

Your **WILLOUGHBY** Neighbourhood Specialists

★ **CHECK THE BACK TO SEE IF YOU WON A GIFT CARD!**



TONY ZANDBERGEN TEAM

NOVEMBER 3, 2020 | EDITION 005

TOP 1% OF ALL REALTORS IN FRASER VALLEY BOARD*
*TONY OUTSELLS THE COMPETITION 8-1**



visit tony-z.com
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Tony Z Real Estate Team
[tonyteam.realestate](https://www.facebook.com/tonyteam.realestate)

CALL TODAY FOR YOUR **FREE** HOME EVALUATION!

Office: **604.533.3491**
 Cell: **604.996.5248**

SALES VOLUMES REMAIN EXCEPTIONAL IN THE FRASER VALLEY

Ongoing demand for Fraser Valley real estate saw overall sales reach the highest point for the month of October in the Board's history. This is the fourth consecutive month of record-breaking or near-record activity for sales and new listings in the region.

The Fraser Valley Real Estate Board processed 2,370 sales of all property types on its Multiple Listing Service® (MLS®) in October, an increase of 48.9 per cent compared to the 1,592 sales in October of last year, and an 6.2 per cent increase month-over-month compared to the 2,231 sales in September.

The volume of new listings received by the Board in October dipped compared to September, however still ranked the highest for the month in the last decade and the fourth highest of all time. The Board received 3,081, a 12.3 per cent decrease compared to September's intake and a 29.3 per cent increase compared to October 2019.

Chris Shields, President of the Board, observes, "The situation is unprecedented. We are in the middle of a pandemic and in many of our communities we are seeing a strong seller's market for townhomes and single-family homes priced correctly. For example, in Langley, our current supply of detached homes would sell in 1.4 months if no new listings became available. And for Mission townhomes, we have zero months of inventory.

"If you're thinking of buying or selling, seek expert advice because every neighbourhood and property type is unique."

October finished with 6,872 active listings, a decrease of 6.8 per cent compared to

September and a decrease of 7.1 per cent year-over-year. Last month's active listings were 11.9 per cent below the ten-year average for October.

Baldev Gill, Chief Executive Officer of the Board, adds, "As our region faces a current surge in cases of COVID-19 and gatherings are being further restricted, it's important to emphasize that the real estate industry – one of the first to adapt successfully to the necessary safety requirements – continues to be vigilant in order to contain the spread. REALTORS® are strongly encouraging their clients to embrace technology and avoid in-person activities."

For the Fraser Valley region, the average number of days to sell an apartment in October was 36 days, and 27 days for townhomes. Single family detached homes remained on market for an average of 30 days before selling.

MLS® HPI Benchmark Price Activity

Single Family Detached: At \$1,046,900 the Benchmark price for a single-family detached home in the Fraser Valley increased 1.4 per cent compared to September and, increased 9.9 per cent compared to October 2019.

Townhomes: At \$569,200, the Benchmark price for a townhome in the Fraser Valley increased 0.3 per cent compared to September and increased 5.0 per cent compared to October 2019.

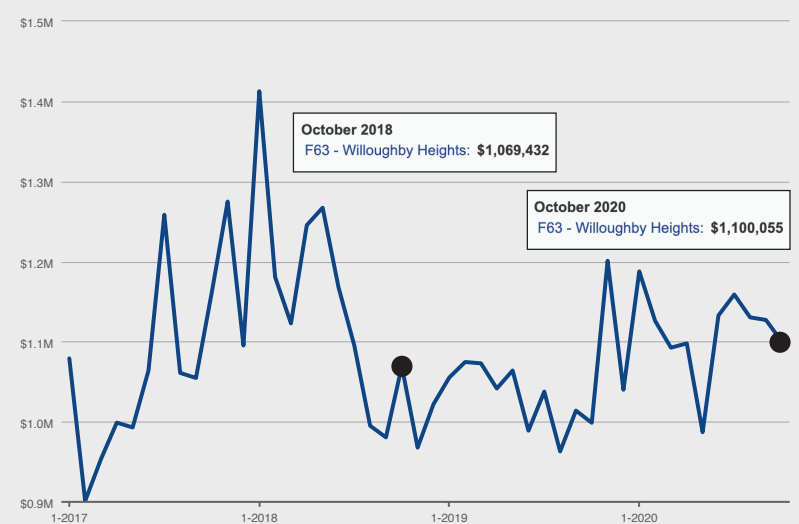
Apartments: At \$434,600, the Benchmark price for apartments/condos in the Fraser Valley decreased by 0.5 per cent compared to September and increased 4.2 per cent compared to October 2019.

