

TRI-CITIES

TRI-CITIES MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JAN, FEB, MAR & Q1 2017

Detached

UNIT SALES:

Q1 2017: **350**

Q4 2016: **241**

Q1 2016: **770**

INVENTORY GOING INTO Q2:

Q1 2017: **243**

Q1 2016: **402**

A BALANCED MARKET!

CENTRAL COQUITLAM
HPI BENCHMARK PRICE:

\$1,108,200

7.01% INCREASE vs. Q1 2016
PRICES ARE INCREASING

Townhome

UNIT SALES:

Q1 2017: **184**

Q4 2016: **142**

Q1 2016: **298**

INVENTORY GOING INTO Q2:

Q1 2017: **61**

Q1 2016: **97**

A SELLER'S MARKET!

COLLEGE PARK PM
HPI BENCHMARK PRICE:

\$478,800

14.25% INCREASE vs. Q1 2016
PRICES ARE INCREASING

Condos

UNIT SALES:

Q1 2017: **550**

Q4 2016: **422**

Q1 2016: **751**

INVENTORY GOING INTO Q2:

Q1 2017: **120**

Q1 2016: **251**

A SELLER'S MARKET!

CENTRAL PORT COQUITLAM
HPI BENCHMARK PRICE:

\$350,600

29.24% INCREASE vs. Q1 2016
PRICES ARE INCREASING



Deciding to Buy a Resale Home or a New Home



As Metro Vancouver housing starts hit a record level this spring, many buyers are pondering which is a better buy: a resale home (listings posted on faithwilsongroup.com or through the Multiple Listing Service (MLS)) or a brand new home, often bought with a pre-sale contract.

Both resale and new homes offer advantages and disadvantages, so the final purchase decision requires some serious thought.

Let's look first at resale homes, which are the choice of most buyers.

A resale home is often less expensive than a brand new home, but this is not always the case. In parts of East Vancouver the average price of a resale condo apartment, at \$788 per square foot, is actually higher than a new pre-sale condo, at an average of \$644 per square foot. In Richmond, the average per-square-foot price of a resale and pre-sale condo is nearly the same, while the average new pre-sale condo in Coquitlam and Port Moody costs just \$40 more per-square-foot, on average, than a resale condo.

A resale home will not be subject to GST, which is charged only on new homes. So apples to apples, you will need to add the GST to the cost of a pre-sale home before calculating the actual cost per sq. ft. Another advantage is the resale home is complete and ready for near-immediate occupancy. Therefore, if your goal is to move now and have a roof over your head, resale is the only option. You will have to pay the Property Transfer Tax, but if you are a first-time buyer purchasing for less than \$500,000, you are exempt from this tax. Note: Maintenance fees vary depending on the age of the property.

Now let's consider a new pre-sale home. (It is called pre-sale because you often are purchasing a home from plans and models, before it is actually built.) The major advantage is taking

possession of a brand new home in great condition that is protected under the mandatory BC New Home Warranty program. Also, you can request custom finishes, fixtures, paint or upgrades to make your new home quite unique. If the home is priced at \$750,000 or less, you will be exempt from the Property Transfer Tax. However, the federal GST will be charged.

Buyers, however, should be aware that pre-sale contracts are written to favour the developer, so it is wise to have your trusted real estate professional go through the contract to make sure the home is the correct size, and offers the amenities and finishing, and the construction schedule, that matches your understanding.

Investors should note that in the pre-sale condo market in particular, the selling of pre-sale contracts is possible and potentially profitable because rising land and construction values may have escalated the price from when the condo was started two or even three years earlier. Such assignment sales are not subject to the Property Transfer Tax.

Resale or presale? Calls for an intelligent decision. Faith Wilson Group provides our industry-exclusive Home Buyer Peace of Mind Guarantee to allow buyers to act with confidence, whether buying a resale or a new home.

Warmest Regards,

Discover YOUR neighbourhood's real estate market activity, trends & benchmark pricing.

Finding the right home in the right neighbourhood can be a challenge. That is why we have our exclusive Neighbourhood Profiles available for you on our web site. Each profile features:

- Information on the neighbourhood's schools, housing, recreation, shopping, restaurants, transportation and more.
- A summary of CURRENT active listings, arranged by property type and showing the number of units available and the median asking price.
- Up-to-date MLS® HPI Benchmark prices AND price changes from one month to five years - a rich resource to instantly see the price trend of the type of home you are interested in, within your specific neighbourhood.



To do so, visit FaithWilsonGroup.com and find out about Vancouver Westside, Eastside, Downtown, North Vancouver, South Surrey and Richmond neighbourhoods. With more coming soon.

The information included in this report is based on residential sales data and statistical information sourced and compiled from the Real Estate Board of Greater Vancouver's MLXchange database and the REALTOR Link® website. The information is current as of January 15 2016 and is subject to change by the REBGV. Faith Wilson Realty Group Inc., makes no guarantees as to the accuracy of the information provided and is not responsible for changes, errors or omissions to this information.

Be Prepared for Closing Costs

Expense-wise, there's more to owning a home than your monthly mortgage payment. Below are some of the one-time closing costs you may need to pay.

Down Payment. The portion of the purchase price that you furnish yourself.

Default (or High Ratio) Mortgage Insurance Premium and PST (where applicable). Your lender requires this coverage if your down payment is less than 20% of the purchase price. This premium, minus the Provincial Sales Tax (PST), can be added to your mortgage balance. The PST must be paid at closing.

Appraisal Fee (if applicable). Your bank will have hired an independent appraiser to determine the value of the property and whether it meets its lending criteria. This may or may not be required depending on the type of property being purchased.

Bridge Financing (if applicable). If your home purchase closes before the sale of your current home, you'll need to finance the cost

of the home purchase for a short period of time. Bridge financing is expensive and not recommended as a matter of course. Talk to your lender if this situation applies to you.

Interest Adjustment Costs. Most lenders expect the first mortgage payment one month after closing the purchase. If you close mid-month, however, some lenders expect the first payment, or at least the interest accrued during that time period, at the beginning of the next month, two weeks before you would normally expect. When arranging your mortgage, ask how interest is collected to the interest adjustment date.

Legal/Notarial Fees and Disbursements. You will be required to retain a lawyer or notary to act for you in the purchase and mortgaging of the property, and you will be responsible for payment of all related fees and disbursements.

Title Insurance. An insurance policy that protects you, the home owner, against challenges to the ownership of your home or from problems related to the title to your home. Talk to your lawyer or notary to see if a title insurance policy is right for you.

Land Transfer Tax (Land Registry Tax). In B.C. you will pay a tax based on a percentage of the purchase price of the property.

Property Tax/Utility Bill Adjustments. The purchase price of a resale home is always payable "subject to the usual adjustments" at closing. Meaning that any amount that the seller has already prepaid will be adjusted so that you pay the excess amount back to the seller, and vice versa.

Property Survey. Required by the financial institution for mortgage approval, and by your lawyer or notary for transfer of ownership. Ensure that this certificate reflects improvements such as decks, patios or pools. If outdated, the offer to purchase should indicate whether the seller or you will incur the necessary expense to obtain the appropriate certificate.



Lorraine Gingras

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Attention First Time Buyers – Want to Increase Your Net Worth?

The BC HOME program offers an opportunity for a first time buyer to achieve a significant return over the next 5 years.

This opportunity could apply to all first-time buyers, whether it's you, you and your partner, your brother or your sister, your daughter or son, or your granddaughter or grandson.

Step 1. Assemble the investment: the down payment and transaction expenses. Potential sources include: Savings, RRSPs, parents, early inheritance, selling under-performing investments or non-essential "toys".

Step 2. Qualify for the mortgage – our mortgage broker Lorraine can help with that.

Step 3. Determine the level of risk you are comfortable with. Our examples assume a growth rate that is half of the actual change over the past 5 years.

Two last points to consider: you are paying yourself vs. rent for the next 60 months; capital gains on your primary residence is **TAX FREE**.

