

VANCOUVER CONDO REPORT

YOUR EASTSIDE & WESTSIDE COMBINED CONDO MARKET ANALYSIS

APR, MAY & JUN Q2 2017

**MEDIAN
SOLD PRICE**
\$964 Per Sq.Ft.

12%
INCREASE
vs June 2016

Q2 2017
2,512
NEW LISTINGS

6%
DECREASE
vs. Q2 2016

17%
DECREASE
IN UNIT SALES
vs. May 2017

**DOWNTOWN
WEST**
1 BEDROOM, 643 SQ. FT.
HPI BENCHMARK PRICE:
\$693,200

10% INCREASE
vs. June 2016

MEDIAN
Strata Maintenance Fee:
\$319

2.7% DECREASE
vs. June 2016



Female homebuyers are different, maybe smarter



A wise female financial advisor once explained to me the difference between how her male and female clients view money. "For most men, money is a river: as long as it keeps flowing, everything is fine. For

most women, money is a lake and they get nervous if it ever starts to go down," she said.

I was thinking about that recently when I was working with a young, single woman who was looking to buy her first home, a Mount Pleasant condominium.

Though it would stretch her budget she insisted on a two-bedroom unit. She explained that she would need the extra space for any family visitors and "if things ever get tight, I can Airbnb the extra room," she said, adding she was confident the eventual resale value on a two-bedroom would be higher than from a smaller suite.

It was the kind of pragmatic thinking I have seen during an increasing number of transactions involving single women buyers. These ladies are not all young or buying their first home. Some are seasoned investors looking for a second or even third property. Some are mid-age divorcees moving up. Others are older and moving on after the death of spouse.

But they share certain characteristics: they think long term, they think of others; they are earning or have access to sufficient funds; most are willing to buy a home that needs some renovation; and they are not afraid to mix-it-up in multiple-offer, multi-bid situations.

There are few hard statistics on how many homeowners are single woman. U.S. studies say it is around 18% and most Canadian estimates are in the 20% range. In Metro Vancouver, I think it is closer to 30% for single women who have never married, 50% for divorced or separated women and even higher for widows.

I believe the number of single-female buyers is increasing, and this is backed up by a recent mortgage survey by a major Canadian bank. It found that 49% of single women plan to buy a home, compared to 35% of single men. As the study found, women are more cautious than men when shopping for a home, continually weighing costs, affordability and potential appreciation into their decision.

So what do Vancouver women really, really want in a home?

Well, most are buying condominiums, though a number of our older female clients are moving up or laterally into a townhouse or

detached house. But there are some desires that all women seem to share: they want a safe yet lively neighbourhood with shopping, dining, entertainment and transit close at hand, and, in strata buildings, they want well-lit and accessible parking.

And, I have found, they like to feel they can take care of themselves, both physically and financially. If they view money as a lake, I believe today's women see their own home as a ship they can steer to financial security.

Warmest Regards,

Faith

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.

Protect Your Purchasing Power - Lock in Today's Interest Rate

It is inevitable – Interest rates will eventually go up. Now let's assume that you intend to buy a house and you need a mortgage.

If mortgage rates increase before you see your mortgage specialist - you will qualify for a lower mortgage based on your income. I have written about this before - when interest rates increase, your purchasing power decreases.

So what can you do to protect your home purchasing power in the face of increasing rates? Get pre-approved! This process provides you with an all important interest rate guarantee should rates increase while you are shopping for a home. I suggest this even if you are just thinking about the idea of buying a new home now, because a pre-approved mortgage is absolutely free and carries no obligation to purchase. And you never know when a dream home opportunity might appear or interest rates increase.

Most financial institutions offer 120 day mortgage rate guarantees. How does this work? Simply put, today's interest rate, including any discount you receive is guaranteed for 120 days while you shop for a home. Further, if interest rates go up during that time, you automatically receive the guaranteed rate you have locked in. If rates go down (before you complete your purchase) during the 120 days, you pay the lower rate. It is a win-win situation for you, courtesy of your financial institution. Keep in mind that I am using as an example, the standard offer of 120 days to close on a new home purchase. Some financial institutions, RBC included, will offer rate holds for longer periods if you need more time. Also, if you are looking at a brand new home, most home-builders have a program with a financial institution that can provide much longer rate guarantees until the completion of your new home.

For people who have been timing their entry into the housing market or for those

looking to upgrade their homes, the looming reversal in affordability trending may be a sign to act. With interest rates still near record lows, now more than ever, prospective homebuyers should speak to a mortgage specialist so they can feel confident about buying a home before rates increase.

Next Step: Get solidly pre-approved. You will need to confirm your income, down payment and overall credit worthiness. After which, you can shop with confidence when looking at homes that are within your budget, and act quickly and confidently when you find the right home.



Lorraine Gingras

Mortgage Specialist
RBC Royal Bank
604.315.6216
lorraine.gingras@rbc.com

Real Estate Stats 101: Understanding Market Types

Buyer's Market, Seller's Market, or Balanced Market? How to tell.

We use a statistical measure that compares the number of unit sales with the number of new listings added within the same period. This measure is called the Sales-to-New-Listings Ratio. This ratio allows us to gauge whether the market is shifting in favour of Buyers or Sellers, or if it is in a more balanced state.

What is the Sales-to-New-Listings Ratio? How is it calculated?

This ratio is simply the total unit sales within a given time period divided by the total number of new listings added to the market within the same time period. The calculation is as follows:

$$\frac{\text{Unit Sales}}{\text{New Listings Added}} \times 100 = \text{Sales-to-New-Listings Ratio (\%)}$$

This calculation will provide a percentage output that is used to identify the type of real estate market. The Canadian Real Estate Association (CREA) has identified three key market types. They are as follows:

BUYER'S MARKET

Ratio of 0% - 40%

The CREA defines a sales-to-new-listings ratio of less than forty percent as a Buyer's Market.

