

VANCOUVER CONDO REPORT

YOUR EASTSIDE & WESTSIDE COMBINED CONDO MARKET ANALYSIS

JUL, AUG & SEP 2017

MEDIAN
SOLD PRICE
\$1005 Per Sq.Ft.
22%
INCREASE
vs Sep 2016

827 SEPTEMBER
NEW LISTINGS

34%
INCREASE
vs. Aug 2017

14%
DECREASE
IN UNIT SALES
vs. Aug 2017

UNIT SALES:
Q3 2017: **1,537**
Q2 2017: **2,045**
Q1 2017: **1,487**

AVERAGE
SOLD PRICE FOR SEP:
\$865,519

1% INCREASE
vs. Aug 2017



Understand what you really want to buy



I was talking to a mature client this week on the front porch of his pleasant Kitsilano house. He is considering downsizing to a condominium and said his son is hoping to buy his first home in Vancouver. But he was

concerned that he “wouldn’t fit” into a condo after 25 years of living in the same house.

He also wants to help his son and daughter-in-law with their purchase, but wondered if they may be better off in the long run if they bought a detached house in the suburbs than a condo in the city.

There are serious decisions to make in this housing market, and perhaps the most important is “what type of housing should I buy?”

It may fly in the face of the current condo-at-any-cost trend across Metro Vancouver, but I believe people looking to purchase a principal residence should buy only what they are comfortable with and, if they can’t find that, they should buy only for investment.

There are more options in today’s marketplace than most imagine. For instance, my Kitsilano client could use his home’s equity to build a laneway house on the same lot. He could then sell the strata laneway house to his son while he continued to live in the main house, or sell the laneway house to help his son buy a townhouse.

More cost-conscious first-time buyers could buy a low-cost condominium – you can still purchase for less than \$400,000 – and rent it out for two or three years to gain appreciation and leverage for the home they really want. Since 2014, the typical condo in Metro Vancouver has increased in value by 64%.

The real question today is not whether you should buy a home, but will you be happy living there?

Condominium and townhouse sales are setting records this year, outselling detached houses by a wide margin, and condos have seen higher price appreciation than houses over the past year. But detached houses traditionally retain their value long-term better than strata units because of the inherent land value. Detached houses also provide more flexibility in adding value.

Some prefer the lock-and-leave freedom of a condo: others will chaff at the strata rules, monthly strata fees and lack of a private yard or garden. For many, a townhouse is an ideal compromise, combing outdoor living space and less regulations but with the convenience

of professional maintenance.

Fortunately, in Metro Vancouver it is hard to make a financial mistake in a housing market that continues to post steady appreciation of all property types in one of the most livable cities on the planet.

At Faith Wilson Group, we make the buying decision easy with our exclusive Peace of Mind Guarantee for buyers.

So, what should you buy? Buy where you will be happy and the rest of itself.

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 October 01 2017 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.

RBC mortgage solutions for the self-employed

Things are a whole lot easier!

We believe that financing your new home or leveraging the equity in your existing home should be easy.

And we recognize that self-employed individuals have not only different borrowing needs, but often difficulty

obtaining traditional financing. That's why we offer special mortgage solutions for self-employed individuals.

A standard mortgage: If your most recent Notice of Assessment shows sufficient

income to qualify, you can borrow up to 80% of the purchase price or value of the property with no default insurance, or up to 95% with default insurance.

The RBC Self-Employed Mortgage™: If you need to access additional income from your business in order to qualify, and you have a good credit history, you may still be able to finance up to 80% of the appraised value of your home if you're refinancing, and 90% of the home if you're purchasing, using our Self-Employed Mortgage.*

As an entrepreneur, this option allows you to customize your mortgage financing so you can purchase a home, refinance an

existing mortgage or leverage the equity in your current home, quickly and easily.

Your most recent Notice of Assessment and documentation to confirm your self-employed status may be sufficient to support your application; however, additional documentation may be required, based on the structure of the application. Contact us for a complete list of other documents that can be used.

In addition, the RBC Homeline Plan® product gives you flexible access to credit by allowing you to manage your mortgage and personal credit under one plan.

Whether you need to borrow a little or a lot, we have an option that can suit your situation. For more information on customizing a mortgage for your needs, or to apply:

- Visit your local RBC® branch
- Locate a mobile mortgage specialist online at www.rbcroyalbank.com/mortgages
- Call 1-877-769-2570 today!



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.

