

NORTH VAN

NORTH VAN'S MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JAN & FEB 2017

Detached

February
New Listings: **137**

42%

DECREASE
vs. Feb of 2016

AVERAGE
Days on Market

22

9% DECREASE
vs. Jan 2017

February 2017
Average Sold Price:

1.3%

UNDER asking price.

Townhome

February
New Listings: **28**

47%

DECREASE
vs. Feb of 2016

AVERAGE
Days on Market

15

61% DECREASE
vs. Jan 2017

AVERAGE
SOLD PRICE IN FEB:

\$870,080

11% DECREASE vs. Jan 2017

Condos

February
New Listings: **116**

29%

DECREASE
vs. Feb of 2016

94

New Listings for
\$750,000
or **LESS** in Feb 2017.

1 Bed / 1 Bath Median Sold
Price Per Sq.Ft.

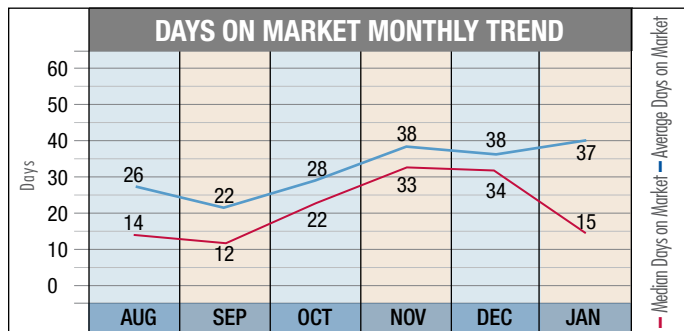
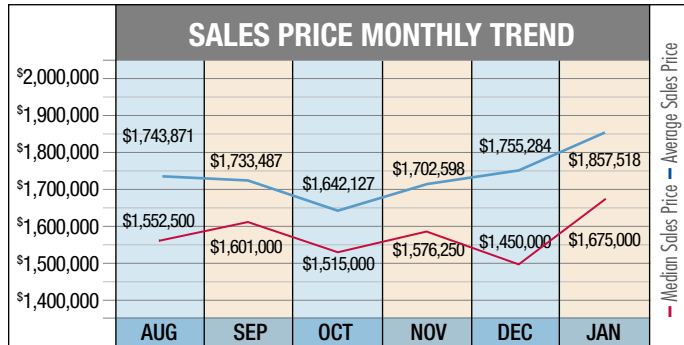
\$586

11%

INCREASE
vs. Feb of 2016

JANUARY - SINGLE FAMILY DETACHED HOMES

THE REAL NORTH VAN RESULTS: JAN 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	81	54	-33.3%
February			
March			
April			
May			
June			
Totals	81	54	-33.3%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	1	0	0%
1,000,000 - 1,100,000	0	0	-
1,100,001 - 1,200,000	4	3	75%
1,200,001 - 1,300,000	1	2	200%
1,300,001 - 1,400,000	9	4	44%
1,400,001 - 1,500,000	11	4	36%
1,500,001 - 1,600,000	6	10	167%
1,600,001 - 1,700,000	8	4	50%
1,700,001 - 1,800,000	8	5	63%
1,800,001 - 1,900,000	9	0	0%
1,900,001 - 2,000,000	9	3	33%
2,000,001 - 2,250,000	15	6	40%
2,250,001 - 2,500,000	17	6	35%
2,500,001 - 2,750,000	15	5	33%
2,750,001 - 3,000,000	8	0	0%
3,000,001 +	18	2	11%
Totals	139	54	39%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

