

TRI-CITIES

TRI-CITIES MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

OCT & NOV 2017

Detached

November
New Listings: **200**

40%

INCREASE
vs. Nov of 2016

AVERAGE
Days on Market

32

3% DECREASE
vs. Oct 2017

BURKE MOUNTAIN
HPI BENCHMARK PRICE:
\$1,536,100

17% INCREASE vs. Nov 2016
PRICES ARE INCREASING

Townhome

November
New Listings: **87**

35%

INCREASE
vs. Nov of 2016

STRATA
MAINTENANCE FEE:

\$277

4% INCREASE
vs. Oct 2017

MAILLARDVILLE
HPI BENCHMARK PRICE:
\$452,300

19% INCREASE vs. Nov 2016
PRICES ARE INCREASING

Condos

November
New Listings: **190**

22%

INCREASE
vs. Nov of 2016

212
New Listings for
\$700,000
or **LESS** in Nov 2017.

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

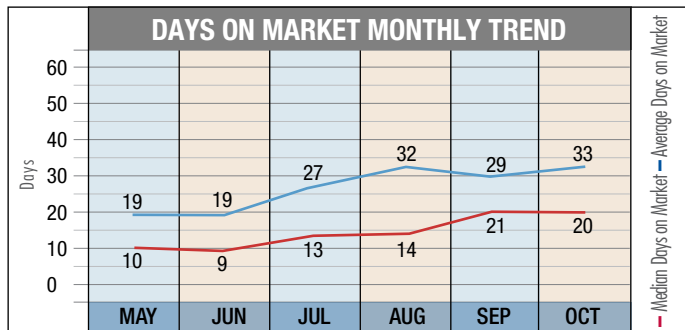
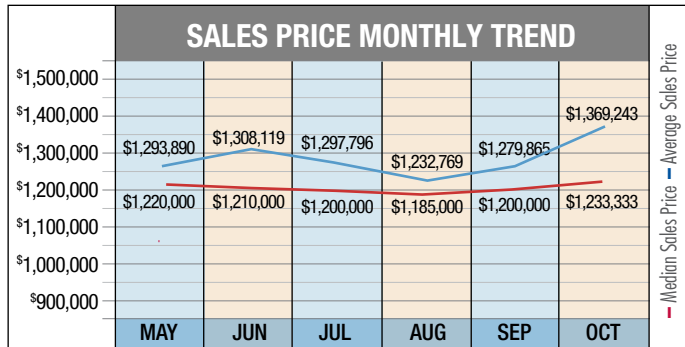
\$638

58%

INCREASE
vs. Nov of 2016

OCTOBER - SINGLE FAMILY DETACHED HOMES

THE REAL TRI-CITIES RESULTS: OCT 2017



	2016	2017	CHANGE
May	290	222	-23.4%
June	214	193	-9.8%
July	135	150	11.1%
August	93	137	47.3%
September	103	131	27.2%
October	90	125	38.9%
Totals	925	958	3.6%

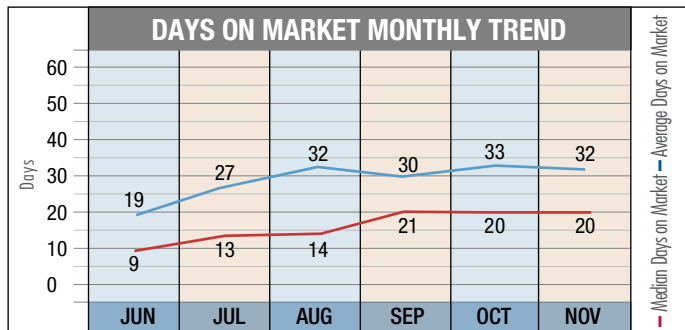
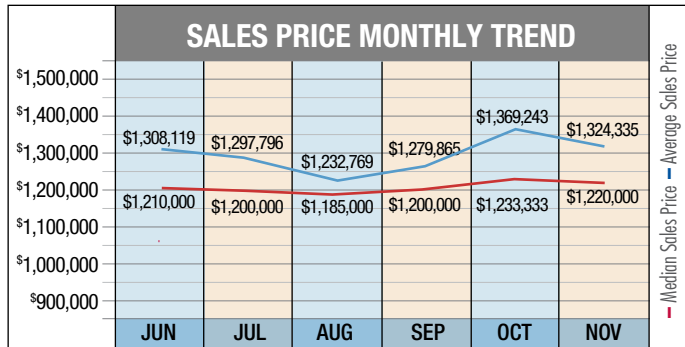
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	34	20	59%
1,000,001 - 1,100,000	17	15	88%
1,100,001 - 1,200,000	18	22	122%
1,200,001 - 1,300,000	34	16	47%
1,300,001 - 1,400,000	19	14	74%
1,400,001 - 1,500,000	22	11	50%
1,500,001 - 1,600,000	19	9	47%
1,600,001 - 1,700,000	23	7	30%
1,700,001 - 1,800,000	4	2	50%
1,800,001 - 1,900,000	5	1	20%
1,900,001 - 2,000,000	5	1	20%
2,000,001 - 2,250,000	12	1	8%
2,250,001 - 2,500,000	10	3	30%
2,500,001 - 2,750,000	3	0	0%
2,750,001 - 3,000,000	4	0	0%
3,000,001 +	10	3	30%
Totals	239	125	52%

