

Residential Real Estate Analysis

Q4 2018 VS. Q4 2017

RICHMOND

DETACHED

UNIT SALES

118 ↓ -9.19%

NEW LISTINGS

419 ↓ -21.2%

AVE. DAYS ON MARKET

61 ↑ 127.7%

HPI (combined total)

\$1,593,000 ↑ 18.5%



TOWNHOME

UNIT SALES

96 ↓ -60%

NEW LISTINGS

255 ↓ -27.3%

AVE. DAYS ON MARKET

44 ↑ 56.50%

HPI (combined total)

\$819,800 ↑ 1.47%



CONDO

UNIT SALES

237 ↓ -50.9%

NEW LISTINGS

542 ↓ -13.8%

AVE. DAYS ON MARKET

45 ↑ 95.5%

HPI (combined total)

\$668,500 ↑ 2.46%



Oct, Nov, Dec & Q4 2018



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 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

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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.

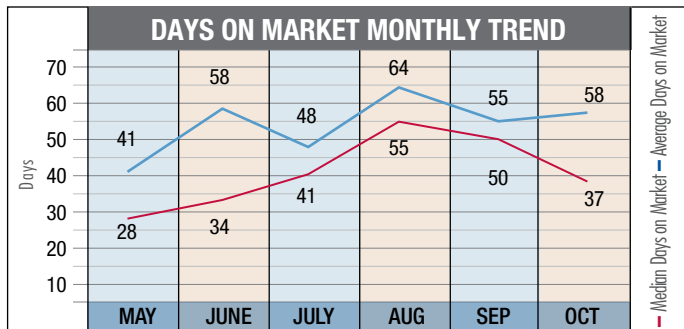
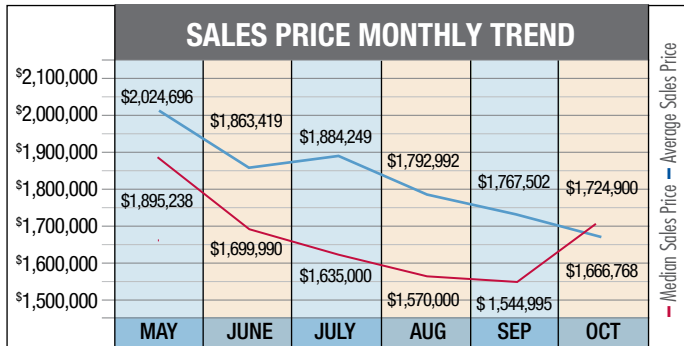
- **Use the existing equity in the home to eliminate smaller debts, such as credit cards and car loans, to make your mortgage application more acceptable.** (Note, however, that refinancing a home is also subject to the stress test at federally regulated lenders.)

- **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 - SINGLE FAMILY DETACHED HOMES

THE REAL RICHMOND RESULTS: OCT 2018



	2017	2018	CHANGE
May	154	79	-48.7%
June	138	88	-36.2%
July	95	64	-32.6%
August	85	54	-36.5%
Sep	85	68	-20.0%
Oct	92	39	-57.6%
Total	649	392	-39.6%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New Listings Ratio
0 - 800,000	1	2	200%
800,001 - 900,000	0	1	0%
900,001 - 1,000,000	3	1	33%
1,000,001 - 1,100,000	3	3	100%
1,100,001 - 1,200,000	3	3	100%
1,200,001 - 1,300,000	13	5	38%
1,300,001 - 1,400,000	15	2	13%
1,400,001 - 1,600,000	38	1	3%
1,600,001 - 1,800,000	26	6	23%
1,800,001 - 2,000,000	12	5	42%
2,000,001 - 2,250,000	10	5	50%
2,250,001 - 2,500,000	23	2	9%
2,500,001 - 2,750,000	7	1	14%
2,750,001 - 3,000,000	16	1	6%
3,000,001 - 5,000,000	23	1	4%
5,000,001 +	7	0	0%
Totals	200	39	20%