A Buyer's Market is characterized by the supply of new listings outpacing the demand from buyers in the market and can result in more situations with offers below the asking price and more days on market for new listings.

BALANCED MARKET

Ratio of 40% - 60%

The CREA defines a sales-to-new-listings ratio of between forty and sixty percent as a Balanced Market.

In a Balanced Market, for each listing that is sold, approximately 2 new listings are added to the market. This is considered to be a comfortable range which should lead to steadier price trends and more stable levels of sales activity.

SELLER'S MARKET

Ratio of 60% - 100%

The CREA defines a sales-to-new-listings ratio of more than sixty percent as a Seller's Market.

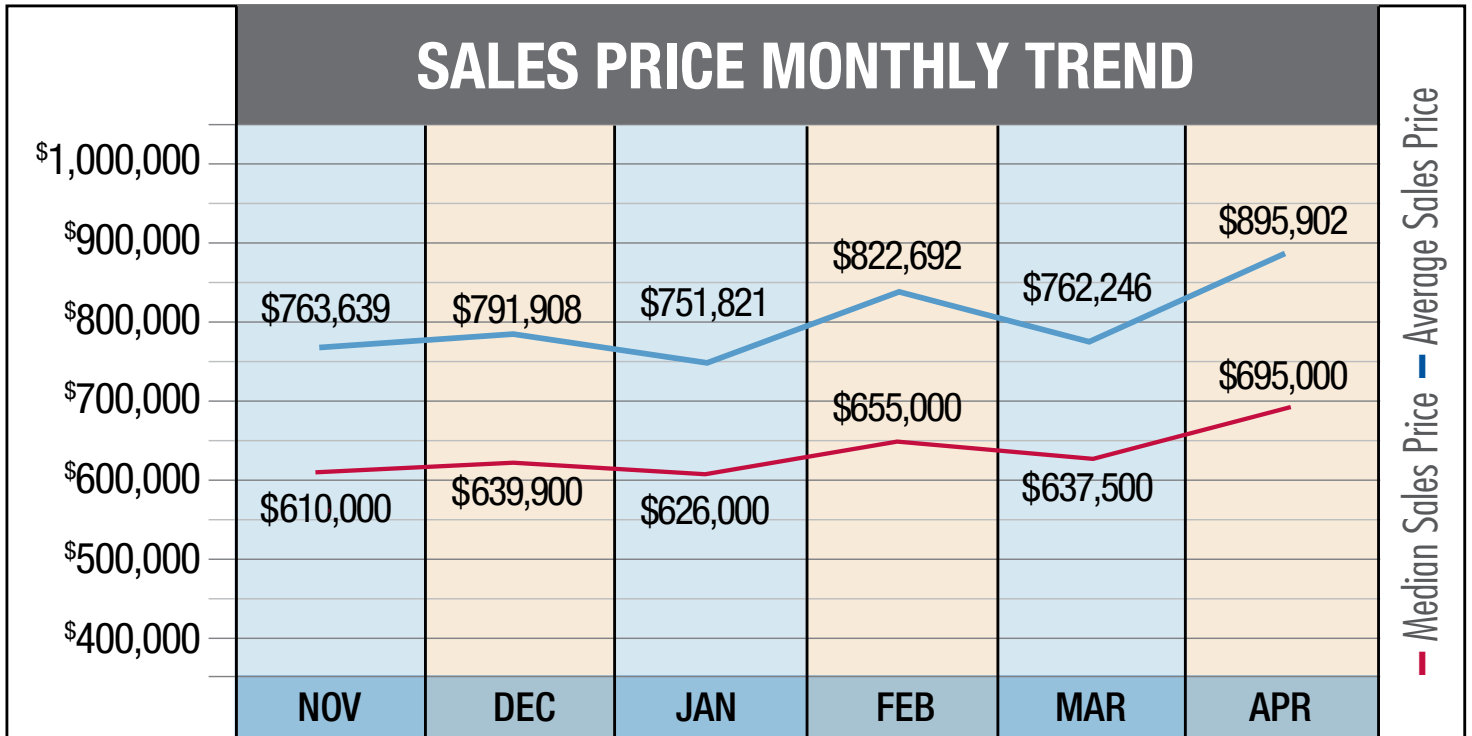
This type of market occurs when buyer demand is outpacing the addition of new listings. A Seller's Market is typically characterized by multiple buyer offers, fewer days on market and sold prices that are above the asking price.

While these indicators provide valuable insight on listing and sales activity, no statistical measure can predict or guarantee specific results for your home buying or selling needs. We encourage you to read through our analysis to learn more about what's happening with the property type(s), price point(s) and neighbourhood(s) that interest you most.

When you're ready to discuss a buying or selling strategy, please feel free to connect with our team. We're here to help you achieve your goals!

