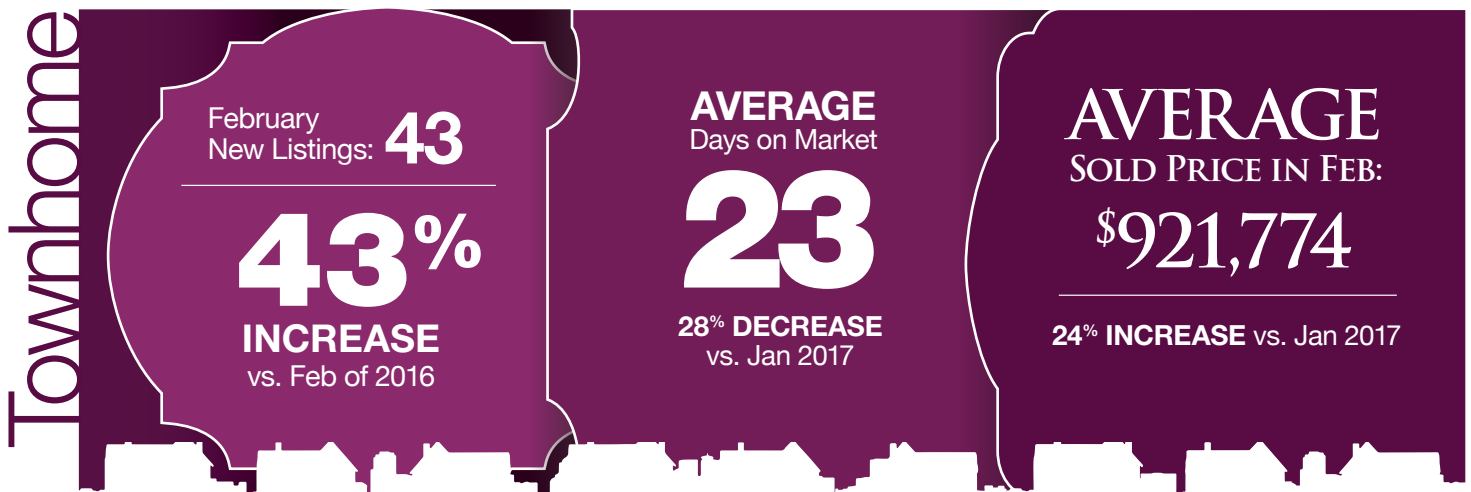


EASTSIDE

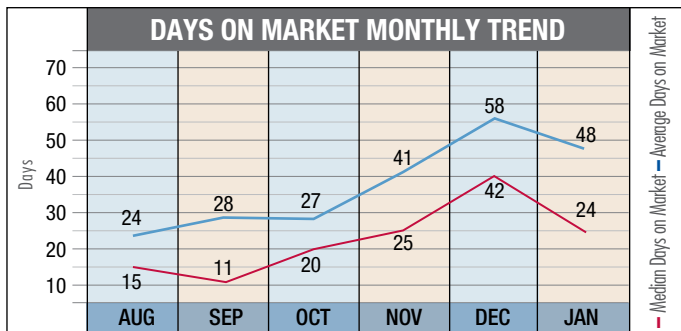
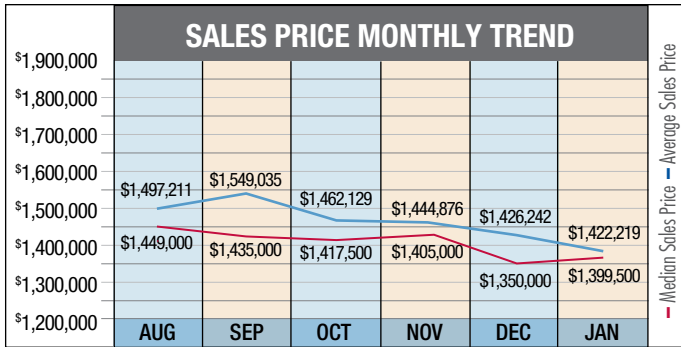
VANCOUVER'S MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JAN & FEB 2017