THE REAL NEIGHBOURHOOD RESULTS: OCT 2018

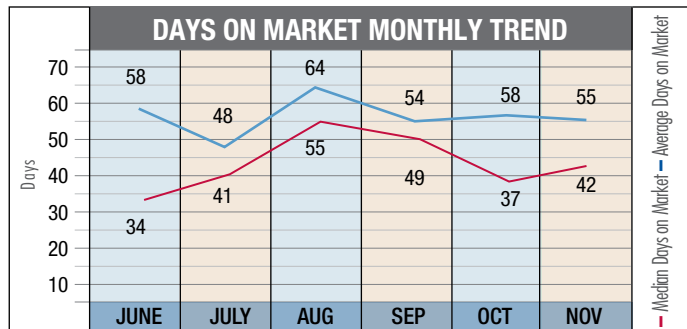
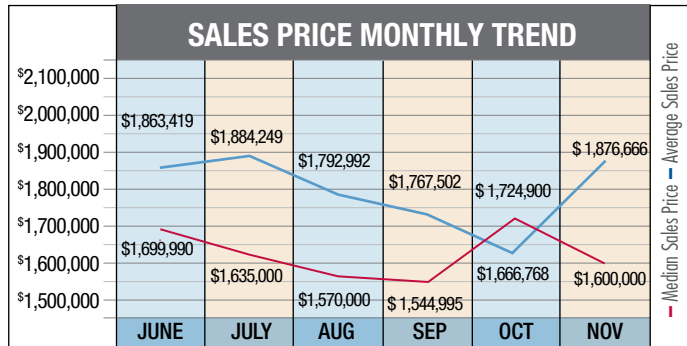
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Boyd Park	0	\$1,533,800	-0.87	-0.75
Bridgeport RI	2	\$1,347,900	-1.69	-0.27
Broadmoor	3	\$2,004,400	-2.25	-5.25
East Cambie	2	\$1,358,400	-1.61	-2.87
East Richmond	2	\$1,961,400	-1.5	-0.95
Garden City	1	\$1,373,400	-2.06	-5.19
Gilmore	0	\$1,794,900	1.25	5.17
Granville	3	\$1,805,800	-2.82	-5.11
Hamilton RI	3	\$1,127,000	0.17	0.27
Ironwood	2	\$1,371,000	-0.96	-2.16
Lackner	0	\$1,672,200	-1.16	-1.55
McLennan	0	\$1,773,700	-2.25	-2.33
McLennan North	0	\$1,750,500	-2.34	-0.27
McNair	2	\$1,494,600	-0.55	-1.8
Quilchena RI	0	\$1,635,400	-3.03	-5.33
Riverdale RI	2	\$1,673,100	-2.96	-5.05
Saunders	2	\$1,464,400	-2.31	-7.43
Sea Island	1	\$863,200	-2	-5.36
Seafair	3	\$1,574,600	-1.24	-1.09
South Arm	2	\$1,260,400	-3.1	-7.25
Steveston North	2	\$1,401,600	0.06	-4.68
Steveston South	1	\$1,644,700	-0.32	-5.48
Steveston Village	2	\$1,513,600	0.52	-4.56
Terra Nova	1	\$1,897,200	-3.95	-5.89
West Cambie	0	\$1,350,700	-1.69	-2.13
Westwind	0	\$1,723,800	0.69	-4
Woodwards	3	\$1,512,700	-2.46	-4.94
Richmond	39	\$1,634,800	-1.68	-3.91

FAITH'S KEY INSIGHTS:

- The benchmark price for a Richmond detached house has fallen 6.6% from October 2017, the third-highest decline in Metro Vancouver, behind only Vancouver's Westside and West Vancouver. Much of Richmond's decline is related to the increase in the foreign-home buyer tax and stricter currency controls in China, but it has opened an opportunity for local buyers who have long dreamed of owning a detached house in Richmond. As of October, the Richmond benchmark detached house price was \$1.6 million.
- With 200 new listings in Richmond – 76 of them priced below the benchmark price – and detached house sales down a startling 57.6% from the same month last year, the 39 detached buyers in October were greeted by a huge selection and, in many cases, sellers willing to negotiate on price. There are signs of recovery, including a recent spike in China-based buyers searching for Vancouver area homes and a slight increase in sales from September, so this buyer's market may not last for long. This may be remembered as the time of great detached housing deals in Richmond.

