

Statistically Speaking

Market activity in the Fraser Valley Real Estate Board.

New Listings: Mar '05 - 2815 Feb '05 - 2192 Jan. '05 - 1874 Mar. 2004 - 2699

Number of sales: Mar '05 - 1922 Feb '05 - 1464 Jan. '05 - 0842 Mar. 2004 - 2107

FREE BREAKFAST WINNER!

If your address is **3721 197 St.** you've just won this month's

BREAKFAST FOR 2

at

DE DUTCH PANNEKOEK HOUSE

in the Langley Crossing Mall (value approx. \$25.00)
You must call me by month's end to claim your prize.



FREE BREAKFAST OR LUNCH ENTREE

with the purchase of a second entree of equal or greater value.

Offer valid until May 31st 2005 at the Langley De Dutch Only
Offer Not Valid On Sundays

Please remember to tip on the full value of the meal



Jeremy Sutton



* A Full time Realtor for 22 years.

* Won lots of awards for top sales activity.

* 19 sales this year including 2 from this neighbourhood.

MARKET SHARE

January 1st- February 28th 2005
LANGLEY

RE/MAX - 33.3%
Homelife - 21.8%
Royal/LePage - 18.8%
Sutton Group - 4.7%

With 16.7% of Langley Realtors,

This is not intended to cause or induce breach of an existing listing agreement.



*Jeremy
of*

RE/MAX

Treeland Realty
604-533-3491

THE SOUTHWEST BROOKSWOOD BULLETIN



Free Breakfast winner inside!

Check Out My Web-Site!

www.realestatelangley.com

#101 - 6337 198th Street, Langley B.C. V2Y 2E3

Each office independently owned and operated.

The Credit Bureau... it's changed!

In past years a person's 'Credit Bureau' was a matter of personal concern and everything one did could impact the integrity of their 'rating'. This caused many misconceptions and fears. In today's lending world things have changed, but you still need to be careful.

Today the Bureau is actually one of three private companies, Northern Credit Bureau, TransUnion, and Equifax. No longer are items rated on the 'R' scale where an R-1 was current, and an R-9 was a serious, long term scar on a record. Today lenders who do a search receive a *Beacon Score* where a high score is a good thing. This *Score* is a figure arrived at through a complex mathematical model that predicts the applicant's ability to repay debt in the near future.

Probably the greatest misconception by consumers is that shopping a mortgage or loan at multiple lenders creates multiple negative hits against your Bureau rating. In fact today the computer predictive model tends to treat multiple hits in a short period as only one inquiry. Unfortunately this doesn't prevent the lender behind the desk making their own judgement, which is why I often prefer to use Mortgage Brokers.

The Credit Score has five broad categories or weightings:

- * 35% based on past payment performance
- * 30% based on credit utilization
- * 15% based on credit history
- * 10% based on types of credit in use
- * 10% based on inquiries

A few quick tips for you to consider:

1. Low balances on many cards is better than large balances on a few.
2. Trade accounts from financial companies score lower than traditional lenders
3. Deferred payment options can reduce your score.
4. Looking for new credits over a short period of time can reduce your score.

Your credit Score is something you want to protect especially for young people. If you have no credit history start to build it as soon as possible so that when you come to something important like a house or car you have a history that the lender can turn to. No history is almost as bad as poor history. A small RRSP loan or co-signed loan is a good start, or even a pre-paid credit card or line of credit. Build from there.

If you've suffered a bankruptcy you can start to rebuild your score before the 7 year exemption by using these same methods. The sooner you start to rebuild your Score the better prepared you will be when you really need it.

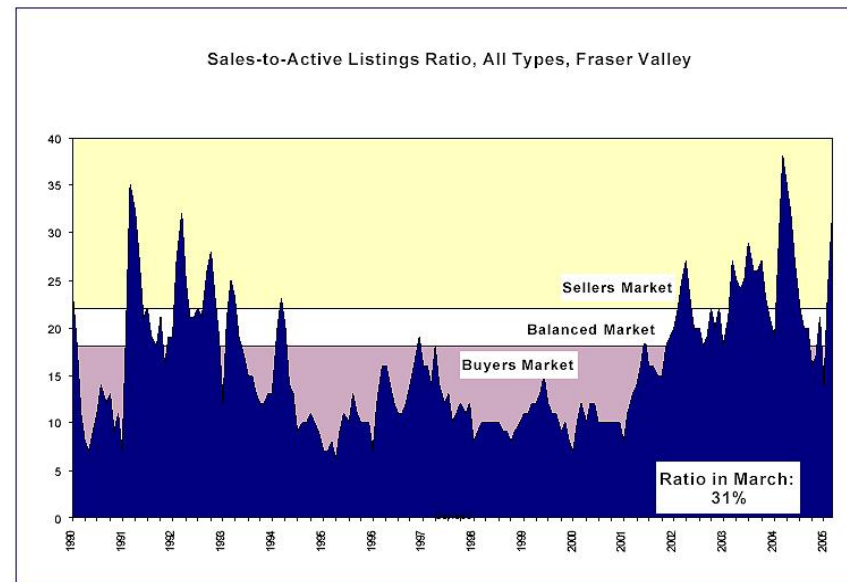
If you're looking at refinancing your home, buying an investment, or helping the kids, call me and I can set you up with a proper lender with the proper skills and the best rates.

Thanks to Tony Iannetti of TD Canada Trust for some of this information.

OUR LOCAL MARKET UPDATE - April 07, 2005

Current Listings	Style	Age	Square Feet	Bedrms	Bthrms	List Price
3971 197th Street	rancher	31	1832	3	2	\$349,900
19620 38A Avenue	2 level	25	2340	4	3	\$359,900
19613 42nd Avenue	basement	26	2893	7	3	\$388,000
3533 197th Street	basement	27	2600	5	3	\$398,000
19687 35A Avenue	split level	25	2119	3	3	\$419,700
19626 34A Avenue	basement	17	3002	5	3	\$429,800
4155 199A Cres	2 level + bsmt	29	3652	5	3	\$459,900
SOLDS						
3721 197A street	rancher	31	1710	4	2	sold \$296,000
3972 197th Street	basement	32	1888	5	2	sold \$315,000
3494 197th street	rancher	27	1500	3	2	sold \$365,000
34-3 199th Street	rancher	15	2600	3	2	sold \$478,000

The above information is believed correct but not guaranteed. All details are as of date of printing.



Time for a housing change?

Call me for a no obligation review and discussion of how the market will work for you.



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