From what we see here, the numbers speak for themselves. **Call us to work out your plan.**

Scenario 1: \$425,000 Condo

Purchase Price: \$425,000 • **Your Down Payment:** 5% = \$21,250 • **Closing Costs:** ~\$1,200
BC Property Transfer Tax: \$0 for qualified 1st-time buyers, below \$450,000
Your Total Investment: \$22,450 • **BC HOME Partnership Down Payment:** 5% = \$21,250
Total Mortgage Amount (includes CMHC Premium): \$391,680

Assuming that:

- You qualify for the mortgage amount
- 2.99% 5-year mortgage, 25 years amortization
- You qualify for the HOME Program
- Maintain the mortgage for 60 months
- Sell in 60th month & pay back HOME loan in full, interest free
- Property value average annual growth = 3.55%

Your potential results:

Increase in equity: \$75,098.22
Percent increase in equity: 335% (67% per year)
Taxes due on amount: \$0 – No Capital Gains
Tax on primary residence

Scenario 2: \$750,000 Condo

Purchase Price: \$750,000 • **Your Down Payment:** 5% = \$37,500 • **Closing Costs:** ~\$1,200
BC Property Transfer Tax: \$13,000
Your Total Investment: \$51,700 • **BC HOME Partnership Down Payment:** 5% = \$37,500
Total Mortgage Amount (includes CMHC Premium): \$691,200

Assuming that:

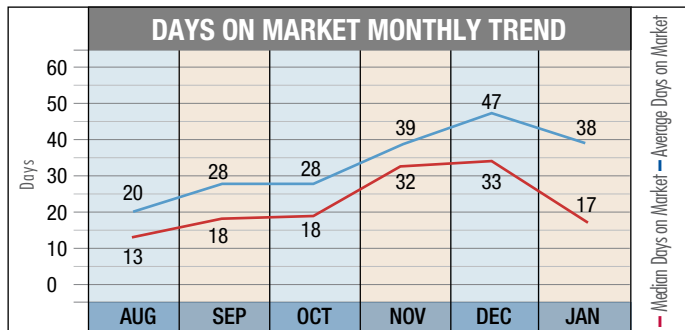
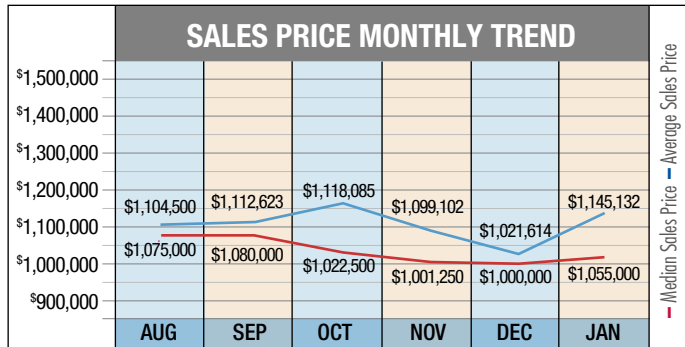
- You qualify for the mortgage amount
- 2.99% 5-year mortgage
- You qualify for the HOME Program
- Maintain the mortgage for 60 months
- Sell in 60th month & pay back HOME loan in full, interest free
- Property value annual average growth = 3.072% (half that of the past 5 years!)

Your potential results:

Increase in equity: \$154,199.04
Percent increase in equity: 298% (60% per year)
Taxes due on amount: \$0 – No Capital Gains
Tax on primary residence

JANUARY - SINGLE FAMILY DETACHED HOMES

THE REAL TRI-CITIES RESULTS: JAN 2017



	2016	2017	CHANGE
January	166	83	-50.0%
February			
March			
April			
May			
June			
Totals	166	83	-50.0%

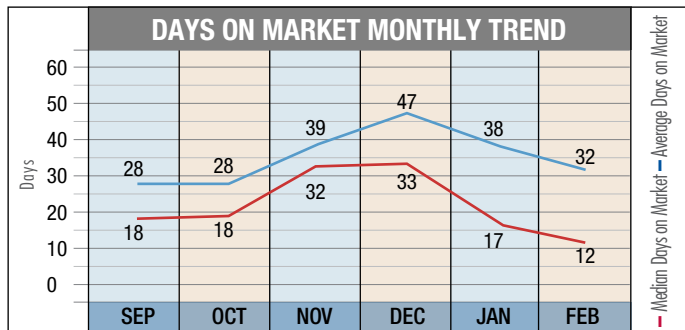
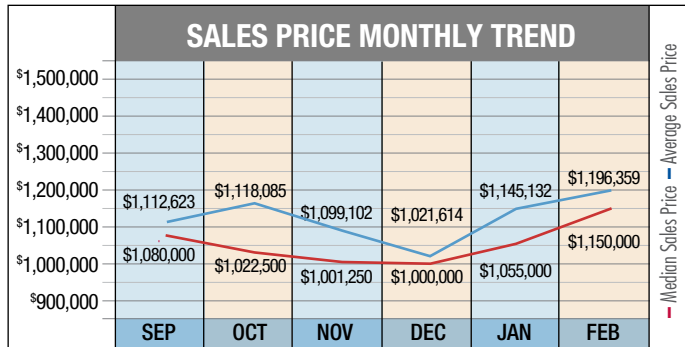
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	53	35	66%
1,000,001 - 1,100,000	16	12	75%
1,100,001 - 1,200,000	15	9	60%
1,200,001 - 1,300,000	15	10	67%
1,300,001 - 1,400,000	11	4	36%
1,400,001 - 1,500,000	15	2	13%
1,500,001 - 1,600,000	6	1	17%
1,600,001 - 1,700,000	12	2	17%
1,700,001 - 1,800,000	6	2	33%
1,800,001 - 1,900,000	4	1	25%
1,900,001 - 2,000,000	1	2	200%
2,000,001 - 2,250,000	8	2	25%
2,250,001 - 2,500,000	6	1	17%
2,500,001 - 2,750,000	2	0	0%
2,750,001 - 3,000,000	5	0	0%
3,000,001 +	5	0	0%
Totals	180	83	46%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Burke Mountain	6	\$1,275,600	-2.49	-5.89
Canyon Springs	1	\$1,024,100	-0.56	-3.40
Cape Horn	0	\$925,800	-4.91	-9.26
Central Coquitlam	12	\$1,081,500	-4.71	-12.47
Chineside	0	\$1,104,100	-2.90	-7.95
Coquitlam East	4	\$1,116,600	-1.47	-1.51
Coquitlam West	4	\$1,145,000	-4.21	-8.48
Eagle Ridge CQ	0	\$886,900	0.38	-3.23
Harbour Chines	0	\$1,194,700	-3.94	-7.61
Harbour Place	0	\$1,188,200	-3.50	-7.55
Hockaday	1	\$1,255,600	-1.69	-6.26
Maillardville	3	\$898,400	-5.20	-12.87
Meadow Brook	2	\$678,700	-0.93	-2.33
New Horizons	0	\$837,100	0.82	-3.81
Park Ridge Estates	1	\$1,170,600	-2.28	-5.43
Ranch Park	2	\$1,010,900	-3.88	-5.08
River Springs	1	\$717,600	-1.65	-6.30
Scott Creek	1	\$1,235,200	-1.33	-2.75
Summitt View	1	\$1,187,400	-2.41	-4.98
Upper Eagle Ridge	1	\$1,151,900	-1.54	-4.21
Westwood Plateau	7	\$1,333,200	-3.82	-2.96
Coquitlam	47	\$1,125,400	-3.25	-7.04
VPQ				
Birchland Manor	1	\$773,600	-3.54	-5.92
Central Pt Coquitlam	0	\$713,600	-4.00	-5.56
Citadel PQ	5	\$963,400	-1.74	-1.24
Glenwood PQ	5	\$756,400	1.17	-3.99
Lincoln Park PQ	0	\$751,700	-3.71	-6.15
Lower Mary Hill	2	\$779,900	-2.71	-3.91
Mary Hill	3	\$801,700	-3.38	-4.97
Oxford Heights	1	\$855,900	-2.80	-5.33
Riverwood	5	\$946,700	-2.95	-6.59
Woodland Acres PQ	0	\$931,700	1.36	-4.28
Port Coquitlam	22	\$848,400	-1.82	-4.51
VPM				
Anmore	2	\$1,729,300	-0.09	2.50
Barber Street	0	\$1,250,000	0.68	-1.25
Belcarra	0	\$1,559,100	-1.57	0.48
College Park PM	3	\$1,132,300	-3.84	-8.46
Glenayre	2	\$1,129,000	-2.45	-6.91
Heritage Mountain	3	\$1,536,800	-0.64	1.07
Heritage Woods PM	2	\$1,596,800	-1.23	1.51
Mountain Meadows	0	\$1,038,700	-2.41	-4.25
North Shore Pt Moody	2	\$1,093,000	-0.16	-0.43
Port Moody Centre	0	\$1,007,200	-3.68	-7.59
Port Moody	14	\$1,354,800	-1.50	-1.96

FEBRUARY - SINGLE FAMILY DETACHED HOMES

THE REAL TRI-CITIES RESULTS: FEB 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	166	83	-50.0%
February	298	117	-60.7%
March			
April			
May			
June			
Totals	464	200	-56.9%