NOVEMBER - SINGLE FAMILY DETACHED HOMES

THE REAL RICHMOND RESULTS: NOV 2018



UNIT SALES (BY MONTH)	2017	2018	CHANGE
June	138	88	-36.2%
July	95	64	-32.6%
August	85	54	-36.5%
Sep	85	69	-18.8%
Oct	92	48	-47.8%
Nov	73	43	-41.1%
Total	568	366	-35.6%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 800,000	3	0	0%
800,001 - 900,000	0	0	0
900,001 - 1,000,000	3	1	33%
1,000,001 - 1,100,000	2	2	100%
1,100,001 - 1,200,000	0	2	0
1,200,001 - 1,300,000	5	8	160%
1,300,001 - 1,400,000	7	2	29%
1,400,001 - 1,600,000	18	6	33%
1,600,001 - 1,800,000	21	6	29%
1,800,001 - 2,000,000	14	3	21%
2,000,001 - 2,250,000	7	2	29%
2,250,001 - 2,500,000	15	3	20%
2,500,001 - 2,750,000	14	1	7%
2,750,001 - 3,000,000	18	2	11%
3,000,001 - 5,000,000	18	4	22%
5,000,001 +	1	1	100%
Totals	146	43	29%

THE REAL NEIGHBOURHOOD RESULTS: NOV 2018

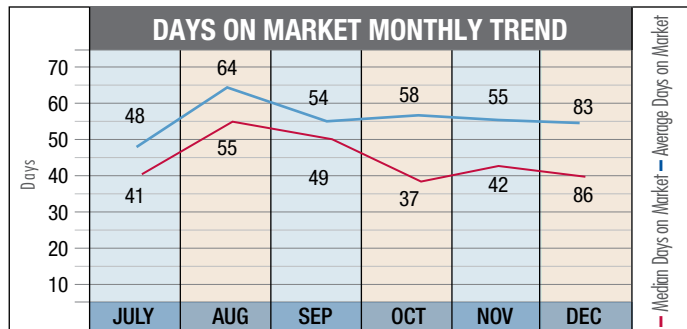
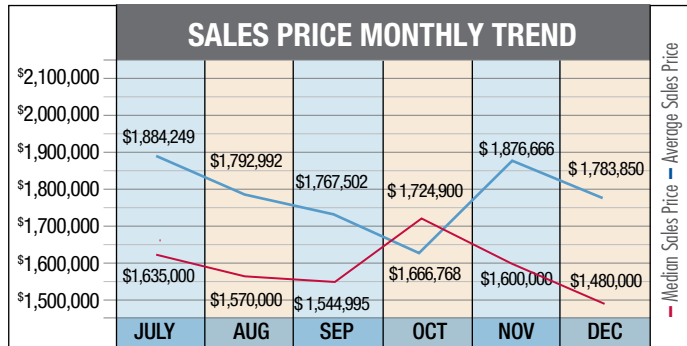
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Boyd Park	0	\$1,425,400	-7.07	-5.84
Bridgeport RI	1	\$1,349,800	0.14	1.43
Broadmoor	2	\$1,987,400	-0.85	-4.96
East Cambie	1	\$1,363,100	0.35	0.77
East Richmond	0	\$1,990,100	1.46	0.39
Garden City	1	\$1,372,500	-0.07	-5.07
Gilmore	0	\$1,822,600	1.54	3.65
Granville	3	\$1,807,500	0.1	-1.88
Hamilton RI	2	\$1,125,400	-0.14	-1.31
Ironwood	1	\$1,406,500	2.59	1.22
Lackner	4	\$1,555,800	-6.96	-6.99
McLennan	1	\$1,809,300	2.01	-0.5
McLennan North	1	\$1,741,100	-0.54	1.07
McNair	0	\$1,532,400	2.53	1.23
Quilchena RI	2	\$1,628,000	-0.45	-3.01
Riverdale RI	1	\$1,671,500	-0.09	-2.1
Saunders	2	\$1,448,400	-1.09	-6.24
Sea Island	0	\$860,500	-0.31	-2.49
Seafair	4	\$1,431,800	-9.07	-8.73
South Arm	1	\$1,268,700	0.66	-4.9
Steveston North	3	\$1,362,300	-2.8	-4.51
Steveston South	1	\$1,607,000	-2.29	-5.02
Steveston Village	2	\$1,473,600	-2.64	-3.55
Terra Nova	2	\$1,953,900	2.99	0.34
West Cambie	2	\$1,362,100	0.84	0.91
Westwind	2	\$1,659,400	-3.73	-4.92
Woodwards	4	\$1,478,400	-2.27	-7.01
Richmond	43	\$1,606,900	-1.71	-3.77