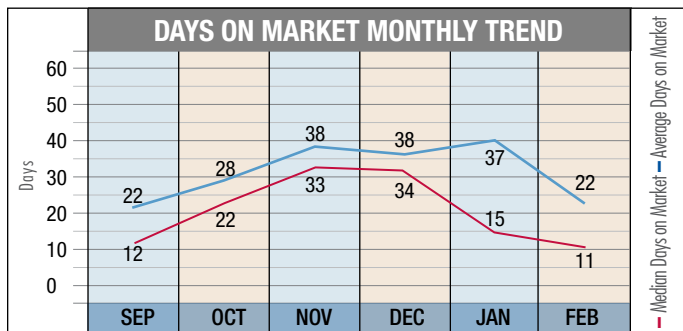
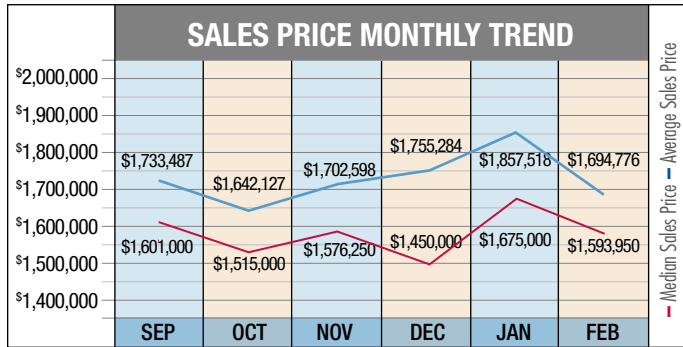
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Blueridge NV	3	\$1,476,900	-0.83	-4.57
Boulevard	6	\$1,634,200	-0.79	-7.65
Braemar	0	\$2,161,500	-0.61	-6.94
Calverhall	1	\$1,410,000	-1.03	-6.63
Canyon Heights NV	4	\$1,872,800	-0.72	-8.21
Capilano NV	1	\$1,692,500	-0.77	-7.01
Central Lonsdale	2	\$1,377,000	-1.10	-6.87
Deep Cove	0	\$1,459,100	-0.62	-3.10
Delbrook	2	\$1,813,900	-0.76	-7.67
Dollarton	3	\$1,598,500	-0.93	-6.30
Edgemont	3	\$2,071,100	-0.80	-7.42
Forest Hills NV	1	\$1,983,900	-0.70	-7.72
Grouse Woods	0	\$1,689,300	-0.61	-6.78
Hamilton	1	\$1,319,500	-0.99	-5.24
Indian River	0	\$1,384,900	-0.60	-6.51
Lower Lonsdale	0	\$1,406,700	-0.81	-6.04
Lynn Valley	8	\$1,405,300	-0.96	-3.29
Lynnmour	0	\$1,178,300	-0.28	-2.50
Norgate	2	\$1,217,300	-1.35	-9.68
Northlands	1	\$2,022,100	-0.30	-5.83
Pemberton Heights	0	\$1,751,000	-0.94	-6.84
Pemberton NV	1	\$1,145,400	-0.93	-4.35
Princess Park	1	\$1,537,300	-1.19	-2.95
Queensbury	0	\$1,399,400	-0.89	-6.71
Roche Point	0	\$1,276,200	-0.31	-10.85
Seymour	0	\$1,356,400	-0.83	-1.64
Tempe	0	\$1,685,300	-0.60	-6.85
Upper Delbrook	1	\$1,882,100	-0.78	-7.78
Upper Lonsdale	8	\$1,572,500	-0.98	-3.42
Westlynn	4	\$1,282,800	-1.21	-2.68
Westlynn Terrace	0	\$1,423,300	-1.08	-1.33
Windsor Park NV	0	\$1,289,900	-1.34	-2.61
Combined Total	54	\$1,564,200	-0.88	-5.68

FAITH'S KEY INSIGHTS:

- Prices were remarkably stable and sales were up from the record low of December. Recent changes to the foreign-buyer tax regulations, which now exempt those with work permits, may help to increase sales in the region. Also, in February the City of North Vancouver will begin public hearings on a proposal to allow detached house owners to add a coach house to their property, as well as a secondary suite.
- The Benchmark price of a North Vancouver detached house in January was \$1.56 million, virtually unchanged (down 0.8%) from a month earlier and within 5.6% of the price three months ago. The sales-to-new-listing ratio was 70%+ for houses priced below \$1.6 million, but fell to around 25% for higher-priced houses.