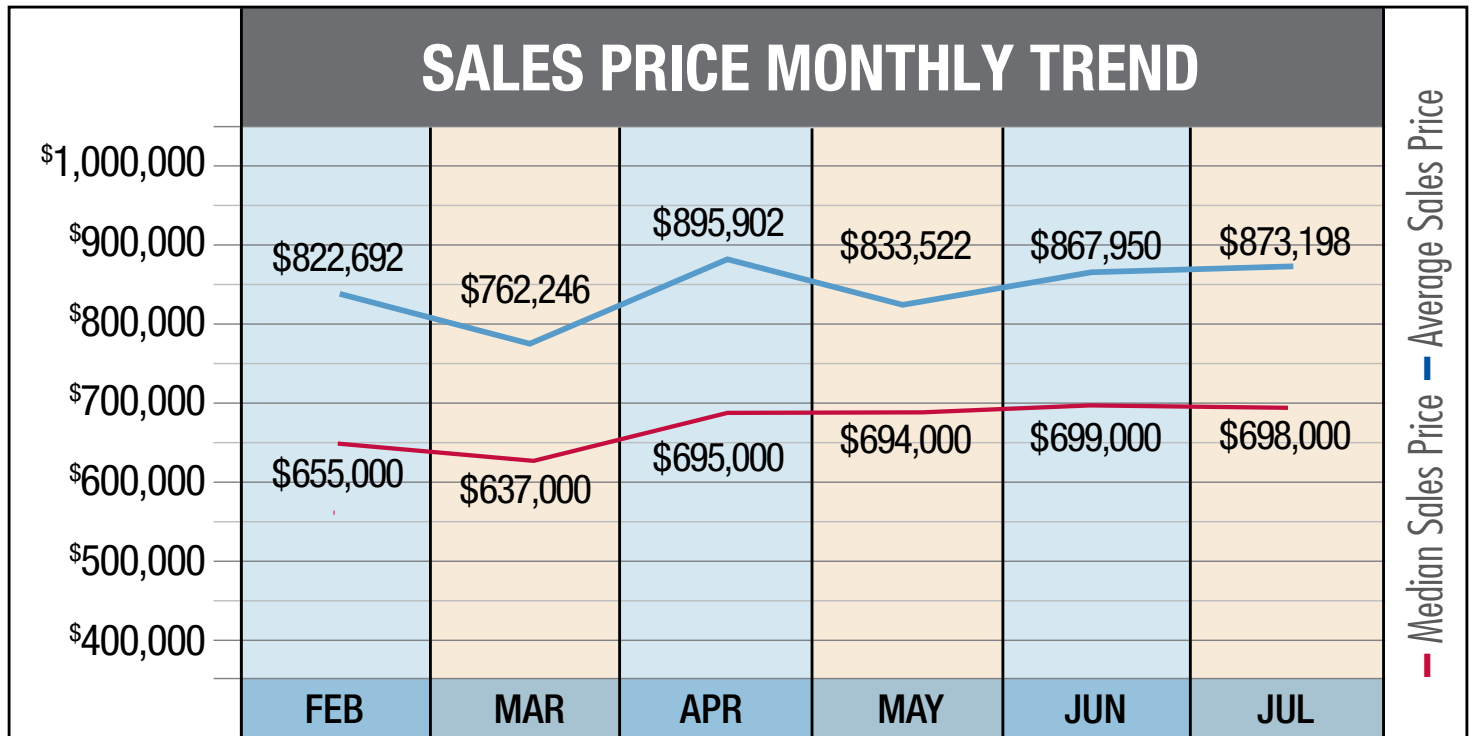
This type of market occurs when buyer demand is outpacing the addition of new listings. A Seller's Market is typically characterized by multiple buyer offers, fewer days on market and sold prices that are above the asking price.

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!

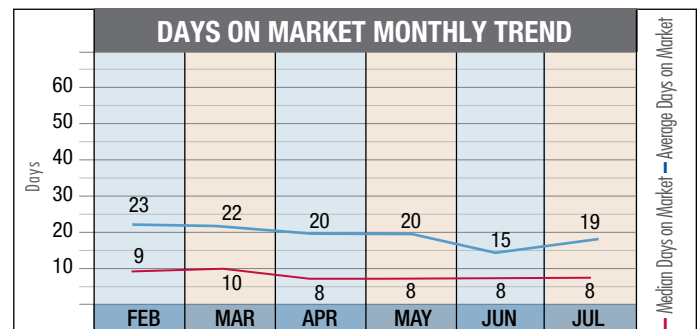
JULY - VANCOUVER CONDO REPORT

THE REAL VANCOUVER CONDO RESULTS: JULY 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	0	1	0%
250,001 – 300,000	4	2	50%
300,001 – 350,000	12	5	42%
350,001 – 400,000	31	14	45%
400,001 – 450,000	23	26	113%
450,001 – 500,000	53	39	74%
500,001 – 550,000	59	55	93%
550,001 – 600,000	82	39	48%
600,001 – 650,000	59	55	93%
650,001 – 700,000	73	57	78%
700,001 – 800,000	96	68	71%
800,001 – 900,000	75	66	88%
900,001 – 1,000,000	59	33	56%
1,000,001 – 1,250,000	60	46	77%
1,250,001 – 1,500,000	56	29	52%
1,500,001 – 1,750,000	29	8	28%
1,750,001 – 2,000,000	15	10	67%
2,000,001 – 2,250,000	7	2	29%
2,250,001 – 2,500,000	14	7	50%
2,500,001 +	45	17	38%
Totals	852	579	68%



FAITH'S KEY INSIGHTS:

- Vancouver's white-hot condominium apartment market is nothing if not inclusive: the benchmark price of a condo is up more than 13% in the last three months in Hastings East, where the benchmark price in July was \$410,300; in Point Grey, where the benchmark price is \$595,300; and in Downtown East, with a benchmark price of \$720,200. In fact, 33 of the 34 Vancouver neighbourhoods we monitor all reported condominium sales in July as 588 sold, and prices were higher than a month earlier in all but three, and those were virtually unchanged from June.
- The blurring line between the Eastside and Westside of Vancouver has nearly been erased as far as the condominium apartment market is concerned. For example, while there is gap between overall prices between the East and West, it narrows where the two former solitudes meet. Downtown East benchmark condo prices in July were about \$30,000 higher than in Downtown West and the spread between Mount Pleasant East (\$541,100) and Mount Pleasant West (\$565,000) is narrowing.