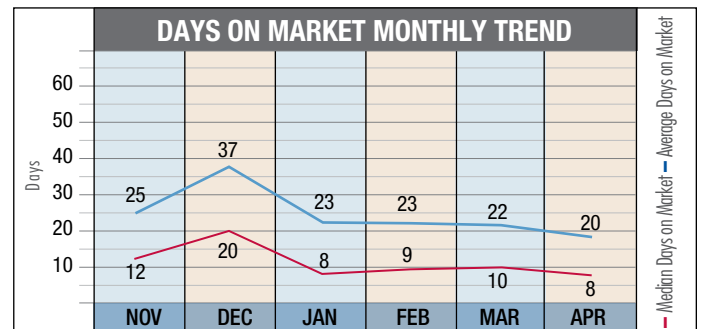
APRIL - VANCOUVER CONDO REPORT

THE REAL VANCOUVER CONDO RESULTS: APR 2017



LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	1	0	0%
200,001 – 250,000	1	1	100%
250,001 – 300,000	9	3	33%
300,001 – 350,000	11	9	82%
350,001 – 400,000	38	21	55%
400,001 – 450,000	41	30	73%
450,001 – 500,000	70	45	64%
500,001 – 550,000	48	45	94%
550,001 – 600,000	68	38	56%
600,001 – 650,000	46	53	115%
650,001 – 700,000	58	47	81%
700,001 – 800,000	70	66	94%
800,001 – 900,000	57	50	88%
900,001 – 1,000,000	50	34	68%
1,000,001 – 1,250,000	42	43	102%
1,250,001 – 1,500,000	49	26	53%
1,500,001 – 1,750,000	17	14	82%
1,750,001 – 2,000,000	15	7	47%
2,000,001 – 2,250,000	11	12	109%
2,250,001 – 2,500,000	8	2	25%
2,500,001 +	32	18	56%
Totals	742	564	76%



FAITH'S KEY INSIGHTS:

- West Side condominium apartments have evolved into their own market, one marked by intense demand from a wide variety of buyers. Investors, first-time buyers, young families and downsizers are all competing for the relative low inventory. A recent survey found that, despite the perception of a lot of condo construction going on, there are no new condos available for pre-sale anywhere in Vancouver, and the rental vacancy rate remains at 0.6%. If you are buying, be sure you have your financing in place and your subjects solid. Faith Wilson Group offers the Peace of Mind Guarantee for Buyers to help you make a calm and confident decision in your route to success in this fast-moving Vancouver market.

APRIL - VANCOUVER CONDO REPORT

THE REAL NEIGHBOURHOOD RESULTS: APR 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Champlain Heights	9	\$626,000	1.63	8.70
Cambie	12	\$501,400	2.60	6.93
Coal Harbour	32	\$925,600	2.54	4.85
Collingwood VE	41	\$420,000	1.30	9.70
Downtown (West)	98	\$645,400	5.81	11.57
Downtown (East)	4	\$634,000	3.10	4.33
Dunbar	2	\$612,100	1.21	4.34
Fairview	35	\$709,900	1.76	10.65
False Creek	36	\$797,100	2.98	12.33
Fraser VE	5	\$475,100	3.63	4.46
Fraserview VE	24	\$478,600	1.91	4.74
Grandview VE	15	\$435,200	1.92	8.64
Hastings	18	\$418,900	3.24	6.27
Hastings East	2	\$386,700	2.78	7.32
Kerrisdale	12	\$782,500	2.00	1.65
Killarney VE	0	\$386,100	2.40	3.81
Kitsilano	46	\$566,000	2.24	7.73
Knight	2	\$602,000	2.23	3.03
Main	5	\$598,300	3.58	3.77
Marpole	8	\$427,700	2.84	4.06
Mount Pleasant (W)	3	\$514,400	1.72	13.26
Mount Pleasant (E)	47	\$500,200	4.95	13.85
Oakridge	2	\$979,700	3.05	5.68
Point Grey	6	\$525,500	1.94	1.74
Quilchena	7	\$988,800	1.68	3.01
Renfrew VE	5	\$470,000	3.63	8.61
S.W. Marine	5	\$418,700	0.57	4.75
Shaughnessy	1	\$626,900	5.08	9.69
South Cambie	3	\$753,900	5.45	7.80
Southlands	0	\$717,500	1.82	4.44
University	47	\$812,400	2.22	4.05
Victoria VE	11	\$464,400	2.93	6.79
West End	41	\$606,800	3.80	9.16
Yaletown	66	\$781,900	4.65	6.05
Combined Total	650	\$599,350	3.53	8.95

UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	484	382	-21.1%
February	787	492	-37.5%
March	776	610	-21.4%
April	767	564	-26.5%
May			
June			
July			
Totals	2,814	2,048	-27.2%

THE REAL VANCOUVER CONDO REPORT: Q2 2017

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.

As you can see, the numbers speak for themselves. Call us to work out your plan.

Scenario 1: \$425,000 Condo

Purchase Price: \$425,000 • **Down Payment:** 5% = \$21,250 • **Closing Costs:** ~\$1,200
BC Property Transfer Tax: \$0 for properties of \$475,000 and less if registered on or before Feb 21 2017 or \$500,000 and less if registered after Feb 22 2017
Your Total Investment: \$22,450 • **BC HOME P'ship 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% pa)
 Taxes due on amount:
 \$0 - No Capital Gains
 Tax on primary residence

Scenario 2: \$750,000 Condo

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

Assuming that:

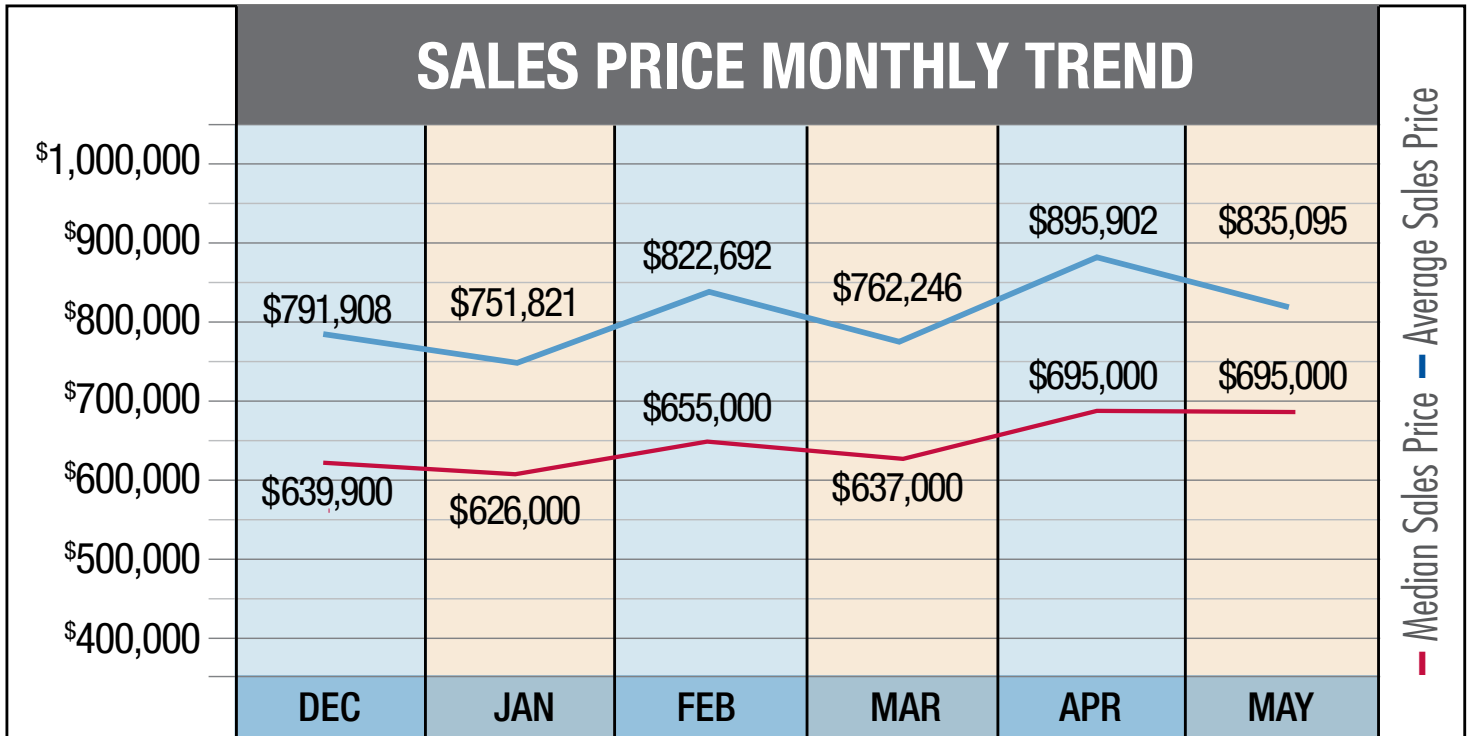
- You qualify for the mortgage amount
- 2.99% 5-year mortgage
- You qualify for the HOME Program
- Maintain the mortgage for 60 months
- Sell in 60th month & pay back HOME loan in full, interest free
- Property value average annual growth = 3.072% (half that of the past 5 years!)

Your potential results:

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

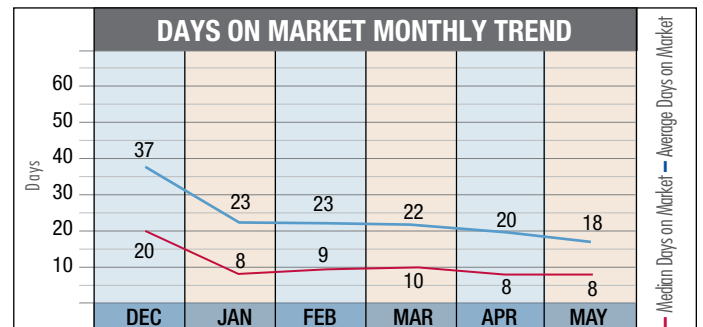
MAY - VANCOUVER CONDO REPORT

THE REAL VANCOUVER CONDO RESULTS: MAY 2017



LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	0	0	#DIV/0!
200,001 – 250,000	2	1	50%
250,001 – 300,000	8	8	100%
300,001 – 350,000	10	10	100%
350,001 – 400,000	34	20	59%
400,001 – 450,000	35	38	109%
450,001 – 500,000	75	52	69%
500,001 – 550,000	57	58	102%
550,001 – 600,000	88	57	65%
600,001 – 650,000	67	43	64%
650,001 – 700,000	65	71	109%
700,001 – 800,000	103	82	80%
800,001 – 900,000	86	76	88%
900,001 – 1,000,000	61	45	74%
1,000,001 – 1,250,000	70	47	67%
1,250,001 – 1,500,000	42	34	81%
1,500,001 – 1,750,000	27	25	93%
1,750,001 – 2,000,000	31	9	29%
2,000,001 – 2,250,000	12	8	67%
2,250,001 – 2,500,000	5	4	80%
2,500,001 +	36	12	33%
Totals	914	700	77%



FAITH'S KEY INSIGHTS:

- In April of 2015, the world's biggest asset manager, Laurence D. Fink, chairman of Blackrock Inc., told an investment audience that buying a condominium apartment in Vancouver was "better than buying gold." It has proven a wildly prescient statement. Since then the typical Vancouver condo apartment has increased in value by nearly 60%. In the past year alone, the benchmark price had risen 15% and, in June, was up 5.6% from a month earlier, to \$649,110, a gain of nearly \$37,000. In a single month.
- For most Vancouver condominium buyers, the actual cash-on-cash returns are even more amazing because of the appreciation in value related to the downpayment. For example, a first-time buyer purchasing a West End condo three months ago for \$600,000 with a 10% downpayment of \$60,000, and who sold it in June, would have doubled the amount of their downpayment, a 100% return. Similar or even higher appreciation has been seen in neighbourhoods as diverse as Main and Shaughnessy, Hastings and South Cambie.