THE REAL NEIGHBOURHOOD RESULTS: OCT 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Burke Mountain	12	\$1,516,700	-0.4	-1.29
Canyon Springs	1	\$1,132,500	1.06	0.73
Cape Horn	2	\$1,054,300	0.58	-1.74
Central Coquitlam	16	\$1,256,400	0.99	2.99
Chineside	1	\$1,199,500	-1.96	-2.47
Coquitlam East	5	\$1,276,800	-0.97	0.58
Coquitlam West	5	\$1,269,700	-0.6	-0.07
Eagle Ridge CQ	4	\$1,027,700	-0.43	-0.46
Harbour Chines	1	\$1,324,200	-0.64	-0.06
Harbour Place	0	\$1,344,700	-0.92	-0.19
Hockaday	0	\$1,506,400	-0.75	0.87
Maillardville	1	\$1,021,800	1.36	3.45
Meadow Brook	0	\$755,700	2.11	-0.99
New Horizons	2	\$1,002,200	0.1	0.86
Park Ridge Estates	0	\$1,358,700	-1.7	-1.15
Ranch Park	2	\$1,158,500	-0.57	-1.94
River Springs	1	\$858,000	1.09	-0.11
Scott Creek	0	\$1,383,400	0.77	-0.15
Summitt View	0	\$1,318,100	1.28	1.05
Upper Eagle Ridge	4	\$1,229,700	1.06	0.95
Westwood Plateau	9	\$1,399,800	-2.64	-2.9
Coquitlam	66	\$1,277,400	-0.25	0.07
VPQ				
Birchland Manor	0	\$916,000	-0.33	-0.18
Central Pt Coquitlam	1	\$833,400	0.12	-1.41
Citadel PQ	1	\$1,088,400	-0.78	1.76
Glenwood PQ	4	\$901,400	0.33	1.43
Lincoln Park PQ	4	\$886,800	0.19	-1.88
Lower Mary Hill	2	\$902,800	-1.29	-1.86
Mary Hill	2	\$928,900	-0.55	-1.47
Oxford Heights	6	\$1,012,700	-0.19	-1.04
Riverwood	3	\$1,135,900	0.07	-0.37
Woodland Acres PQ	2	\$1,076,500	0.95	2.4
Port Coquitlam	25	\$994,600	-0.11	-0.08
VPM				
Anmore	1	\$1,927,500	0.57	6.65
Barber Street	1	\$1,427,400	-0.07	3.69
Belcarra	0	\$1,835,600	1.62	11.2
College Park PM	4	\$1,250,500	-0.56	0.21
Glenayre	3	\$1,257,300	-1.37	-0.51
Heritage Mountain	2	\$1,720,800	2.43	8.76
Heritage Woods PM	4	\$1,744,300	2.6	6.96
Mountain Meadows	2	\$1,133,400	1.68	-0.11
North Shore Pt Moody	1	\$1,204,700	0.39	5.31
Port Moody Centre	0	\$1,113,700	0.1	-0.17
Port Moody	18	\$1,509,100	0.8	4.34