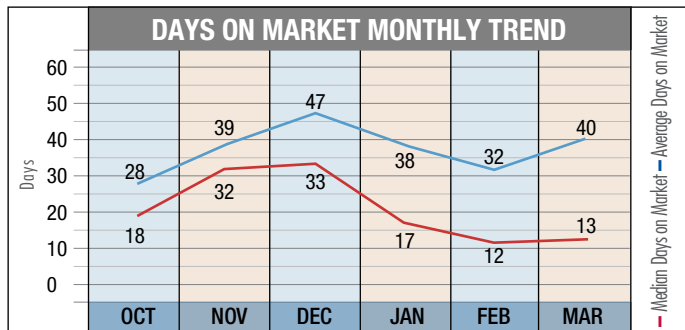
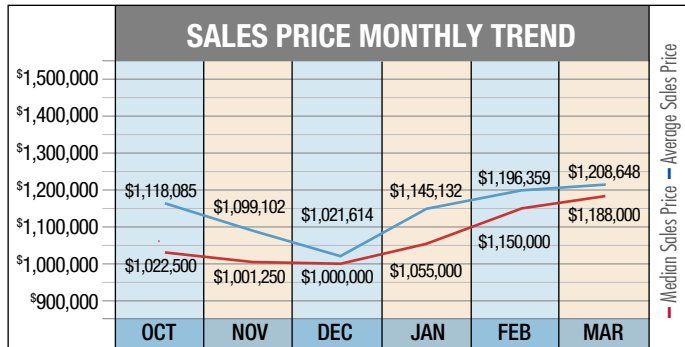
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 1,000,000	46	32	70%
1,000,001 – 1,100,000	21	18	86%
1,100,001 – 1,200,000	18	13	72%
1,200,001 – 1,300,000	24	19	79%
1,300,001 – 1,400,000	14	10	71%
1,400,001 – 1,500,000	18	6	33%
1,500,001 – 1,600,000	6	4	67%
1,600,001 – 1,700,000	12	4	33%
1,700,001 – 1,800,000	4	2	50%
1,800,001 – 1,900,000	3	0	0%
1,900,001 – 2,000,000	3	2	67%
2,000,001 – 2,250,000	3	2	67%
2,250,001 – 2,500,000	5	1	20%
2,500,001 – 2,750,000	0	0	-
2,750,001 – 3,000,000	1	0	0%
3,000,001 +	6	1	17%
Totals	184	114	62%

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
VCQ				
Burke Mountain	14	\$1,320,800	5.66	0.97
Canyon Springs	1	\$1,024,500	1.05	-0.52
Cape Horn	0	\$928,600	2.69	-4.62
Central Coquitlam	17	\$1,064,100	0.56	-6.28
Chineside	5	\$1,066,000	-1.74	-6.25
Coquitlam East	1	\$1,112,500	0.63	-1.84
Coquitlam West	5	\$1,094,200	-3.03	-8.45
Eagle Ridge CQ	2	\$890,700	1.80	0.81
Harbour Chines	2	\$1,145,800	-2.64	-7.88
Harbour Place	2	\$1,146,000	-2.17	-6.93
Hockaday	1	\$1,294,500	5.23	1.35
Maillardville	1	\$871,700	-0.30	-8.02
Meadow Brook	1	\$672,900	0.39	-1.78
New Horizons	1	\$862,800	5.03	3.92
Park Ridge Estates	0	\$1,189,800	3.72	-0.68
Ranch Park	4	\$1,017,900	2.43	-3.20
River Springs	1	\$732,900	4.25	0.44
Scott Creek	2	\$1,232,200	0.79	-1.58
Summitt View	0	\$1,198,600	1.70	-1.49
Upper Eagle Ridge	2	\$1,142,900	-0.04	-2.31
Westwood Plateau	8	\$1,352,700	1.68	-2.41
Coquitlam	70	\$1,120,800	1.18	-3.64
VPQ				
Birchland Manor	3	\$785,800	3.75	-2.02
Central Pt Coquitlam	2	\$718,700	2.87	-3.30
Citadel PQ	6	\$953,500	-0.23	-2.74
Glenwood PQ	2	\$777,500	4.71	3.99
Lincoln Park PQ	4	\$759,000	3.07	-2.81
Lower Mary Hill	2	\$785,600	2.42	-2.00
Mary Hill	3	\$807,500	2.45	-2.68
Oxford Heights	4	\$872,200	4.03	-0.95
Riverwood	1	\$981,800	5.85	0.69
Woodland Acres PQ	0	\$946,500	3.42	2.97
Port Coquitlam	27	\$860,000	3.24	-0.48
VPM				
Anmore	3	\$1,744,200	1.82	0.77
Barber Street	3	\$1,252,500	1.48	0.88
Belcarra	1	\$1,494,500	-3.59	-5.65
College Park PM	0	\$1,091,400	-2.21	-7.32
Glenayre	2	\$1,116,900	0.66	-3.50
Heritage Mountain	1	\$1,528,700	0.04	-1.17
Heritage Woods PM	3	\$1,582,100	-0.36	-2.14
Mountain Meadows	0	\$1,035,700	0.46	-2.69
North Shore Pt Moody	3	\$1,110,800	2.56	1.47
Port Moody Centre	0	\$959,300	-3.42	-8.30
Port Moody	16	\$1,342,900	-0.08	-2.36

MARCH - SINGLE FAMILY DETACHED HOMES

THE REAL TRI-CITIES RESULTS: MAR 2017



	2016	2017	CHANGE
January	166	83	-50.0%
February	298	117	-60.7%
March	306	153	-50.0%
April			
May			
June			
Totals	770	353	-54.2%

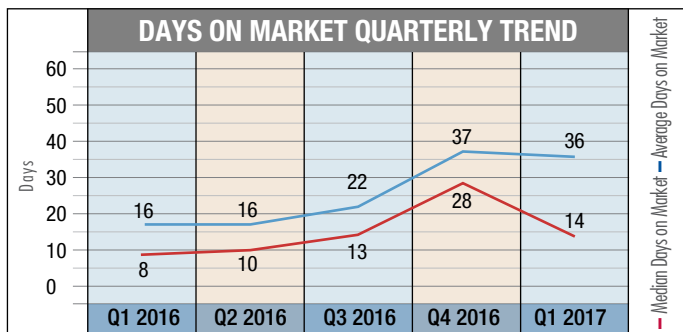
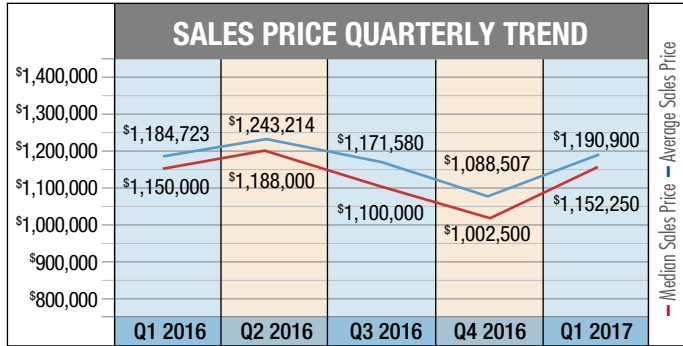
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	55	48	87%
1,000,001 - 1,100,000	14	12	86%
1,100,001 - 1,200,000	36	23	64%
1,200,001 - 1,300,000	32	29	91%
1,300,001 - 1,400,000	20	14	70%
1,400,001 - 1,500,000	12	7	58%
1,500,001 - 1,600,000	11	5	45%
1,600,001 - 1,700,000	11	6	55%
1,700,001 - 1,800,000	9	0	0%
1,800,001 - 1,900,000	8	3	38%
1,900,001 - 2,000,000	5	0	0%
2,000,001 - 2,250,000	3	1	33%
2,250,001 - 2,500,000	6	4	67%
2,500,001 - 2,750,000	1	0	0%
2,750,001 - 3,000,000	4	0	0%
3,000,001 +	3	1	33%
Totals	230	153	67%

THE REAL NEIGHBOURHOOD RESULTS: MAR 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Burke Mountain	9	\$1,371,700	3.85	7.54
Canyon Springs	3	\$1,038,500	1.36	1.40
Cape Horn	1	\$964,300	3.84	4.16
Central Coquitlam	20	\$1,108,200	4.15	2.47
Chineside	3	\$1,068,600	0.24	-3.22
Coquitlam East	1	\$1,134,200	1.96	1.58
Coquitlam West	12	\$1,122,600	2.59	-1.96
Eagle Ridge CQ	3	\$902,700	1.35	1.82
Harbour Chines	4	\$1,173,000	2.38	-1.82
Harbour Place	4	\$1,174,000	2.45	-1.20
Hockaday	2	\$1,331,200	2.84	6.03
Maillardville	2	\$917,700	5.27	2.15
Meadow Brook	2	\$686,500	2.02	1.15
New Horizons	1	\$881,400	2.16	5.30
Park Ridge Estates	0	\$1,232,000	3.55	5.25
Ranch Park	5	\$1,057,000	3.84	4.57
River Springs	1	\$758,300	3.47	5.67
Scott Creek	1	\$1,244,900	1.03	0.74
Summitt View	0	\$1,211,300	1.06	2.02
Upper Eagle Ridge	1	\$1,148,100	0.46	-0.33
Westwood Plateau	16	\$1,345,400	-0.54	0.92
Coquitlam	91	\$1,150,500	2.65	2.24
VPQ				
Birchland Manor	0	\$805,800	2.54	4.15
Central Pt Coquitlam	2	\$747,500	4.00	4.75
Citadel PQ	9	\$972,300	1.97	0.93
Glenwood PQ	11	\$787,200	1.25	4.07
Lincoln Park PQ	7	\$794,300	4.65	5.67
Lower Mary Hill	5	\$813,800	3.58	4.34
Mary Hill	6	\$841,000	4.15	4.91
Oxford Heights	3	\$901,100	3.31	5.28
Riverwood	4	\$1,008,600	2.72	6.53
Woodland Acres PQ	0	\$963,800	1.83	3.48
Port Coquitlam	47	\$884,000	2.79	4.20
VPM				
Anmore	2	\$1,714,500	-1.70	-0.90
Barber Street	1	\$1,293,000	3.24	3.44
Belcarra	0	\$1,576,400	5.48	1.11
College Park PM	2	\$1,118,700	2.50	-1.20
Glenayre	1	\$1,122,100	0.47	-0.61
Heritage Mountain	2	\$1,521,100	-0.50	-1.02
Heritage Woods PM	1	\$1,557,100	-1.58	-2.49
Mountain Meadows	0	\$1,040,900	0.50	0.21
North Shore Pt Moody	2	\$1,086,500	-2.19	-0.60
Port Moody Centre	3	\$999,300	4.17	-0.79
Port Moody	14	\$1,347,800	0.36	-0.52

