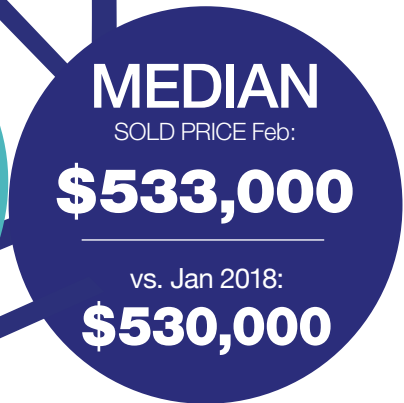
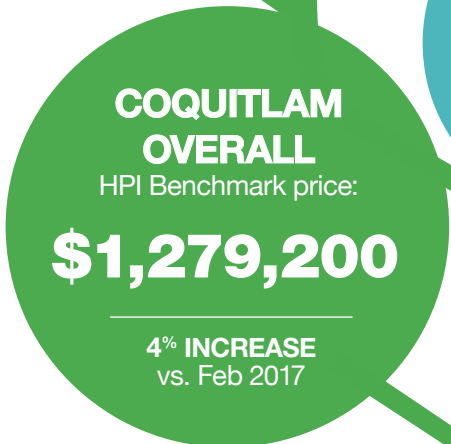
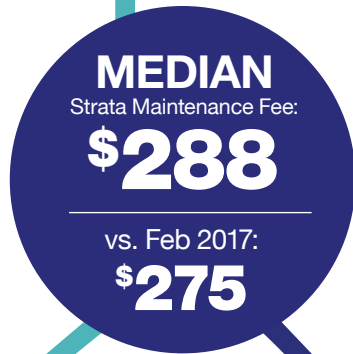


TRI-CITIES

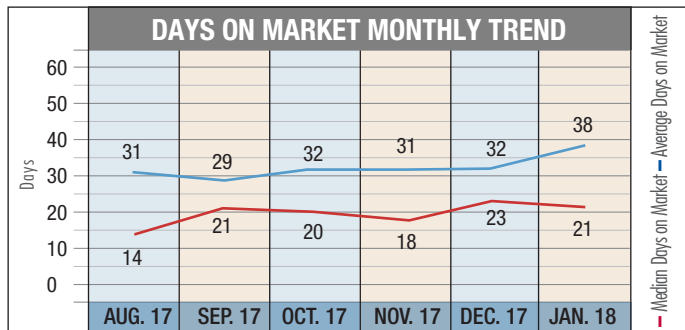
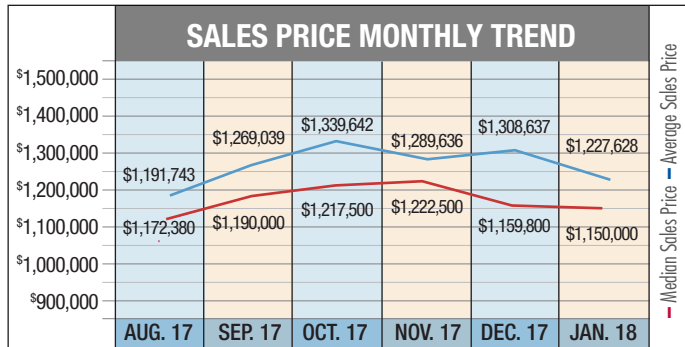
TRI-CITIES MONTHLY RESIDENTIAL REAL ESTATE ANALYSIS

JAN & FEB 2018



JANUARY - SINGLE FAMILY DETACHED HOMES

THE REAL NEIGHBOURHOOD RESULTS: JAN 2018



	2017	2018	CHANGE
January	83	65	-21.7%
February			
March			
April			
May			
June			
Totals	83	65	-21.7%