NOVEMBER - SINGLE FAMILY DETACHED HOMES

THE REAL TRI-CITIES RESULTS: NOV 2017



UNIT SALES (BY MONTH)	2016	2017	CHANGE
June	214	193	-9.8%
July	135	150	11.1%
August	93	137	47.3%
September	103	131	27.2%
October	90	125	38.9%
November	96	97	1.0%
Totals	731	833	14.0%

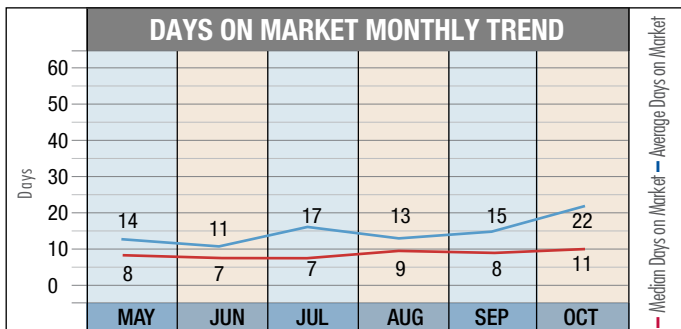
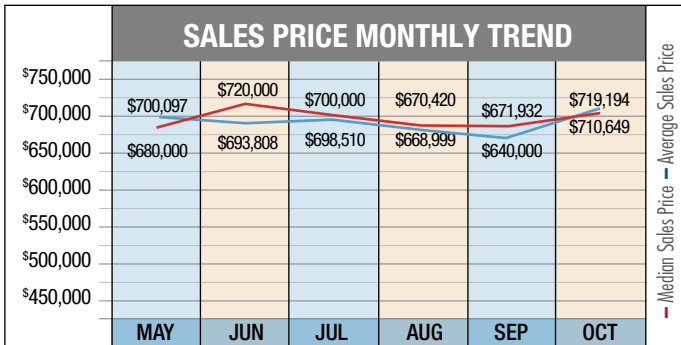
LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	40	23	58%
1,000,001 - 1,100,000	14	12	86%
1,100,001 - 1,200,000	25	10	40%
1,200,001 - 1,300,000	11	9	82%
1,300,001 - 1,400,000	21	9	43%
1,400,001 - 1,500,000	17	10	59%
1,500,001 - 1,600,000	15	9	60%
1,600,001 - 1,700,000	6	3	50%
1,700,001 - 1,800,000	5	0	0%
1,800,001 - 1,900,000	6	1	17%
1,900,001 - 2,000,000	5	3	60%
2,000,001 - 2,250,000	8	4	50%
2,250,001 - 2,500,000	8	2	25%
2,500,001 - 2,750,000	6	1	17%
2,750,001 - 3,000,000	6	0	0%
3,000,001 +	7	1	14%
Totals	200	97	49%