SEE THE FULL REPORT @ TONY-Z.COM

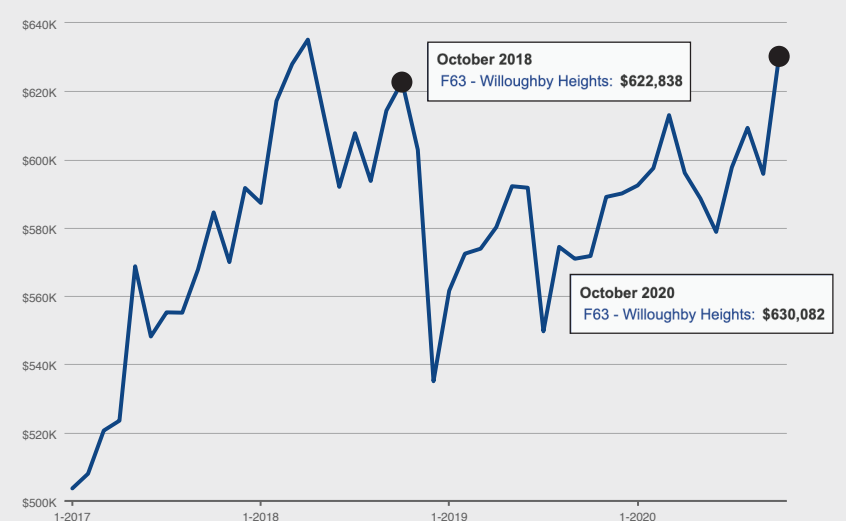
DO YOU NEED TO SELL DUE TO DIVORCE OR THE DEATH OF A LOVED ONE?

Selling a home during these difficult times is something you can never be fully prepared for. You can trust Tony will be sensitive, discreet and confidential at all times, always looking out for your best interests. Call Tony today at 604.533.3491.

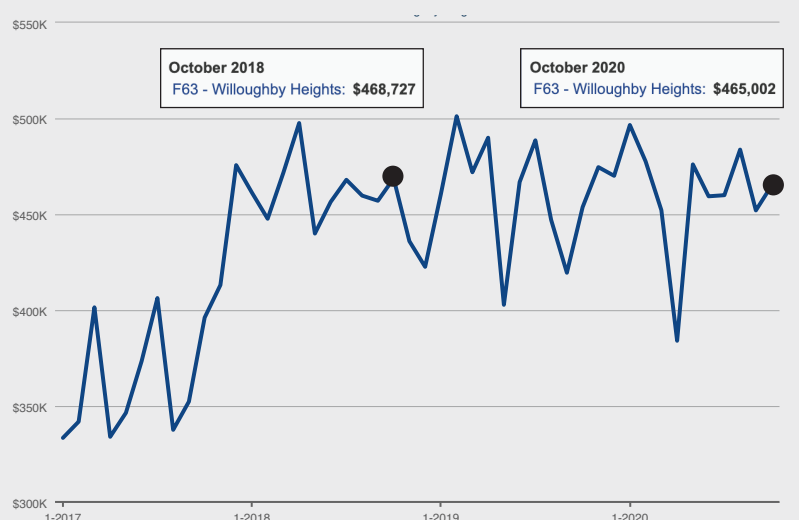
AVERAGE SALE PRICE // DETACHED



AVERAGE SALE PRICE // TOWNHOUSES



AVERAGE SALE PRICE // CONDOS



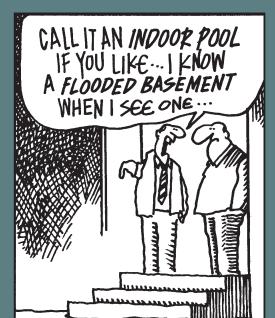
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GETTING READY TO LIST IN THE NEXT 12 MONTHS?