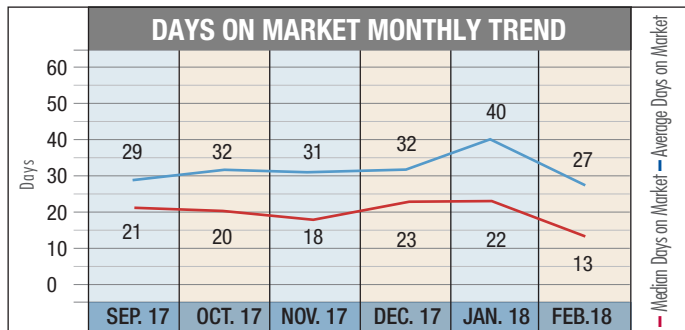
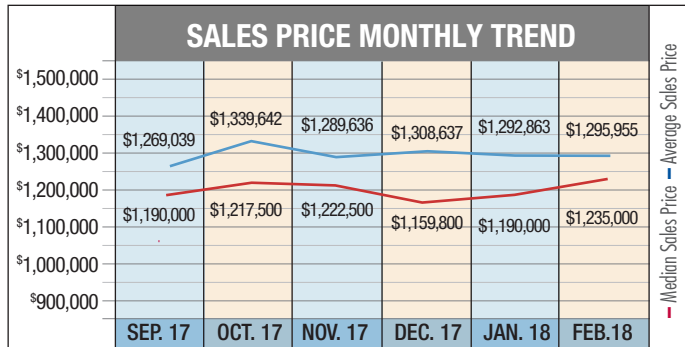
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	31	17	55%
1,000,001 - 1,100,000	14	10	71%
1,100,001 - 1,200,000	16	12	75%
1,200,001 - 1,300,000	21	6	29%
1,300,001 - 1,400,000	18	4	22%
1,400,001 - 1,500,000	18	5	28%
1,500,001 - 1,600,000	15	3	20%
1,600,001 - 1,700,000	8	2	25%
1,700,001 - 1,800,000	7	0	0%
1,800,001 - 1,900,000	6	1	17%
1,900,001 - 2,000,000	4	2	50%
2,000,001 - 2,250,000	10	2	20%
2,250,001 - 2,500,000	11	0	0%
2,500,001 - 2,750,000	7	1	14%
2,750,001 - 3,000,000	6	0	0%
3,000,001 +	9	0	0%
Totals	201	65	32%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2018

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Burke Mountain	8	\$1,495,900	-2.91	-1.38
Canyon Springs	1	\$1,101,300	-1.25	-2.76
Cape Horn	0	\$1,055,900	-0.8	0.15
Central Coquitlam	10	\$1,270,900	1.25	1.15
Chineside	1	\$1,240,500	0.76	3.42
Coquitlam East	5	\$1,289,800	-0.39	1.02
Coquitlam West	3	\$1,292,500	0.89	1.8
Eagle Ridge CQ	0	\$1,019,200	-1.25	-0.82
Harbour Chines	0	\$1,347,200	0.54	1.74
Harbour Place	0	\$1,355,100	0.38	0.77
Hockaday	3	\$1,497,700	-2.53	-0.57
Maillardville	3	\$1,033,700	1.71	1.16
Meadow Brook	1	\$745,000	-0.77	-1.42
New Horizons	3	\$986,100	-1.41	-1.61
Park Ridge Estates	0	\$1,379,300	-2.97	1.52
Ranch Park	3	\$1,130,200	-2.37	-2.44
River Springs	0	\$842,800	-1.34	-1.78
Scott Creek	0	\$1,361,200	-0.73	-1.6
Summitt View	0	\$1,290,700	-0.64	-2.08
Upper Eagle Ridge	2	\$1,201,100	-1.21	-2.33
Westwood Plateau	3	\$1,419,900	1.11	1.43
Coquitlam	46	\$1,280,600	-0.18	0.25
VPQ				
Birchland Manor	1	\$878,100	-3.49	-4.13
Central Pt Coquitlam	1	\$809,800	-2.26	-2.83
Citadel PQ	2	\$1,098,300	-0.2	0.91
Glenwood PQ	4	\$889,700	-0.44	-1.3
Lincoln Park PQ	2	\$863,200	-2.96	-2.66
Lower Mary Hill	0	\$889,600	-1.96	-1.46
Mary Hill	3	\$912,100	-2.27	-1.81
Oxford Heights	3	\$985,700	-2.81	-2.66
Riverwood	0	\$1,115,100	-2.84	-1.84
Woodland Acres PQ	1	\$1,056,300	-0.88	-1.88
Port Coquitlam	17	\$978,500	-1.73	-1.62
VPM				
Anmore	1	\$1,869,700	-0.99	-3
Barber Street	0	\$1,403,500	-1.44	-1.68
Belcarra	0	\$1,831,900	1.37	-0.2
College Park PM	0	\$1,287,900	1.07	2.99
Glenayre	0	\$1,261,800	-0.26	0.35
Heritage Mountain	1	\$1,657,900	-1.86	-3.65
Heritage Woods PM	0	\$1,700,100	-1.27	-2.54
Mountain Meadows	0	\$1,118,700	-0.04	-1.3
North Shore Pt Moody	0	\$1,181,700	-1.14	-1.92
Port Moody Centre	0	\$1,134,900	0.87	1.9
Port Moody	2	\$1,494,500	-0.47	-0.97

