

## Statistically Speaking

### Market activity in the Fraser Valley Real Estate Board.

**New Listings:** Feb '06 - 2514 Jan '06 - 2127 Dec. '05 - 1153 Feb 2005 - 2192  
**Number of sales:** Feb '06 - 1672 Jan '06 - 1165 Dec. '05 - 1218 Feb 2005 - 1464  
 Board Year to Date sales volume +22.9% Langley Year over Year Price Index value +13.2%

### FREE BREAKFAST WINNER!

If your address is **3836 196A St.** you've just won



**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 April 30th, 2006 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 23 years.

\* Won lots of awards for top sales activity.

\* 42 sales last year including 5 from this neighbourhood.

#### MARKET SHARE\*

January 1st- February 28, 2006  
 LANGLEY

<b>RE/MAX -</b>	<b>31.8%</b>
Homelife -	23.5%
Royal/LePage -	20.8%
Sutton Group -	4.2%

With **19.8%** of Langley Realtors,



*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](http://www.realestatelangley.com)

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

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

Each office independently owned and operated.

## Some serious risks for the “Sale By Owner”

There are some homeowners who would rather try to sell their home themselves. There are some who succeed at doing this, however there are some risks of selling without a Realtor that homeowners may not consider.

I was prompted to this topic by an article headline in a newspaper that said **“Nine of 10 fraud cases are private sales.”** That’s a surprising statistic and it caused me to review my industry and what we do to protect our clients.

Quoting Susan Leslie of First Canadian Title, *“in 2000, real estate title fraud accounted for 6% of total claims. This grew to 14% in 2002 and 36% last year.”* That’s a staggering rise in claims. Now consider that of these claims 90% were associated with private sales, that would say there’s quite an exposure to the private seller.

Another area of real estate that the private seller is exposed to is money laundering. Realtors have strict guidelines to follow in respect of what size of deposit and how that deposit is paid to the Agency in trust. The private seller when faced with a deposit could quite happily take cash and be none the wiser. Without the need or the training to adhere to legislated guidelines for deposits they could unwittingly be party to a money laundering scheme by drug dealers.

Realtors are not exempt from exposure to fraud and criminal dealings, but the training that we have and the rules that we must follow deter the criminally intentioned who move on to an easier target and that’s often the private seller.

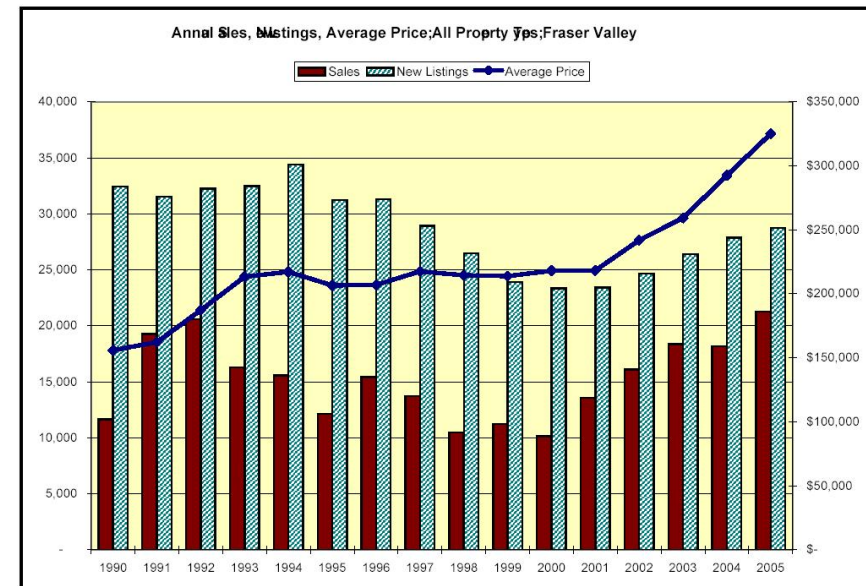
In today’s real estate system a buyer can align with a Realtor and get exposure to virtually all the properties for sale. In the Fraser Valley 93% of all real estate transactions registered moved through the MLS system. The other 7% are sales within families, multi-lot sales to builders, some developments sold by the developer directly and of course some private sales. A buyer would only defer to a private seller if there was something in it for them. Of course the seller is selling privately with that same objective.

I believe I have value to my clients well beyond the ad and the sign. In 22 years of experience I have ferretted out a few shady dealers and potential fraudsters before they cost me much time or my clients’ any money. Our Board also has internal alerts about persons of risk of either a financial or personal safety risk to the Realtor or homeowner.

## OUR LOCAL MARKET UPDATE - March 24, 2000

Current Listings	Style	Age	Square Feet	Bedrms	Bthrms	List Price
20014 38th ave	basement	33	1928	3	2	\$379,900
19965 36A Ave	basement	32	2064	5	2	\$384,900
3496 196th Street	rancher	42	1678	3	2	\$399,900
3412 199A Street	rancher	41	1207	3	2	\$399,900
3842 196A Street	basement	32	2240	4	3	\$419,900
3472 199A street	basement	29	2090	4	3	\$429,900
20040 38th Ave	basement	34	2114	4	3	\$487,900
<b>SOLDS (Since March. 1st)</b>						
19624 42nd Ave	basement	33	2496	4	2	\$385,900 (12)
19856 36A Ave	rancher	32	1462	3	2	\$349,500 (37)
3417 199A Street	rancher	OT	1097	3	1	\$340,000 (26)
4070 199A Street	2 storey	19	2800	4	3	\$489,000 (3)

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



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### Time for a housing change?

Call for a no obligation review of the market and how my marketing plan will work for you.



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