

# Residential Real Estate Analysis

Q4 2018 VS. Q4 2017

REPORT  
RECORD  
CONDO

**COMBINED**

UNIT SALES

**741** ↓ -34.9%

New Listings

**1,832** ↑ 26.4%

AVE. DAYS ON MARKET

**32** ↑ 22%

HPI BENCHMARK PRICE - DOWNTOWN

**\$739,500** ↓ -2.28%



**FAITH'S KEY INSIGHTS:**

Vancouver condominium apartment sales ended 2018 down 31.3% from a year earlier, including a 34.9% drop in Q4 compared to the same month period in 2017. Still, nearly 4,700 Vancouver condos sold in the past 12 months at a median (not benchmark) price of \$686,000, an impressive performance in what is widely seen as a slowing market. It should not be a surprise that an average month this year saw 390 condos sell in Vancouver. 2018 marked the first year that Canada's expanded immigration policy truly kicked in, with nearly 50,000 immigrants arriving in the province, most of whom settled in Metro Vancouver. As well, B.C. has the most robust economy in the country which has attracted more people from other provinces. All of these newcomers need a place to live and condominiums provide the most affordable step into B.C.'s housing market.

There is a lot of media angst about where the Vancouver condominium market is heading in 2019, but honestly it does not really matter for those who aspire to own a condominium in the city. They need a place and compared to all the other options, condos right now represent a terrific buying opportunity. The selection is huge and growing, price escalation has slowed and, with even a fairly modest downpayment, the monthly carrying costs for a condo can be close to local rents.



VANCOUVER  
EAST & WEST



## As the froth settles families find opportunity



There is a lot in the news these days about the housing downturn in Metro Vancouver. To read the headlines about “the worst year for sales since 2012” the “slump” and “dropping like a rock” one would think buyers would be running for the hills to escape the carnage.

But what is forgotten in the harried hyperbole is that the vast majority of people aren't buying a home as an investment vehicle.

People know in their bones that if they buy now and live in the home for a number of years it will be worth more than it is now. This is a universal experience.

Most Metro buyers are families simply looking for a place to live, to raise the kids, to secure their financial future, and most would rather buy a detached house.

And in the fourth quarter they did just that, buying 2,448 houses across the Metro region and a further 4,191 strata units. Impressive numbers, really, for just 92 days.

What these buyers are discovering, to their glee, is the upside of the downturn.

Home prices are generally down: the typical detached house is selling for about \$60,000 less than a year ago – hey, that's university tuition for the oldest child – and the selection

is generous with at least 20,000 homes of all types on the market. There is also less competition, interest rates are not rising the way the pundits were predicting and buyers find they are now in the driver's seat when negotiations steer towards price, possession dates and if the seller can leave the window blinds. I am not saying the current Metro housing market is not slow; that it is not

challenging for sellers. It is. But it is also a great opportunity for the vast majority of families and individuals who simply aspire to own their first or a better home.

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](http://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 March 1st, 2018 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.

# Moving on Up: Should You Buy or Sell First?

With British Columbia's evolving real estate market, both buying and selling a home are very personal decisions. Add buying and selling at the same time, and the process becomes both tricky and stressful, which is more likely in a softer market where selling your home might take longer than expected. The path up the property ladder is different for everyone and whether to buy or sell first depends on your unique circumstances. Add in other factors such as whether you have a mortgage on the property, and whether that mortgage can be ported to the new home. What is the timing of the two property transactions?

Do the two closing dates coordinate, or will you need interim temporary financing should your new possession date be prior to your existing home sale date?

"Buying and selling a home at the same time is no small endeavour and involves extensive research and a clear understanding of all the steps involved," explains Nicole Wells, vice-president of home equity finance at RBC.

## Here are some things to consider before making a move:

### Should I Sell First?

The upside of selling first is that you will know how much money you have to work with, and it's also easier to get new financing when you need it. However, if there are delays or challenges finding the right new home for you, you may incur additional rent and storage costs in the interim.