MAY - VANCOUVER CONDO REPORT

THE REAL NEIGHBOURHOOD RESULTS: MAY 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Champlain Heights	16	\$639,300	2.13	8.98
Cambie	9	\$511,100	1.92	9.04
Coal Harbour	30	\$940,800	1.65	6.07
Collingwood VE	43	\$435,800	3.76	11.43
Downtown (West)	107	\$664,100	2.90	6.81
Downtown (East)	12	\$654,100	3.17	7.79
Dunbar	2	\$633,400	3.49	8.09
Fairview	49	\$733,000	3.25	7.21
False Creek	35	\$798,200	0.14	7.39
Fraser VE	8	\$485,500	2.19	7.18
Fraserview VE	13	\$489,300	2.22	4.77
Grandview VE	9	\$449,300	3.23	10.11
Hastings	16	\$439,400	4.88	10.32
Hastings East	4	\$398,800	3.11	9.00
Kerrisdale	15	\$818,300	4.58	8.85
Killarney VE	5	\$392,500	1.65	5.02
Kitsilano	43	\$593,200	4.80	8.07
Knight	2	\$623,700	3.61	8.39
Main	6	\$620,600	3.72	9.60
Marpole	7	\$433,200	1.28	4.27
Mount Pleasant (W)	3	\$534,100	3.84	10.75
Mount Pleasant (E)	67	\$518,000	3.55	14.90
Oakridge	2	\$999,300	1.99	6.83
Point Grey	6	\$548,500	4.37	8.13
Quilchena	9	\$1,019,500	3.11	8.32
Renfrew VE	6	\$479,400	2.02	9.71
S.W. Marine	4	\$441,100	5.34	10.86
Shaughnessy	0	\$633,100	1.00	8.19
South Cambie	4	\$778,500	3.27	11.62
Southlands	1	\$756,400	5.41	10.59
University	42	\$850,200	4.65	6.42
Victoria VE	13	\$478,200	2.97	7.93
West End	47	\$606,800	0.00	5.73
Yaletown	65	\$813,700	4.07	9.60
Combined Total	700	\$617,150	3.05	9.24

UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	484	383	-20.9%
February	787	492	-37.5%
March	776	611	-21.3%
April	767	690	-10.0%
May	783	727	-7.2%
June			
July			
Totals	3,597	2,904	-19.3%

THE REAL VANCOUVER CONDO REPORT: Q2 2017

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.

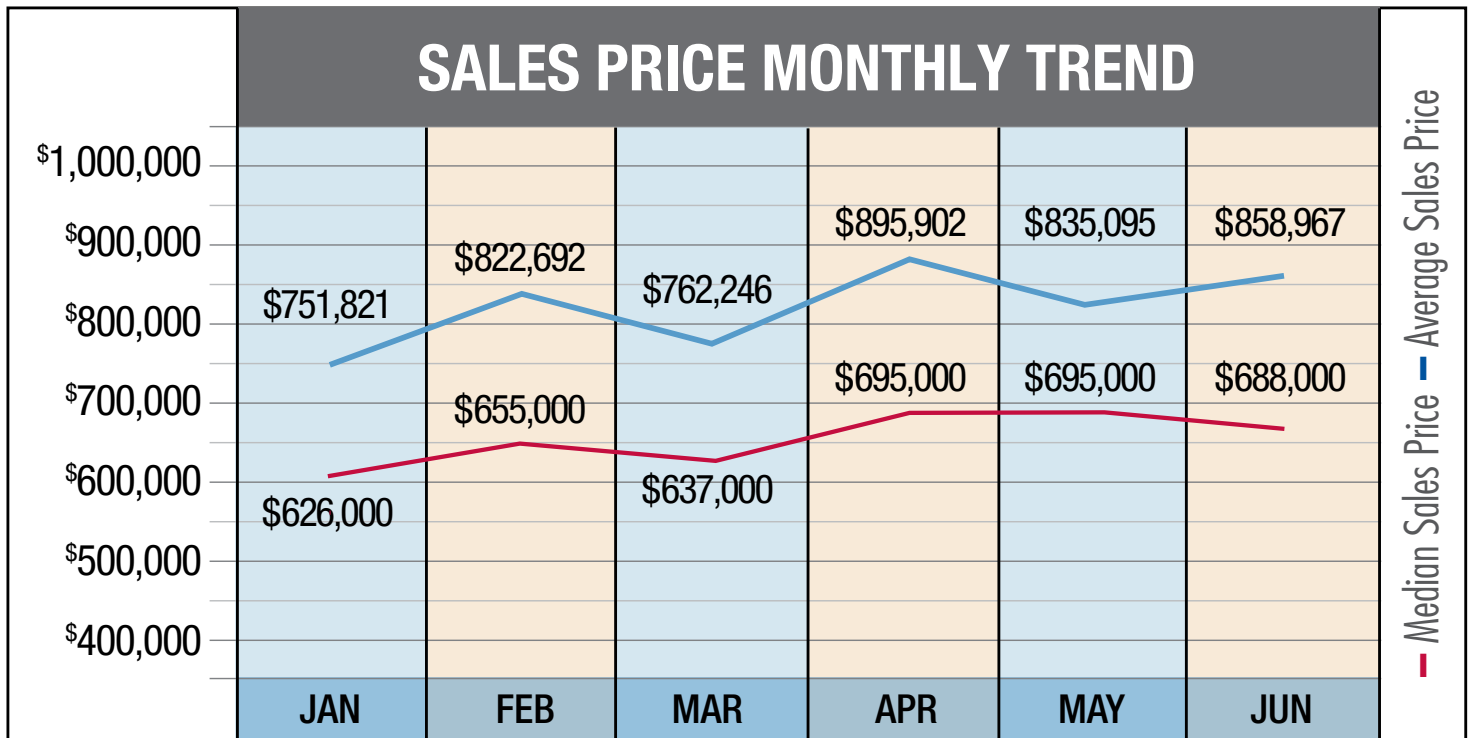
7 How long, on average, does it take your listings to sell?