Q1 - SINGLE FAMILY DETACHED HOMES

THE REAL TRI-CITIES RESULTS: Q1 2017



		2016	2017	Change (%)
Unit Sales (by Quarter)	Q1	770	350	-54.5%
	Q2			
	Q3			
	Q4			
	Year-to-Date Totals	770	350	-54.5%

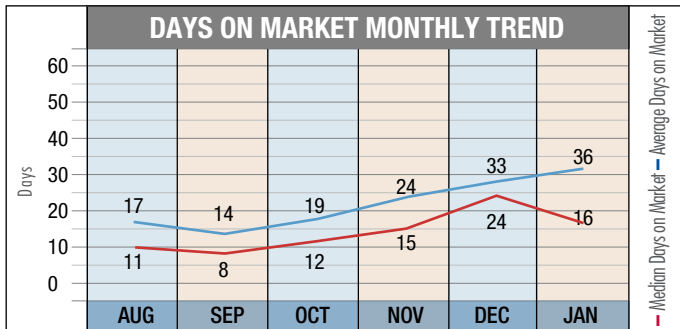
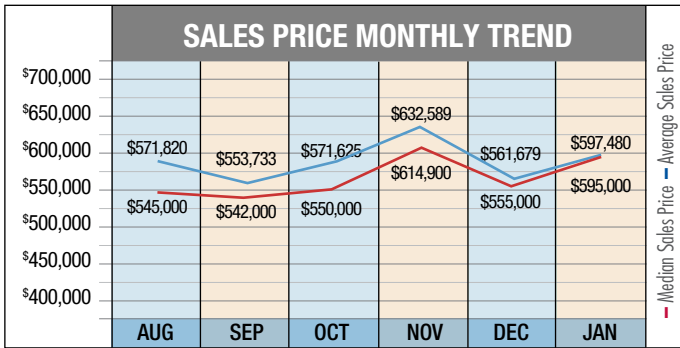
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	154	115	75%
1,000,001 - 1,100,000	51	42	82%
1,100,001 - 1,200,000	69	45	65%
1,200,001 - 1,300,000	71	58	82%
1,300,001 - 1,400,000	45	28	62%
1,400,001 - 1,500,000	45	15	33%
1,500,001 - 1,600,000	23	10	43%
1,600,001 - 1,700,000	35	12	34%
1,700,001 - 1,800,000	19	4	21%
1,800,001 - 1,900,000	15	4	27%
1,900,001 - 2,000,000	9	4	44%
2,000,001 - 2,250,000	14	5	36%
2,250,001 - 2,500,000	17	6	35%
2,500,001 - 2,750,000	3	0	0%
2,750,001 - 3,000,000	10	0	0%
3,000,001 +	14	2	14%
Totals	594	350	59%

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			3 Months	1 Year
VCQ				
Burke Mountain	29	\$1,371,700	3.85	12.71
Canyon Springs	5	\$1,038,500	1.36	12.48
Cape Horn	1	\$964,300	3.84	9.13
Central Coquitlam	49	\$1,108,200	4.15	7.01
Chineside	8	\$1,068,600	0.24	6.25
Coquitlam East	6	\$1,134,200	1.96	12.18
Coquitlam West	21	\$1,122,600	2.59	7.19
Eagle Ridge CQ	5	\$902,700	1.35	9.60
Harbour Chines	6	\$1,173,000	2.38	8.64
Harbour Place	6	\$1,174,000	2.45	8.27
Hockaday	4	\$1,331,200	2.84	13.71
Maillardville	6	\$917,700	5.27	6.45
Meadow Brook	5	\$686,500	2.02	15.26
New Horizons	2	\$881,400	2.16	9.74
Park Ridge Estates	1	\$1,232,000	3.55	11.85
Ranch Park	11	\$1,057,000	3.84	13.13
River Springs	3	\$758,300	3.47	11.59
Scott Creek	4	\$1,244,900	1.03	16.69
Summitt View	1	\$1,211,300	1.06	17.92
Upper Eagle Ridge	4	\$1,148,100	0.46	15.86
Westwood Plateau	31	\$1,345,400	-0.54	10.53
Coquitlam	208	\$1,150,500	2.65	10.00
VPQ				
Birchland Manor	4	\$805,800	2.54	9.92
Central Pt Coquitlam	4	\$747,500	4.00	10.87
Citadel PQ	20	\$972,300	1.97	10.66
Glenwood PQ	18	\$787,200	1.25	7.19
Lincoln Park PQ	11	\$794,300	4.65	11.33
Lower Mary Hill	9	\$813,800	3.58	10.82
Mary Hill	12	\$841,000	4.15	9.91
Oxford Heights	8	\$901,100	3.31	10.52
Riverwood	10	\$1,008,600	2.72	12.64
Woodland Acres PQ	0	\$963,800	1.83	7.52
Port Coquitlam	96	\$884,000	2.79	9.83
VPM				
Anmore	7	\$1,714,500	-1.70	9.25
Barber Street	4	\$1,293,000	3.24	10.80
Belcarra	1	\$1,576,400	5.48	9.96
College Park PM	5	\$1,118,700	2.50	7.11
Glenayre	5	\$1,122,100	0.47	9.05
Heritage Mountain	6	\$1,521,100	-0.50	16.55
Heritage Woods PM	6	\$1,557,100	-1.58	13.72
Mountain Meadows	0	\$1,040,900	0.50	16.82
North Shore Pt Moody	7	\$1,086,500	-2.19	10.16
Port Moody Centre	3	\$999,300	4.17	9.88
Port Moody	44	\$1,347,800	0.36	11.31

JANUARY - TOWNHOUSES

THE REAL TRI-CITIES RESULTS: JAN 2017



	2016	2017	CHANGE
January	65	46	-29.2%
February			
March			
April			
May			
June			
Totals	65	46	-29.2%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	0	1	-
250,001 - 275,000	0	0	-
275,001 - 300,000	0	0	-
300,001 - 325,000	0	2	-
325,001 - 350,000	1	0	0%
350,001 - 375,000	1	0	0%
375,001 - 400,000	3	2	67%
400,001 - 425,000	0	2	-
425,001 - 450,000	0	0	-
450,001 - 500,000	4	4	100%
500,001 - 600,000	17	14	82%
600,001 - 700,000	13	9	69%
700,001 - 800,000	9	7	78%
800,001 - 900,000	12	3	25%
900,001 - 1,000,000	0	2	-
1,000,001 +	0	0	-
Totals	60	46	77%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