### Should I Buy First?

In this case, you will have time to plan your move and get your current home ready to sell. However, closing dates on both the purchase and sale may not line up, and if your home doesn't sell for a while, you'll be stuck with two mortgages at once, making it a challenge to qualify for the new mortgage and making two payments. An interim financing loan is also a possibility if your existing home is sold but the sale date is after your new home purchase date.

### Add a Contract Contingency

Whether you're buying or selling, try to add a contingency to your purchase contract that lines

up the closing dates to bridge the in-between period. This isn't always possible, as it depends on the market and whether the buyer/seller is willing to agree to an extended or reduced period of time.

### Know the Markets

Consult with a knowledgeable realtor. Research prices in the areas where you're buying and selling. Does the market favour buyers or sellers? This is the best way to decide which move to make first. As a rule of thumb, you want to sell first in a buyers' market and do the contrary in one that favours sellers.

### Consider Rental Revenue

Research the rental market in your area and calculate the cost versus profit ratio of renting out your home to tenants, rather than selling it. It could be financially advantageous, and real estate could be a great way to diversify your investment portfolio.

- Kevin Lutz,  
Regional Manager, Residential Mortgages

Follow Kevin on Twitter @RBCKevinLutz

## Welcome our new Mortgage Specialists

### Kathy Wu

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### Nikki Voutsilakos

Mortgage Specialist  
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## Stress Test Need Not Stall Move-Up Plans

Bob and Jean have owned their Burnaby bungalow for seven years and planned to move up to a larger house as the children became older. With a good credit rating, a stable household income and 40% worth of equity in a house assessed at \$1.5 million, the couple were surprised when they went to their bank for a pre-approved mortgage for their move-up purchase.

Since the new mortgage stress test was introduced on January 1, the couple found that they could not qualify for the quality of home they really wanted.

**The Office of the Superintendent of Financial Institutions mortgage stress test requires that buyers with more than a 20 per cent down payment must qualify at Bank of Canada's 5 year benchmark rate, which is currently set at 5.34%, or at the current contracted rate plus 2% whichever is higher.**

For Bob and Jean this meant that, despite never being late with a mortgage payment and willing to put down a substantial down payment, their purchasing power was

reduced by about 20%. Planning to move up to a larger house worth \$1.8 million to \$1.9 million, they were told they could qualify at \$1.5 million or less. In other words, the same house they already own.

The stress test is meant to ensure buyers can afford a mortgage if lending rates should increase. However, a mere 0.16% of B.C. mortgage holders are currently in arrears, meaning they have missed three or more mortgage payments. This means just 1,008 out of 644,984 mortgage holders in B.C. are behind in mortgage payments. This is the second-lowest mortgage arrears rate in Canada and the lowest default rate among all other forms of consumer debt.

Over the past 15 years, through fluctuating mortgage rates, Canada's overall mortgage arrears rate has never risen above 0.35%.

So, logic aside, what can a move-up buyer do to achieve the home they want?

Here is some advice from the Faith Wilson Group mortgage specialist:

- **Remember that you only need to qualify at the higher rate, not actually pay it.** The best five-year rate today is 3.59%, so even if the new stress test requires you to qualify at 5.34%, you would be paying the contracted rate of 3.59% on your mortgage once you qualify for the loan.

- **Use the existing equity in the home to eliminate smaller debts, such as credit cards and car loans, to make your mortgage application more acceptable.** (Note, however, that refinancing a home is also subject to the stress test at federally regulated lenders.)