FEBRUARY - SINGLE FAMILY DETACHED HOMES

THE REAL NORTH VAN RESULTS: FEB 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	81	54	-33.3%
February	177	64	-63.8%
March			
April			
May			
June			
Totals	258	118	54.3%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New Listings Ratio
0 - 1,000,000	1	0	0%
1,000,000 - 1,100,000	0	0	-
1,100,001 - 1,200,000	10	2	20%
1,200,001 - 1,300,000	6	9	150%
1,300,001 - 1,400,000	10	8	80%
1,400,001 - 1,500,000	8	7	88%
1,500,001 - 1,600,000	13	7	54%
1,600,001 - 1,700,000	7	5	71%
1,700,001 - 1,800,000	10	9	90%
1,800,001 - 1,900,000	9	4	44%
1,900,001 - 2,000,000	10	2	20%
2,000,001 - 2,250,000	12	3	25%
2,250,001 - 2,500,000	14	5	36%
2,500,001 - 2,750,000	7	0	0%
2,750,001 - 3,000,000	5	2	40%
3,000,001 +	15	1	7%
Totals	137	64	47%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

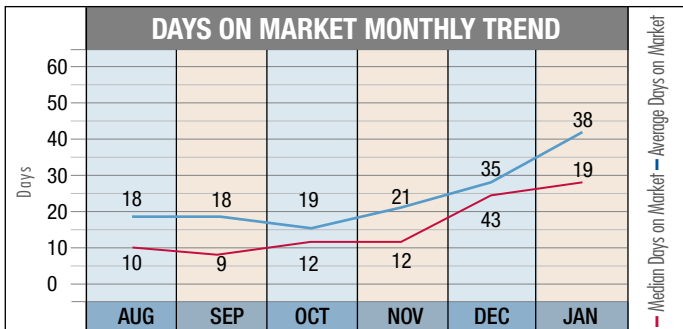
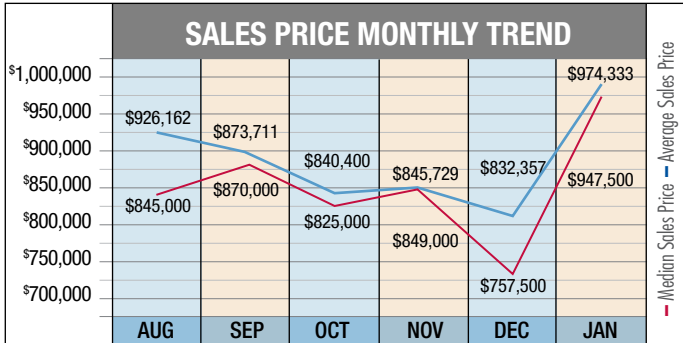
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Blueridge NV	1	\$1,480,000	0.21	-3.56
Boulevard	4	\$1,649,100	0.91	-4.29
Braemar	1	\$2,101,400	-2.78	-4.23
Calverhall	1	\$1,448,800	2.75	-0.08
Canyon Heights NV	2	\$1,806,900	-3.52	-8.85
Capilano NV	1	\$1,613,000	-4.70	-10.14
Central Lonsdale	4	\$1,396,300	1.41	-3.41
Deep Cove	2	\$1,458,500	-0.04	-1.19
Delbrook	1	\$1,763,600	-2.77	-8.25
Dollarton	1	\$1,608,000	0.60	-4.37
Edgemont	1	\$2,001,700	-3.35	-8.71
Forest Hills NV	2	\$1,913,800	-3.53	-9.90
Grouse Woods	0	\$1,635,700	-3.17	-6.19
Hamilton	3	\$1,340,100	1.56	-1.63
Indian River	2	\$1,390,800	0.43	-4.36
Lower Lonsdale	2	\$1,416,000	0.66	-2.95
Lynn Valley	7	\$1,398,800	-0.46	-2.39
Lynnmour	1	\$1,167,900	-0.88	-3.81
Norgate	3	\$1,289,800	5.96	0.39
Northlands	0	\$2,028,200	0.30	-3.32
Pemberton Heights	3	\$1,807,700	3.23	-2.13
Pemberton NV	1	\$1,166,500	1.84	-0.67
Princess Park	1	\$1,528,900	-0.54	-3.04
Queensbury	2	\$1,440,600	2.94	0.28
Roche Point	0	\$1,282,400	0.49	-5.10
Seymour	2	\$1,348,300	-0.60	-2.19
Tempe	0	\$1,629,800	-3.30	-6.38
Upper Delbrook	1	\$1,828,600	-2.84	-8.50
Upper Lonsdale	10	\$1,578,800	0.40	-1.41
Westlynn	4	\$1,290,500	0.59	-1.21
Westlynn Terrace	0	\$1,430,500	0.51	-2.33
Windsor Park NV	0	\$1,333,100	3.36	0.87
Combined Total	64	\$1,556,600	-0.48	-4.25