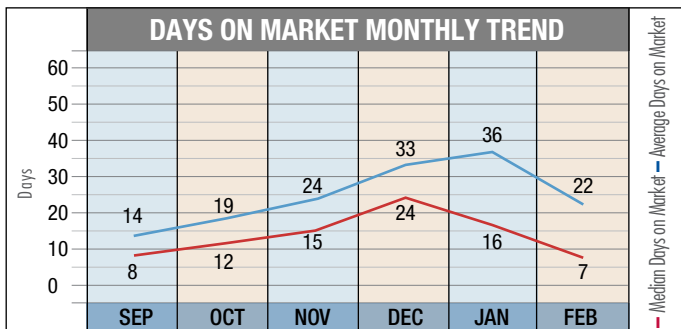
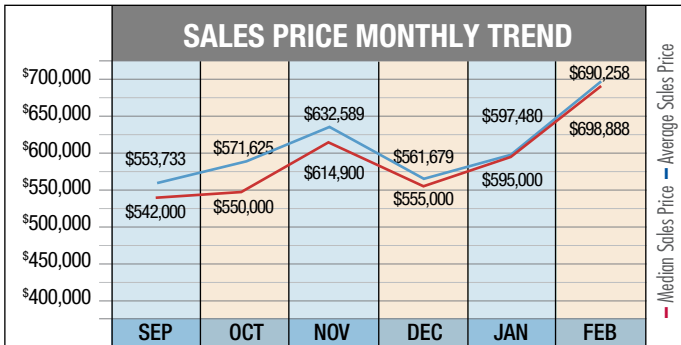
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Canyon Springs	0	\$412,400	6.23	-4.12
Central Coquitlam	1	\$370,100	-3.97	-4.92
Coquitlam East	1	\$467,100	-1.79	-3.66
Coquitlam West	4	\$494,400	-3.17	-5.72
Eagle Ridge CQ	0	\$512,500	1.82	-5.40
Maillardville	1	\$369,500	-3.05	-5.66
New Horizons	0	\$461,600	0.77	-9.66
Ranch Park	0	\$431,600	-2.97	-4.08
Upper Eagle Ridge	1	\$473,000	-1.37	-8.34
Westwood Plateau	6	\$629,500	-0.70	0.05
Coquitlam	14	\$504,100	-1.23	-3.84
VPO				
Birchland Manor	0	\$466,000	4.30	-0.53
Central Pt Coquitlam	5	\$391,400	-0.47	-2.82
Citadel PQ	5	\$577,800	-0.20	-2.24
Glenwood PQ	1	\$419,500	3.01	-5.28
Mary Hill	1	\$515,600	-0.23	-3.18
Riverwood	4	\$590,400	-0.24	-2.55
Port Coquitlam	16	\$527,900	0.30	-2.77
VPM				
College Park PM	2	\$444,200	-1.91	-4.81
Heritage Mountain	1	\$560,600	-2.31	-9.91
Heritage Woods PM	2	\$581,900	1.42	3.42
North Shore Pt Moody	2	\$376,500	-3.15	-9.90
Port Moody Centre	0	\$566,600	-2.97	-9.82
Port Moody	7	\$510,100	-1.82	-6.56

FAITH'S KEY INSIGHTS:

- Listings for Tri-City townhouses are slowly coming back into play after dipping to just 46 in December. January welcomed 60 new listings to the market and the typical listing sold within 12 days, the fastest pace since last September. In all, the sales-to-new listing ratio is a respectable 63%, indicating the start of a seller's market.
- The benchmark price of a Tri-City townhouse in January varied a bit between the three municipalities. It was \$504,100 in Coquitlam, down 1.2% from a month earlier; \$527,900 in Port Coquitlam, unchanged from December; and \$510,100 in Port Moody, down 1.8% from a month before.
- Owners of older townhouses may be following the planned windup of an aging Coquitlam townhouse project, where most of the owners have voted to sell the 58-unit complex to a developer for \$33 million. When it closes, it will be the second such sale since the Strata Property Act was changed last July to make the strategy easier. Faith Wilson Group is aware of the Bill 40 process, which can be complicated. Our team can advise both sellers and investors.

FEBRUARY - TOWNHOUSES

THE REAL TRI-CITIES RESULTS: FEB 2017



	2016	2017	CHANGE
January	65	46	-29.2%
February	110	59	-46.4%
March			
April			
May			
June			
Totals	175	105	-40.0%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	0	0	-
250,001 - 275,000	0	0	-
275,001 - 300,000	0	0	-
300,001 - 325,000	0	1	-
325,001 - 350,000	2	0	0%
350,001 - 375,000	0	0	-
375,001 - 400,000	0	0	-
400,001 - 425,000	1	1	100%
425,001 - 450,000	3	0	0%
450,001 - 500,000	8	3	38%
500,001 - 600,000	21	12	57%
600,001 - 700,000	18	13	72%
700,001 - 800,000	16	14	88%
800,001 - 900,000	11	14	127%
900,001 - 1,000,000	1	1	100%
1,000,001 +	0	0	-
Totals	81	59	73%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

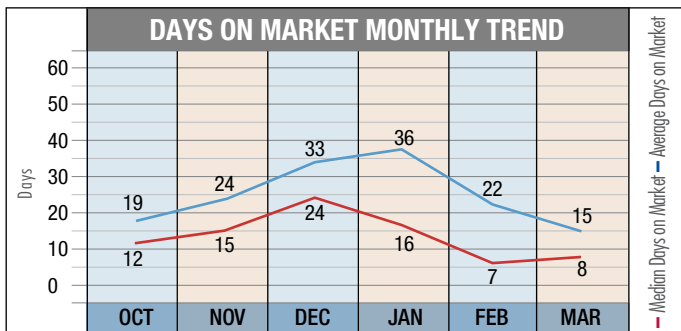
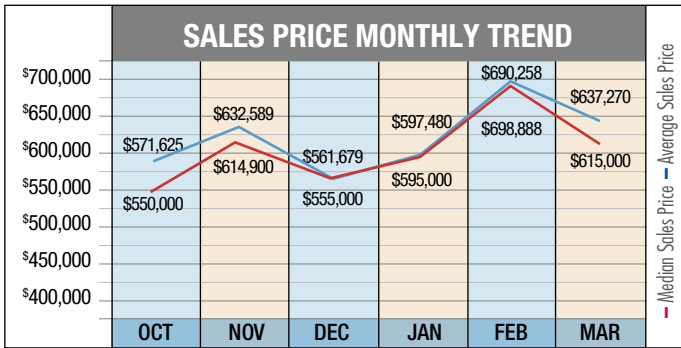
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Canyon Springs	1	\$443,500	6.84	14.22
Central Coquitlam	1	\$380,300	2.81	-1.32
Coquitlam East	0	\$484,600	3.86	1.89
Coquitlam West	2	\$515,300	4.33	0.92
Eagle Ridge CQ	1	\$537,600	4.20	6.80
Maillardville	1	\$379,800	2.91	-0.35
New Horizons	1	\$487,300	4.88	6.38
Ranch Park	0	\$449,500	4.26	1.06
Upper Eagle Ridge	0	\$498,400	4.72	3.95
Westwood Plateau	13	\$659,600	5.13	4.06
Coquitlam	20	\$527,200	4.48	3.31
VPO				
Birchland Manor	1	\$497,500	6.05	11.34
Central Pt Coquitlam	1	\$389,500	-0.68	-0.95
Citadel PQ	4	\$583,000	0.70	0.70
Glenwood PQ	0	\$438,400	3.85	7.65
Mary Hill	2	\$524,800	1.55	1.55
Riverwood	6	\$596,400	0.77	0.77
Port Coquitlam	14	\$535,100	1.05	1.65
VPM				
College Park PM	7	\$458,100	3.23	1.14
Heritage Mountain	1	\$560,000	-0.86	-2.42
Heritage Woods PM	3	\$608,900	4.97	6.13
North Shore Pt Moody	0	\$375,100	-1.11	-3.53
Port Moody Centre	1	\$558,600	-2.14	-4.35
Port Moody	12	\$516,300	0.81	-0.63

FAITH'S KEY INSIGHTS:

- Tri-City townhouse buyers are welcoming the greater selection on the market, but would likely welcome more. In February 75 new listings for townhouses were added, the highest level in four months, and the 47 sales were the highest in three months. The fact that the typical new listing for a townhouse is selling within a medium of 6 days is a pretty solid indication of the demand. Another is the 63% sales-to-new-listing ratio and the increase in benchmark prices from January that was seen in many Tri-City neighbourhoods.
- While townhouse sales were seen in all three municipalities, much of the action took place in Westwood Plateau, Coquitlam, where 10 townhouses sold in February at a benchmark price of \$659,600, a price 5.1% higher than a month earlier. Of the 21 Tri-City neighbourhoods there were townhouse sales in 16. The most popular price point for buyers was from \$500,000 to \$700,000, which accounted for 20 sales. However, all 11 townhouses newly listed at from \$800,000 to \$1 million also sold in February. This shows that demand remains broad-based in the Tri-Cities.