JULY - VANCOUVER CONDO REPORT

THE REAL NEIGHBOURHOOD RESULTS: JULY 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Champlain Heights	6	\$674,300	4.67	7.72
Collingwood VE	43	\$464,900	3.6	10.68
Downtown VE	5	\$720,200	8.66	13.6
Fraser VE	9	\$516,900	0.71	8.81
Fraserview VE	10	\$509,900	3.68	6.52
Grandview VE	10	\$460,900	1.68	5.88
Hastings	12	\$477,200	7.69	13.91
Hastings East	4	\$410,300	2.7	6.09
Killarney VE	1	\$417,300	3.7	8.07
Knight	2	\$675,300	1.25	12.17
Main	3	\$670,300	1.77	12.02
Mount Pleasant VE	36	\$541,100	2.03	8.17
Renfrew VE	4	\$499,000	2.41	6.18
Victoria VE	5	\$488,400	0.92	5.18
Vancouver East	150	\$524,700	3.36	9.25
Cambie	10	\$653,900	1	5.54
Coal Harbour	20	\$988,300	3.32	6.78
Downtown VW	103	\$693,900	0.11	7.51
Dunbar	3	\$687,000	6.97	12.24
Fairview VW	38	\$771,700	0.82	8.7
False Creek	22	\$844,700	0.74	5.97
Kerrisdale	5	\$878,900	4.63	12.32
Kitsilano	42	\$618,000	1.91	9.18
Marpole	12	\$555,300	1.78	7.6
Mount Pleasant VW	3	\$565,600	4.83	9.96
Oakridge VW	7	\$1,053,500	-0.9	7.09
Point Grey	4	\$595,300	5.03	13.27
Quilchena	4	\$1,088,100	4.06	10.04
S.W. Marine	2	\$472,500	5.81	12.83
Shaughnessy	1	\$644,200	-1.96	14.21
South Cambie	3	\$893,000	1.26	7.33
South Granville	0	\$940,400	-0.89	6.58
Southlands	0	\$793,100	5.78	10.53
University VW	36	\$884,700	3.01	8.89
West End VW	42	\$638,700	-0.08	5.25
Yaletown	72	\$863,700	3.14	10.47
Vancouver West	429	\$783,700	1.4	7.98
Combined Total	579	\$732,300	1.94	8.36

UNIT SALES (BY MONTH)	2016	2017	CHANGE
Feb	787	493	-37.4%
March	611	776	-21.3%
April	767	690	-10.0%
May	783	747	-4.6%
June	698	650	-6.9%
July	564	579	2.7%
August			
Totals	4,210	3,935	-6.5%

THE REAL NEIGHBOURHOOD RESULTS: MAY 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

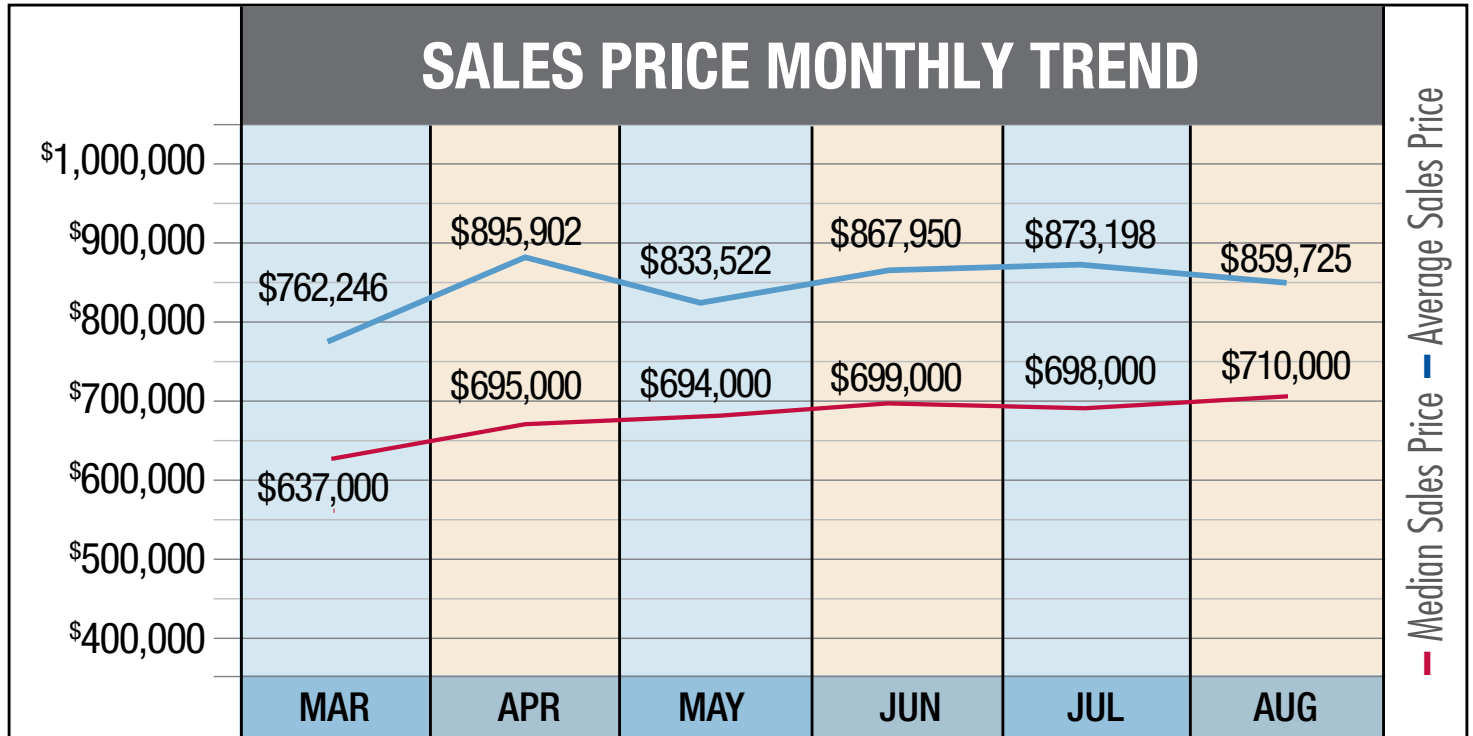
Percent increase in equity:
298% (60% pa)