JANUARY - SINGLE FAMILY DETACHED HOMES

THE REAL EASTSIDE RESULTS: JAN 2017



Month	2016	2017	CHANGE
January	121	72	-40.5%
February			
March			
April			
May			
June			
Totals	121	72	-40.5%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 800,000	1	1	100%
800,001 - 900,000	1	1	100%
900,001 - 1,000,000	3	4	133%
1,000,001 - 1,100,000	1	6	600%
1,100,001 - 1,200,000	10	7	70%
1,200,001 - 1,300,000	21	5	24%
1,300,001 - 1,400,000	13	15	115%
1,400,001 - 1,500,000	23	6	26%
1,500,001 - 1,600,000	18	7	39%
1,600,001 - 1,700,000	19	10	53%
1,700,001 - 1,800,000	11	5	45%
1,800,001 - 1,900,000	21	1	5%
1,900,001 - 2,000,000	16	1	6%
2,000,001 - 2,250,000	21	2	10%
2,250,001 - 2,500,000	13	1	8%
2,500,001 +	35	0	0%
Totals	227	72	32%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

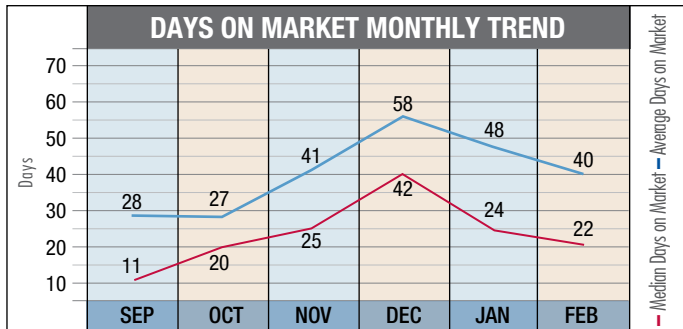
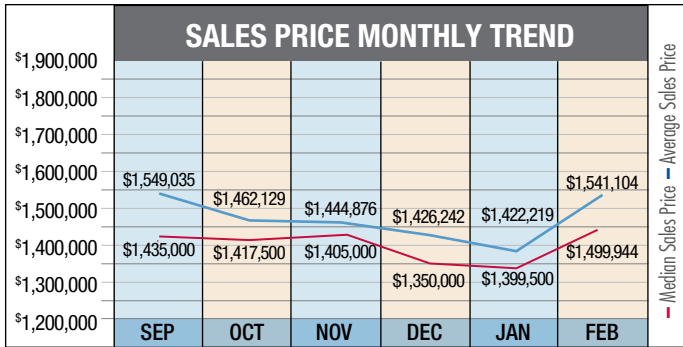
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Collingwood VE	7	\$1,216,900	-1.49	-3.87
Fraser VE	8	\$1,421,900	-1.41	-10.04
Fraserview VE	5	\$1,898,100	-0.64	-3.54
Grandview VE	8	\$1,492,800	-0.98	-6.11
Hastings	0	\$1,251,200	-0.97	-2.96
Hastings East	4	\$1,377,800	-0.99	-3.91
Killarney VE	4	\$1,500,600	-1.34	-6.63
Knight	5	\$1,413,900	-0.90	-7.89
Main	2	\$1,643,600	-1.39	-10.12
Mount Pleasant VE	1	\$1,309,200	-1.12	-5.78
Renfrew Heights	5	\$1,358,600	-1.55	0.45
Renfrew VE	11	\$1,314,000	-1.21	-1.27
South Vancouver	9	\$1,517,200	-0.36	-1.20
Victoria VE	3	\$1,393,400	-0.84	-7.10
Eastside Combined	72	\$1,440,500	-1.12	-5.04

FAITH'S KEY INSIGHTS:

- The Vancouver Eastside detached house market is returning to more normal conditions after a roller coaster ride during the last half of 2016. In January new listings bounced back to 236 from a record low of 76 a month earlier. The number of unit sales is still down, with the 48 sales we saw in January about 60% below the pace of twelve months and six months earlier. However, the higher number of listings and price stability, we believe, bode well for a more balanced spring market.
- The benchmark price of a Vancouver Eastside detached house in January was \$1.4 million, down 1.1% from a month earlier and 5% lower than three months ago. Buyers were focusing on lower-priced houses in January, purchasing nearly every new listing that came to the market priced at \$1.4 million or less. Only about 17% of houses priced above \$1.5 million sold. As a seller, you must be certain that the price you are listing at makes sense to buyers, as a small difference can make a huge impact on the amount of interest your home receives.
- If you own a house in Strathcona or the Grandview area, you should be thinking about the future of the neighbouring False Creek Flats. In January, the City of Vancouver began a series of public meetings on the future of the Flats, an area that will eventually house the new St. Paul's Hospital and the new Emily Carr University and is already a high-tech haven. We believe there will be further higher-density zoning in neighbourhoods surrounding the Flats, which could increase demand and prices for detached lots.