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.

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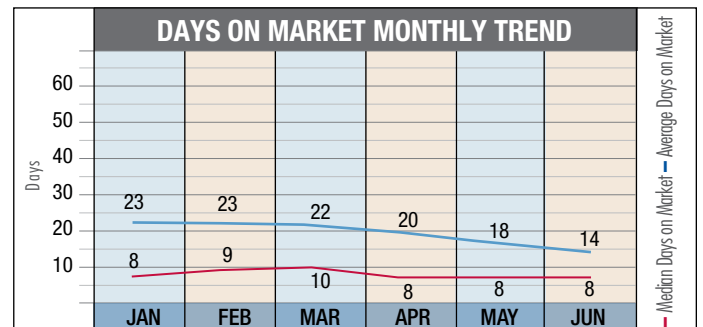
JUNE - VANCOUVER CONDO REPORT

THE REAL VANCOUVER CONDO RESULTS: JUNE 2017



LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	0	0	0
200,001 – 250,000	1	2	200%
250,001 – 300,000	0	1	0
300,001 – 350,000	14	4	29%
350,001 – 400,000	21	14	67%
400,001 – 450,000	54	36	67%
450,001 – 500,000	70	57	81%
500,001 – 550,000	55	56	102%
550,001 – 600,000	76	41	54%
600,001 – 650,000	53	63	119%
650,001 – 700,000	61	35	57%
700,001 – 800,000	81	80	99%
800,001 – 900,000	71	51	72%
900,001 – 1,000,000	46	43	93%
1,000,001 – 1,250,000	56	53	95%
1,250,001 – 1,500,000	48	16	33%
1,500,001 – 1,750,000	28	9	32%
1,750,001 – 2,000,000	30	15	50%
2,000,001 – 2,250,000	3	1	33%
2,250,001 – 2,500,000	6	4	67%
2,500,001 +	49	18	37%
Totals	823	599	73%



FAITH'S KEY INSIGHTS:

- Our concern is that new condominium development is not keeping up with demand, even with the current near-record construction pace. In the first half of this year, starts of Vancouver condominium apartments totalled just 880 units, down from 3,290 in the first half of 2016. But the majority of new Vancouver condos are pre-selling long before they are completed. Total new listings for Vancouver resale condo apartments in the first half at 4,521, were down nearly 600 units from a year earlier and are selling at a pace of 464 every month. The typical new listing is sold within a median of 8 days, often with multiple offers. The stage is set for further price appreciation. The clear message to sellers: now is a prime time to be listing.

JUNE - VANCOUVER CONDO REPORT

THE REAL NEIGHBOURHOOD RESULTS: JUNE 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
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Cambie	8	\$647,500	3.45	7.75
Coal Harbour	23	\$956,500	1.67	5.97
Collingwood VE	57	\$448,700	2.97	8.23
Downtown (West)	84	\$693,200	4.37	13.63
Downtown VE	9	\$662,800	1.33	7.79
Dunbar	3	\$642,200	1.39	6.20
Fairview	45	\$765,400	4.43	9.71
False Creek	30	\$838,500	5.04	8.32
Fraser VE	6	\$513,300	5.72	11.96
Fraserview VE	7	\$491,800	0.51	4.70
Grandview VE	10	\$453,200	0.87	6.14
Hastings	18	\$443,100	0.86	9.20
Hastings East	3	\$399,500	0.18	6.16
Kerrisdale	10	\$840,000	2.65	9.50
Killarney VE	4	\$402,400	2.53	6.72
Kitsilano	43	\$606,400	2.22	9.52
Knight	3	\$667,000	6.93	13.26
Main	5	\$658,600	6.13	14.02
Marpole	9	\$545,600	3.95	8.07
Mount Pleasant (W)	3	\$539,500	1.01	6.69
Mount Pleasant VE	52	\$530,300	2.38	11.26
Oakridge	3	\$1,063,000	3.75	7.46
Point Grey	5	\$566,800	3.33	9.94
Quilchena	4	\$1,045,600	2.56	7.53
Renfrew VE	3	\$487,300	1.63	7.45
S.W. Marine	4	\$441,100	5.34	10.86
Shaughnessy	0	\$657,100	7.26	12.81
South Cambie	2	\$881,900	2.98	9.19
Southlands	2	\$749,800	-0.87	6.39
University	26	\$858,800	1.01	8.05
Victoria VE	10	\$484,000	1.22	7.27
West End	42	\$639,200	5.33	9.34
Yaletown	56	\$837,400	2.92	12.08
Combined Total	598	\$649,110	5.69	9.24

UNIT SALES (BY MONTH)	2016	2017	CHANGE
January	484	383	-20.9%
February	787	493	-37.4%
March	776	611	-21.3%
April	767	690	-10.0%
May	783	727	-7.2%
June	698	599	-14.2%
July			
Totals	4,295	3,503	-22.6%

THE REAL VANCOUVER CONDO REPORT: Q2 2017

14 Important Questions – Sellers need answered before hiring a real estate agent to market & sell your home!

...continuing from Page 7

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.