FEBRUARY - SINGLE FAMILY DETACHED HOMES

THE REAL NEIGHBOURHOOD RESULTS: FEB 2018



Month	2017	2018	CHANGE
January	83	87	4.8%
February	118	71	-39.8%
March			
April			
May			
June			
Total	201	158	-21.4%

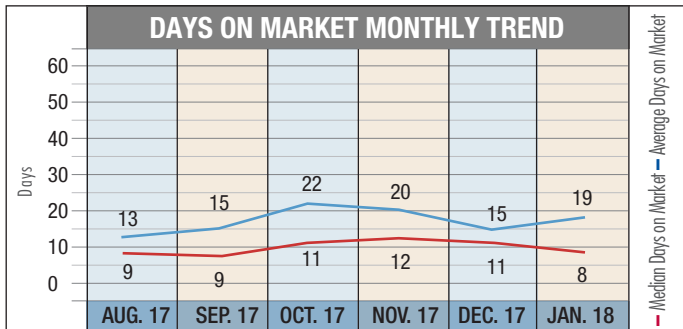
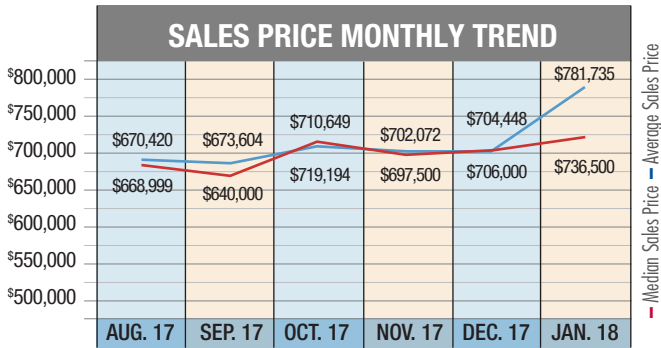
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 1,000,000	26	13	50%
1,000,001 - 1,100,000	12	11	92%
1,100,001 - 1,200,000	16	11	69%
1,200,001 - 1,300,000	31	11	35%
1,300,001 - 1,400,000	17	7	41%
1,400,001 - 1,500,000	15	6	40%
1,500,001 - 1,600,000	11	2	18%
1,600,001 - 1,700,000	11	2	18%
1,700,001 - 1,800,000	9	3	33%
1,800,001 - 1,900,000	7	2	29%
1,900,001 - 2,000,000	6	0	0%
2,000,001 - 2,250,000	10	1	10%
2,250,001 - 2,500,000	14	1	7%
2,500,001 - 2,750,000	4	0	0%
2,750,001 - 3,000,000	8	0	0%
3,000,001 +	5	1	20%
Totals	202	71	35%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2018