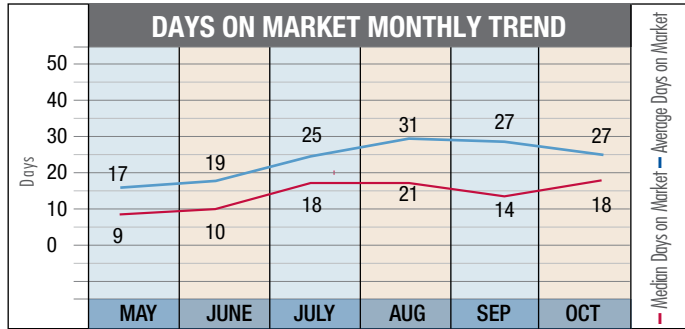
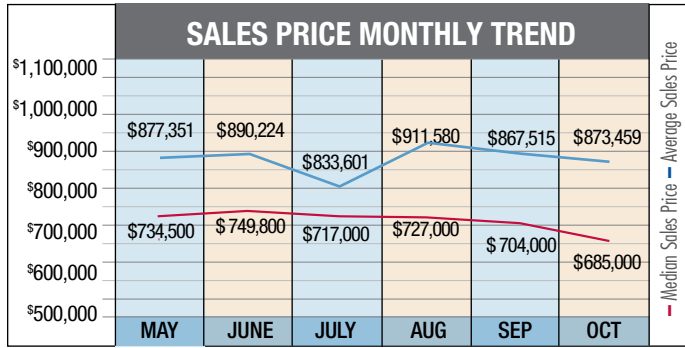
- **Consider taking the maximum-allowed 30-year amortization on a non-insured mortgage,** which will reduce your monthly payments compared to the convention 25-year amortization.

**The bottom line advice: talk to mortgage professional and you may find that, despite the stress-test, you can buy the move-up home you want and can afford nearly stress free.**



# OCTOBER - VANCOUVER CONDO REPORT

## THE REAL VANCOUVER CONDO RESULTS: OCT 2018



### 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	0	0%
250,001 – 300,000	0	0	0%
300,001 – 350,000	4	6	150%
350,001 – 400,000	7	9	129%
400,001 – 450,000	20	5	25%
450,001 – 500,000	27	13	48%
500,001 – 550,000	41	16	39%
550,001 – 600,000	68	19	28%
600,001 – 650,000	42	20	48%
650,001 – 700,000	56	21	38%
700,001 – 800,000	76	32	42%
800,001 – 900,000	56	30	54%
900,001 – 1,000,000	53	9	17%
1,000,001 – 1,250,000	64	17	27%
1,250,001 – 1,500,000	47	11	23%
1,500,001 – 1,750,000	17	4	24%
1,750,001 – 2,000,000	24	3	13%
2,000,001 – 2,250,000	4	4	100%
2,250,001 – 2,500,000	8	3	38%
2,500,001 +	33	4	12%
<b>Totals</b>	<b>647</b>	<b>226</b>	<b>35%</b>

