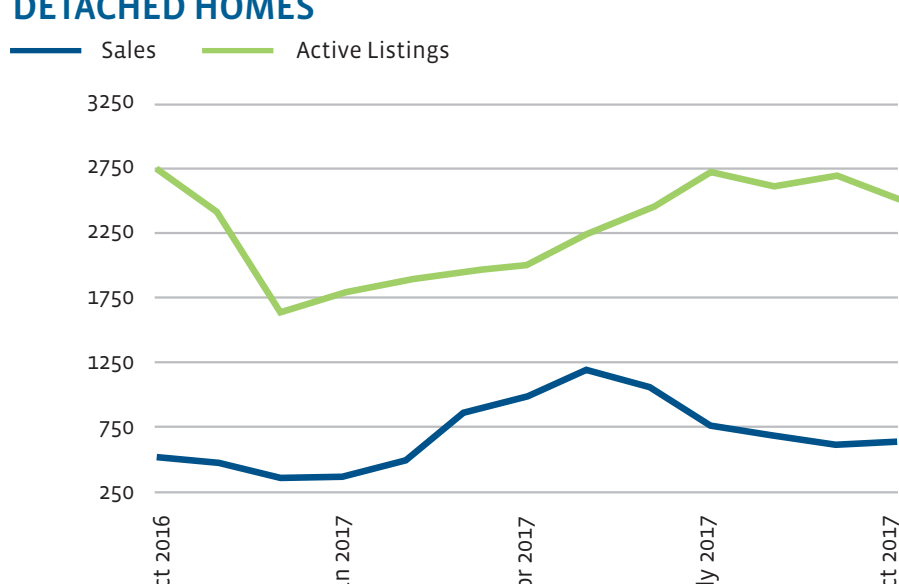


### FRASER VALLEY SALES & ACTIVE LISTINGS

The lingering summer seasonality that may have been holding sales down in September appears to have let go with October sales up in all categories. Most notably is the 26% increase in sales for condos.

Note: Active listings is the count taken on the last day of the month, meaning homes listed and sold within the month are not counted

#### DETAACHED HOMES

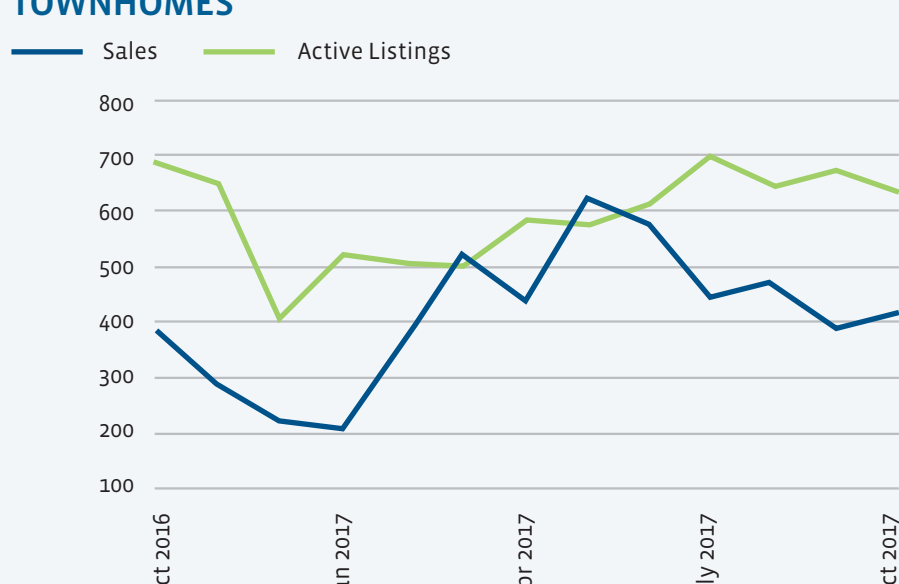


OCT 2017 SALES DETACHED HOMES  
**633**  
UP 5%

OCT 2017 ACTIVE LISTINGS DETACHED HOMES  
**2511**  
DOWN 6.8%

% changes are month over month

#### TOWNHOMES

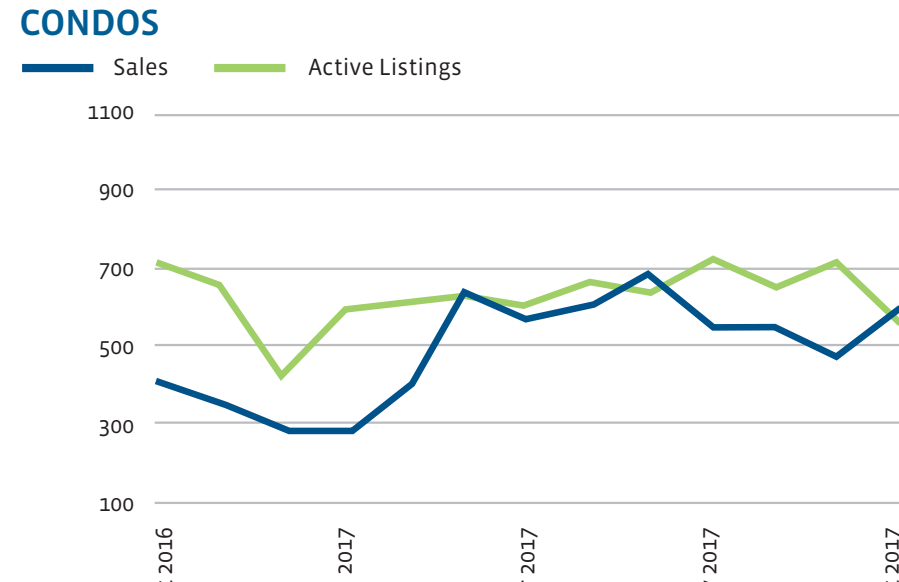


OCT 2017 SALES TOWNHOMES  
**418**  
UP 7%

OCT 2017 ACTIVE LISTINGS TOWNHOMES  
**633**  
DOWN 6%

% changes are month over month

#### CONDOS



OCT 2017 SALES CONDOS  
**591**  
UP 26%

OCT 2017 ACTIVE LISTINGS CONDOS  
**568**  
DOWN 21.3%

% changes are month over month

## OCTOBER IN QUOTES

"THE DIVIDE BETWEEN OUR ATTACHED AND DETACHED MARKETS CONTINUES TO WIDEN..."

"The divide between our attached and detached markets continues to widen. Apartment activity was notably strong in October with a sales-to-active ratio of 105 percent, meaning that apartments are selling as fast as we can list them."

- Gopal Sahota, Board President  
Fraser Valley Real Estate Board

"The relative affordability of multi-family homes has resulted in another month of strong sales and price escalation... Attached homes now represent 56% of the month's total sales..."

- Frontline Real Estate Services Ltd.

"Ongoing demand for properties in the Fraser Valley saw overall sales reach the second highest point for an October in the Board's history."

- Fraser Valley Real Estate Board