THE REAL NEIGHBOURHOOD RESULTS: NOV 2017

SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VCQ				
Burke Mountain	7	\$1,536,100	1.27	0.4
Canyon Springs	1	\$1,124,300	-0.73	-0.58
Cape Horn	1	\$1,057,100	0.27	-0.53
Central Coquitlam	15	\$1,267,100	0.84	2.47
Chineside	0	\$1,218,700	1.6	0.32
Coquitlam East	1	\$1,296,700	1.56	0.43
Coquitlam West	6	\$1,279,400	0.77	0.67
Eagle Ridge CQ	0	\$1,025,500	-0.21	-1.56
Harbour Chines	0	\$1,335,300	0.84	0.74
Harbour Place	1	\$1,350,300	0.42	0.51
Hockaday	1	\$1,512,300	0.39	1.82
Maillardville	6	\$1,021,100	-0.07	2.34
Meadow Brook	3	\$750,500	-0.69	0.08
New Horizons	5	\$1,008,000	0.58	1.55
Park Ridge Estates	0	\$1,384,600	1.91	2.96
Ranch Park	4	\$1,157,200	-0.11	-2.08
River Springs	3	\$857,700	-0.04	-0.07
Scott Creek	3	\$1,368,800	-1.06	-1.2
Summitt View	0	\$1,286,800	-2.38	-2.56
Upper Eagle Ridge	2	\$1,211,700	-1.46	0.04
Westwood Plateau	6	\$1,404,300	0.32	-1.91
Coquitlam	65	\$1,284,200	0.53	0.39
VPQ				
Birchland Manor	0	\$920,100	0.44	-0.37
Central Pt Coquitlam	1	\$828,200	-0.62	-3.5
Citadel PQ	3	\$1,099,200	0.99	0.2
Glenwood PQ	6	\$907,600	0.69	0.72
Lincoln Park PQ	1	\$883,800	-0.34	-1.3
Lower Mary Hill	1	\$909,200	0.71	-2.33
Mary Hill	2	\$940,200	1.22	-1.3
Oxford Heights	1	\$1,016,800	0.41	-0.78
Riverwood	1	\$1,147,200	0.99	0.92
Woodland Acres PQ	3	\$1,077,600	0.1	2.72
Port Coquitlam	19	\$1,000,300	0.57	-0.26
VPM				
Anmore	0	\$1,919,600	-0.4	0.65
Barber Street	2	\$1,416,000	-0.8	-0.14
Belcarra	1	\$1,807,800	-1.51	2.17
College Park PM	1	\$1,267,700	1.37	0.45
Glenayre	2	\$1,259,400	0.16	-0.48
Heritage Mountain	1	\$1,680,000	-2.37	0.73
Heritage Woods PM	4	\$1,719,900	-1.4	0.26
Mountain Meadows	0	\$1,123,000	-0.92	-0.92
North Shore Pt Moody	1	\$1,209,400	0.39	0.89
Port Moody Centre	1	\$1,108,400	-0.47	0.89
Port Moody	13	\$1,501,000	-0.54	0.65

OCTOBER - TOWNHOUSES

THE REAL TRI-CITIES RESULTS: OCT 2017



	2016	2017	CHANGE
May	134	121	-9.7%
June	99	89	-10.1%
July	79	95	20.3%
August	65	71	9.2%
September	53	76	43.4%
October	63	68	7.9%
Totals	493	520	5.5%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	0	0	0%
250,001 - 275,000	0	0	0%
275,001 - 300,000	0	0	0%
300,001 - 325,000	0	0	0%
325,001 - 350,000	0	0	0%
350,001 - 375,000	0	0	0%
375,001 - 400,000	0	0	0%
400,001 - 425,000	1	0	0%
425,001 - 450,000	1	0	0%
450,001 - 500,000	7	4	57%
500,001 - 600,000	13	17	131%
600,001 - 700,000	19	10	53%
700,001 - 800,000	25	18	72%
800,001 - 900,000	16	13	81%
900,001 - 1,000,000	3	5	167%
1,000,001 +	6	1	17%
Totals	91	68	75%