MARCH - TOWNHOUSES

THE REAL TRI-CITIES RESULTS: MAR 2017



	2016	2017	CHANGE
January	65	46	-29.2%
February	110	59	-46.4%
March	123	79	-35.8%
April			
May			
June			
Totals	298	184	-38.3%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	0	0	-
250,001 - 275,000	0	0	-
275,001 - 300,000	2	0	0%
300,001 - 325,000	0	1	-
325,001 - 350,000	1	0	0%
350,001 - 375,000	0	0	-
375,001 - 400,000	0	0	-
400,001 - 425,000	4	1	25%
425,001 - 450,000	6	5	83%
450,001 - 500,000	3	6	200%
500,001 - 600,000	29	24	83%
600,001 - 700,000	18	18	100%
700,001 - 800,000	17	11	65%
800,001 - 900,000	14	11	79%
900,001 - 1,000,000	5	2	40%
1,000,001 +	0	0	-
Totals	99	79	80%

THE REAL NEIGHBOURHOOD RESULTS: MAR 2017

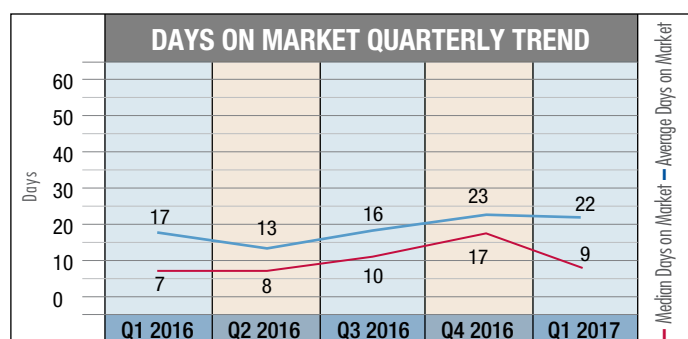
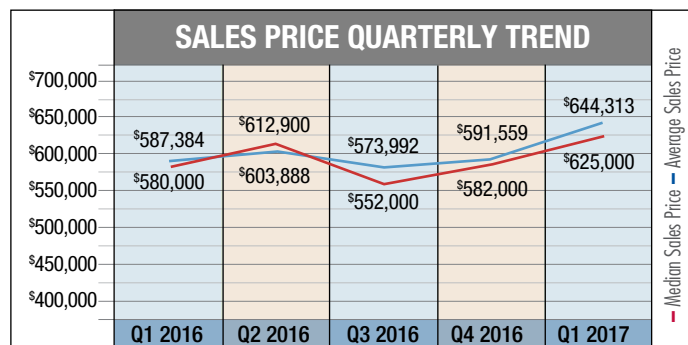
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Canyon Springs	1	\$449,700	1.40	9.03
Central Coquitlam	1	\$398,500	4.77	7.66
Coquitlam East	0	\$501,400	3.46	7.34
Coquitlam West	1	\$539,800	4.76	9.18
Eagle Ridge CQ	3	\$551,700	2.63	7.65
Maillardville	4	\$399,600	5.20	8.14
New Horizons	1	\$499,300	2.45	8.16
Ranch Park	2	\$471,900	4.98	9.34
Upper Eagle Ridge	1	\$510,800	2.49	8.01
Westwood Plateau	12	\$650,500	-1.39	3.34
Coquitlam	26	\$538,400	2.12	6.75
VPQ				
Birchland Manor	0	\$512,900	3.10	10.07
Central Pt Coquitlam	8	\$400,300	2.76	2.27
Citadel PQ	7	\$594,600	1.98	2.89
Glenwood PQ	5	\$450,900	2.84	7.48
Mary Hill	3	\$536,200	2.17	3.99
Riverwood	7	\$609,800	2.25	3.29
Port Coquitlam	30	\$548,000	2.41	3.80
VPM				
College Park PM	4	\$478,800	4.53	7.78
Heritage Mountain	3	\$561,900	0.35	0.23
Heritage Woods PM	2	\$602,600	-1.03	3.56
North Shore Pt Moody	0	\$376,100	0.28	-0.11
Port Moody Centre	1	\$563,100	0.81	-0.62
Port Moody	10	\$522,600	1.20	2.38

FAITH'S KEY INSIGHTS:

- New listings for townhouses increased in March across the Tri-Cities, but the sales pace also picked up to the highest monthly level this year. The result was that the typical new listing sold within a median of just 8 days and the benchmark sale price increased in all three cities. With an 80% sales-to-new-listing ratio, multiple offers are being seen in many neighbourhoods. The Tri-Cities townhouse market is poised, we believe, for a breakout sales performance in the traditionally busier spring buying season.
- While the benchmark sale price ranged from a low of \$398,500 in Central Coquitlam to a high of \$650,500 in Westwood Plateau, Coquitlam, two dozen townhouse buyers purchased in March for from \$500,000 to \$600,000, the most popular price point. The highest March sales, by neighbourhood, were in the most expensive community, Westwood Plateau, where 12 townhouses sold. There was sales activity in virtually every price range and in all three cities. Port Coquitlam led the trio, posting 30 of the 79 sales in March at a benchmark price of \$548,000, 2.4% higher than a month earlier.

Q1 - TOWNHOUSES

THE REAL TRI-CITIES RESULTS: Q1 2017



		2016	2017	Change (%)
Unit Sales (by Quarter)	Q1	298	184	-38.3%
	Q2			
	Q3			
	Q4			
	Year-to-Date Totals	298	298	-38.3%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	0	1	-
250,001 - 275,000	0	0	-
275,001 - 300,000	2	0	0%
300,001 - 325,000	0	4	-
325,001 - 350,000	4	0	0%
350,001 - 375,000	1	0	0%
375,001 - 400,000	3	2	67%
400,001 - 425,000	5	4	80%
425,001 - 450,000	9	5	56%
450,001 - 500,000	15	13	87%
500,001 - 600,000	67	50	75%
600,001 - 700,000	49	40	82%
700,001 - 800,000	42	32	76%
800,001 - 900,000	37	28	76%
900,001 - 1,000,000	6	5	83%
1,000,001 +	0	0	-
Totals	240	184	77%

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017

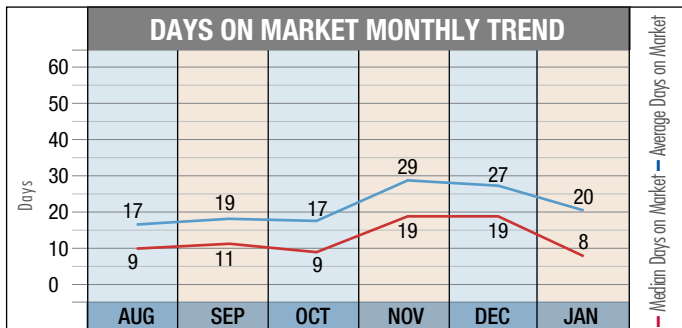
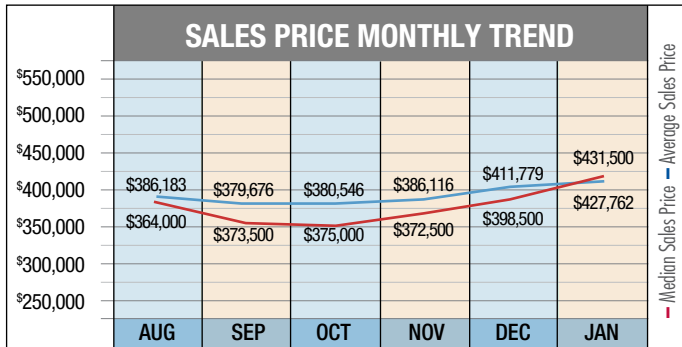
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			3 Months	1 Year
VCQ				
Canyon Springs	2	\$449,700	1.40	25.11
Central Coquitlam	3	\$398,500	4.77	11.78
Coquitlam East	1	\$501,400	3.46	13.93
Coquitlam West	7	\$539,800	4.76	12.81
Eagle Ridge CQ	4	\$551,700	2.63	27.63
Maillardville	6	\$399,600	5.20	12.00
New Horizons	2	\$499,300	2.45	22.78
Ranch Park	2	\$471,900	4.98	17.90
Upper Eagle Ridge	2	\$510,800	2.49	31.00
Westwood Plateau	31	\$650,500	-1.39	-2.93
Coquitlam	60	\$538,400	2.12	9.52
VPQ				
Birchland Manor	1	\$512,900	3.10	46.11
Central Pt Coquitlam	14	\$400,300	2.76	7.97
Citadel PQ	16	\$594,600	1.98	10.02
Glenwood PQ	6	\$450,900	2.84	24.08
Mary Hill	6	\$536,200	2.17	10.15
Riverwood	17	\$609,800	2.25	11.31
Port Coquitlam	60	\$548,000	2.41	12.93
VPM				
College Park PM	13	\$478,800	4.53	14.25
Heritage Mountain	5	\$561,900	0.35	-3.39
Heritage Woods PM	7	\$602,600	-1.03	-4.40
North Shore Pt Moody	2	\$376,100	0.28	-1.06
Port Moody Centre	2	\$563,100	0.81	-3.36
Port Moody	29	\$522,600	1.20	0.17

FAITH'S KEY INSIGHTS:

- Coquitlam is already one of the fastest growing cities in B.C. with a 9.8% increase in population from 2011 to 2016 – to 138,284 – but its growth pace is picking up: new plans call for at least 20,000 new residents to the Burquitlam-Lougheed area under a residential development supported by city council. A key reason is the arrival of the Evergreen transit line that now carries 30,000 passengers every day. Why is this important to you? Because townhouse demand, and values, increase when populations increase.
- Tri-Cities townhouse sales reached 184 units in Q1 as new listings increased to 240, resulting in sales-to-new-listing ratio of 77%, firmly a seller's market. Buyers were active in all three cities, with 60 sales each in Coquitlam and Port Coquitlam and 29 in Port Moody, and in all 21 neighbourhoods that we monitor. Benchmark prices increased by 2% from Q4 2016 overall, with the biggest rise in Maillardville, with a 5.2% increase to a benchmark of \$399,600. The most popular price for buyers and sellers was from \$500,000 to \$600,000, with 67 listings and 50 sales.

