

## Statistically Speaking

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

**New Listings:** Aug '06 - 2609 Jul '06 - 2657 Jun '06 - 2938 Aug '05 - 2358

**Number of sales:** Aug '06 - 1692 Jul '06 - 1635 Jun '06 - 2126 Aug '05 - 2298

Board Year to Date sales volume **-26.4%** Langley Year over Year Price Index value **+22.1%**

### FREE BREAKFAST WINNER!

If your address is **3737 196A St.** you've just won



**BREAKFAST FOR 2**  
at  
**DE DUTCH PANNEKOEK HOUSE**



in the Langley Crossing Mall (value approx. \$25.00)

### **FREE BREAKFAST OR LUNCH ENTREE**

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

Offer valid until October 31st 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.

\* 30+ sales this year incl. 8 from this neighbourhood.

#### MARKET SHARE\*

January 1st- August 31st, 2006  
LANGLEY

<b>RE/MAX -</b>	<b>30.3%</b>
Homelife -	22.1%
Royal/LePage -	20.1%
Coldwell Bnkr -	5.6%

With **22.1%** 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.

**MARKET UPDATE AND LOOK FORWARD**

The most common question I'm asked is "what's happening with the market." Here's the latest news on the real estate front.

Once again this year the spring market was very strong. Prices rose on strong demand and a lack of product available. In July the market changed. You can see by the stats on the back page that sales volumes declined and the number of sales were off by 25% compared to summer 2005. This is a substantial change.

Anecdotally, the sign post installer for our office remarked that he is running out of posts. He had more requests for installations and the posts weren't coming down as fast or frequently as they have in quite a while.

This summer was reminiscent of 2004 when the market roared through the spring but stalled in the summer and was softer through the balance of the year. The fall market never truly materialized that year. What does the fall market this year hold?

There is definitely more listings available than in the spring but not enough to drive the market into a buyer's market (see the graph on the next page). If you look at the listings in our local neighbourhood on the next page you can see that there's more listings than sales. In the spring there were more sales than listings.

At this point it's looking like the rest of the year will be a more level market with little price growth. The market can change at anytime, depending on how the public and media act and react. I see nothing on the horizon to cause dramatic market change and the forecast easing of interest rates can take some of the urgency out of the market.

C.I.B.C has released their Market Report and are very clear that interest rates are heading down. They predict that the US rates should drop by 50 basis points and they expect the Bank of Canada to drop their prime rate by 1/4% in each of the next three quarters. It is expected that this easing of interest rates will help offset a slowing in the US housing market and the reduction in the Canadian new home construction statistics. The Canadian housing starts don't adequately reflect the BC numbers which are still strong.

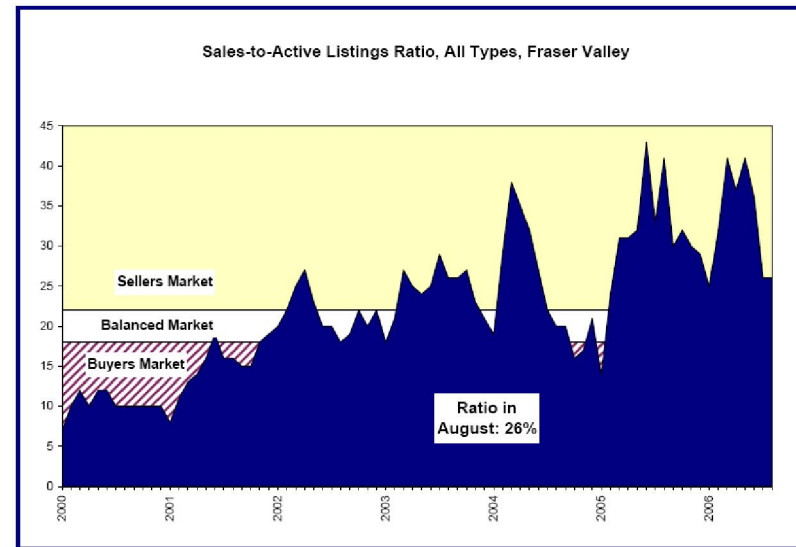
**GIVING BACK:**

After 23 years of selling real estate, I have another opportunity to give back to my industry. This summer I have started as an instructor for the BC Real Estate Association teaching the practical side of real estate to new licensees entering the business. I teach the module on the Contract of Purchase and Sale.

This new role is in addition to my service on the Fraser Valley Real Estate Board MLS Committee where we monitor and direct how the Board's MLS system, forms and awards are developed and maintained.

I believe in giving back to my industry in ways that make it better for participants and the public.

Current Listings	Style	Age	Square Feet	Bedrms	Bthrms	List Price
19743 40A Ave.	2 Storey	34	1740	5	2	\$399,000
20013 37A Ave.	Basement	31	1974	5	3	\$409,900
19732 36th Ave.	2 Storey	27	2131	4	3	\$449,000
19770 38th Ave.	Basement	34	2330	3	2	\$465,000
3721 197A St.	Rancher	33	1710	4	2	\$479,000
3390 196th St.	3 Level Split	19	1949	4	3	\$499,800
4070 199A St.	2 Storey	19	2630	4	3	\$569,000
3332 197A St.	2 Storey	18	2622	3	3	\$579,900
3331 197A St.	2 Storey	18	2480	4	3	\$584,900
19659 36th Ave.	Rancher	28	1300	3	2	SOLD \$423,500
19796 38A Ave.	Basement	33	2295	3	2	SOLD \$424,000
20014 38th Ave.	Basement	30	1968	4	3	SOLD \$442,000
3963 198A St.	Basement	31	2450	4	3	SOLD \$450,000
19676 36th Ave.	Basement	26	2380	4	4	SOLD \$460,000
3392 197A St.	2 Storey	18	2558	4	3	SOLD \$610,000



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



**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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