- We can provide in house or over the phone consultation
- Should you Renovate?
- What are some Simple Steps to Improve your home?
- Should you spend money?
- When is the right time to Pre-Qualify for the next step?
- Should I pull equity from my home?

Allow us to walk you through some simple steps to get ready to list now or in the near future.
 Tony 604.996.5248 and Clint 604.999.1463

*Based on MLS stats since 1997. **Based on MLS stats. The enclosed information while deemed to be correct, is not guaranteed. This communication is not intended to solicit properties already listed for sale. Printed on recycled paper.



23 DETACHED HOUSES LISTED - LAST 30 DAYS

AGE	BEDS	SIZE FT ²	LOT SIZE FT ²	LIST PRICE	DOM
0	6	3,060	3,075	\$1,269,998	0
4	4	2,687	3,069	\$1,088,800	11
6	8	6,710	6,223	\$1,695,000	12
8	4	3,341	4,322	\$1,299,000	14
8	4	3,283	0.01	\$1,099,000	1
9	6	2,647	3,228	\$999,000	26
9	4	3,953	4,312	\$1,249,000	20
14	5	3,566	4,052	\$1,169,000	21
14	4	3,530	4,155	\$1,100,000	13
15	5	3,248	3,445	\$1,199,000	15
16	5	3,316	4,543	\$1,179,000	11
35	5	2,145	5,000	\$899,999	28
36	5	2,444	N/A	\$4,980,000	19
37	4	2,051	4,003	\$825,000	15
37	5	2,364	4,833	\$899,999	15
37	4	1,974	4,812	\$789,000	29
37	4	4,004	N/A	\$4,749,900	5
38	4	2,064	40,368.90	\$2,850,000	5
39	5	1,878	4,004	\$929,999	7
46	3	2,909	41,800	\$3,500,000	8
47	5	2,477	43,560	\$3,000,000	8
48	3	1,310	40,075	\$4,295,000	27
63	3	1,400	N/A	\$2,699,000	24

14 DETACHED HOUSES SOLD - LAST 30 DAYS

AGE	BEDS	SIZE FT ²	LOT SIZE FT ²	LIST PRICE	DOM
6	6	4,025	3,554.00	\$1,339,900	10
7	5	3,327	0.01	\$1,150,000	13
7	4	2,725	2,872.00	\$1,088,000	67
9	6	3,901	4,008.00	\$1,329,900	4
11	6	3,636	3,533.00	\$1,238,000	14
12	6	3,014	3,243.00	\$999,000	4
13	4	2,723	3,611.00	\$1,035,000	3
14	4	3,247	3,124.00	\$979,900	1
14	5	3,648	4,998.00	\$1,199,900	4
15	3	2,283	2,687.00	\$928,800	26
18	4	2,606	2,713.00	\$850,000	12
35	3	1,598	4,799.00	\$749,900	6
38	4	1,895	4,003.00	\$849,000	5
39	4	2,759	1	\$928,800	24