THE REAL NEIGHBOURHOOD RESULTS: OCT 2017

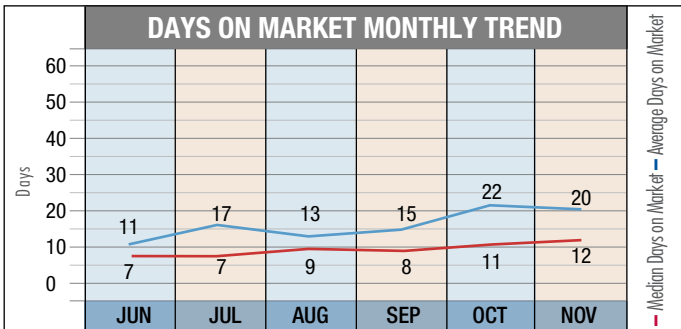
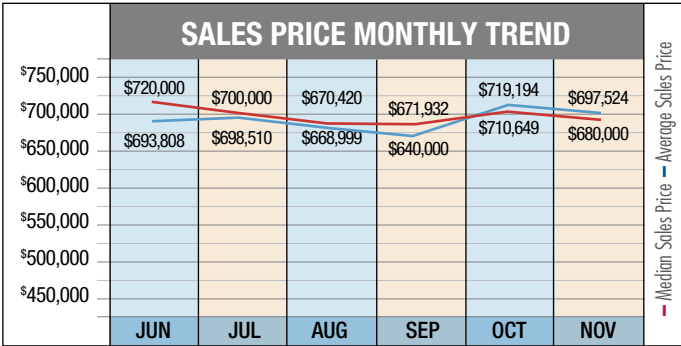
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Canyon Springs	0	\$536,600	1.76	3.02
Central Coquitlam	2	\$439,900	3.9	3.5
Coquitlam East	1	\$555,200	3.84	3.02
Coquitlam West	2	\$589,300	3.24	4
Eagle Ridge CQ	3	\$666,600	0.94	2.94
Maillardville	9	\$444,800	3.05	2.43
New Horizons	1	\$762,700	1.09	3.3
Ranch Park	1	\$531,000	3.9	5.14
Upper Eagle Ridge	1	\$557,100	0.79	3.02
Westwood Plateau	6	\$734,200	0.74	5.56
Coquitlam	26	\$650,600	1.44	3.11
VPO				
Birchland Manor	1	\$513,000	0.8	3.11
Central Pt Coquitlam	3	\$465,700	1.67	3.06
Citadel PQ	1	\$688,700	0.63	2.79
Glenwood PQ	3	\$617,700	2.2	3.45
Mary Hill	1	\$619,600	0.55	1.71
Riverwood	5	\$704,900	1.23	2.92
Port Coquitlam	14	\$643,300	1.25	2.88
VPM				
College Park PM	2	\$529,600	2.93	0.33
Heritage Mountain	3	\$666,600	-0.48	1.18
Heritage Woods PM	4	\$678,400	0.82	5.16
North Shore Pt Moody	4	\$452,600	-1.24	0.94
Port Moody Centre	2	\$664,000	-1.57	-0.34
Port Moody	15	\$606,300	0.15	1.49

FAITH'S KEY INSIGHTS:

- "Sorry, that one is already sold." This was a sadly common comment to potential townhouse buyers in the Tri-Cities in October as the typical new listing for a townhouse sold within a median of 10 days. This is what happens when sales remain strong – they were up 3.2% in October from October 2016 to 65 – and new listings decline by 9% from a year earlier, to just 91. The resulting 71% sales-to-new-listing ratio meant many frustrated buyers. The only advice to buyers is to hold on and hope the inventory increases. The only message to potential townhouse sellers is to list now while the iron is so hot. The last two months of 2017 will likely remain a seller's market.
- Tri-Cities townhouse strata fees were up 6.6% in October from a month earlier, but buyers must consider that these fees are needed to keep a project in good conditions and provide a safeguard against major expenditures. However, buyers must read the Strata minutes to ensure the strata fees are being put to good use and no surprises are in store.

NOVEMBER - TOWNHOUSES

THE REAL TRI-CITIES RESULTS: NOV 2017



	2016	2017	CHANGE
June	99	89	-10.1%
July	79	95	20.3%
August	65	71	9.2%
September	53	76	43.4%
October	63	68	7.9%
November	51	69	35.3%
Totals	493	516	4.7%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 250,000	0	0	0%
250,001 - 275,000	0	0	0%
275,001 - 300,000	1	0	0%
300,001 - 325,000	0	0	0%
325,001 - 350,000	0	0	0%
350,001 - 375,000	0	0	0%
375,001 - 400,000	2	1	50%
400,001 - 425,000	0	0	0%
425,001 - 450,000	1	1	100%
450,001 - 500,000	4	3	75%
500,001 - 600,000	16	17	106%
600,001 - 700,000	21	13	62%
700,001 - 800,000	20	16	80%
800,001 - 900,000	10	12	120%
900,001 - 1,000,000	9	4	44%
1,000,001 +	3	2	67%
Totals	87	69	79%