JANUARY - APARTMENTS/CONDOS

THE REAL TRI-CITIES RESULTS: JAN 2017



	2016	2017	CHANGE
January	193	147	-23.8%
February			
March			
April			
May			
June			
Totals	193	147	-23.8%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	14	10	71%
250,001 – 275,000	3	3	100%
275,001 – 300,000	13	11	85%
300,001 – 325,000	8	6	75%
325,001 – 350,000	15	9	60%
350,001 – 375,000	16	14	88%
375,001 – 400,000	22	10	45%
400,001 – 425,000	11	7	64%
425,001 – 450,000	18	15	83%
450,001 – 500,000	33	30	91%
500,001 – 600,000	31	24	77%
600,001 – 700,000	17	5	29%
700,000 – 800,000	3	2	67%
800,001 – 900,000	3	0	0%
900,001 – 1,000,000	4	0	0%
1,000,001 +	2	1	50%
Totals	213	147	69%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2017

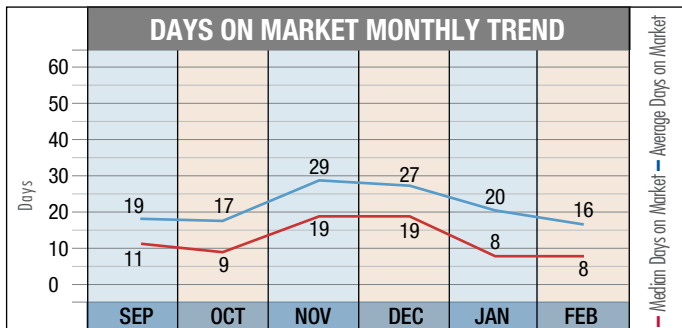
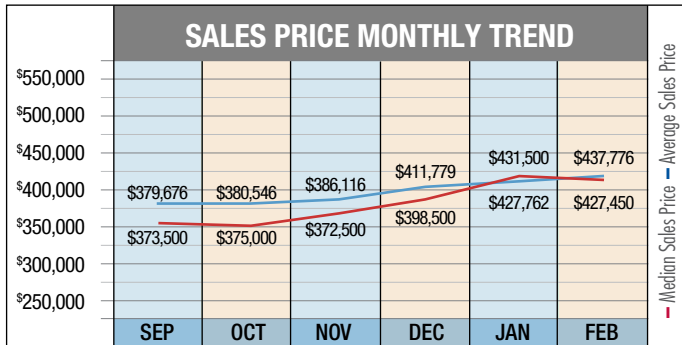
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Canyon Springs	3	\$360,600	-0.06	0.22
Central Coquitlam	10	\$188,700	8.34	8.15
Coquitlam East	0	\$373,400	9.27	7.60
Coquitlam West	12	\$358,500	4.18	4.80
Eagle Ridge CQ	2	\$365,500	2.50	0.66
Maillardville	0	\$214,400	1.37	6.25
New Horizons	15	\$220,300	-4.11	-2.82
North Coquitlam	31	\$374,800	-0.73	-1.92
Westwood Plateau	10	\$429,700	0.99	1.32
Coquitlam	83	\$346,900	1.06	0.85
VPQ				
Central Pt Coquitlam	26	\$318,300	1.32	-3.10
Glenwood PQ	7	\$254,600	-2.38	0.06
Port Coquitlam	33	\$303,500	0.62	-2.65
VPM				
College Park PM	2	\$225,400	3.80	7.09
North Shore Pt Moody	5	\$547,200	3.30	1.38
Port Moody Centre	24	\$485,100	3.44	1.69
Port Moody	31	\$488,400	3.46	1.70

FAITH'S KEY INSIGHTS:

- With 119 sales in January, the Tri-City condominium market kicked off the New Year at a fast pace. There is tremendous demand, with the typical listing on the market for a median of 8 days. There have been multiple offers on some prime apartments.
- Condominium listings have also rallied. In January, 213 new listings were added to market and, in some price ranges, the sales-to-new listing ratio hit 77%. The most popular list price range was \$450,000 to \$500,000, with 33 listings and 23 sales and from \$375,000 to \$400,000, with 22 listings and 8 sales. Sellers should be certain their listing price accurately reflects market value as the competition for buyers will likely increase.
- The arrival of Canada Line in December was followed in January with the BC Government's First-Time Buyer assistance program that offers a five-year, no-interest down payment loan of up to \$37,500. The result is predictable: a lot of first-time buyers realize that they can buy a fine condo apartment in the Tri-Cities and still commute quickly and conveniently to Vancouver. We think this buyer incentive and additional transit service will have an ongoing affect on the demand for Tri-City condominiums.

FEBRUARY - APARTMENTS/CONDOS

THE REAL TRI-CITIES RESULTS: FEB 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	193	147	-23.8%
February	259	180	-30.5%
March			
April			
May			
June			
Totals	452	327	-27.7%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	10	9	90%
250,001 – 275,000	5	6	120%
275,001 – 300,000	17	7	41%
300,001 – 325,000	17	11	65%
325,001 – 350,000	15	17	113%
350,001 – 375,000	9	7	78%
375,001 – 400,000	27	16	59%
400,001 – 425,000	13	15	115%
425,001 – 450,000	11	14	127%
450,001 – 500,000	44	29	66%
500,001 – 600,000	34	30	88%
600,001 – 700,000	16	12	75%
700,000 – 800,000	3	1	33%
800,001 – 900,000	0	1	-
900,001 – 1,000,000	0	0	-
1,000,001 +	1	2	200%
Totals	222	177	80%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2017

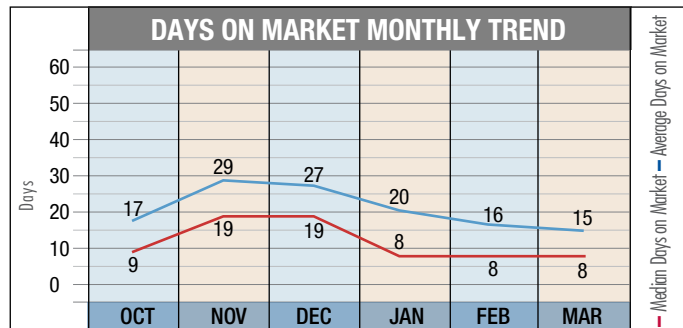
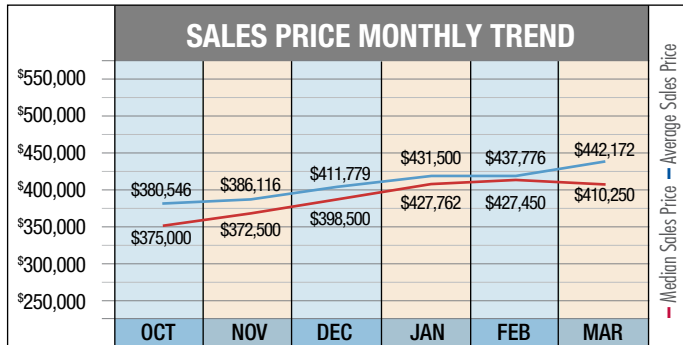
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Canyon Springs	7	\$372,900	1.93	3.35
Central Coquitlam	1	\$196,400	2.77	12.75
Coquitlam East	0	\$379,500	0.34	11.08
Coquitlam West	18	\$373,400	2.84	8.51
Eagle Ridge CQ	2	\$361,800	-2.16	1.46
Maillardville	5	\$224,600	3.34	6.24
New Horizons	13	\$222,800	0.87	-2.99
North Coquitlam	43	\$391,700	4.61	3.75
Westwood Plateau	12	\$446,800	2.47	5.00
Coquitlam	101	\$359,100	3.13	4.60
VPQ				
Central Pt Coquitlam	33	\$336,500	4.50	7.08
Glenwood PQ	7	\$256,300	0.37	-1.71
Port Coquitlam	40	\$319,400	3.90	5.87
VPM				
College Park PM	0	\$228,000	0.06	5.03
North Shore Pt Moody	6	\$559,900	1.15	5.71
Port Moody Centre	27	\$495,800	1.02	5.72
Port Moody	33	\$498,400	1.02	5.59

FAITH'S KEY INSIGHTS:

- There was only one condominium apartment listed in the Tri-Cities in February at \$1 million or more. But, sorry, it sold, as did 85% of the 5 listed at \$275,000 or less, and 100% of the 24 listed from \$400,000 to \$450,000. Yes, buyers are busy and looking in all price ranges. There were 164 condo apartment sales in the Tri-City during the month, with 90 in Coquitlam, 38 in Port Coquitlam and 33 in Port Moody. Compared to January, the benchmark price was up 3.1% in Coquitlam, to \$359,100; up 3.9% in Port Coquitlam, to \$329,000 and 1% higher in Port Moody, at \$498,400.
- Investors scouting the Tri-City market for condominiums can expect the already tight 0.7% vacancy rate to go even lower. This is because of SkyTrain that is quickly drawing more tenants, but also a recent crackdown on secondary suites in private Coquitlam houses. The Tri-City is very attractive to condo investors: benchmark prices have risen by as much as 12% in some neighbourhoods from November, yet very affordable condos are still easily found in this diverse market.
- Tri-City sellers of condominium apartments may be thinking the clock has wound back to the heady days of last spring. Multiple offers on some properties, rising prices and new listings selling within seven days are characteristics of what is happening in the area now, and it is not even spring yet.