50 TOWNHOUSES LISTED - LAST 30 DAYS

AGE	BEDS	SIZE FT ²	LIST PRICE	DOM
0	3	1,596	\$679,900	21
0	3	1,515	\$619,900	21
0	3	1,647	\$734,900	21
0	3	1,432	\$749,900	21
0	3	1,302	\$589,900	14
0	4	1,525	\$619,900	14
0	3	1,339	\$619,900	14
0	3	1,409	\$639,900	14
0	3	1,455	\$674,800	8
0	3	1,647	\$734,900	7
0	4	2,131	\$823,900	5
0	3	1,897	\$739,900	6
1	3	1,414	\$659,000	12
1	3	1,597	\$719,900	8
1	3	1,550	\$708,800	21
2	2	1,542	\$569,000	13
2	4	1,509	\$549,888	28
2	3	1,420	\$638,000	8
2	3	1,441	\$639,900	7
2	3	1,414	\$699,900	15
2	2	1,149	\$578,800	15
2	2	1,495	\$648,800	4
3	3	1,610	\$684,900	7
3	4	1,758	\$779,000	15
3	4	2,760	\$869,900	12
3	2	1,495	\$648,000	21
3	3	1,521	\$689,000	20
4	3	1,699	\$689,500	20
4	3	2,164	\$829,900	21
4	3	1,737	\$658,000	14
4	3	1,586	\$709,000	15
4	2	1,265	\$628,000	7
5	4	1,870	\$712,000	5
5	2	1,067	\$514,900	27
6	3	1,296	\$589,000	15
6	2	1,132	\$499,000	8
8	3	1,663	\$599,900	13
9	2	1,281	\$525,000	8
9	3	1,242	\$599,000	21
10	4	1,783	\$659,000	1
12	4	1,616	\$630,000	21

TOWNHOUSES CONTINUED LISTED - LAST 30 DAYS

14	3	1,460	\$565,000	29
16	3	2,027	\$679,000	16
16	2	1,323	\$499,900	4
18	2	1,311	\$509,900	6
18	2	1,163	\$525,000	1
18	4	1,728	\$644,900	21
18	3	1,301	\$529,990	19
19	3	1,398	\$558,800	21
33	1	1,150	\$349,000	19

37 TOWNHOUSES SOLD - LAST 30 DAYS

AGE	BEDS	SIZE FT ²	LIST PRICE	DOM
0	3	1,515	\$619,900	16
0	3	1,597	\$679,900	20
0	3	1,596	\$679,900	1
0	3	1,339	\$614,900	29
0	3	1,302	\$589,900	28
0	4	1,544	\$649,900	63
0	3	1,371	\$609,900	1
0	3	1,371	\$609,900	53
0	3	1,690	\$699,900	67
1	4	1,340	\$638,800	72
2	3	1,423	\$668,000	13
2	4	2,362	\$798,000	24
2	3	1,414	\$668,000	20
2	3	1,562	\$619,900	7
3	3	1,403	\$665,000	8
3	3	1,436	\$599,000	7
3	2	1,292	\$625,000	8
3	2	1,390	\$599,900	4
4	3	1,582	\$624,999	71
4	3	1,433	\$564,900	2
5	3	1,520	\$619,800	127
5	3	1,415	\$629,888	6
5	2	1,054	\$524,900	0
5	2	1,287	\$558,000	5
6	2	1,129	\$540,000	5
6	3	1,718	\$749,000	20
7	3	1,353	\$599,900	7
8	3	2,052	\$759,000	13
8	3	1,384	\$579,000	5
8	3	1,389	\$569,900	6
10	2	1,693	\$549,900	7
13	4	1,566	\$599,900	7
13	2	1,361	\$525,000	3
14	3	1,436	\$587,400	5
15	2	1,205	\$524,900	4
16	3	1,367	\$545,000	8
17	2	1,461	\$499,000	8