FEBRUARY - SINGLE FAMILY DETACHED HOMES

THE REAL EASTSIDE RESULTS: FEB 2017



Month	2016	2017	CHANGE
January	121	72	-40.5%
February	174	70	-59.8%
March			
April			
May			
June			
Totals	295	142	-51.9%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 800,000	0	0	-
800,001 - 900,000	0	0	-
900,001 - 1,000,000	3	2	67%
1,000,001 - 1,100,000	5	2	40%
1,100,001 - 1,200,000	4	6	150%
1,200,001 - 1,300,000	16	9	56%
1,300,001 - 1,400,000	19	9	47%
1,400,001 - 1,500,000	13	7	54%
1,500,001 - 1,600,000	19	14	74%
1,600,001 - 1,700,000	15	7	47%
1,700,001 - 1,800,000	11	3	27%
1,800,001 - 1,900,000	13	1	8%
1,900,001 - 2,000,000	16	4	25%
2,000,001 - 2,250,000	13	3	23%
2,250,001 - 2,500,000	10	0	0%
2,500,001 +	20	3	15%
Totals	177	70	40%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

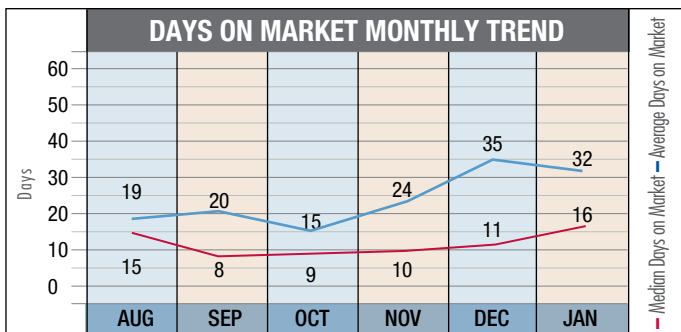
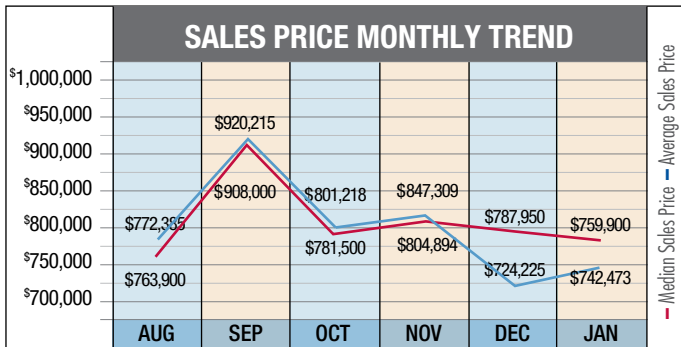
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Collingwood VE	7	\$1,199,400	-1.44	-0.07
Fraser VE	9	\$1,396,500	-1.79	-6.82
Fraserview VE	3	\$1,901,600	0.19	-1.78
Grandview VE	7	\$1,478,000	-0.99	-5.21
Hastings	1	\$1,225,800	-2.03	-7.67
Hastings East	3	\$1,383,100	0.38	-2.48
Killarney VE	5	\$1,485,000	-1.04	-4.45
Knight	3	\$1,401,900	-0.85	-5.28
Main	4	\$1,613,800	-1.81	-6.86
Mount Pleasant VE	3	\$1,271,300	-2.90	-10.97
Renfrew Heights	1	\$1,346,000	-0.93	2.12
Renfrew VE	16	\$1,302,100	-0.91	-1.62
South Vancouver	6	\$1,507,500	-0.64	0.56
Victoria VE	2	\$1,385,200	-0.59	-4.04
Eastside Combined	70	\$1,425,600	-1.04	-3.31

FAITH'S KEY INSIGHTS:

- The number of new listings for detached houses coming onto the Vancouver Eastside marketing is encouraging for buyers, many of who had been frustrated by a lack of choice over the past few months. Since the start of the year, 404 new listings have appeared, including 177 in February. As well, there were detached sales in all 14 Eastside neighbourhoods we monitor, revealing broad-based buyer demand. The most sales were seen in Renfrew, where 16 detached houses sold in February at a benchmark price of \$1.3 million. Second place for buyers was the Fraser neighbourhood, with 9 sales at a benchmark price of \$1.39 million.
- Across the Eastside, the benchmark price for a detached house sold in February was \$1.42 million, down 1% from January and 3.3% below the price three months earlier. The slight dip in prices may be credited to stronger sales of lower-priced listings. Of the 70 detached sales in February, half sold for less than \$1.5 million. The sales success ratio was close to 100% for houses priced at \$1.2 million or less and 74% for the 19 detached houses listed at from \$1.5 million to \$1.6 million. The overall sales success ratio for new listings of detached houses was 40%, indicating a balanced market.
- East Vancouver house owners may be confused about land assembly pressure in their area. Some detached owners are being told they can expect windfall profits on the sale of 33-foot lots, even though the property is not in areas zoned for higher-density housing. Other areas have higher-density zoning, but developers are restricted to building rentals. It can be complicated, but Faith Wilson Group has decades of experience in Vancouver and our team is familiar with official community plans for each neighbourhood. We can advise both sellers and investors on where development is being encouraged by the city and can provide accurate information on a property's true market value.

JANUARY - TOWNHOUSES

THE REAL EASTSIDE RESULTS: JAN 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	17	11	-35.3%
February			
March			
April			
May			
June			
Total	17	11	-35.3%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 300,000	0	0	-
300,001 - 350,000	0	0	-
350,001 - 400,000	0	0	-
400,001 - 450,000	0	0	-
450,001 - 500,000	1	2	200%
500,001 - 550,000	2	0	0%
550,001 - 600,000	2	2	100%
600,001 - 650,000	2	1	50%
650,001 - 700,000	1	0	0%
700,001 - 750,000	1	0	0%
750,001 - 800,000	2	2	100%
800,001 - 850,000	0	2	-
850,001 - 900,000	0	0	-
900,001 - 1,000,000	3	1	33%
1,000,001 - 1,250,000	2	1	50%
1,250,001 +	2	0	0%
Totals	18	11	61%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

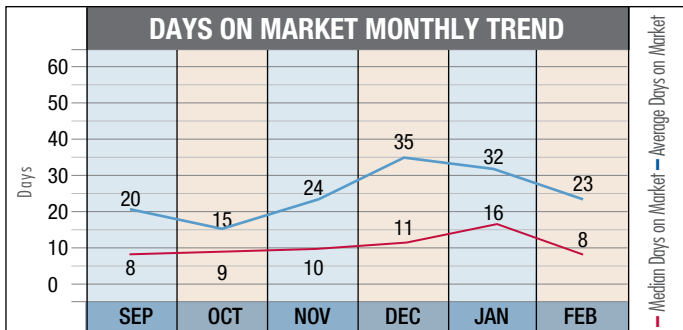
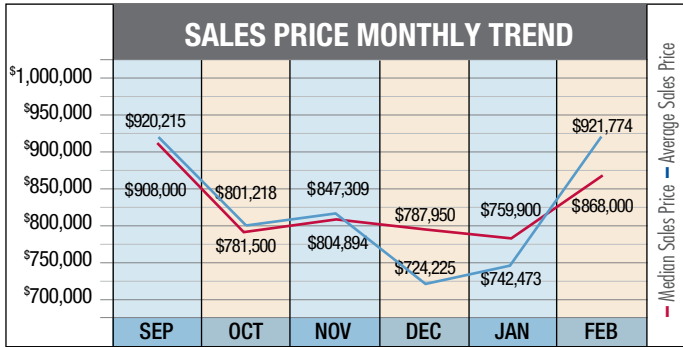
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Champlain Heights	7	\$611,100	1.14	-7.05
Collingwood VE	0	\$630,500	1.13	-6.18
Fraser VE	0	\$746,400	0.37	-2.41
Fraserview VE	0	\$702,500	1.15	-6.24
Grandview VE	0	\$786,200	1.15	-4.91
Hastings	0	\$671,200	1.14	-3.74
Killarney VE	1	\$539,200	1.14	-8.26
Knight	0	\$794,400	0.35	-0.82
Main	0	\$841,100	0.35	-4.04
Mount Pleasant VE	1	\$1,053,700	1.15	2.08
Renfrew VE	0	\$676,700	1.11	-7.22
Victoria VE	1	\$820,700	1.11	-5.88
Eastside Combined	11	\$739,200	1.12	-4.13

FAITH'S KEY INSIGHTS:

- January's townhouse market in Vancouver Eastside seemed to almost vanish. There were only 17 new listings in the entire month and just 8 townhouse sales, the lowest level in years. The vanishing act is no mystery: it is simply due to a lack of inventory. The neighbourhood with the most listings, Champlain Heights, accounted for nearly all the sales. We suggest that townhouse owners considering a sale would be wise to list right now. There is a considerable shortage of three-bedroom townhouses and steady demand for all types of townhouses.
- Vancouver Eastside owners of older townhouses, particularly those close to transit or in neighbourhoods zoned for increased density, should be aware of "wind downs": the owners banding together to sell the entire project for development. In the three recent cases where this has happened so far, the lift in value has been from 25% to 50% compared to the as-is value of the individual townhouses. Faith Wilson Group is well versed on this type of selling strategy, which will likely become more popular following a change to the Strata Act last year that makes the process less difficult. It is another issue for both townhouse buyers and sellers to consider.
- Some first-time buyers are likely scouting the Vancouver Eastside townhouse market right now because of the new provincial government incentive that provides a loan that matches a buyer's down payment. The loan is interest and payment free for the first five years, and is designed to assist first-time buyers to begin building home equity. The benchmark price of an East Vancouver townhouse is \$739,000, which is below the maximum price ceiling for first-time buyer incentive program.

FEBRUARY - TOWNHOUSES

THE REAL EASTSIDE RESULTS: FEB 2017



Month	2016	2017	CHANGE
January	17	11	-35.3%
February	28	19	-32.1%
March			
April			
May			
June			
Total	45	30	-33.3%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 300,000	0	0	-
300,001 - 350,000	0	0	-
350,001 - 400,000	1	0	0%
400,001 - 450,000	1	1	100%
450,001 - 500,000	3	0	0%
500,001 - 550,000	1	1	100%
550,001 - 600,000	1	1	100%
600,001 - 650,000	1	2	200%
650,001 - 700,000	2	0	0%
700,001 - 750,000	4	0	0%
750,001 - 800,000	1	0	0%
800,001 - 850,000	6	4	67%
850,001 - 900,000	3	1	33%
900,001 - 1,000,000	2	2	100%
1,000,001 - 1,250,000	10	5	50%
1,250,001 +	7	2	29%
Totals	43	19	44%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

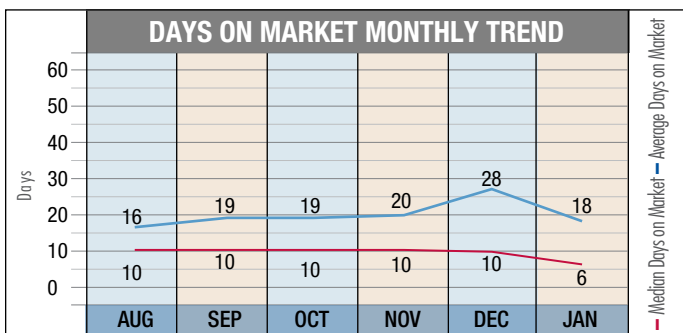
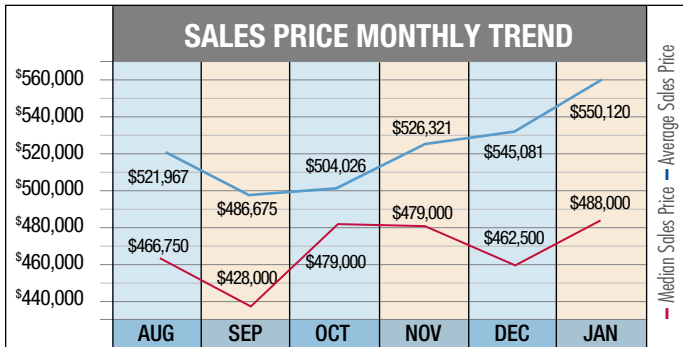
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Champlain Heights	4	\$614,000	0.48	-4.14
Collingwood VE	1	\$645,400	2.37	-1.98
Fraser VE	0	\$746,700	0.04	-1.47
Fraserview VE	3	\$707,800	0.76	-2.76
Grandview VE	1	\$779,900	-0.80	-5.40
Hastings	2	\$672,000	0.13	-5.18
Killarney VE	0	\$535,200	-0.74	-6.75
Knight	1	\$795,400	0.13	-3.21
Main	0	\$823,300	-2.13	-3.96
Mount Pleasant VE	4	\$1,060,400	0.64	1.72
Renfrew VE	0	\$688,900	1.80	-3.62
Victoria VE	2	\$822,900	0.27	-7.63
Eastside Combined	19	\$741,000	0.25	-3.21