Taxes due on amount:

\$0 - No Capital Gains
Tax on primary residence

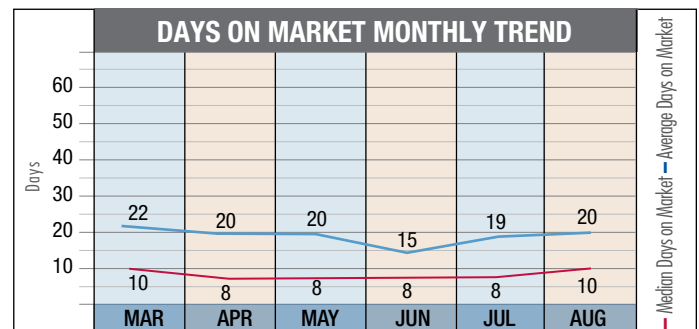
AUGUST - VANCOUVER CONDO REPORT

THE REAL VANCOUVER CONDO RESULTS: AUGUST 2017



LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	2	0	0%
200,001 – 250,000	1	2	200%
250,001 – 300,000	2	0	0%
300,001 – 350,000	11	5	45%
350,001 – 400,000	25	20	80%
400,001 – 450,000	21	19	90%
450,001 – 500,000	33	39	118%
500,001 – 550,000	47	39	83%
550,001 – 600,000	61	37	61%
600,001 – 650,000	38	47	124%
650,001 – 700,000	37	41	111%
700,001 – 800,000	45	71	158%
800,001 – 900,000	53	51	96%
900,001 – 1,000,000	52	34	65%
1,000,001 – 1,250,000	52	41	79%
1,250,001 – 1,500,000	41	23	56%
1,500,001 – 1,750,000	25	20	80%
1,750,001 – 2,000,000	25	8	32%
2,000,001 – 2,250,000	5	4	80%
2,250,001 – 2,500,000	6	3	50%
2,500,001 +	35	10	29%
Totals	617	514	83%



FAITH'S KEY INSIGHTS:

- Vancouver's condominium market has basically split into two sectors: those looking for an entry-level to homeownership in the city and those who aspire to condo ownership as their first choice. The former is fueled by the fact that the benchmark condo price in the city remains less than half that of a Vancouver detached house and \$450,000 less than a typical townhouse. The latter is reflected in the number of city condos selling at the highest price ranges. In August alone, 81 Vancouver condo apartments sold for more than \$1 million, 13 sold for more than \$2 million and one sold for \$5.5 million. This is not a just a Vancouver phenomenon: Metro Vancouver condominium sales of more than \$1 million have increased 53% this year compared to the first eight months of 2016.
- The City of Vancouver condominium apartment market has set the second-highest sales in history so far this year, with 3,694 condos selling. In August, city condo sales increased 1.9% from August 2016 to 434 apartments, even as new listings dropped about 10% from a year earlier. This demand, combined with lower inventory of both resale and new condos, will likely lead to price increases.

AUGUST - VANCOUVER CONDO REPORT

THE REAL NEIGHBOURHOOD RESULTS: AUG 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Champlain Heights	4	\$671,700	-0.38	5.06
Collingwood VE	21	\$472,600	1.66	8.44
Downtown VE	9	\$708,200	-1.67	8.27
Fraser VE	8	\$525,300	1.63	8.21
Fraserview VE	11	\$518,400	1.67	5.96
Grandview VE	6	\$484,500	5.13	7.83
Hastings	13	\$472,400	-1.01	7.52
Hastings East	1	\$431,200	5.09	8.12
Killarney VE	2	\$421,600	1.02	7.4
Knight	1	\$682,600	1.09	9.44
Main	2	\$684,000	2.05	10.22
Mount Pleasant VE	45	\$540,400	-0.13	4.32
Renfrew VE	3	\$533,200	6.85	11.21
Victoria VE	2	\$507,900	3.97	6.21
Vancouver East	129	\$529,400	0.9	6.57
Cambie	4	\$668,300	2.2	6.79
Coal Harbour	29	\$1,010,800	2.27	7.44
Downtown VW	100	\$695,600	0.25	4.74
Dunbar	0	\$675,600	-1.66	6.65
Fairview VW	33	\$773,400	0.22	5.52
False Creek	19	\$850,600	0.69	6.56
Kerrisdale	7	\$881,900	0.34	7.76
Kitsilano	36	\$608,500	-1.54	2.58
Marpole	6	\$556,800	0.27	6.09
Mount Pleasant VW	2	\$562,300	-0.58	5.27
Oakridge VW	4	\$1,087,200	3.2	6.11
Point Grey	2	\$589,300	-1.01	7.43
Quilchena	4	\$1,111,400	2.14	9.01
S.W. Marine	5	\$482,800	2.19	9.45
Shaughnessy	0	\$659,100	2.32	7.59
South Cambie	2	\$906,300	1.48	5.82
South Granville	0	\$978,800	4.08	7.84
Southlands	0	\$801,400	1.05	5.96
University VW	32	\$905,600	2.37	6.52
West End VW	50	\$650,800	1.9	7.25
Yaletown	50	\$854,600	-1.06	5.03
Vancouver West	385	\$787,400	0.47	5.58
Combined Total	514	\$736,800	0.61	5.92