THE REAL NEIGHBOURHOOD RESULTS: NOV 2017

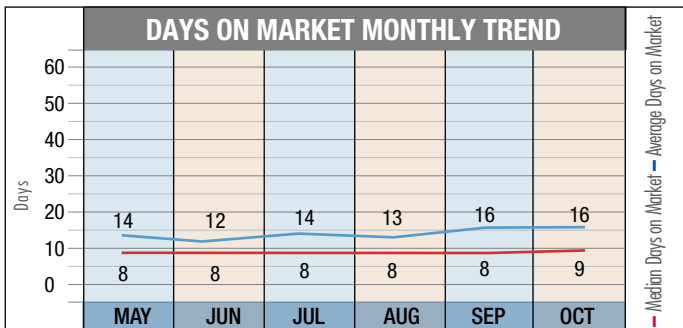
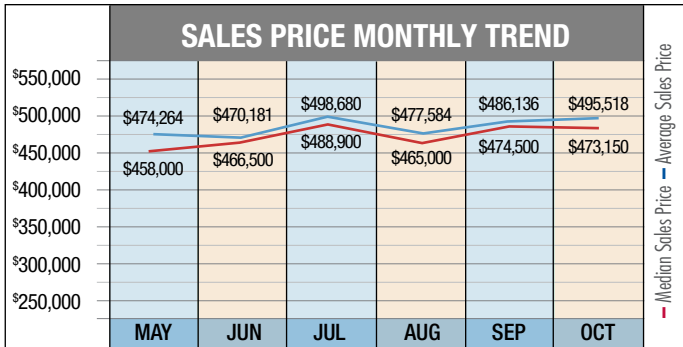
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Canyon Springs	1	\$541,800	0.96	2.11
Central Coquitlam	0	\$452,500	2.87	3.79
Coquitlam East	2	\$580,700	4.6	7.21
Coquitlam West	2	\$603,200	2.35	5.33
Eagle Ridge CQ	2	\$675,900	1.39	2.34
Maillardville	8	\$452,300	1.68	4.46
New Horizons	3	\$775,500	1.67	0.9
Ranch Park	1	\$543,600	2.36	7.62
Upper Eagle Ridge	0	\$563,300	1.11	2.51
Westwood Plateau	7	\$727,800	-0.88	2.53
Coquitlam	26	\$658,000	1.13	2.77
VPQ				
Birchland Manor	1	\$518,900	1.15	1.8
Central Pt Coquitlam	4	\$461,200	-0.98	-1.11
Citadel PQ	5	\$681,000	-1.13	-1.21
Glenwood PQ	2	\$615,500	-0.35	0.63
Mary Hill	2	\$609,600	-1.6	-1.64
Riverwood	5	\$693,500	-1.62	-1.54
Port Coquitlam	19	\$636,200	-1.11	-1.03
VPM				
College Park PM	2	\$546,200	3.12	2.41
Heritage Mountain	3	\$684,600	2.71	1.63
Heritage Woods PM	2	\$677,300	-0.16	2.58
North Shore Pt Moody	2	\$463,800	2.47	1.29
Port Moody Centre	5	\$687,100	3.48	1.81
Port Moody	14	\$620,200	2.29	1.9

FAITH'S KEY INSIGHTS:

- The Tri-Cities townhouse market was extremely active in November, with sales up 35.3% from November 2016, the typical new listing selling within 12 days and prices rising from October in most neighbourhoods. Buyers may be really onto something because, based on recent Tri-City land sales to developers, future townhouse prices could be much higher than the November benchmark price of from \$620,200 (Port Moody) to \$658,000 in Coquitlam. We looked at recent "land assembly sales" and found developers paying more than \$700 per square foot just the land; and more than \$2 million per detached lot for assemblies for new strata projects. Incidentally, developers are buying older Tri-City townhouse buildings – and often paying well above the current per-unit market price.
- November is catching a wave of buyers wanting to purchase before new mortgage regulations come in January 1, but I advise you not to panic. Basically, you will need to qualify at around 4.5%-5%, which is unlikely a deal-breaker for many buyers. The Faith Wilson Group team includes a full-time mortgage brokers who can advise on mortgage changes, and strategies.