FAITH'S KEY INSIGHTS:

- With benchmark prices about half that of detached houses and with some key advantages over condominium apartments – such as a garden or yard space – townhouse are facing fierce demand on Vancouver Eastside. Prices are edging up, and, in February, the typical new listing for a townhouse sold within a median of just 8 days. Sales in February averaged over one every other day, remarkable since there remains a lack of inventory, with only 43 new listings coming to the market. If the current supply of townhouses remains so tight, it will put pressure on prices. In February, for example, the overall Eastside townhouse price increased 0.25% from a month earlier, to \$741,000.
- There has been a lot of ballyhoo about owners of older townhouses voting to disband the strata and sell the entire project for development. This follows changes to the BC Strata Act last year that made the process slightly simpler. But, judging from the projects that have now gone through, or are awaiting court approval for such sales, buyers have received prices only slightly higher than market value for their townhouses. We advise any strata owners considering this process to get expert advice on both the length of time it takes and the eventual payoff. For some, it may be wiser to simply sell their own townhouse with the assistance of professional, experienced agent.
- More Eastside townhouse buyers, 7, paid \$1 million or more in February as those who paid \$700,000 or less, 5, despite a fairly equal number of listings at each price point. This reveals what we believe is a basic truth in the housing market: buyers are seeking value, not just the lowest price. For sellers, the challenge is knowing what that precise market value is. Faith Wilson Group is third-party recognized for helping sellers achieve the highest possible price in the least amount of time. We do this by setting the accurate property value in any market conditions.

JANUARY - APARTMENTS/CONDOS

THE REAL EASTSIDE RESULTS: JAN 2017



	2016	2017	CHANGE
January	116	111	-4.3%
February			
March			
April			
May			
June			
Totals	116	111	-4.3%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	1	1	100%
200,001 – 250,000	3	3	100%
250,001 – 300,000	4	1	25%
300,001 – 350,000	14	7	50%
350,001 – 400,000	26	23	88%
400,001 – 450,000	14	13	93%
450,001 – 500,000	14	9	64%
500,001 – 550,000	11	7	64%
550,001 – 600,000	16	11	69%
600,001 – 650,000	8	6	75%
650,001 – 700,000	16	9	56%
700,001 – 800,000	11	14	127%
800,001 – 900,000	7	3	43%
900,001 – 1,000,000	4	1	25%
1,000,001 – 1,250,000	3	0	33%
1,250,001 +	8	3	38%
Totals	160	111	69%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

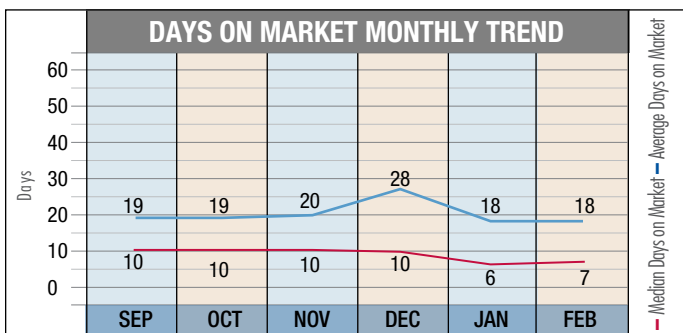
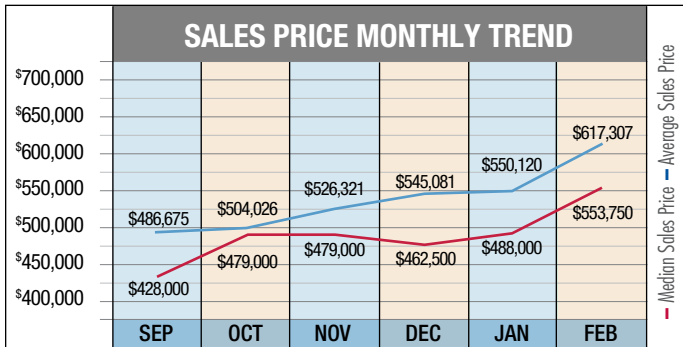
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Champlain Heights	6	\$575,900	0.63	-0.49
Collingwood VE	24	\$382,900	-0.09	1.09
Downtown VE	4	\$607,700	1.03	0.45
Fraser VE	4	\$454,800	0.85	-1.85
Fraserview VE	4	\$457,000	0.64	2.28
Grandview VE	5	\$400,600	1.69	5.13
Hastings	5	\$394,200	1.03	-1.14
Hastings East	0	\$360,400	1.65	6.15
Killarney VE	4	\$372,000	0.62	-1.64
Knight	1	\$584,300	0.87	1.18
Main	2	\$576,600	0.86	0.45
Mount Pleasant VE	49	\$439,300	-0.39	-9.92
Renfrew VE	1	\$432,700	1.69	4.06
Victoria VE	2	\$434,900	1.68	3.23
Eastside Combined	111	\$438,800	0.83	-2.46