## THE REAL NEIGHBOURHOOD RESULTS: OCT 2018

### SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD

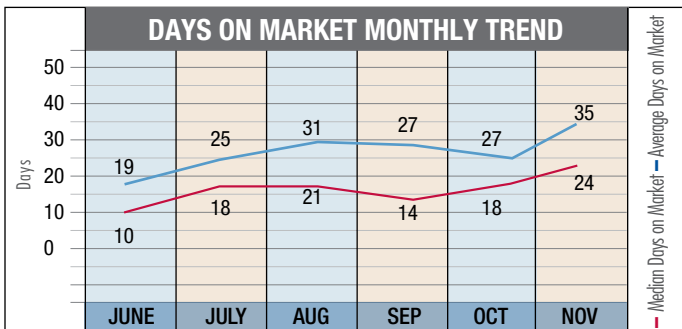
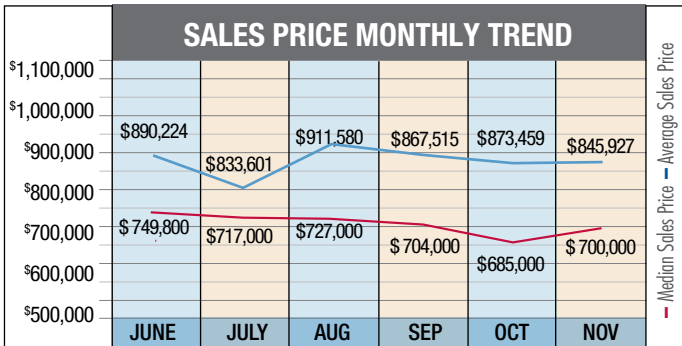
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Champlain Heights	9	\$782,500	-0.29	-1.36
Collingwood VE	15	\$503,800	-1.75	-6.15
Downtown VE	2	\$758,400	1.84	-0.54
Fraser VE	3	\$570,500	0.32	-0.48
Fraserview VE	3	\$610,600	-0.81	-0.88
Grandview VE	7	\$537,700	3.07	3.34
Hastings	10	\$521,100	2.85	-0.22
Hastings East	3	\$476,300	3.42	3.42
Killarney VE	1	\$509,400	0.74	2.79
Knight	2	\$733,700	-0.21	-2.39
Main	6	\$745,600	0.31	2.16
Mount Pleasant VE	34	\$568,200	1.62	2.5
Renfrew VE	0	\$604,000	3.46	3.27
Victoria VE	0	\$562,600	1.4	2.62
<b>Vancouver East</b>	<b>96</b>	<b>\$575,700</b>	<b>1.11</b>	<b>0.32</b>
Cambie	3	\$713,500	-2.01	-5.17
Coal Harbour	13	\$1,123,600	-5.29	-0.79
Downtown VW	49	\$678,900	-3.02	-7.85
Dunbar	1	\$704,000	-3.84	-4.07
Fairview VW	11	\$806,700	-1.22	-2.85
False Creek	11	\$841,000	-0.04	-3.81
Kerrisdale	4	\$924,500	-2.21	-2.02
Kitsilano	25	\$633,300	-1.03	-3.73
Marpole	9	\$608,200	-2.81	-4.82
Mount Pleasant VW	3	\$578,800	0.84	0.16
Oakridge VW	3	\$1,114,700	-1.62	-4.29
Point Grey	1	\$616,000	-3.18	-3.56
Quilchena	4	\$1,130,500	-3.35	-3.62
S.W. Marine	0	\$509,300	-2.88	-1.48
Shaughnessy	1	\$683,300	-1.69	-0.7
South Cambie	1	\$957,600	-1.94	-4.44
South Granville	0	\$1,060,000	1.37	-4.07
Southlands	0	\$840,200	-0.98	-1.46
University VW	10	\$1,000,400	0.25	1.25
West End VW	23	\$639,400	-4.15	-7.41
Yaletown	28	\$878,400	-3.76	-2.87
<b>Vancouver West</b>	<b>200</b>	<b>\$804,100</b>	<b>-2.54</b>	<b>-4.57</b>
<b>Vancouver Total</b>	<b>296</b>	<b>\$767,700</b>	<b>-1.47</b>	<b>-3.09</b>

### UNIT SALES (BY MONTH)

	2017	2018	CHANGE
May	783	553	-29.4%
June	698	474	-32.1%
July	564	424	-24.8%
Aug	426	338	-20.7%
Sep	439	360	-18.0%
Oct	423	262	-38.1%
<b>Total</b>	<b>3333</b>	<b>2411</b>	<b>-27.7%</b>

# NOVEMBER - VANCOUVER CONDO REPORT

## THE REAL VANCOUVER CONDO RESULTS: NOV 2018



Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	0	0	0%
200,001 – 250,000	0	0	0%
250,001 – 300,000	0	0	0%
300,001 – 350,000	4	6	150%
350,001 – 400,000	7	9	129%
400,001 – 450,000	20	5	25%
450,001 – 500,000	27	13	48%
500,001 – 550,000	41	16	39%
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700,001 – 800,000	76	32	42%
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1,500,001 – 1,750,000	17	4	24%
1,750,001 – 2,000,000	24	3	13%
2,000,001 – 2,250,000	4	4	100%
2,250,001 – 2,500,000	8	3	38%
2,500,001 +	33	4	12%
<b>Totals</b>	<b>647</b>	<b>226</b>	<b>35%</b>