FAITH'S KEY INSIGHTS:

- Signs are stirring that North Vancouver's detached housing market is heading towards a traditionally strong spring season. And, judging from demographics and new zoning in the city, it is more than warmer weather that will heat local housing sales. The recent Canada Census revealed that North Vancouver City saw a 10% increase in population since 2011, to nearly 53,000. The District had an increase of 1.8% in the same period, to just over 85,500 people. This growth increases demand and price pressure for detached housing, which is why many people will be looking to buy this spring. Also, North Vancouver City plans to allow detached house owners to have both a secondary suite and a laneway house on their lot.

JANUARY - TOWNHOUSES

THE REAL NORTH VAN RESULTS: JAN 2017



Month	2016	2017	CHANGE
January	34	12	-64.7%
February			
March			
April			
May			
June			
Total	34	12	-64.7%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 500,000	0	0	-
500,001 - 550,000	1	1	100%
550,001 - 600,000	0	0	-
600,001 - 650,000	1	1	100%
650,001 - 700,000	1	0	0%
700,001 - 750,000	0	1	-
750,001 - 800,000	4	1	25%
800,001 - 850,000	3	0	0%
850,001 - 900,000	4	1	25%
900,001 - 950,000	2	1	50%
950,001 - 1,000,000	5	1	20%
1,000,001 - 1,050,000	0	1	-
1,050,001 - 1,100,000	0	0	-
1,100,001 - 1,200,000	6	2	33%
1,200,000 - 1,500,000	3	1	33%
1,500,001+	0	1	-
Totals	30	12	40%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

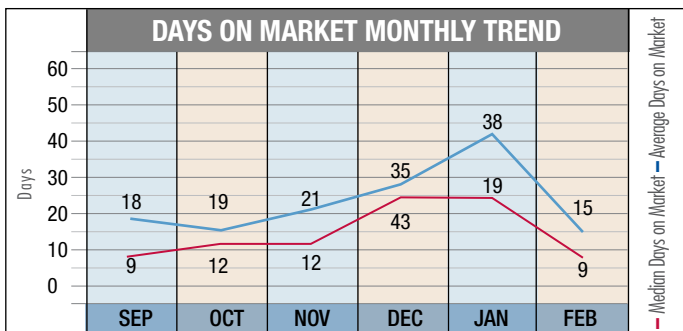
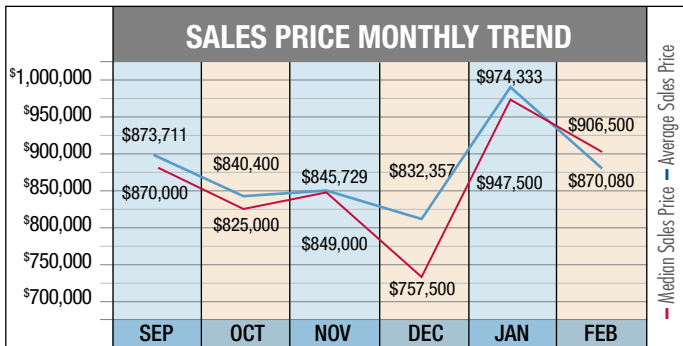
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Central Lonsdale	1	\$895,500	0.63	-2.33
Hamilton	1	\$780,200	0.63	-1.76
Indian River	0	\$928,100	-0.25	0.20
Lower Lonsdale	0	\$943,900	0.61	-2.51
Lynn Valley	2	\$758,500	-0.22	0.94
Lynnmour	1	\$655,400	-0.21	-1.01
Norgate	1	\$858,500	0.63	-2.67
Northlands	1	\$1,001,600	-0.26	0.00
Roche Point	0	\$834,800	-0.26	0.88
Seymour	0	\$849,100	-0.27	0.49
Westlynn	0	\$701,000	-0.25	0.67
Combined Total	12	\$831,000	0.00	-1.34

FAITH'S KEY INSIGHTS:

- The January sale of a 44-year-old, 114-unit condominium complex in North Vancouver District for redevelopment was remarkable in that, according to documents, the selling price represented a 50% increase from the assessed value of the individual condos. The attraction was land and location: the 6.5-acre site has higher-density potential under the District's official community plan for the area. More townhouse owners may be considering these windup strategies. Faith Wilson Group is familiar with the complicated process and can provide advice to both sellers and buyers.
- As expected, more new listings for townhouses arrived in North Vancouver in January. There were 30 new listings, up from just 8 in December, but listings remain below what would be considered a healthy selection for buyers. There is also a lack of new townhouses being planned, built and delivered. An end-of-year survey showed that, across all of Metro Vancouver, only 8 newly built and unsold townhouses were available. Demand remains strong for townhouses, and sellers considering a sale may want to come to the market now to get the greatest advantage from two factors: the timing is great for catching the seasonal spring sales upturn; the current low inventory means your well-presented townhouse will not have a lot of competition.
- Townhouse buyers are seeking value in North Vancouver. January action showed sales through a wide range of prices. There were as many sales in the highest price brackets (over \$1.1 million) as there were in the lower-priced band below \$900,000. As well, prices remained steady, unchanged from a month earlier with a Benchmark price of \$831,000.

FEBRUARY - TOWNHOUSES

THE REAL NORTH VAN RESULTS: FEB 2017



Month	2016	2017	CHANGE
January	34	12	-64.7%
February	42	28	-33.3%
March			
April			
May			
June			
Totals	76	40	-47.4%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 500,000	3	2	67%
500,001 - 550,000	1	1	100%
550,001 - 600,000	0	0	-
600,001 - 650,000	2	1	50%
650,001 - 700,000	2	1	50%
700,001 - 750,000	1	2	200%
750,001 - 800,000	2	3	150%
800,001 - 850,000	2	1	50%
850,001 - 900,000	1	2	200%
900,001 - 950,000	5	5	100%
950,001 - 1,000,000	1	3	300%
1,000,001 - 1,050,000	0	2	-
1,050,001 - 1,100,000	1	1	100%
1,100,001 - 1,200,000	3	3	100%
1,200,000 - 1,500,000	2	1	50%
1,500,001+	2	0	0%
Totals	28	28	100%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

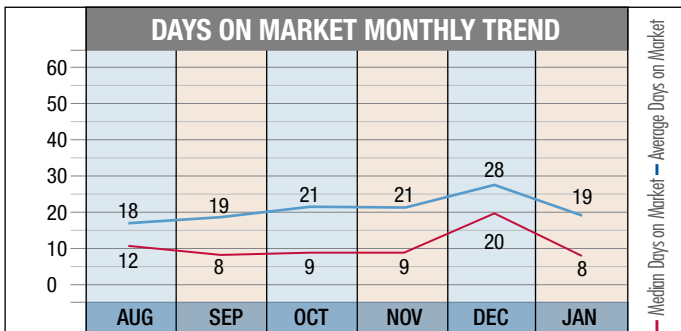
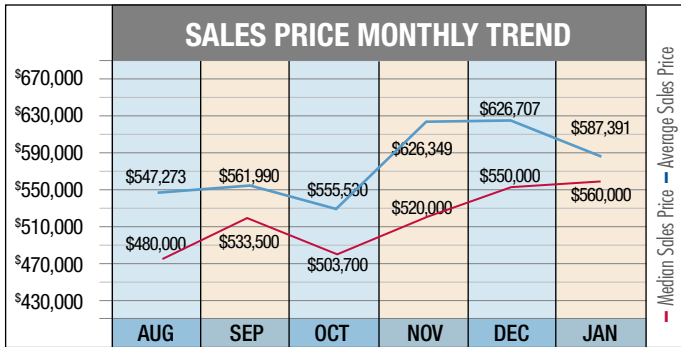
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Central Lonsdale	5	\$918,200	2.53	2.39
Hamilton	3	\$795,300	1.93	1.64
Indian River	0	\$951,500	2.52	1.04
Lower Lonsdale	0	\$970,400	2.81	1.85
Lynn Valley	0	\$782,600	3.17	1.29
Lynnmour	8	\$674,800	2.96	1.38
Norgate	3	\$862,300	0.43	0.63
Northlands	4	\$1,030,500	2.89	2.15
Roche Point	0	\$850,700	1.91	1.23
Seymour	0	\$890,200	4.84	2.61
Westlynn	0	\$727,800	3.82	1.85
Combined Total	28	\$854,000	2.77	1.59