FAITH'S KEY INSIGHTS:

- It took a median of only six days for condominium listing to sell in January across the Eastside, where the condo market continues fairly strong. January sales, at 88, were up sharply from December but remained 24% below the level of a year earlier. With a sales-to-new-listing ratio of 56%, the Vancouver Eastside condo sector is challenging the overall market's trend and edging towards a seller's market.
- The new BC Government incentive to assist first-time buyers is likely helping to increase condo sales. The price of land, construction materials and labour are all higher now than they were two years when many new condominium apartments were pre-sold and are aiming for completion later this year. This often means that the pre-sale prices are lower than the current market value. Some pre-sale buyers will consider selling their sales contract before the building completes, under what is known as an assignment sale. This is a strategy that Faith Wilson Group has experience with, and we can provide advice for both sellers and buyers.
- More inventory of condominiums is available to Vancouver Eastside buyers, with 157 new listings in January, up from 61 in December. And buyers are finding some relatively low prices among the offerings. In January, for example, 31 buyers purchased an East Vancouver condo for less than \$400,000 and 10 bought for \$350,000 or less. Three new listings priced under \$250,000 sold immediately. First-time buyers can see that they do not have to leave Vancouver to find a condo that is not only affordable, but offers great value.

FEBRUARY - APARTMENTS/CONDOS

THE REAL EASTSIDE RESULTS: FEB 2017



Month	2016	2017	CHANGE
January	116	111	-4.3%
February	179	98	-45.3%
March			
April			
May			
June			
Totals	295	209	-29.2%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	0	0	-
200,001 – 250,000	2	0	0%
250,001 – 300,000	1	1	100%
300,001 – 350,000	14	7	50%
350,001 – 400,000	25	9	36%
400,001 – 450,000	23	11	48%
450,001 – 500,000	20	10	50%
500,001 – 550,000	19	10	53%
550,001 – 600,000	17	14	82%
600,001 – 650,000	11	7	64%
650,001 – 700,000	10	5	50%
700,001 – 800,000	12	7	58%
800,001 – 900,000	5	4	80%
900,001 – 1,000,000	2	4	200%
1,000,001 – 1,250,000	6	3	67%
1,250,001 +	4	6	150%
Totals	171	98	57%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Champlain Heights	6	\$586,700	1.87	2.56
Collingwood VE	22	\$391,100	2.16	3.56
Downtown VE	7	\$606,900	-0.14	2.27
Fraser VE	1	\$452,900	-0.40	2.02
Fraserview VE	1	\$467,000	2.19	3.94
Grandview VE	4	\$408,100	1.85	5.46
Hastings	8	\$398,300	1.02	2.68
Hastings East	1	\$365,800	1.52	5.51
Killarney VE	1	\$373,700	0.48	3.48
Knight	2	\$575,500	-1.51	3.08
Main	3	\$566,200	-1.80	2.24
Mount Pleasant VE	38	\$450,800	2.61	-2.01
Renfrew VE	3	\$437,000	1.00	3.26
Victoria VE	1	\$443,000	1.88	5.36
Eastside Combined	98	\$446,200	1.69	1.95

FAITH'S KEY INSIGHTS:

- Since the first of this year, 209 condominium apartments have sold across the Vancouver Eastside, including 98 in February, at a benchmark price of \$446,200. This is an amazing performance with more than three apartments selling every day, seven days a week. At median, the typical new listing was on the market for only 7 days before it sold in February, the fastest pace in five months. We expect demand for Eastside condominium apartments to gain strength as we approach the traditionally active spring market.
- With 171 new listings for condominium apartments coming onto the market in February – the highest level since last October – one might think that there is a wide choice right across East Vancouver. But that is not the case. Two neighbourhoods, Mount Pleasant and Collingwood, accounted for most of the listings and more than 60% of the 98 sales in February. Buyers are seeking condominium apartments in all neighbourhoods, reflected in the fact that all 14 Eastside neighbourhoods reported sales last month, often despite a lot of inventory available. The message to sellers: it is a good time to list right now, regardless of where your property is located.
- First-time buyers, including those taking advantage of the provincial government's first-time buyer incentive, are fueling at least part of the demand for condominium apartments. The incentive provides an interest-free, five-year loan to match the buyer's down payment... And we suggest that such buyers continue to find good value on the Eastside. In February, 28 buyers purchased for \$450,000 or less and 8 bought an Eastside condo apartment for less than \$350,000. This is about \$100,000 below the benchmark price across Metro Vancouver. Faith Wilson Group has intimate knowledge of every condominium project and every listing on the Eastside, and can guide buyers on where to find their first home at the price and the location they want.

14 IMPORTANT QUESTIONS

SELLERS need answered *before hiring* a real estate agent to market & sell your home!

Literally tens of thousands of dollars are riding on the agent you hire to market, present and negotiate the sale of your Vancouver home. And let's face it - in real estate, as in life - not all things are created equal. Honest answers to these questions from the agents you are interviewing will help you to decide whom to entrust to market and sell your home for top dollar with the least amount of hassle.

1 What makes you different? Why should I list with you? What unique strategies do you use?

Today, it is a much tougher and more dynamic real estate market than it was even 5 years ago. A successful agent stays up-to-speed on the complex, multi-dimensional marketing needed to reach all buyers, including mobile and internet-savvy consumers and international prospects.

2 How many properties have you marketed and sold in the last 12 months?

Did you know that only 10% of Vancouver agents sold more than 10 homes in the last 12 months? Working with top producers ensures you are receiving the benefit of their experience, resources and their proven plan to deliver a successful sale.

3 How many contracts have you negotiated in the last 10 years?

The more contracts negotiated and the more exposure to cross cultural scenarios translate into better advice which delivers better results for you.

4 Do you work solo or with a team?

There are simply too many steps in the full process for a solo agent to do a great job of everything. A team approach is the only way to ensure you receive the attention to detail and the full service and consistent coverage that you deserve.

5 How do you manage all showings across all of your listings?

Consider that taking off the basic two

weeks of holidays, stats and 1 day per week means your solo agent misses 74 days (20%) of the year to meet face to face with prospective buyers and highlight the best of your home. Does the agent have licensed property showing specialists as part of their team or do they miss opportunities to show and sell?

6 What is your pricing strategy for my home?

A realistic, market-based price point will attract the full scope of buyers and not just those looking to "steal the deal". Setting the right price requires skill, experience, plus local market trends knowledge.

7 How long, on average, does it take your listings to sell?

Ask if the agent tends to sell a home faster or slower than average and compare that answer to your goals; this is an indicator of their expertise.

8 Beyond posting my home on MLS and its related pickup sites, where will my home be marketed online?

Today, 92% of home buyers use the internet during their home buying process and nearly half of buyers look online as their first step. Does he/she have a website dedicated exclusively to showcasing their clients' homes? Does the agent's internet marketing plan assure accessibility in Chinese and optimization for mobile devices?

9 Do you provide references from past clients?

A trustworthy agent will be delighted to provide references from satisfied clients for you to review.

10 What homes have you sold in my area?

An informed agent will provide you with their performance in your neighbourhood and area.

11 Do you provide a written schedule of the services you deliver?

A set of performance promises will clearly detail what you can expect from the agent, including recourse if they don't deliver.

12 Do you provide regular, updated market evaluations on my home?

Once your home is listed, how often do you update me on relevant market activity and overview?

13 What is your marketing budget for my home so as to stand out versus comparable listings?

What percent of the agent's commission will be dedicated to the marketing budget and how does this compare?

14 What marketing media mix will you use to display my home to the widest array of potential buyers?

Successful agents use a mix of search advertising, social media plus web sites for Vancouver, China, the U.S. and other international markets, and print media.

In closing, the sale of your home is likely one of the largest financial decisions you will make. The right agent with the skills, the plans and the commitment will deliver distinctly better results.

We present these questions for your consideration in order that you make the right decision for you and your family. Please use these questions as a foundation for making the right choice for your needs.

Faith



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