

As we move into the heart of summer, the Fraser Valley market continues to show signs of balance and opportunity - especially for buyers, upsizers, and investors looking for long-term value.

According to June's stats from the Fraser Valley Real Estate Board:

- **Detached Homes** are experiencing price pressure with a 1.6% drop month-over-month, now sitting at a benchmark price of \$1,458,600. Sales are steady, with 431 transactions and an 11% sales-to-active ratio.
- **Townhomes** remain the most stable segment, with prices down only 1.0% from May and an average of 30 days on market. The benchmark is currently \$824,400, and a relatively strong 17% sales-to-active ratio indicates continued buyer interest.
- **Condos** saw a 1.2% monthly dip, with a benchmark of \$526,500. Units are averaging 39 days on market, and the 13% sales-to-active ratio suggests buyer activity, though at a slower pace.

While some headlines may focus on slower sales, the truth is: the current market is opening doors for buyers and investors, and rewarding sellers who take a strategic approach.

HOUSING MARKET SNAPSHOT

June 2025



DETACHED \$1,458,600 MLS® HPI BENCHMARK PRICE		TOWNHOUSE \$824,400 MLS® HPI BENCHMARK PRICE		APARTMENT \$526,500 MLS® HPI BENCHMARK PRICE	
Change in Price Month-over-Month Down 1.6%	Average Days on Market 35	Change in Price Month-over-Month Down 1.0%	Average Days on Market 30	Change in Price Month-over-Month Down 1.2%	Average Days on Market 39
Change in Price Year-over-Year Down 4.6%	Sales-to-Active Listings Ratio 11%	Change in Price Year-over-Year Down 3.1%	Sales-to-Active Listings Ratio 17%	Change in Price Year-over-Year Down 4.5%	Sales-to-Active Listings Ratio 13%
Sales 431		Sales 314		Sales 341	

Effective May 2024, MLS® HPI recalculated back to January 2005

For Buyers: A Market Full of Opportunity

With more inventory, fewer bidding wars, and stable interest rates, buyers have breathing room we haven't seen in years. Townhomes and condos in particular offer great value, and detached homes have become more negotiable in many neighbourhoods.

Our advice: If you've been thinking about upsizing, now's the time. You'll sell in a softer segment (like a condo or townhome) and move into a larger home while prices are down and competition is low. This market won't stay this way forever - and locking in a low price on your next home could be your biggest advantage in 2025.

For Sellers: Strategy Is Everything

Yes, buyers have more options right now, however that doesn't mean your home won't sell. In fact, well-priced and well-prepared homes are still moving quickly, especially in popular townhouse complexes and family-friendly areas.

Buyers are more cautious, but they're still active. They're just expecting homes to show well and be priced in line with the market. And when they find the right one? They act.

Our advice: If you're planning to sell this summer or fall, get ahead of the crowd. The market is expected to pick up again in September, but prepping your home now means you'll be first in line when activity rises. Presentation, pricing, and smart marketing make all the difference - and we're here to help you with every step.

For Investors: Timing the Turnaround

After sitting on the sidelines for much of the past year, smart investors are stepping back in. We're seeing renewed interest in presale projects that offer long-term value, assignment potential, and built-in appreciation over multi-year builds.

With pricing soft and developers more willing to offer incentives, this is an ideal time to look at pre-construction projects or revenue condos that cash flow today.

Our advice: If you've been waiting for the right time to invest, this is it. Presales offer lower upfront costs, longer completion dates, and massive upside in a market expected to rebound in the coming years. Let's talk through your goals, we'll help you find the right project at the right price.

Curious about how today's market fits into your plans?

Whether you're buying, selling, or investing, we're happy to offer guidance, numbers, and insight. No pressure, just honest advice to help you make a smart move.