FAITH'S KEY INSIGHTS:

- It is a challenge for many North Vancouver townhouse buyers that the inventory remains so low. Since the New Year, only 58 new listings were added, including just 28 in February. Yet buyers proved eager. In February, the typical new townhouse listings was on the market for a median of just 9 days before it sold and the sales-to-new-listing ratio was an astounding 100%. This is the fastest sales pace in at least six months and the latest indication of a robust seller's market. Faith Wilson Group understands the challenges in this market. That is why we offer the Peace of Mind Guarantee for both sellers and buyers. This allows our clients to make such an important decision with calm confidence, and carry on.
- Buyers were apparently purchasing across a wide price range in February. Of the 28 sales, 8 were for townhouses listed at \$1 million or more, including 4 priced in excess of \$1.1 million, while 5 sold at prices below \$700,000, including 3 for less than \$550,000. Buyers continue to seek value in their townhouse purchase, not just the price. But most would appreciate more inventory to choose from. If you own a townhouse and are considering a sale, this is a prime time to come to the market. Do not be surprised if you face multiple offers in this fast-moving environment.
- Two neighbourhoods saw the majority of townhouse sales in February: Central Lonsdale, where 5 townhouses sold at a benchmark price of \$918,200; and Lynnmour, where buyers purchased 8 townhouses at a benchmark of \$674,800.
- Across North Vancouver, the benchmark townhouse price in February was \$854,000, up 2.7% from January and 1.5% higher than three months earlier. This equates to a price increase of about \$23,000 since the start of the year, an indication of the demand out there.

JANUARY - APARTMENTS/CONDOS

THE REAL NORTH VAN RESULTS: JAN 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	78	75	-3.8%
February			
March			
April			
May			
June			
Total	78	75	-3.8%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	0	1	-
200,001 – 250,000	1	1	100%
275,001 – 300,000	6	3	50%
300,001 – 325,000	4	6	150%
325,001 – 350,000	2	2	100%
350,001 – 375,000	4	1	25%
375,001 – 400,000	6	3	50%
400,001 – 425,000	4	3	75%
425,001 – 450,000	6	3	50%
450,001 – 500,000	15	7	47%
500,001 – 600,000	15	12	80%
600,001 – 700,000	12	11	92%
700,000 – 800,000	16	13	81%
800,001 – 900,000	9	3	33%
900,001 – 1,000,000	9	3	33%
1,000,001 +	17	3	18%
Totals	126	75	60%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

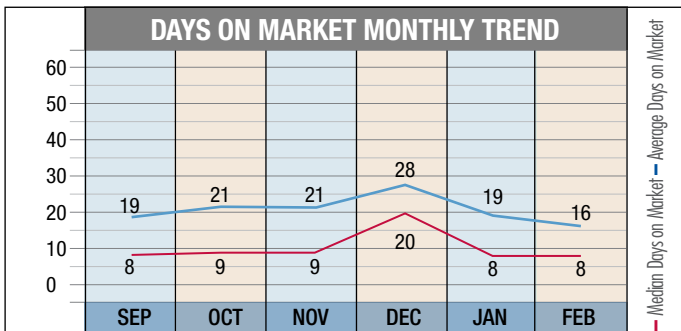
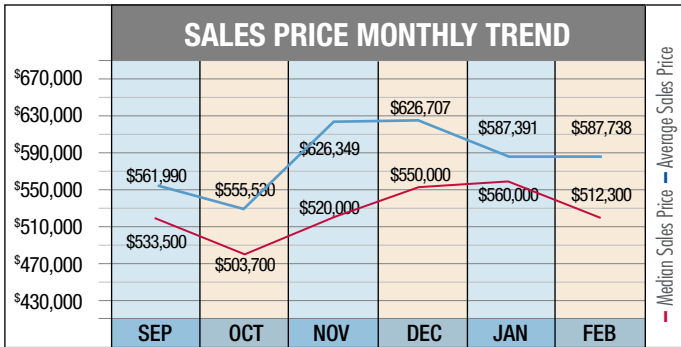
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Central Lonsdale	11	\$452,500	0.45	3.72
Hamilton	0	\$540,900	0.44	2.63
Lower Lonsdale	37	\$437,900	0.97	-1.27
Lynn Valley	3	\$544,500	0.66	4.10
Lynnmour	4	\$508,300	0.68	2.06
Norgate	1	\$582,100	0.45	3.52
Northlands	3	\$599,900	0.60	-1.76
Pemberton NV	6	\$373,600	0.43	1.04
Roche Point	6	\$419,700	0.62	-4.78
Upper Lonsdale	3	\$527,500	0.68	3.82
Combined Total	75	\$455,300	0.60	0.82