OCTOBER - APARTMENTS / CONDOS

THE REAL TRI-CITIES RESULTS: OCT 2017



	2016	2017	CHANGE
May	281	259	-7.8%
June	249	239	-4.0%
July	212	215	1.4%
August	181	201	11.0%
September	168	193	14.9%
October	190	204	7.4%
Totals	1281	1311	2.3%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	5	4	80%
250,001 – 275,000	1	4	400%
275,001 – 300,000	12	3	25%
300,001 – 325,000	6	4	67%
325,001 – 350,000	9	10	111%
350,001 – 375,000	7	11	157%
375,001 – 400,000	17	19	112%
400,001 – 425,000	8	13	163%
425,001 – 450,000	10	19	190%
450,001 – 500,000	41	36	88%
500,001 – 600,000	50	46	92%
600,001 – 700,000	32	23	72%
700,000 – 800,000	14	6	43%
800,001 – 900,000	9	3	33%
900,001 – 1,000,000	0	0	0%
1,000,001 +	5	3	60%
Totals	226	204	90%

THE REAL NEIGHBOURHOOD RESULTS: OCT 2017

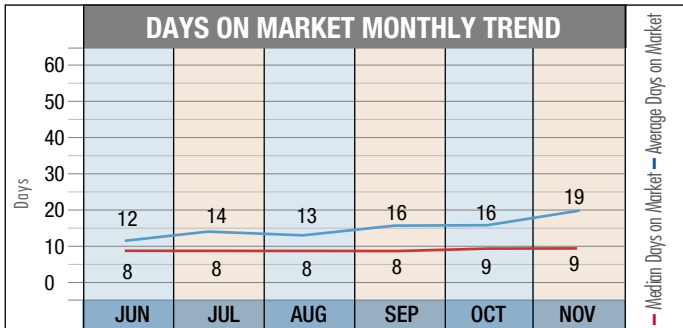
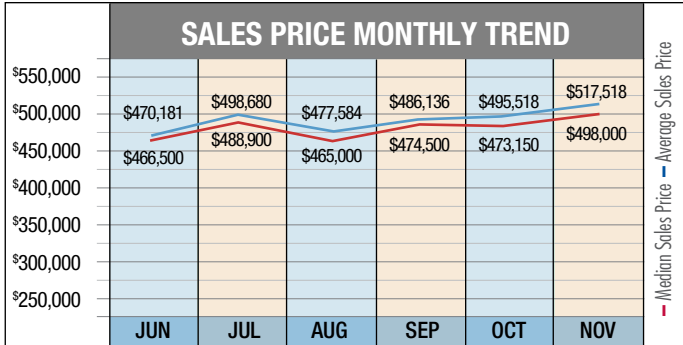
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Canyon Springs	6	\$457,500	0.04	1.79
Central Coquitlam	5	\$248,700	1.83	9.35
Coquitlam East	2	\$469,800	3.65	9.69
Coquitlam West	35	\$476,700	1.62	8.89
Eagle Ridge CQ	2	\$451,100	-0.12	6.44
Maillardville	7	\$302,200	3.22	11.8
New Horizons	4	\$644,100	1.05	6.02
North Coquitlam	45	\$478,300	0.42	4.96
Westwood Plateau	12	\$535,300	0.26	1.6
Coquitlam	118	\$486,700	0.91	5.95
VPQ				
Central Pt Coquitlam	49	\$407,000	0.94	3.74
Glenwood PQ	6	\$443,400	1.96	6.88
Port Coquitlam	55	\$418,200	0.97	4.3
VPM				
College Park PM	1	\$294,800	1.42	10.04
North Shore Pt Moody	3	\$689,600	2.08	5.65
Port Moody Centre	25	\$609,000	1.95	6.52
Port Moody	29	\$613,300	2	6.37

FAITH'S KEY INSIGHTS:

- We were not surprised that Tri-Cities condominium apartment sales were up 2.3% in October from the same month last year. We were also not surprised that the typical new listing for a condo sold in about 9 days, which has been a typical pace for most of this year. What did surprise us is that the benchmark price was down, although slightly, in both Coquitlam and Port Coquitlam compared to September. The October benchmark in Coquitlam was \$486,700 and it was \$418,200 in Port Coquitlam, each 0.9% lower than a month earlier. The reason for our surprise is both the high demand and that benchmark prices were up, respectively, by 5.9% and 4.3% from three months earlier. Port Moody benchmark condo prices, however, were up 2% from September to \$613,000.
- One reason for a slight dip in prices from September may have been a rush of first-time buyers seeking lower-priced condos in October. During the month, nearly 100% of the 24 Tri-Cities condos priced at \$325,000 or less sold. A key reason for first-time buyers shopping now is that, come January 1, a new round of federal mortgage regulations will make it harder for some buyers to qualify, whether they have a 20% down payment or not. The ruling affects all buyers and will reduce buying power by about 17%. Now is a good time buy – or list – a Tri-Cities condo.