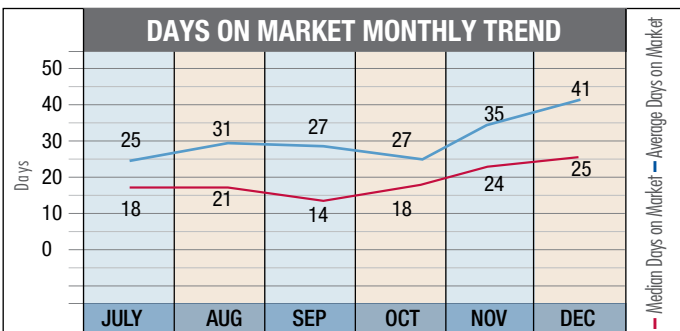
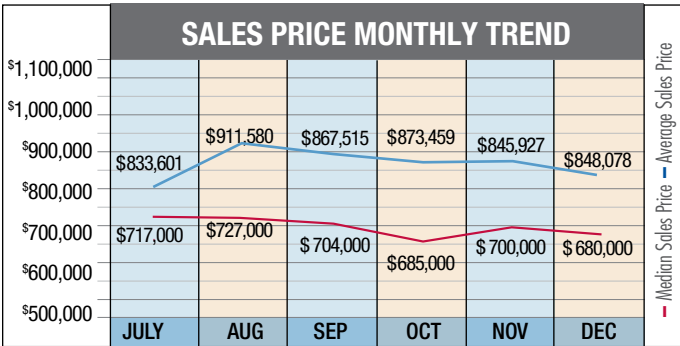
## THE REAL NEIGHBOURHOOD RESULTS: NOV 2018

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Champlain Heights	6	\$765,200	-1.49	-2.49
Collingwood VE	13	\$491,100	-2.81	-4.24
Downtown VE	4	\$739,700	-5.03	-0.67
Fraser VE	3	\$547,800	-1.9	-3.66
Fraserview VE	1	\$594,600	-1.86	-3.42
Grandview VE	4	\$500,900	-5.11	-3.97
Hastings	3	\$515,600	-3.39	1.77
Hastings East	0	\$440,500	-6.67	-4.34
Killarney VE	0	\$488,500	-0.43	-3.4
Knight	1	\$720,000	-0.73	-2.06
Main	3	\$713,200	-1.92	-4.04
Mount Pleasant VE	19	\$533,200	-2.83	-4.65
Renfrew VE	0	\$556,700	-5.36	-4.66
Victoria VE	1	\$532,500	-4.39	-4.02
<b>Vancouver East</b>	<b>60</b>	<b>\$551,400</b>	<b>-3.12</b>	<b>-3.15</b>
Cambie	4	\$705,300	-2.97	-3.13
Coal Harbour	4	\$1,062,500	-6.67	-10.44
Downtown VW	38	\$663,200	-7.45	-5.27
Dunbar	0	\$663,300	-5.94	-9.4
Fairview VW	14	\$799,600	-1.13	-2.09
False Creek	14	\$851,600	2.33	1.22
Kerrisdale	0	\$875,500	-5.14	-7.39
Kitsilano	20	\$612,400	-4.48	-4.29
Marpole	7	\$606,500	-2.26	-3.08
Mount Pleasant VW	2	\$583,600	1.25	1.67
Oakridge VW	1	\$1,109,600	-2.25	-2.07
Point Grey	0	\$588,000	-6.07	-7.58
Quilchena	3	\$1,069,000	-4.5	-8.61
S.W. Marine	1	\$481,300	-6.4	-8.21
Shaughnessy	0	\$667,900	-3.4	-3.91
South Cambie	1	\$944,100	-1.97	-3.32
South Granville	0	\$1,038,100	-1.45	-0.72
Southlands	0	\$777,900	-4.67	-8.33
University VW	7	\$935,500	-2.52	-6.25
West End VW	21	\$635,000	0.86	-4.81
Yaletown	29	\$827,200	-1.91	-9.37
<b>Vancouver West</b>	<b>166</b>	<b>\$781,900</b>	<b>-3.43</b>	<b>-5.23</b>
<b>Vancouver Combined</b>	<b>226</b>	<b>\$ 743,700</b>	<b>-3.29</b>	<b>-4.54</b>