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Burke Mountain	6	\$1,478,600	-1.16	-3.74
Canyon Springs	0	\$1,121,500	1.83	-0.26
Cape Horn	3	\$1,075,000	1.8	1.69
Central Coquitlam	8	\$1,271,300	0.03	0.34
Chineside	1	\$1,243,100	0.21	2
Coquitlam East	3	\$1,287,400	-0.18	-0.71
Coquitlam West	4	\$1,284,500	-0.62	0.4
Eagle Ridge CQ	1	\$1,029,200	0.98	0.36
Harbour Chines	2	\$1,337,400	-0.73	0.16
Harbour Place	3	\$1,354,600	-0.03	0.32
Hockaday	0	\$1,445,800	-3.46	-4.4
Maillardville	2	\$1,036,600	0.29	1.52
Meadow Brook	0	\$741,000	-0.54	-1.27
New Horizons	6	\$980,200	-0.59	-2.75
Park Ridge Estates	0	\$1,327,500	-3.76	-4.12
Ranch Park	3	\$1,160,600	2.69	0.29
River Springs	0	\$837,700	-0.6	-2.33
Scott Creek	0	\$1,374,800	1	0.44
Summitt View	0	\$1,294,100	0.27	0.57
Upper Eagle Ridge	0	\$1,200,100	-0.08	-0.95
Westwood Plateau	5	\$1,401,500	-1.3	-0.2
Coquitlam	47	\$1,277,900	-0.21	-0.49
VPQ				
Birchland Manor	1	\$914,000	4.08	-0.66
Central Pt Coquitlam	1	\$829,800	2.47	0.19
Citadel PQ	6	\$1,099,600	0.12	0.04
Glenwood PQ	3	\$888,400	-0.15	-2.12
Lincoln Park PQ	2	\$873,500	1.2	-1.17
Lower Mary Hill	3	\$907,800	2.04	-0.16
Mary Hill	2	\$934,400	2.44	-0.62
Oxford Heights	2	\$998,200	1.27	-1.83
Riverwood	0	\$1,104,600	-0.94	-3.71
Woodland Acres PQ	0	\$1,046,900	-0.89	-2.85
Port Coquitlam	20	\$986,400	0.8	-1.39
VPM				
Anmore	0	\$1,866,600	-0.17	-2.76
Barber Street	0	\$1,402,000	-0.11	-0.99
Belcarra	1	\$1,741,000	-4.96	-3.7
College Park PM	1	\$1,273,800	-1.09	0.49
Glenayre	0	\$1,288,100	2.09	2.28
Heritage Mountain	0	\$1,625,300	-1.97	-3.26
Heritage Woods PM	1	\$1,660,900	-2.3	-3.43
Mountain Meadows	1	\$1,121,300	0.23	-0.15
North Shore Pt Moody	0	\$1,192,300	0.9	-1.41
Port Moody Centre	0	\$1,121,300	-1.2	1.16
Port Moody	4	\$1,483,700	-0.72	-1.15

JANUARY - TOWNHOUSES

THE REAL NEIGHBOURHOOD RESULTS: JAN 2018



UNIT SALES (BY MONTH)	2017	2018	CHANGE
January	46	36	-21.7%
February			
March			
April			
May			
June			
Totals	46	36	-21.7%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT

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	0	0	0%
425,001 - 450,000	1	0	0%
450,001 - 500,000	1	0	0%
500,001 - 600,000	9	2	22%
600,001 - 700,000	21	10	48%
700,001 - 800,000	15	11	73%
800,001 - 900,000	5	6	120%
900,001 - 1,000,000	16	2	13%
1,000,001 +	3	5	167%
Totals	71	36	51%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2018

