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2018-2022



ROYAL LEPAGE
Wolstencroft

OCTOBER UPDATE



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**DRIVEN BY OUR OWN FAMILY
VALUES TO PROTECT YOUR
FAMILY'S REAL ESTATE INTERESTS**

TO OUR CLIENT FAMILY

Our responsibility is to educate and help our neighbourhoods understand their market. Fraser Valley Real Estate Board Numbers are great but do they apply to your immediate area? Our consistent message to our community is to be knowledgeable on the different pockets in Langley that can be diversified as a sellers, buyers or balanced market!

When asked "How's the Market" We say "What market are you talking about?" Contact us for more detailed information.

ANNUAL NEIGHBOURHOOD PUMPKIN GIVE-AWAY





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Fraser Valley market balanced, as demand softens and prices edge lower

SURREY, BC – Continued slowing sales and a healthy rise in new listings in September has brought the Fraser Valley housing market into balance. Three months of declining sales has seen Benchmark prices dip for a second straight month.

“With inventory levels continuing on a slow and steady rise, together with slow sales, what we are seeing is a more balanced market,” said Narinder Bains, Chair of the Fraser Valley Real Estate Board. “If this trend continues, increased new listings will help to maintain a balanced market, giving buyers greater choice.”

“With interest rate uncertainty still in play, September sales were slower than the trends for this time of year,” said FVREB CEO, Baldev Gill. “Market activity and prices can vary from neighbourhood to neighbourhood, so consulting your REALTOR® will be a vital step for buyers and sellers who need expert guidance and advice to navigate local market conditions.”



Thinking of Buying or Selling?

Let us guide you through this changing market.

Call your local husband and wife team!

Detached Stats for Langley

September 2023



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THE RIGHT RELATIONSHIP IS EVERYTHING

REAL ESTATE BOARD OF GREATER VANCOUVER & FRASER VALLEY

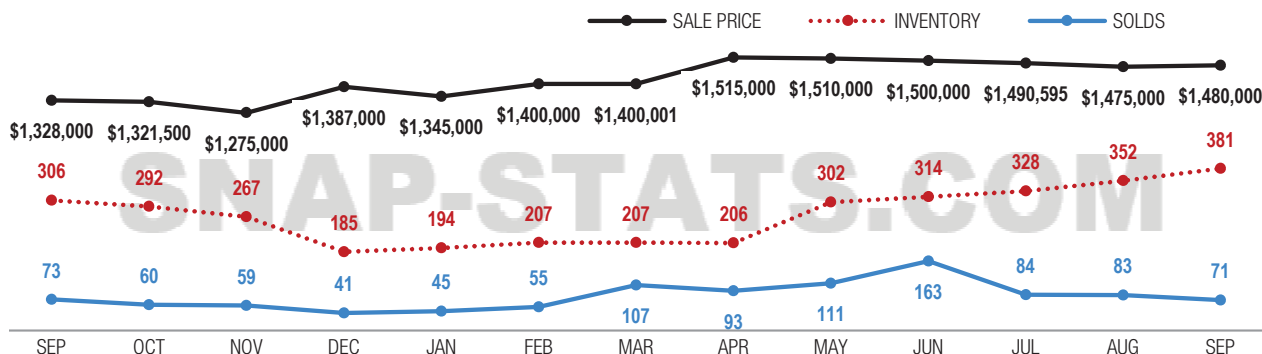
Sales Ratio %	Market Type Indicator
21% & Greater	Seller Market
12 to 20%	Balanced Market
11% & Less	Buyer Market

SnapStats® Median Data	August	September	Variance
Inventory	352	381	8%
Solds	83	71	-14%
Sale Price	\$1,475,000	\$1,480,000	0%
Sale Price SQFT	\$587	\$576	-2%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	15	18	20%

COMMUNITY Detached Houses

SnapStats®	Inventory	Sales	Sales Ratio
Aldergrove	42	6	14%
Brookwood	72	8	11%
Campbell Valley	13	3	23%
County Line Glen Valley	0	0	N/A
Fort Langley	25	7	28%
Langley City	86	15	17%
Murrayville	21	8	38%
Otter District	4	0	N/A
Salmon River	23	4	17%
Walnut Grove	31	10	32%
Willoughby Heights	64	10	16%
TOTAL*	381	71	19%

13 MONTH MARKET TREND



*Sales Ratio total suggests market speed and market type (ie: Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count. This is an excerpt of the Fraser Valley Real Estate Board News Release. This communication is not intended to cause or induce breach of an existing agency agreement.

Attached Stats for Langley

September 2023



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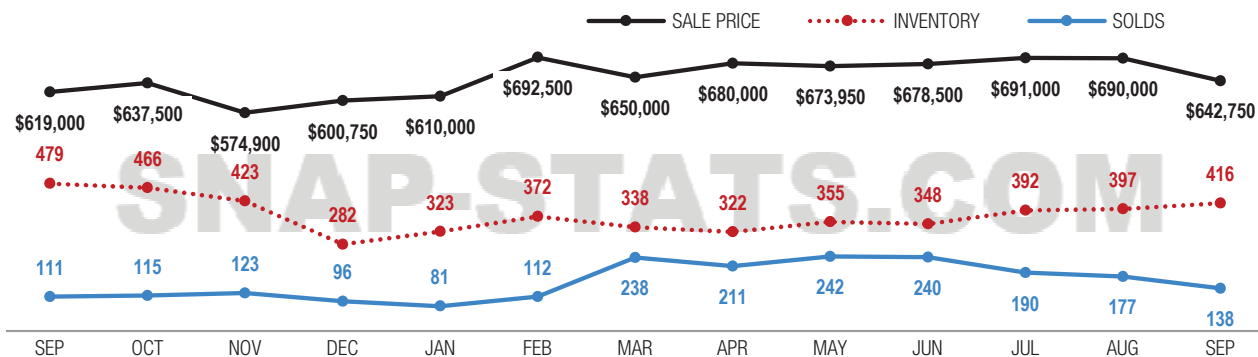
Sales Ratio %	Market Type Indicator
21% & Greater	Seller Market
12 to 20%	Balanced Market
11% & Less	Buyer Market

SnapStats® Median Data	April	May	Variance
Inventory	397	416	5%
Solds	177	138	-22%
Sale Price	\$690,000	\$642,750	-7%
Sale Price SQFT	\$606	\$593	-2%
Sale to List Price Ratio	99%	101%	2%
Days on Market	9	13	44%

COMMUNITY Condos & Townhouses

SnapStats®	Inventory	Sales	Sales Ratio
Aldergrove	8	3	38%
Brookswood	0	0	N/A
Campbell Valley	0	0	N/A
County Line Glen Valley	0	0	N/A
Fort Langley	3	0	N/A
Langley City	146	35	24%
Murrayville	9	5	56%
Otter District	0	0	N/A
Salmon River	2	1	50%
Walnut Grove	27	19	70%
Willoughby Heights	221	75	34%
TOTAL*	416	138	33%

13 MONTH MARKET TREND



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