NOVEMBER - APARTMENTS / CONDOS

THE REAL TRI-CITIES RESULTS: NOV 2017



	2016	2017	CHANGE
June	249	239	-4.0%
July	212	215	1.4%
August	181	201	11%
September	168	193	14.9%
October	190	204	7.4%
November	146	173	18.5%
Totals	1146	1225	6.9%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	2	2	100%
250,001 – 275,000	1	0	0%
275,001 – 300,000	5	1	20%
300,001 – 325,000	7	2	29%
325,001 – 350,000	6	9	150%
350,001 – 375,000	4	11	275%
375,001 – 400,000	21	8	38%
400,001 – 425,000	7	12	171%
425,001 – 450,000	10	13	130%
450,001 – 500,000	27	30	111%
500,001 – 600,000	55	50	91%
600,001 – 700,000	23	19	83%
700,000 – 800,000	18	10	56%
800,001 – 900,000	2	5	250%
900,001 – 1,000,000	1	0	0%
1,000,001 +	1	1	100%
Totals	190	173	91%

THE REAL NEIGHBOURHOOD RESULTS: NOV 2017

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Canyon Springs	4	\$466,200	1.9	3.26
Central Coquitlam	1	\$253,900	2.09	4.89
Coquitlam East	1	\$483,800	2.98	4.48
Coquitlam West	18	\$486,400	2.02	3.98
Eagle Ridge CQ	2	\$464,800	3.04	8.54
Maillardville	7	\$306,700	1.49	9.7
New Horizons	7	\$659,200	2.35	5.54
North Coquitlam	46	\$480,700	0.5	2.23
Westwood Plateau	10	\$543,700	1.57	2.97
Coquitlam	96	\$493,500	1.39	3.48
VPQ				
Central Pt Coquitlam	28	\$427,900	5.13	6.39
Glenwood PQ	11	\$452,200	1.99	5.12
Port Coquitlam	39	\$435,900	4.24	5.76
VPM				
College Park PM	1	\$296,500	0.59	7.02
North Shore Pt Moody	5	\$694,100	0.65	6.6
Port Moody Centre	30	\$620,200	1.83	7.44
Port Moody	36	\$622,700	1.53	7.23

FAITH'S KEY INSIGHTS:

- More than 90% of the new listings for condominium apartments in the Tri-Cities sold during November and the typical new listing sold within a median of 9 days, amazing facts that may say all you need to gauge how hot this market has become. The benchmark condo price increased from October and overall condo sales were up 18.5% from November of last year.
- Even with this perhaps unprecedented action it is still possible to find some of the lowest-price condos in the Metro region, especially when you consider the Tri-Cities has SkyTrain links into Vancouver and the Fraser Valley. In November, a College Park condo in Port Moody sold for \$296,500; another in Central Coquitlam for \$253,900; and 39 buyers in Port Coquitlam paid a benchmark price of \$435,900. In November, there were 46 Tri-Cities condos listed for less than \$400,000.
- All 14 of the Tri-City neighbourhoods that we monitor reported condo apartment sales in November, but three were much more active than others. There were 46 sales in North Coquitlam, at a benchmark price of \$480,700; 30 in Port Moody Centre, at \$620,200; and 28 in Central Port Coquitlam, at a benchmark of \$427,900. There were also condo apartment sales at every price point, from less than \$250,000 to more than \$1 million. The most popular price range was \$500,000 to \$600,000, with 55 listings, 50 of which sold.

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BOTTOM LINE

The Faith Wilson Group is **YOUR TEAM** to meet and exceed all these expectations.

G U A R A N T E E D

TO GET STARTED

First, visit **FaithWilsonGroup.com** for extensive details regarding Vancouver area neighbourhoods from dog parks to home pricing by property type including detailed census data; our 360 degree Performance Promise; our exclusive monthly Market Update research publications; our track records of awards & achievements and much, much more.

Then, call me at **604-224-5277** or **1-855-760-6886**, or email me at **info@faithwilsongroup.com**

Faith