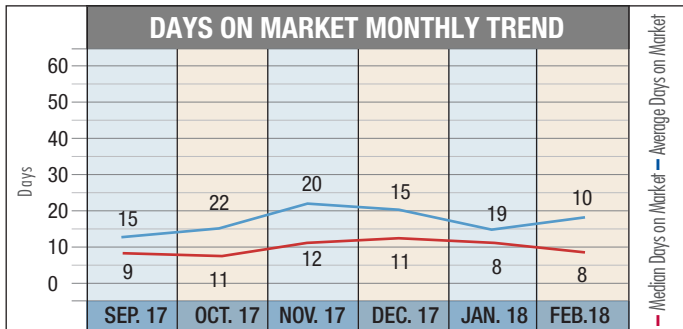
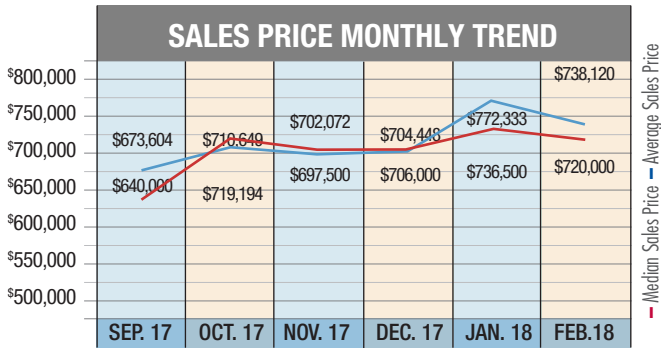
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VCQ				
Canyon Springs	1	\$546,100	1.52	1.77
Central Coquitlam	0	\$448,200	-2.05	1.9
Coquitlam East	2	\$570,200	-2.77	2.7
Coquitlam West	2	\$600,800	-1.29	1.95
Eagle Ridge CQ	1	\$678,700	0.69	1.82
Maillardville	1	\$453,600	-1.9	1.97
New Horizons	0	\$785,500	1.61	2.99
Ranch Park	0	\$529,200	-2.31	-0.34
Upper Eagle Ridge	1	\$563,800	0.29	1.2
Westwood Plateau	6	\$737,200	-0.18	0.42
Coquitlam	18	\$662,600	0	1.84
VPO				
Birchland Manor	1	\$524,600	1.34	2.26
Central Pt Coquitlam	1	\$456,000	0.41	-2.08
Citadel PQ	2	\$680,700	0.21	-1.17
Glenwood PQ	0	\$625,700	1.61	1.29
Mary Hill	2	\$612,100	1.41	-1.21
Riverwood	2	\$688,900	-0.17	-2.27
Port Coquitlam	8	\$635,600	0.46	-1.19
VPM				
College Park PM	0	\$550,900	-1.41	4.01
Heritage Mountain	1	\$707,200	2.15	6.1
Heritage Woods PM	3	\$682,100	-0.97	0.55
North Shore Pt Moody	2	\$477,700	1.75	5.55
Port Moody Centre	4	\$703,200	2.05	5.9
Port Moody	10	\$632,600	0.56	4.34

FAITH'S KEY INSIGHTS:

- Tri-City townhouse sales slowed in January, but this was not a surprise. With the headwinds facing the market early in the year, from a mortgage rate increase to the mortgage stress-test for all home buyers and angst about potential intrusions into the market by the provincial budget in February, some buyers naturally took a wait-and-see-approach in January. But there were also signs that pent-up demand could be released sooner than most expect. The typical new listing for a townhouse sold within a 8 days, the fastest pace since last September, and the sales-to-new-listing ratio was a healthy 51%.
- The benchmark price for a Tri-Cities townhouse has also balanced: January prices were unchanged from a month earlier in Coquitlam, at \$662,000, Port Coquitlam, at \$635,600 and in Port Moody, where the January benchmark was \$632,600, but up 4.3% from three months earlier. It will take a few weeks for buyers to adjust to the new financing rules, but there is every indication of steady if not spectacular townhouse sales through 2018.

FEBRUARY - TOWNHOUSES

THE REAL NEIGHBOURHOOD RESULTS: FEB 2018



Month	2017	2018	CHANGE
January	46	42	-8.7%
February	59	49	-16.9%
March			
April			
May			
June			
Total	105	91	-13.3%

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	1	0	0%
375,001 - 400,000	0	1	0%
400,001 - 425,000	0	0	0%
425,001 - 450,000	0	0	0%
450,001 - 500,000	3	1	33%
500,001 - 600,000	7	8	114%
600,001 - 700,000	28	13	46%
700,001 - 800,000	14	11	79%
800,001 - 900,000	12	6	50%
900,001 - 1,000,000	14	5	36%
1,000,001 +	9	4	44%
Totals	88	49	56%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2018