191 CONDOS LISTED - LAST 30 DAYS

AGE	BEDS	SIZE FT ²	LIST PRICE	DOM
0	2	900	\$509,900	33
0	3	1,126	\$679,900	29
0	2	800	\$503,800	26
0	2	838	\$474,900	22
0	1	622	\$399,999	45
0	2	1,157	\$615,900	14
0	1	635	\$408,000	8
0	2	852	\$465,000	5
0	2	864	\$519,000	4
0	2	1,216	\$574,900	54
0	2	753	\$419,900	50
0	2	753	\$479,900	49
0	2	894	\$449,900	49
0	1	527	\$358,888	43
0	2	769	\$459,900	39
0	2	852	\$468,000	35
0	3	1,774	\$794,999	27
0	2	830	\$444,900	22
0	2	830	\$469,900	16
0	2	769	\$439,000	8
0	1	569	\$345,000	8
0	2	1,229	\$581,900	5
0	3	1,120	\$650,000	5
0	3	1,568	\$789,000	5
0	2	931	\$539,800	6
0	2	746	\$438,000	1
0	3	1,484	\$769,900	28
0	2	982	\$479,900	20
0	1	671	\$369,800	21
0	3	1,698	\$815,900	14
0	3	1,698	\$845,900	14
0	2	1,105	\$529,000	12
0	2	753	\$479,900	14
0	0	1,013	\$588,000	11

CONDOS CONTINUED LISTED - LAST 30 DAYS

0	2	1,401	\$616,900	5
0	2	830	\$434,900	6
1	3	1,119	\$619,000	19
1	2	1,175	\$599,900	71
1	2	1,247	\$579,900	53
1	3	1,430	\$599,900	27
1	2	1,232	\$599,900	33
1	2	1,216	\$534,800	41
1	1	654	\$450,000	74
1	2	1,247	\$579,900	53
1	2	1,079	\$525,900	53
2	3	1,604	\$674,900	14
2	3	1,602	\$699,800	12
2	2	930	\$499,000	22
2	2	857	\$449,000	5
2	2	866	\$489,000	27
2	3	1,137	\$629,999	21
2	2	857	\$459,800	19
3	3	1,500	\$675,000	63
3	2	916	\$488,000	8
3	2	916	\$489,900	50
4	1	747	\$468,888	76
4	2	1,086	\$549,900	36
6	1	556	\$335,888	14
6	2	1,230	\$539,000	11
6	2	1,230	\$545,000	8
6	1	622	\$399,788	6
6	1	702	\$402,500	41
7	1	794	\$414,000	1
7	3	1,540	\$624,999	21
7	2	1,178	\$499,000	41
7	2	873	\$478,000	20
8	2	1,007	\$554,900	68
8	2	1,532	\$659,995	39
8	1	555	\$349,900	29
8	2	1,114	\$519,900	8
8	1	590	\$369,900	28
8	2	1,150	\$528,000	68
23	1	735	\$354,900	84
23	1	745	\$329,900	28
24	1	774	\$339,900	13
27	2	1,093	\$419,800	6
27	2	960	\$384,900	109
29	2	1,061	\$479,900	43
33	2	1,148	\$408,000	1

18 CONDOS SOLD - LAST 30 DAYS

AGE	BEDS	SIZE FT ²	LIST PRICE	DOM
0	2	915	\$509,900	69
0	1	696	\$392,900	62
0	2	900	\$465,900	11
0	2	920	\$499,900	1
0	2	935	\$554,900	78
0	2	875	\$474,900	25
0	2	931	\$499,900	20
1	3	1,588	\$699,900	54
1	1	938	\$429,900	27
2	2	849	\$469,900	39
2	2	873	\$485,000	21
4	1	805	\$418,800	14
4	2	1,048	\$549,000	89
6	2	1,028	\$529,000	71
6	2	1,028	\$524,800	16
6	3	1,082	\$529,000	54
7	1	560	\$349,900	7
29	2	1,080	\$499,999	105

WILLOUGHBY HEIGHTS STATS OCTOBER 2020



DETACHED HOUSES

LOWEST SALE HIGHEST SALE
\$767,500** **\$1,320,000****



TOWNHOUSES

LOWEST SALE HIGHEST SALE
\$523,000** **\$780,000****



CONDOS

LOWEST SALE HIGHEST SALE
\$343,000** **\$685,000****



TONY ZANDBERGEN TEAM

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If this is your address, you've just won!! Call