UNIT SALES (BY MONTH)	2016	2017	CHANGE
March	776	611	-21.3%
April	767	690	-10.0%
May	783	747	-4.6%
June	698	650	-6.9%
July	564	579	2.7%
August	426	514	20.7%
September			
Totals	4014	3791	-5.6%

THE REAL NEIGHBOURHOOD RESULTS: AUG 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.

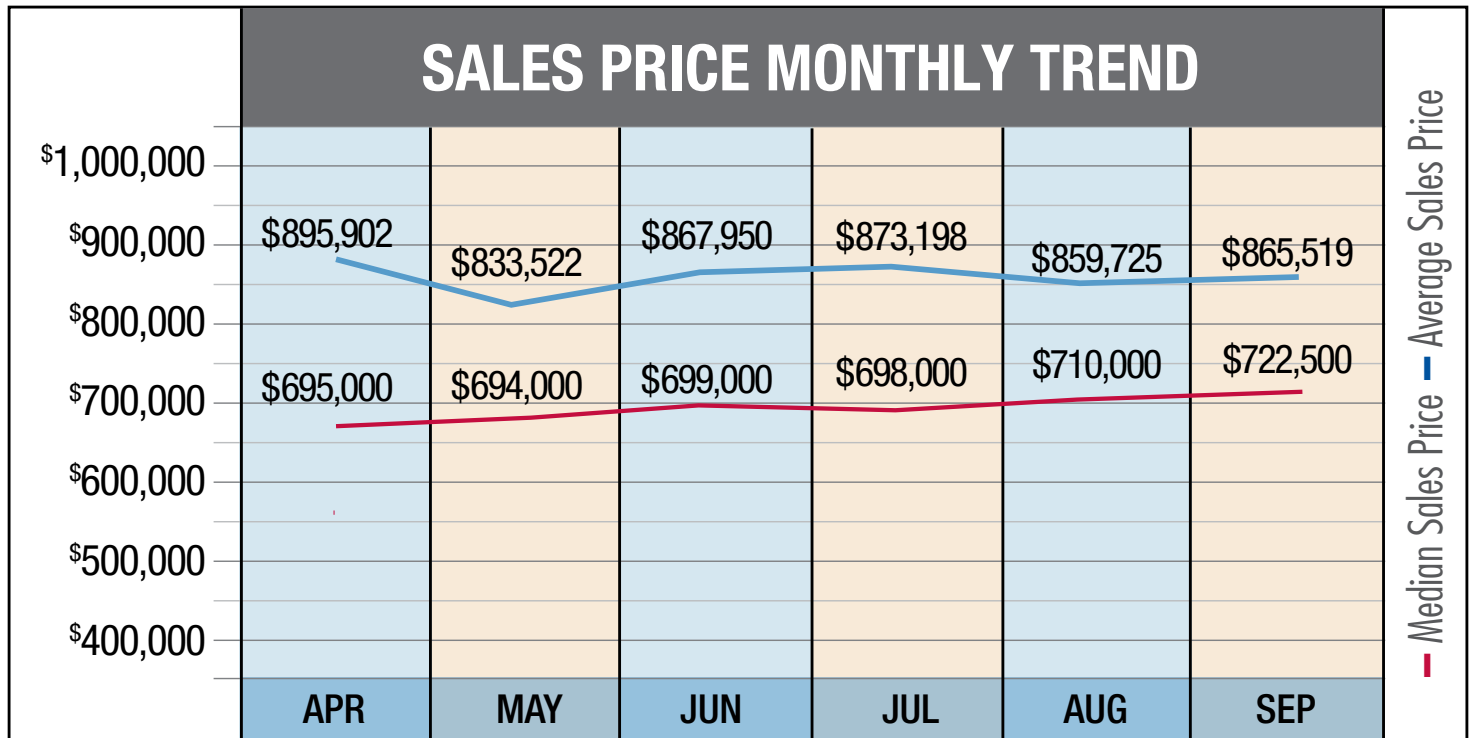
7 How long, on average, does it take your listings to sell?

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.