	2017	2018	CHANGE
June	698	474	-32.1%
July	564	425	-24.6%
Aug	426	338	-20.7%
Sep	439	361	-17.8%
Oct	423	333	-21.3%
Nov	466	226	-51.5%
<b>Total</b>	<b>3016</b>	<b>2157</b>	<b>-28.5%</b>

# DECEMBER - VANCOUVER CONDO REPORT

## THE REAL VANCOUVER CONDO RESULTS: DEC 2018



### 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	0	0%
250,001 – 300,000	0	0	0%
300,001 – 350,000	1	1	100%
350,001 – 400,000	3	4	133%
400,001 – 450,000	6	8	133%
450,001 – 500,000	8	5	63%
500,001 – 550,000	10	14	140%
550,001 – 600,000	21	10	48%
600,001 – 650,000	15	18	120%
650,001 – 700,000	17	13	76%
700,001 – 800,000	28	16	57%
800,001 – 900,000	21	12	57%
900,001 – 1,000,000	14	7	50%
1,000,001 – 1,250,000	21	10	48%
1,250,001 – 1,500,000	20	6	30%
1,500,001 – 1,750,000	6	3	50%
1,750,001 – 2,000,000	8	2	25%
2,000,001 – 2,250,000	4	0	0%
2,250,001 – 2,500,000	5	0	0%
2,500,001 +	12	4	33%
<b>Totals</b>	<b>220</b>	<b>133</b>	<b>60%</b>