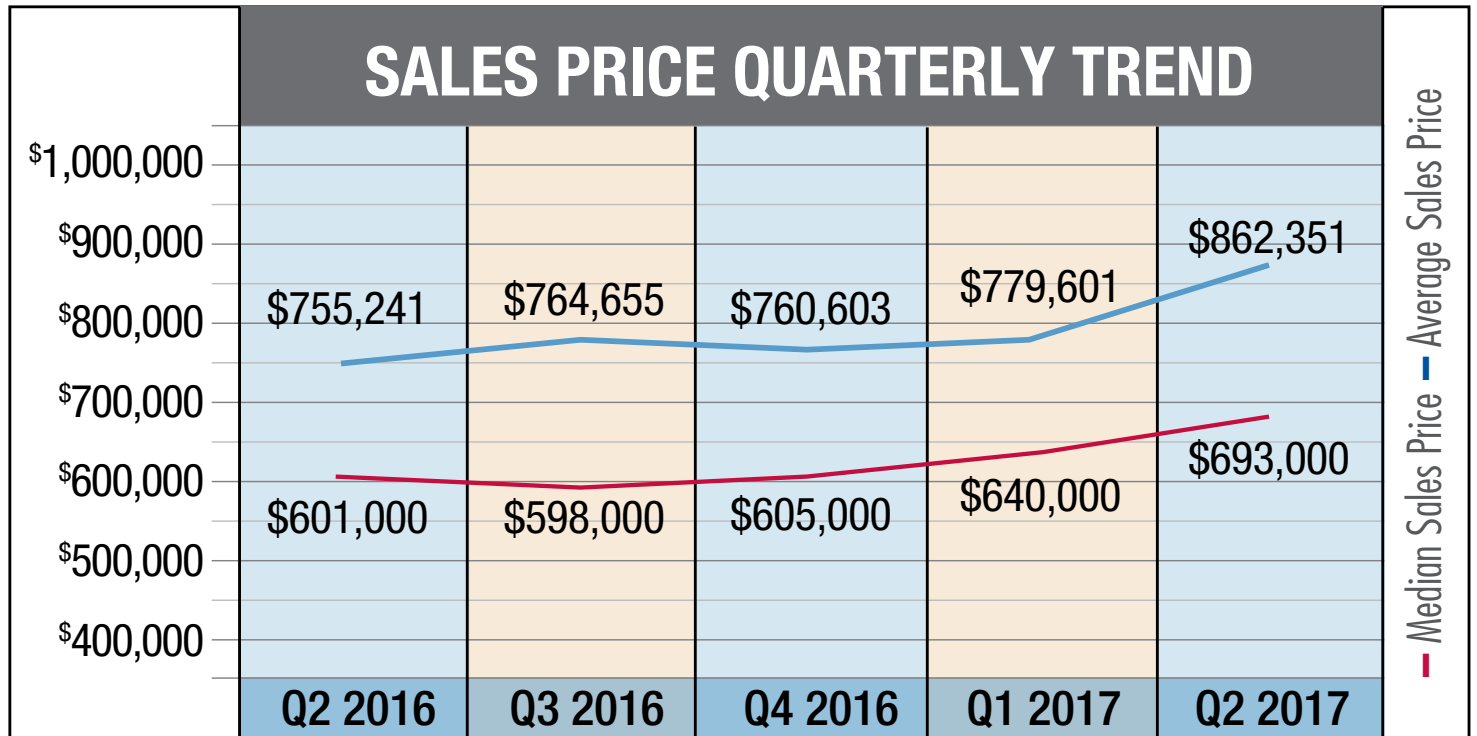
In closing, the sale of your home is likely one of the largest financial decisions you will make. The right agent with the skills, the plans and the commitment will deliver distinctly better results.

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

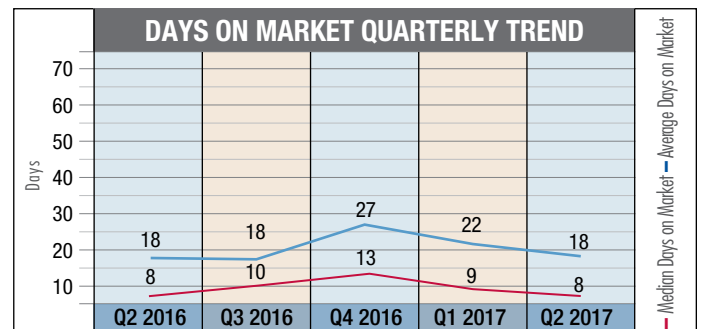
Q2 - VANCOUVER CONDO REPORT

THE REAL VANCOUVER CONDO RESULTS: Q2 2017



LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	1	0	0%
200,001 – 250,000	4	5	125%
250,001 – 300,000	16	14	88%
300,001 – 350,000	36	24	67%
350,001 – 400,000	93	58	62%
400,001 – 450,000	131	114	87%
450,001 – 500,000	219	167	76%
500,001 – 550,000	165	163	99%
550,001 – 600,000	231	143	62%
600,001 – 650,000	172	164	95%
650,001 – 700,000	184	164	89%
700,001 – 800,000	259	239	92%
800,001 – 900,000	217	186	86%
900,001 – 1,000,000	157	126	80%
1,000,001 – 1,250,000	171	151	88%
1,250,001 – 1,500,000	141	83	59%
1,500,001 – 1,750,000	73	52	71%
1,750,001 – 2,000,000	77	33	43%
2,000,001 – 2,250,000	26	27	104%
2,250,001 – 2,500,000	20	11	55%
2,500,001 +	119	53	45%
Totals	2,512	1,977	79%



FAITH'S KEY INSIGHTS:

- In the second quarter, 26 new listings for condominium apartments priced at from \$2 million to \$2.25 million arrived on the Vancouver market. Every one of them sold, as did another 53 priced at more than \$2.5 million. This shows how quickly the city's condominium market has grown to become a dominant and aspiring housing sector in Canada's most expensive city. It is its inclusive nature that underlines the strength of the condominium environment: in Q2 as 90 condos were selling above \$2 million, another 100 were being bought in Vancouver for less than \$400,000 and 19 buyers spent less than \$300,000, many of these buying their first city home.
- An amazing 1,977 condominium apartments sold in Q2, a pace of more than 20 every day, and sales were reported in all 34 Vancouver neighbourhoods that we monitor. Nearly 80% of 2,512 new listings sold, usually within a week. From East Hastings, where condo buyers paid a benchmark price of \$399,500, to Oakridge, where the condo price is above \$1 million, the market embraced buyers from every walk of life, every age and demographic. Single people, investors, young families and maturing downsizers now jostle with first-time buyers and retirees for property.

Q2 - VANCOUVER CONDO REPORT

THE REAL NEIGHBOURHOOD RESULTS: Q2 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Champlain Heights	34	\$644,200.00	0.76	4.59
Cambie	29	\$647,500.00	3.45	7.75
Coal Harbour	85	\$956,500.00	1.67	5.97
Collingwood VE	143	\$448,700.00	2.97	8.23
Downtown (West)	291	\$693,200.00	4.37	13.63
Downtown (East)	25	\$662,800.00	1.33	7.79
Dunbar	7	\$642,200.00	1.39	6.2
Fairview	131	\$765,400.00	4.43	9.71
False Creek	101	\$838,500.00	5.04	8.32
Fraser VE	19	\$513,300.00	5.72	11.96
Fraserview VE	46	\$491,800.00	0.51	4.7
Grandview VE	34	\$453,200.00	0.87	6.14
Hastings	54	\$443,100.00	0.86	9.2
Hastings East	9	\$399,500.00	0.18	6.16
Kerrisdale	38	\$840,000.00	2.65	9.5
Killarney VE	9	\$402,400.00	2.53	6.72
Kitsilano	135	\$606,400.00	2.22	9.52
Knight	7	\$667,000.00	6.93	13.26
Main	16	\$658,600.00	6.13	14.02
Marpole	25	\$545,600.00	3.95	8.07
Mount Pleasant (W)	9	\$539,500.00	1.01	6.69
Mount Pleasant (E)	168	\$530,300.00	2.38	11.26
Oakridge	7	\$1,063,000.00	3.75	7.46
Point Grey	18	\$566,800.00	3.33	9.94
Quilchena	20	\$1,045,600.00	2.56	7.53
Renfrew VE	15	\$487,300.00	1.63	7.45
S.W. Marine	13	\$446,500.00	1.23	7.25
Shaughnessy	1	\$657,100.00	7.26	12.81
South Cambie	9	\$881,900.00	2.98	9.19
Southlands	3	\$749,800.00	-0.87	6.39
University	117	\$858,800.00	1.01	8.05
Victoria VE	34	\$484,000.00	1.22	7.27
West End	133	\$639,200.00	5.33	9.34
Yaletown	190	\$837,400.00	2.92	12.08
Combined Total	1975	\$640,300.00	2.915	9.79

YEAR-TO-DATE UNIT SALES (BY QUARTER)				
	QUARTER	2016	2017	Change (%)
Unit Sales (by Quarter)	Q1	2,047	1,487	-27.4%
	Q2	2,223	1,977	-11.1%
	Q3			
	Q4			
	Year-to-Date Totals		2,527	2,678

THE REAL VANCOUVER CONDO REPORT: Q2 2017

Our Advice Is Guaranteed

If you find that your home does not meet your needs within 18 months we'll sell it for free!*

Buying a home is a huge decision — one you literally have to live with! Sometimes, regardless of how rigorous and detailed your home search and your buying process, lifestyle and family evolution hastens a change beyond your original requirements.

When you buy a home through Faith Wilson Group, we strive to find you the perfect home — one you'll be happy with for years to come. You see, we have many unique systems especially for our buyers which allow us to quickly zero in on exactly what you're looking for and help you beat out other buyers to the best new listings.



However, even if your optimum home buying decision at this time doesn't work out, your satisfaction is still guaranteed. We set ourselves apart from other agents by offering our buyers our unique and unparalleled Peace of Mind Buyer's Guarantee.

*HOW IT WORKS:

- If you find that within **18 months** of the completion date the home you purchased with Faith Wilson Realty Group Inc. does not meet your needs, we guarantee to sell and not charge you the listing portion of the commission.
- The listing portion of the commission on your first home will be credited to you upon the final reconciliation of your new purchase.
- To qualify for this guarantee, you must purchase another property of equal or greater value using our services.

Selling one's home of 25 years is a significant event. Recommended to us by a friend, Faith Wilson and her colleagues sold our townhouse in under two weeks. Professional, responsive and communicative, Faith and her team treated us with respect and helped us achieve our goal with minimal stress and upheaval. We have already recommended Faith Wilson Group.

~ Susan & Peter – May 2017

*Not intended to solicit Purchasers under Purchaser/Agency agreement or properties currently listed for sale.

204 – 2130 West 12th Avenue | Kitsilano



808 square foot suite
1 Bedroom and Den
1 Bathroom
Taxes \$1,168.12 (2017)
Age: 22 years
Maintenance fee \$302.07
\$598,000

1801 – 999 Seymour Street | Downtown



473 square foot suite
1 Studio & Den
1 Bathroom
Taxes: \$1,226.35 (2017)
Age: 3 years
\$499,000

FAITH WILSON
GROUP.com
604.224.5277



For complete property details on the go, including all photos, a video tour and more, scan this QR Code!