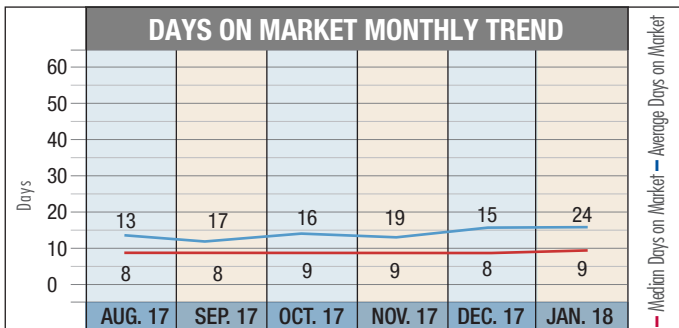
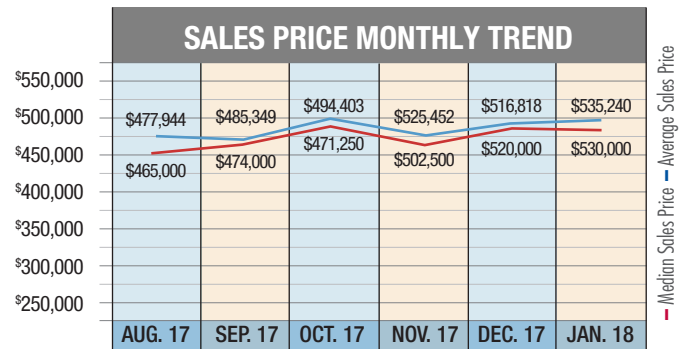
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VCQ				
Burke Mountain	5	\$851,600	2.46	3.6
Canyon Springs	1	\$566,300	3.71	4.53
Central Coquitlam	2	\$468,600	4.55	3.56
Coquitlam East	0	\$595,500	4.43	2.54
Coquitlam West	3	\$624,500	3.95	3.55
Eagle Ridge CQ	3	\$700,300	3.19	3.62
Maillardville	2	\$470,500	3.73	4.03
New Horizons	1	\$803,000	2.23	3.55
Ranch Park	0	\$546,900	3.34	0.62
Scott Creek	4	\$751,500	2.61	3.51
Upper Eagle Ridge	0	\$584,000	3.59	3.67
Westwood Plateau	5	\$740,600	0.46	1.77
Coquitlam	26	\$680,600	2.71	3.44
VPO				
Birchland Manor	1	\$524,600	1.34	2.26
Central Pt Coquitlam	1	\$456,000	0.41	-2.08
Citadel PQ	2	\$680,700	0.21	-1.17
Glenwood PQ	0	\$625,700	1.61	1.29
Mary Hill	2	\$612,100	1.41	-1.21
Riverwood	2	\$688,900	-0.17	-2.27
Port Coquitlam	8	\$635,600	0.46	-1.19
VPM				
College Park PM	0	\$550,900	-1.41	4.01
Heritage Mountain	1	\$707,200	2.15	6.1
Heritage Woods PM	3	\$682,100	-0.97	0.55
North Shore Pt Moody	2	\$477,700	1.75	5.55
Port Moody Centre	4	\$703,200	2.05	5.9
Port Moody	10	\$632,600	0.56	4.34

FAITH'S KEY INSIGHTS:

- There was a cooling in the Tri-Cities townhouse market in February, with sales dropping almost 17% from February 2016, but a balanced ratio of new listings to buyers, an uptick in prices and quick sales pointing to a healthy market to start the spring season. A total of 91 condos sold in the short month, an average of better than three every day. Benchmark prices increased in all three municipalities, led by Port Coquitlam, where prices rose 3.2% from January to \$656,100. Coquitlam posted a 2.7% increase to a benchmark of \$680,600; Port Moody benchmark prices were up 1.9% to \$644,800.
- Burke Mountain townhouses proved popular, posting the highest neighbourhood sales in the region and the highest prices, at \$851,600, with 8 sales. There were 88 new listings added to the Tri-Cities in February and the typical new listing sold within a median of 8 days. The sales-to-new-listing ratio was a balanced 56%, representing a solid market for both buyers and sellers. The most popular price point was from \$600,000 to \$700,000, with 28 listings and 13 sales in February.