FAITH'S KEY INSIGHTS:

- In a trend seen right across Metro Vancouver, North Vancouver condominium sales led the market in January. New listings were up dramatically to 126 condos and there were 61 sales compared to 47 a month earlier. Condo apartment sales are being partially driven by the B.C. government's new incentive program that matches a down payment with an interest-free, five-year loan.
- First-time buyers and others were busy at the lower-end of the price range in January, with some success. Of the 61 buyers, 23 purchased a North Vancouver condominium apartment for \$375,000 or less and 6 paid less than \$300,000.
- At the latter price range, and using the government incentive program, an eligible first-time buyer could purchase with as little as 2.5% equity as a down payment, or about \$7,500.
- The benchmark price of a North Vancouver condominium apartment is now \$399,900, up 1.25% from December and 4.7% higher than it was three months ago. This equates to approximately \$19,000 in appreciation since October. Investors also realize that the rental vacancy rate for a North Vancouver condo apartment is less than 0.5%. Little wonder, then, that investors remain quite active in North Vancouver's condominium apartment market.

FEBRUARY - APARTMENTS/CONDOS

THE REAL NORTH VAN RESULTS: FEB 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	78	75	-3.8%
February	152	80	-47.4%
March			
April			
May			
June			
Totals	230	155	-32.6%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	0	0	#DIV/0!
200,001 – 250,000	1	0	0%
275,001 – 300,000	4	3	75%
300,001 – 325,000	4	2	50%
325,001 – 350,000	5	4	80%
350,001 – 375,000	2	5	250%
375,001 – 400,000	6	5	83%
400,001 – 425,000	4	1	25%
425,001 – 450,000	11	7	64%
450,001 – 500,000	17	11	65%
500,001 – 600,000	22	14	64%
600,001 – 700,000	16	12	75%
700,000 – 800,000	9	3	33%
800,001 – 900,000	6	4	67%
900,001 – 1,000,000	2	5	250%
1,000,001 +	7	4	57%
Totals	116	80	69%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Central Lonsdale	18	\$451,500	-0.22	5.01
Hamilton	0	\$546,700	1.08	3.27
Lower Lonsdale	27	\$450,800	2.94	0.73
Lynn Valley	5	\$554,600	1.86	4.26
Lynnmour	3	\$519,800	2.28	3.63
Norgate	3	\$591,000	1.53	3.89
Northlands	4	\$599,500	-0.07	-1.64
Pemberton NV	7	\$384,100	2.80	6.24
Roche Point	8	\$419,500	-0.06	-3.76
Upper Lonsdale	3	\$539,000	2.18	2.83
Combined Total	80	\$463,200	1.73	2.45

FAITH'S KEY INSIGHTS:

- Wow, the North Vancouver condominium market has certainly begun 2017 on a quick pace. In February, a typical new listing lasted only 8 days, as a median, before it was sold. With 116 new listings and 80 sales, the sales success ratio was nearly 70%, firmly to the seller's advantage. Sales remain below the pace of a year ago, but early in 2016 was a record-setting time for condominium buyers. Both the number of sales and the benchmark price of a North Vancouver condominium apartment are now higher than three months ago.
- Investors remain very active in the North Vancouver condominium market, but so do first-time buyers, young families and the many people who are downsizing from detached houses. But buyers should take heart. The inventory is increasing, with more new listings on the market than at any time since last September. Buyers are also finding what we suspect are some very attractive prices. In February, for example, 25% of the 80 North Vancouver condos purchased were listed at \$400,000 or less. However, virtually every new listing priced at \$900,000 or more also sold. At Faith Wilson Group we pride ourselves on knowing every condominium project in North Vancouver and, of course, every listing. We can help buyers map out the route to those condos that fit your lifestyle and any budget.

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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