...continued on Page 9

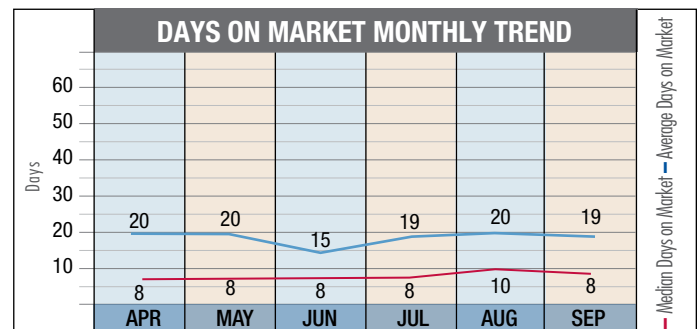
SEPTEMBER - VANCOUVER CONDO REPORT

THE REAL VANCOUVER CONDO RESULTS: SEPTEMBER 2017



LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	0	1	0%
200,001 – 250,000	0	0	0%
250,001 – 300,000	1	0	0%
300,001 – 350,000	4	1	25%
350,001 – 400,000	18	6	33%
400,001 – 450,000	28	19	68%
450,001 – 500,000	59	27	46%
500,001 – 550,000	55	32	58%
550,001 – 600,000	81	40	49%
600,001 – 650,000	34	45	132%
650,001 – 700,000	71	35	49%
700,001 – 800,000	107	67	63%
800,001 – 900,000	72	44	61%
900,001 – 1,000,000	47	28	60%
1,000,001 – 1,250,000	57	37	65%
1,250,001 – 1,500,000	57	26	46%
1,500,001 – 1,750,000	33	14	42%
1,750,001 – 2,000,000	35	10	29%
2,000,001 – 2,250,000	8	3	38%
2,250,001 – 2,500,000	6	1	17%
2,500,001 +	54	8	15%
Totals	827	444	54%



FAITH'S KEY INSIGHTS:

■ In many ways, Vancouver's condominium apartment market is acting directly contrary to the traditional rhythm of housing sales and supply. Normally, housing transaction slow in the summer and pick up in September. But this September Vancouver had less condo apartment sales than in either July or August. Historically, when demand for a specific property type approaches record levels – as condominium sales have this year – there is an increase in new construction in that sector. But, as condominium sales hit 3,624 for the first nine months of 2017, starts of new multi-family units in Vancouver plunged 59% compared to a year earlier – to 2,708 – and many of the new units were rentals, not condos. Normally, lower prices attract higher sales. But in September, despite an equal number of listings, more Vancouver condominium apartments – 37 – sold for between \$1 million and \$1.25 million as between \$450,000 to \$500,000, which had 27 sales. And, common sense would dictate that when sales are averaging more than 14 every day and the typical new listing is selling within a median of 8 days, it would be clearly a seller's market. But in September, the sales-to-new-listing ratio was 54%, which means it is slightly in the buyer's favour. Vancouver's condo apartment market is definitely drumming to its own frantic beat.

SEPTEMBER - VANCOUVER CONDO REPORT

THE REAL NEIGHBOURHOOD RESULTS: SEP 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Champlain Heights	7	\$685,100	1.99	6.34
Collingwood VE	25	\$474,900	0.49	5.84
Downtown VE	6	\$709,900	0.23	7.1
Fraser VE	7	\$552,200	5.11	7.59
Fraserview VE	3	\$522,200	0.72	6.18
Grandview VE	11	\$500,400	3.27	10.4
Hastings	13	\$469,400	-0.63	5.93
Hastings East	0	\$441,800	2.46	10.59
Killarney VE	0	\$433,800	2.9	7.79
Knight	2	\$702,300	2.89	5.31
Main	3	\$708,600	3.59	7.58
Mount Pleasant VE	34	\$544,500	0.76	2.68
Renfrew VE	0	\$549,100	2.97	12.68
Victoria VE	1	\$526,300	3.63	8.74
Vancouver East	113	\$535,600	1.16	5.5
Cambie	6	\$685,900	2.62	5.93
Coal Harbour	12	\$1,041,300	3.02	8.87
Downtown VW	82	\$701,800	0.88	1.24
Dunbar	0	\$694,900	2.86	8.2
Fairview VW	28	\$779,400	0.77	1.82
False Creek	31	\$860,800	1.2	2.66
Kerrisdale	5	\$895,700	1.57	6.63
Kitsilano	29	\$608,000	-0.09	0.26
Marpole	10	\$574,200	3.12	5.24
Mount Pleasant VW	4	\$577,000	2.61	6.94
Oakridge VW	3	\$1,101,100	1.28	3.58
Point Grey	2	\$605,500	2.76	6.83
Quilchena	5	\$1,117,900	0.59	6.91
S.W. Marine	2	\$492,300	1.97	10.25
Shaughnessy	0	\$668,300	1.4	1.72
South Cambie	0	\$925,200	2.09	4.9
South Granville	0	\$993,100	1.47	4.67
Southlands	0	\$822,200	2.6	9.66
University VW	18	\$933,100	3.04	8.65
West End VW	37	\$655,000	0.65	2.47
Yaletown	53	\$854,200	-0.04	2.01
Vancouver West	331	\$796,100	1.1	2.99
Vancouver Total	444	\$745,100	1.13	3.72

UNIT SALES (BY MONTH)	2016	2017	CHANGE
April	767	690	-10.0%
May	783	747	-4.6%
June	698	650	-6.9%
July	564	579	2.7%
August	426	514	20.7%
September	439	444	1.1%
October			
Totals	3,677	3,624	-1.4%

THE REAL NEIGHBOURHOOD RESULTS: SEP 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.

