

## Statistically Speaking

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

New Listings: Aug '05 - 2358 Jul '05 - 2891 Jun. '05 - 2728 Aug. 2004 - 2247

Number of sales: Aug '05 - 2298 Jul '05 - 2051 Jun '05 - 2517 Aug. 2004 - 1381

Board Year to Date sales volume +12.3% Langley Year over Year Price Index value +7.7%

### FREE BREAKFAST WINNER!

If your address is **3758 197A 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 October 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.

\* 38 sales this year including 4 from this neighbourhood.

#### MARKET SHARE\*

January 1st- Aug 31st 2005

LANGLEY

RE/MAX -	32.4%
Homelife -	23.1%
Royal/LePage -	16.7%
Sutton Group -	7.3%

With 19.2% 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](http://www.realestatelangley.com)**

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

Each office independently owned and operated.

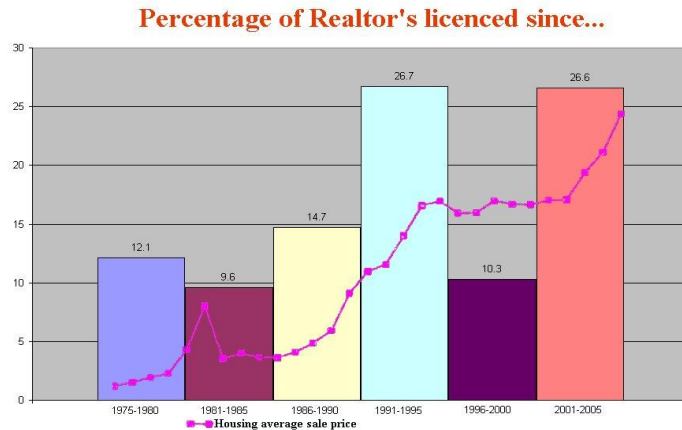
## The Fairweather Realtor

In 1994 there were 3200 licensed Realtors in the Fraser Valley Real Estate Board. Then the market took a downturn. By the year 2000 we had only 1700 Realtors members. This meant that 47% of licensed Realtors left the business during that period.

In 2001 the market became active again. As of this month there are 2400 member Realtors in the Valley Board. Our membership is up 41% in 4 years.

I wonder if any other industry has such wild population swings? Real estate is a pure effort system. Each Realtor's success is entirely dependent upon themselves. In truth only about 50% of new licensees last 3 years in the business. Income is erratic, hours are demanding, clients can be fickle and expenses can be significant especially at the outset.

The BC Real Estate Association recently released a report on the percent of Realtors years' in the business. Notice on the graph below how the market value growth is matched to the rate of new licensees. This shows how new Realtors are attracted to the business of an easier market.



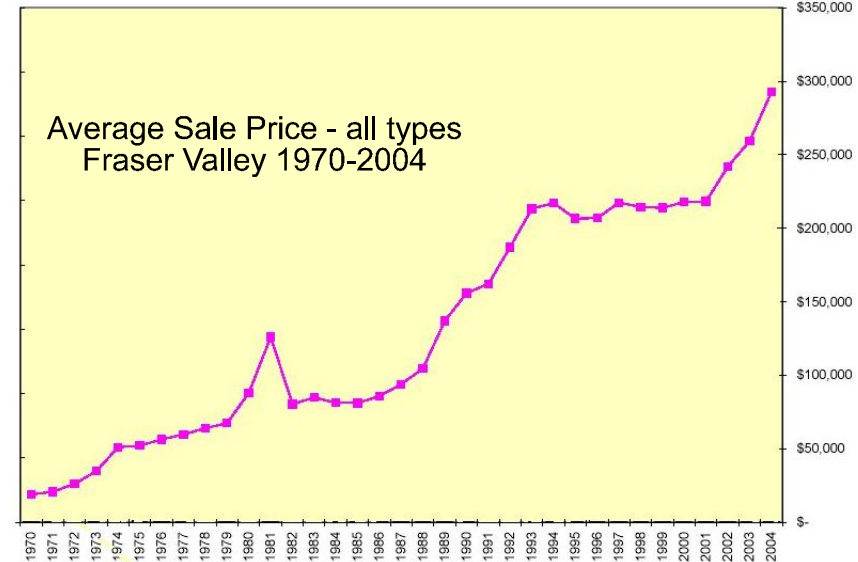
21.7% of Realtors are more than 20 years licensed, myself included. There are a number of these experienced Realtors here in Langley who have seen all the aspects of real estate markets, worked through the good times and the tough times and know how best to work for their client. I think that experience is a good thing for the customer to have.

*If you're thinking of a move, call on my experience, call 604-533-3491.*

## OUR LOCAL MARKET UPDATE - September 19, 2005

Current Listings	Style	Age	Square Feet	Bedrms	Bthrms	List Price
4150 199A Cres	bsmnt	29	2415	5	3	\$449,000
19858 38th Ave	rancher	30	1730	4	3	\$454,900
3950 196th St.	split level	29	2582	3	3	\$459,900
SOLDS (Since June 15th)						Sold Price (days)
19823 37A Ave	rancher	45	1185	2	1	\$315,000 (44)
3546 196th St	rancher	37	1250	3	1	\$326,000 (22)
3587 200th Street	basement	32	2300	5	2	\$320,000 (10)
19892 35A Ave.	basement	30	1920	4	2	\$364,000 ( 6)
3558 196th	rancher	44	1760	3	2	\$374,000 (16)
3854 196A St.	basement	32	2137	4	3	\$381,500 (57)
3519 198th St.	basement	25	2037	4	3	\$390,000 ( 3)
19623 41A Ave.	rancher	30	1820	4	2	\$422,000 (17)
4212 196th St.	split level	29	2330	4	4	\$425,000 ( 8)
19730 34A Ave.	basement	17	3020	6	3	\$480,000 (34)

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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