## THE REAL NEIGHBOURHOOD RESULTS: DEC 2018

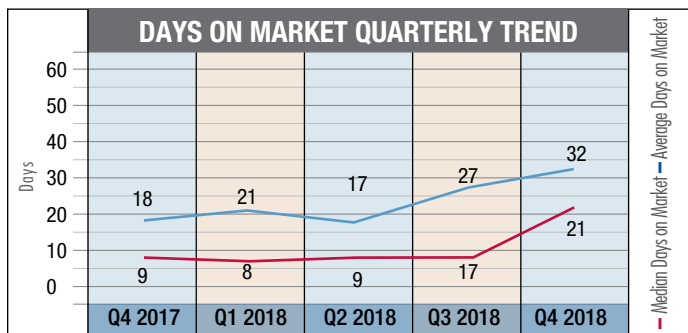
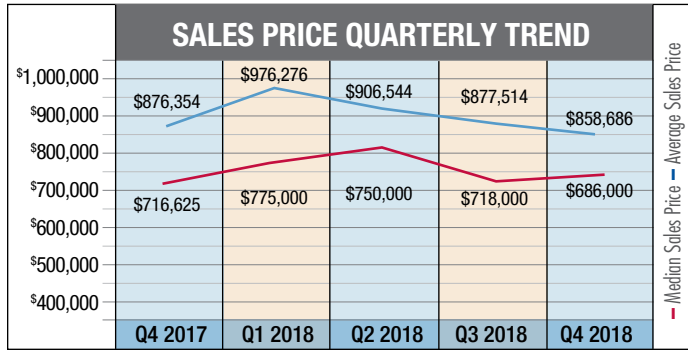
### SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Champlain Heights	0	\$764,200	-0.13	-2.33
Collingwood VE	6	\$469,700	-4.35	-6.77
Downtown VE	4	\$727,700	-1.63	-4.04
Fraser VE	4	\$536,600	-2.04	-5.93
Fraserview VE	1	\$592,900	-0.28	-2.9
Grandview VE	2	\$470,000	-6.17	-12.58
Hastings	2	\$509,200	-1.24	-2.27
Hastings East	1	\$413,600	-6.11	-13.15
Killarney VE	0	\$480,700	-1.6	-5.63
Knight	0	\$708,900	-1.54	-3.38
Main	1	\$700,000	-1.85	-6.11
Mount Pleasant VE	13	\$525,500	-1.44	-7.52
Renfrew VE	1	\$524,500	-5.77	-13.16
Victoria VE	1	\$496,400	-6.78	-11.77
<b>Vancouver East</b>	<b>36</b>	<b>\$538,000</b>	<b>-2.43</b>	<b>-6.55</b>
Cambie	1	\$669,300	-5.11	-6.19
Coal Harbour	5	\$1,151,100	8.34	2.45
Downtown VW	23	\$691,200	4.23	1.81
Dunbar	1	\$629,600	-5.08	-10.56
Fairview VW	7	\$778,000	-2.71	-3.57
False Creek	11	\$811,800	-4.68	-3.48
Kerrisdale	2	\$822,100	-6.1	-11.08
Kitsilano	12	\$593,200	-3.14	-6.33
Marpole	3	\$572,700	-5.58	-5.84
Mount Pleasant VW	2	\$570,100	-2.31	-1.5
Oakridge VW	0	\$1,049,100	-5.46	-5.89
Point Grey	1	\$551,800	-6.16	-10.43
Quilchena	1	\$997,200	-6.72	-11.79
S.W. Marine	1	\$454,200	-5.64	-10.82
Shaughnessy	0	\$624,100	-6.55	-8.66
South Cambie	0	\$908,100	-3.82	-5.18
South Granville	1	\$995,000	-4.15	-6.13
Southlands	0	\$735,200	-5.48	-12.5
University VW	2	\$928,200	-0.79	-7.22
West End VW	11	\$652,500	2.76	2.05
Yaletown	13	\$830,900	0.44	-5.41
<b>Vancouver West</b>	<b>97</b>	<b>\$783,700</b>	<b>0.24</b>	<b>-2.53</b>
<b>Vancouver Combined</b>	<b>133</b>	<b>\$739,500</b>	<b>-0.56</b>	<b>-3.66</b>

UNIT SALES (BY MONTH)	2017	2018	CHANGE
July	564	425	-24.6%
Aug	426	338	-20.7%
Sep	439	361	-17.8%
Oct	423	333	-21.3%
Nov	466	275	-41.0%
Dec	250	133	-46.8%
<b>Total</b>	<b>2568</b>	<b>1865</b>	<b>-27.4%</b>

# Q4- VANCOUVER CONDO REPORT

## THE REAL NEIGHBOURHOOD RESULTS: Q4 2018



### 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	0	0	#DIV/0!
250,001 – 300,000	3	1	33%
300,001 – 350,000	11	11	100%
350,001 – 400,000	24	24	100%
400,001 – 450,000	51	25	49%
450,001 – 500,000	89	54	61%
500,001 – 550,000	104	70	67%
550,001 – 600,000	158	56	35%
600,001 – 650,000	123	78	63%
650,001 – 700,000	176	76	43%
700,001 – 800,000	247	97	39%
800,001 – 900,000	169	73	43%
900,001 – 1,000,000	131	30	23%
1,000,001 – 1,250,000	162	61	38%
1,250,001 – 1,500,000	131	33	25%
1,500,001 – 1,750,000	51	16	31%
1,750,001 – 2,000,000	59	9	15%
2,000,001 – 2,250,000	23	6	26%
2,250,001 – 2,500,000	30	4	13%
2,500,001 +	90	17	19%
<b>Totals</b>	<b>1,832</b>	<b>741</b>	<b>40%</b>