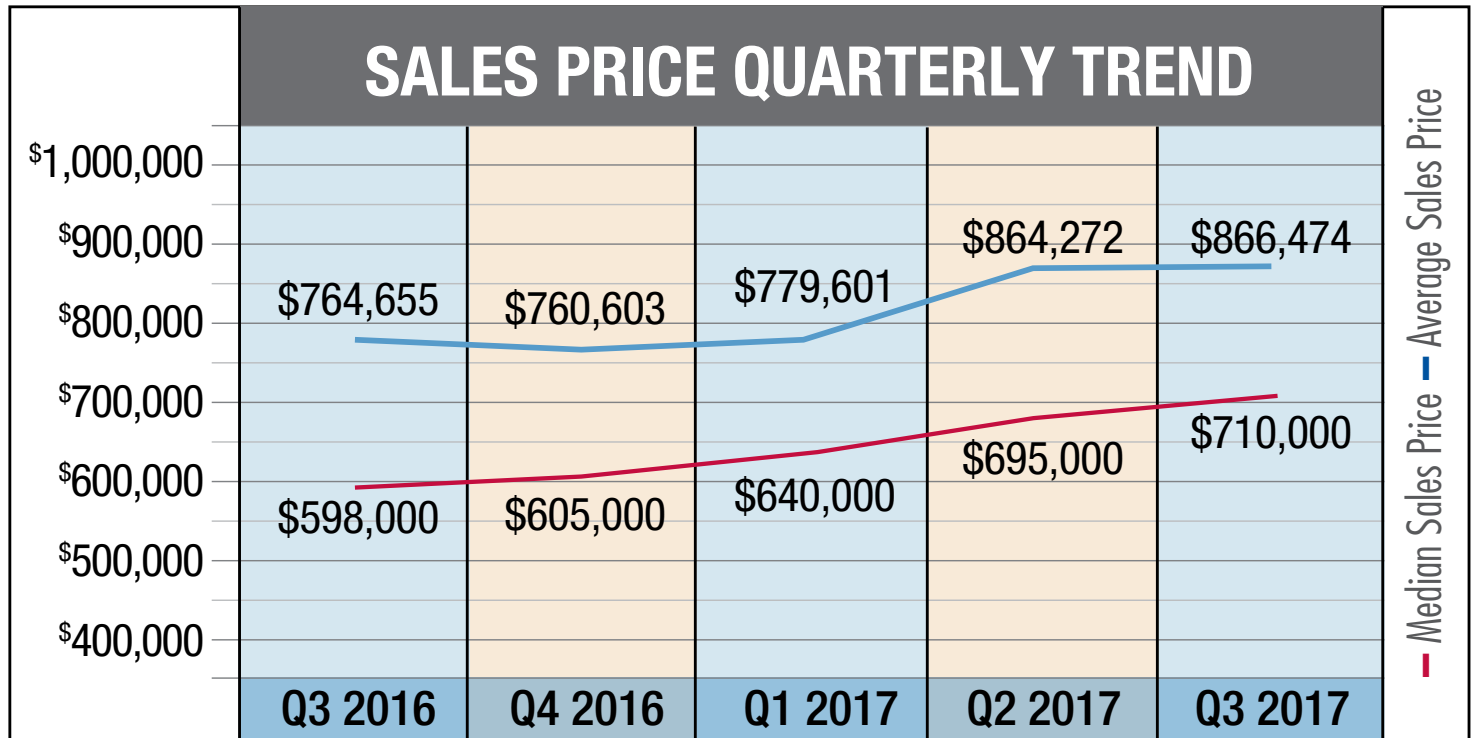
In closing, the sale of your home is likely one of the largest financial decisions you will make. The right agent with the skills, the plans and the commitment will deliver distinctly better results.

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

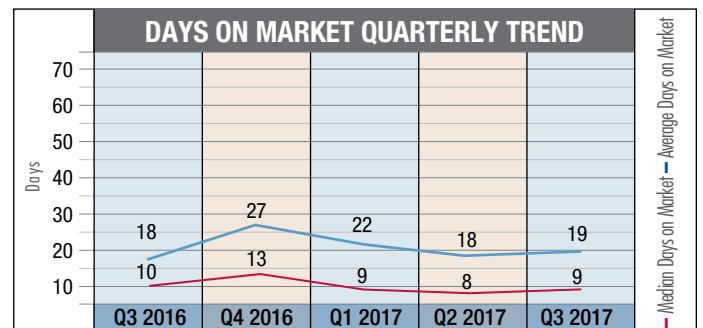
Q3 - VANCOUVER CONDO REPORT

THE REAL VANCOUVER CONDO RESULTS: Q3 2017



LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	2	1	50%
200,001 – 250,000	1	3	300%
250,001 – 300,000	7	2	29%
300,001 – 350,000	27	11	41%
350,001 – 400,000	74	40	54%
400,001 – 450,000	72	64	89%
450,001 – 500,000	145	105	72%
500,001 – 550,000	161	126	78%
550,001 – 600,000	224	116	52%
600,001 – 650,000	131	147	112%
650,001 – 700,000	181	133	73%
700,001 – 800,000	248	206	83%
800,001 – 900,000	200	161	81%
900,001 – 1,000,000	158	95	60%
1,000,001 – 1,250,000	169	124	73%
1,250,001 – 1,500,000	154	78	51%
1,500,001 – 1,750,000	87	42	48%
1,750,001 – 2,000,000	75	28	37%
2,000,001 – 2,250,000	20	9	45%
2,250,001 – 2,500,000	26	11	42%
2,500,001 +	134	35	26%
Totals	2,296	1,537	67%



FAITH'S KEY INSIGHTS:

- Vancouver's white-hot condominium market is challenging all the pundits and politicians including those who say that more supply is the answer and those who put their faith in government intervention to curtail demand. After a year when both strategies were baldly evident, the typical Vancouver condominium apartment price has increased nearly 18% – equating to average annual return of around \$134,000 for buyers – and sales, as of the third quarter, were up 7.6% from a year earlier. So far this year, more than 5,000 Vancouver condos have sold.
- Supply has been rampant. Last year in Vancouver, 6,590 multi-family units – most of them condo apartments – started construction in the first nine months and another 2,708 were started in same period in 2017. But sales simply kept pace with the construction surge to the extent that 85% of new condos are pre-sold before the building ever completes.
- Demand has been under relentless attack. In a series of moves over the past year, all three levels of government have introduced measures to cool the market. There was the provincial crackdown on assignment sales; the 15% foreign-buyer tax; the municipal vacant home tax and, most recently, much tougher federal mortgage regulations, and higher interest rates.

Q3 - VANCOUVER CONDO REPORT

THE REAL NEIGHBOURHOOD RESULTS: Q3 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Champlain Heights	17	\$685,100	6.34	25.93
Collingwood VE	89	\$474,900	5.84	25.11
Downtown VE	20	\$709,900	7.1	16.93
Fraser VE	24	\$552,200	7.59	24.12
Fraserview VE	24	\$522,200	6.18	21.51
Grandview VE	27	\$500,400	10.4	29.05
Hastings	38	\$469,400	5.93	17.33
Hastings East	5	\$441,800	10.59	26.12
Killarney VE	3	\$433,800	7.79	23.31
Knight	5	\$702,300	5.31	25.41
Main	8	\$708,600	7.58	30.38
Mount Pleasant VE	115	\$544,500	2.68	22.08
Renfrew VE	8	\$549,100	12.68	29.17
Victoria VE	8	\$526,300	8.74	24.41
Vancouver East	392	\$535,600	5.5	23.38
Cambie	20	\$685,900	5.93	19.95
Coal Harbour	65	\$1,041,300	8.87	11.03
Downtown VW	285	\$701,800	1.24	17.41
Dunbar	3	\$694,900	8.2	14.58
Fairview VW	99	\$779,400	1.82	21.86
False Creek	72	\$860,800	2.66	8.19
Kerrisdale	17	\$895,700	6.63	11.8
Kitsilano	107	\$608,000	0.26	12.87
Marpole	28	\$574,200	5.24	26.41
Mount Pleasant VW	9	\$577,000	6.94	12.76
Oakridge VW	14	\$1,101,100	3.58	15.89
Point Grey	8	\$605,500	6.83	10.74
Quilchena	13	\$1,117,900	6.91	11.43
S.W. Marine	9	\$492,300	10.25	20.3
Shaughnessy	1	\$668,300	1.72	17.35
South Cambie	5	\$925,200	4.9	20.88
South Granville	0	\$993,100	4.67	23.34
Southlands	0	\$822,200	9.66	14.48
University VW	88	\$933,100	8.65	23.39
West End VW	129	\$655,000	2.47	16.63
Yaletown	175	\$854,200	2.01	10.81
Vancouver West	1145	\$796,100	2.99	15.78
Combined Total	1537	\$745,100	3.72	17.78

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	2,045	-8.0%
	Q3	1,429	1,537	7.6%
	Q4			
	Year-to-Date Totals		5,699	5,069

THE REAL VANCOUVER CONDO REPORT: Q3 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.

801-1236 Bidwell Street • West End



Water, Mountain & City Views

Spectacular & unobstructed views throughout this one of a kind, 2 level suite in the perfect pocket of the West End. Sensational, open-concept home with double-height ceilings, floor-to-ceiling windows & 3 large, private balconies with amazing city & English Bay views.

- 1,561 s.f. Home
- 2 Bedrooms
- 2 Bathrooms
- Exclusive Mstr Bdrm
- Insuite Laundry
- Pets Allowed
- Rental Restrictions
- 2 Parking/1 Storage
- Maint fee: \$786.71

\$2,398,000



1009-189 Davie Street • Yaletown



NEW PRICE

Spectacular False Creek Views!

Phenomenal 1 bedroom & den suite in trendy Yaletown, featuring an open layout with gorgeous views of False Creek & the city. Steps from popular shops, eateries and terrific amenities including Roundhouse Community Centre, David Lam Park and Yaletown Canada Line.

- 722 s.f. Home
- 1 Bedroom & Den
- 1 Bathroom
- Flr-to-Ceiling Wdws
- SW-facing Balcony
- Insuite Laundry
- Covtd Bldng Amen.
- 1 Parking/1 Locker
- Maint fee: \$377.88

\$799,980

703-251 East 7th Ave • Mount Pleasant



NEW LISTING

DISTRICT - The Jewel of Mount Pleasant

A sophisticated contemporary 1 bedroom and 1 bathroom suite, nestled in the heart of vibrant Mount Pleasant. With an open layout, floor to ceiling windows, stainless steel appliances, high ceilings, insuite laundry and terrific state of the art building amenities, this is a must see property.

- 565 s.f. Home
- 1 Bedroom / 1 Bathroom
- Open Layout
- Tons of Natural Light
- Floor to Ceiling Windows
- South-facing Balcony
- 1 Parking Space/Storage
- Pets Allowed w/ Rstr.
- Maint Fee: \$255.00

\$548,000



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