MARCH - APARTMENTS / CONDOS

THE REAL TRI-CITIES RESULTS: MAR 2017



	2016	2017	CHANGE
January	193	147	-23.8%
February	259	180	-30.5%
March	299	226	-24.4%
April			
May			
June			
Totals	751	553	-26.4%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	16	11	69%
250,001 – 275,000	8	5	63%
275,001 – 300,000	13	8	62%
300,001 – 325,000	18	16	89%
325,001 – 350,000	26	18	69%
350,001 – 375,000	16	13	81%
375,001 – 400,000	29	31	107%
400,001 – 425,000	9	20	222%
425,001 – 450,000	14	8	57%
450,001 – 500,000	36	37	103%
500,001 – 600,000	33	35	106%
600,001 – 700,000	23	15	65%
700,000 – 800,000	8	3	38%
800,001 – 900,000	4	2	50%
900,001 – 1,000,000	0	1	-
1,000,001 +	3	3	100%
Totals	256	226	88%

THE REAL NEIGHBOURHOOD RESULTS: MAR 2017

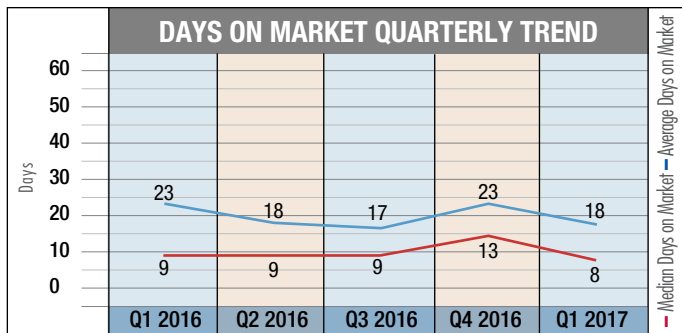
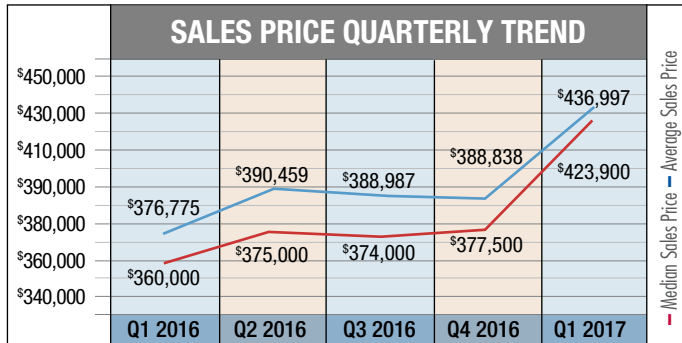
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Canyon Springs	8	\$377,100	1.14	4.59
Central Coquitlam	9	\$204,700	4.23	8.47
Coquitlam East	0	\$385,200	1.49	3.17
Coquitlam West	32	\$387,700	3.85	8.16
Eagle Ridge CQ	1	\$375,600	3.79	2.74
Maillardville	3	\$231,300	2.97	7.92
New Horizons	8	\$226,500	1.65	2.83
North Coquitlam	61	\$406,400	3.75	8.44
Westwood Plateau	13	\$456,200	2.09	6.15
Coquitlam	135	\$371,100	3.34	7.02
VPQ				
Central Pt Coquitlam	45	\$350,600	4.20	10.13
Glenwood PQ	7	\$257,800	0.56	1.25
Port Coquitlam	52	\$331,200	3.70	9.12
VPM				
College Park PM	2	\$231,500	1.52	2.72
North Shore Pt Moody	10	\$573,400	2.41	4.80
Port Moody Centre	26	\$507,400	2.35	4.60
Port Moody	38	\$509,900	2.31	4.42

FAITH'S KEY INSIGHTS:

- With the arrival of SkyTrain in December 2016, demand for condominium apartments in the Tri-Cities has increased every month, capped by the 226 sales in March. The route of SkyTrain's Evergreen dovetails with neighbourhood sales performance: the highest March sales included North Coquitlam (61 sales) Coquitlam West (32 sales), and Port Moody Centre (26 sales.) Many young workers from Vancouver are discovering that, by riding SkyTrain for less than 40 minutes, they can save \$200,000 or more on a condo purchase.
- First-time buyers, some using the new BC government incentive that doubles their down payment with a no-interest, no-payment loan for five years, are seeking – and finding – affordable condominiums in the Tri-Cities. We suggest some are closing on the best condominium values available. In March, 58 buyers purchased a Tri-City condo for \$350,000 or less and 11 paid \$250,000 or less. This compares with a benchmark condo price of \$537,600 across Metro Vancouver.
- Owners of older condominiums take note: in the past two months, strata owners in two aging Coquitlam developments banded together, voted to disband the strata and then sold the entire project for redevelopment, all within a matter of weeks. Bill 40, which came into force last July, has made this process, which allows strata owners to capture high land values, easier. Faith Wilson Group is aware of this strategy and can advise both owners and investors.

Q1 - APARTMENTS / CONDOS

THE REAL TRI-CITIES RESULTS: Q1 2017



		2016	2017	Change (%)
Unit Sales (by Quarter)	Q1	751	550	-26.8%
	Q2			
	Q3			
	Q4			
	Year-to-Date Totals	751	550	-26.8%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	40	30	75%
250,001 – 275,000	16	14	88%
275,001 – 300,000	43	26	60%
300,001 – 325,000	43	33	77%
325,001 – 350,000	56	44	79%
350,001 – 375,000	41	34	83%
375,001 – 400,000	78	57	73%
400,001 – 425,000	33	42	127%
425,001 – 450,000	43	37	86%
450,001 – 500,000	113	96	85%
500,001 – 600,000	98	89	91%
600,001 – 700,000	56	32	57%
700,000 – 800,000	14	6	43%
800,001 – 900,000	7	3	43%
900,001 – 1,000,000	4	1	25%
1,000,001 +	6	6	100%
Totals	691	550	80%

THE REAL NEIGHBOURHOOD RESULTS: Q1 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			3 Months	1 Year
VBN				
Canyon Springs	18	\$377,100	1.14	25.59
Central Coquitlam	20	\$204,700	4.23	15.25
Coquitlam East	0	\$385,200	1.49	19.33
Coquitlam West	62	\$387,700	3.85	15.93
Eagle Ridge CQ	5	\$375,600	3.79	15.99
Maillardville	8	\$231,300	2.97	15.75
New Horizons	36	\$226,500	1.65	-2.75
North Coquitlam	135	\$406,400	3.75	23.87
Westwood Plateau	35	\$456,200	2.09	25.24
Coquitlam	319	\$371,100	3.34	18.30
VPQ				
Central Pt Coquitlam	104	\$350,600	4.20	29.24
Glenwood PQ	21	\$257,800	0.56	3.32
Port Coquitlam	125	\$331,200	3.70	24.87
VPM				
College Park PM	4	\$231,500	1.52	20.19
North Shore Pt Moody	21	\$573,400	2.41	19.44
Port Moody Centre	77	\$507,400	2.35	19.37
Port Moody	102	\$509,900	2.31	19.18

FAITH'S KEY INSIGHTS:

- The 550 condominium apartment sales in the first quarter of this year in the Tri-Cities gives an indication of what we can expect later this spring as the buying season truly gets underway. We expect it will be extremely busy. In Q1, the typical new listing was on the market for a median of just 8 days before it sold and there were multiple offers seen on some properties. In fact, benchmark prices in Port Coquitlam increased 9.1% from three months earlier, to \$331,200 and were up 7.0% in Coquitlam and 4.4% in Port Moody. In all, the sales-to-new-listing ratio was a stunning 80%.
- While many buyers, particularly first-time buyers, are seeking lower-priced condos in the Tri-Cities, sophisticated buyers were also active in Q1. For instance, all 6 of the new listings of condo apartments priced at \$1 million or more sold. Buyers, however, also snapped up 80% of the 56 Tri-Cities condos priced at less than \$275,000. There is very likely a fine Tri-Cities condominium to match any budget.
- Port Coquitlam doesn't have SkyTrain, at least not yet, but it will have a mega-recreation complex within four years. Work has started on the \$132 million project that will include three ice rinks, a swimming pool and a new library. Condominium apartments close to the new centre are about \$330,000, and may represent a good investment for the sports minded.

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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