## THE REAL VANCOUVER CONDO REPORT: Q4 2018

### SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Champlain Heights	13	\$764,200	-2.33	5.2
Collingwood VE	38	\$469,700	-6.77	-3
Downtown VE	14	\$727,700	-4.04	0.52
Fraser VE	12	\$536,600	-5.93	-2.91
Fraserview VE	5	\$592,900	-2.9	6.47
Grandview VE	15	\$470,000	-12.58	-8.73
Hastings	21	\$509,200	-2.27	5.13
Hastings East	6	\$413,600	-13.15	-9.63
Killarney VE	0	\$480,700	-5.63	7.66
Knight	4	\$708,900	-3.38	-0.57
Main	7	\$700,000	-6.11	-1.46
Mount Pleasant VE	72	\$525,500	-7.52	-3.42
Renfrew VE	3	\$524,500	-13.16	-7.42
Victoria VE	6	\$496,400	-11.77	-8.71
<b>Vancouver East</b>	<b>218</b>	<b>\$538,000</b>	<b>-6.55</b>	<b>-1.4</b>
Cambie	11	\$669,300	-6.19	-1.73
Coal Harbour	21	\$1,151,100	2.45	5.56
Downtown VW	117	\$691,200	1.81	-3.83
Dunbar	2	\$629,600	-10.56	-7.28
Fairview VW	61	\$778,000	-3.57	-2.84
False Creek	44	\$811,800	-3.48	-3.14
Kerrisdale	6	\$822,100	-11.08	-5.34
Kitsilano	61	\$593,200	-6.33	-6.37
Marpole	17	\$572,700	-5.84	-0.71
Mount Pleasant VW	6	\$570,100	-1.5	1.06
Oakridge VW	3	\$1,049,100	-5.89	-2
Point Grey	3	\$551,800	-10.43	-6.16
Quilchena	7	\$997,200	-11.79	-8.9
S.W. Marine	3	\$454,200	-10.82	-4.59
Shaughnessy	1	\$624,100	-8.66	-1.06
South Cambie	1	\$908,100	-5.18	0.7
South Granville	1	\$995,000	-6.13	1.56
Southlands	0	\$735,200	-12.5	-6.73
University VW	18	\$928,200	-7.22	3.81
West End VW	65	\$652,500	2.05	-4.03
Yaletown	75	\$830,900	-5.41	-3.23
Vancouver West	523	\$783,700	-2.53	-2.9
<b>Vancouver Combined</b>	<b>741</b>	<b>\$ 739,500</b>	<b>-0.56</b>	<b>-2.28</b>

### YEAR-TO-DATE UNIT SALES (BY QUARTER)

	QUARTER	2017	2018	Change (%)
Unit Sales (by Quarter)	Q1	2,047	1,356	-33.8%
	Q2	2,223	1,475	-33.6%
	Q3	1,429	1,057	-26.0%
	Q4	1,139	741	-34.9%
	<b>Year-to-Date Totals</b>		<b>6838</b>	<b>3,888</b>

# RELOCATING?

# NOW

what you need is a **PROVEN REALTOR®** who:

## ■ WILL CONNECT

you and your family through detailed census and life style analysis to the neighbourhood that meets your needs, within your budget, as a result of working with you to crystalize your expectations and your priorities.

## ■ DELIVERS

a proven track record of negotiation expertise and successful transactions in a wide spectrum of property types across the Lower Mainland, along with a benchmark level of overall client satisfaction.

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to you being totally informed such that you will make your buying decision with complete peace of mind! Witness our unique neighbourhood profiles at **FaithWilsonGroup.com**.

## ■ GUARANTEES

your satisfaction even **AFTER** you have purchased your home! If you wish to relist it within 18 months of purchase, we'll sell it for Free! Call for details.

### BOTTOM LINE

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

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**First**, visit **FaithWilsonGroup.com** for extensive details regarding Vancouver area neighbourhoods from dog parks to home pricing by property type including new detailed census data; our Performance Promises & Guarantees; 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*