JANUARY - APARTMENTS / CONDOS

THE REAL NEIGHBOURHOOD RESULTS: JAN 2018



UNIT SALES (BY MONTH)	2017	2018	CHANGE
January	148	123	-16.9%
February			
March			
April			
May			
June			
Totals	148	123	-16.9%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	1	0	0%
250,001 – 275,000	2	1	50%
275,001 – 300,000	3	1	33%
300,001 – 325,000	1	1	100%
325,001 – 350,000	10	4	40%
350,001 – 375,000	4	1	25%
375,001 – 400,000	12	9	75%
400,001 – 425,000	4	4	100%
425,001 – 450,000	9	10	111%
450,001 – 500,000	32	19	59%
500,001 – 600,000	42	44	105%
600,001 – 700,000	17	18	106%
700,001 – 800,000	10	6	60%
800,001 – 900,000	3	4	133%
900,001 – 1,000,000	2	1	50%
1,000,001 +	2	0	0%
Totals	154	123	80%

THE REAL NEIGHBOURHOOD RESULTS: JAN 2018

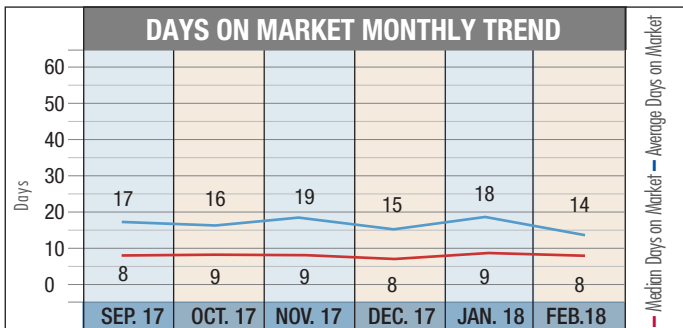
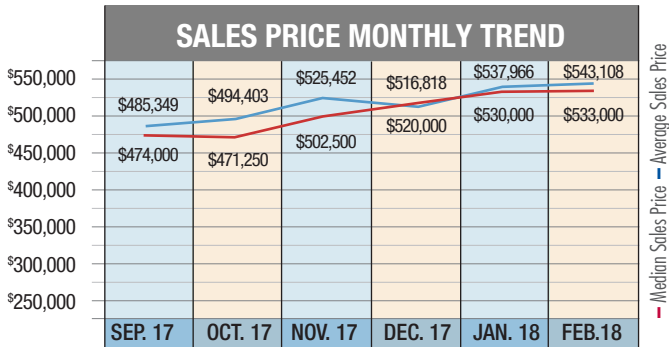
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
VBN				
Canyon Springs	3	\$485,400	0.84	6.08
Central Coquitlam	2	\$267,100	3.83	7.38
Coquitlam East	1	\$489,300	0.49	4.14
Coquitlam West	17	\$504,600	3.04	5.86
Eagle Ridge CQ	3	\$478,500	-1.23	6.09
Maillardville	0	\$321,200	1.23	6.29
New Horizons	5	\$687,200	0	6.69
North Coquitlam	30	\$499,300	2.37	4.38
Westwood Plateau	6	\$561,700	0.67	4.94
Coquitlam	67	\$512,600	1.92	5.32
VPM				
College Park PM	0	\$318,600	2.31	8.09
North Shore Pt Moody	8	\$714,500	1.24	3.61
Port Moody Centre	22	\$638,900	1.55	4.91
Port Moody	30	\$642,600	1.55	4.77
VPQ				
Central Pt Coquitlam	20	\$442,500	2.89	8.73
Glenwood PQ	5	\$472,700	0.71	6.61
Riverwood	1	\$581,400	0.17	6.25
Port Coquitlam	26	\$451,700	2.27	8

FAITH'S KEY INSIGHTS:

- Condominium apartment sellers have enjoyed an unprecedented Tri-Cities market environment over the past year. Benchmark prices increased about 30% and sales also touched record highs. In January, the typical new listing for a Tri-Cities condo sold in a median of 9 days, a fast pace that has held steady for months, and the sales-to-new-listing ratio was a startling 80%. Prices increased from 1.5% to 2.2% from a month earlier. For sellers, this is about as good as it gets. Now and over the next few weeks could be a prime time to be listing. Sellers will be facing some challenges later in 2018 as a rush of new condominiums begin pre-selling and buyers attempt to balance historically high prices against a more restrictive mortgage environment.
- It is forecast that 2,068 new pre-sale condos will come onto the market this year in West Coquitlam alone - compared to 628 in 2017 - as Skytrain-linked development gets into gear. Three new condo projects have recently launched in Port Coquitlam and four more in Port Moody, where three very large strata projects are planned. For local buyers, this year promised to provide one of the best selection of condominiums in Metro Vancouver. For sellers it will mean more competition and perhaps a continued cooling of price increases. Overall, a more balanced condo market is emerging, leaning towards a buyer advantage.

FEBRUARY - APARTMENTS/CONDOS

THE REAL NEIGHBOURHOOD RESULTS: FEB 2018



Month	2017	2018	CHANGE
January	148	140	-5.4%
February	180	139	-22.8%
March			
April			
May			
June			
Total	328	279	-14.9%

THE REAL NEIGHBOURHOOD RESULTS: FEB 2018

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
VBN				
Canyon Springs	2	\$492,400	1.45	5.62
Central Coquitlam	6	\$272,300	1.98	7.27
Coquitlam East	0	\$508,500	3.94	5.11
Coquitlam West	14	\$522,700	3.59	7.48
Eagle Ridge CQ	0	\$501,700	4.85	7.94
Maillardville	5	\$325,700	1.4	6.19
New Horizons	8	\$691,700	0.66	4.92
North Coquitlam	36	\$516,700	3.5	7.5
Westwood Plateau	6	\$566,800	0.92	4.26
Coquitlam	77	\$525,300	2.49	6.46
VPQ				
Central Pt Coquitlam	27	\$462,300	4.48	8.06
Glenwood PQ	7	\$478,600	1.25	5.84
Riverwood	2	\$585,800	0.76	5.02
Port Coquitlam	36	\$468,000	3.63	7.36
VPM				
College Park PM	3	\$331,900	4.18	11.95
North Shore Pt Moody	4	\$742,600	3.93	6.99
Port Moody Centre	19	\$664,800	4.05	7.19
Port Moody	26	\$668,300	4	7.32

FAITH'S KEY INSIGHTS:

- The B.C. government's short-lived first-time buyer incentive will stop taking applications on March 31. The incentive matches the 5% down payment of a first buyer purchasing a home to a maximum value of \$750,000. The program provides a five-year loan at no-interest and no payments for five years. I would urge first-time buyers to get an application in before the program ends.
- Condo apartment sales in the Tri-Cities were down 22.8% in February from a year earlier. But that is not to say the market was slow. Condo sales reached 139 in the month and 71% of the new listings sold, half within 8 days. The benchmark price ranged from \$468,000 in Port Coquitlam to \$668,300 in Port Moody. Coquitlam saw condo prices rise 2.4% from January to a benchmark of \$525,300.

LISTING AND SALES ACTIVITY BY PRICE SEGMENT

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 250,000	3	0	0%
250,001 – 275,000	3	0	0%
275,001 – 300,000	0	4	0%
300,001 – 325,000	3	3	100%
325,001 – 350,000	3	2	67%
350,001 – 375,000	6	3	50%
375,001 – 400,000	11	8	73%
400,001 – 425,000	11	11	100%
425,001 – 450,000	13	10	77%
450,001 – 500,000	27	23	85%
500,001 – 600,000	36	28	78%
600,001 – 700,000	46	28	61%
700,000 – 800,000	18	13	72%
800,001 – 900,000	9	5	56%
900,001 – 1,000,000	3	0	0%
1,000,001 +	4	1	25%
Totals	196	139	71%

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or email me at **info@faithwilsongroup.com**



Faith