FAITH'S KEY INSIGHTS:

- I can't recall the last time there were only 43 house sales during any month in Richmond, and I have been working as a Metro Vancouver real estate professional for more than 20 years. If this is not the bottom of the market, we can see it from here. Richmond detached sales were down 41% in November from the same month last year and the benchmark house price was down 7.2% on the year to \$1.60 million. With 146 new listings added, the sales-to-new-listing ratio in November fell to 29%, understating that this is true buyer's market.
- Sellers listing at the lower-end of the market may not have noticed any change: in November there were 11 listings priced at \$1.3 million or less and they achieved a 100% sales rate and accounted for nearly half the November sales. For the 61 houses listed from \$2.5 million to \$5 million, though, the sales ratio was 13%. Sellers will need patience: it takes an average of 53 days for a new listing to sell and December is traditionally the slowest sales month.

DECEMBER - SINGLE FAMILY DETACHED HOMES

THE REAL RICHMOND RESULTS: DEC 2018



	2017	2018	CHANGE
July	95	64	-32.6%
August	85	54	-36.5%
Sep	85	69	-18.8%
Oct	92	48	-47.8%
Nov	73	50	-31.5%
Dec	45	20	-55.6%
Total	475	305	-35.8%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 800,000	0	0	0%
800,001 - 900,000	0	0	0%
900,001 - 1,000,000	0	1	0%
1,000,001 - 1,100,000	0	1	0%
1,100,001 - 1,200,000	2	1	50%
1,200,001 - 1,300,000	2	2	100%
1,300,001 - 1,400,000	8	3	38%
1,400,001 - 1,600,000	12	4	33%
1,600,001 - 1,800,000	4	2	50%
1,800,001 - 2,000,000	10	0	0%
2,000,001 - 2,250,000	1	1	100%
2,250,001 - 2,500,000	4	2	50%
2,500,001 - 2,750,000	7	0	0%
2,750,001 - 3,000,000	6	2	33%
3,000,001 - 5,000,000	12	1	8%
5,000,001 +	4	0	0%
Totals	72	20	28%

THE REAL NEIGHBOURHOOD RESULTS: Dec 2018

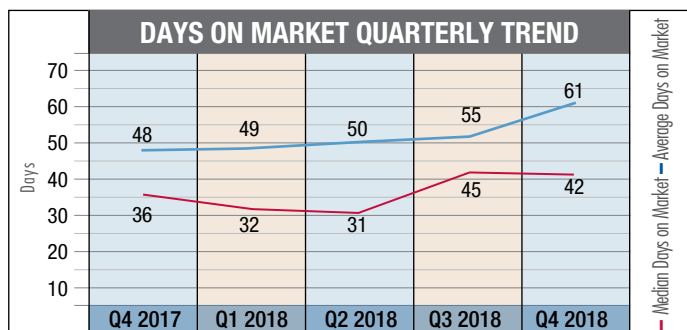
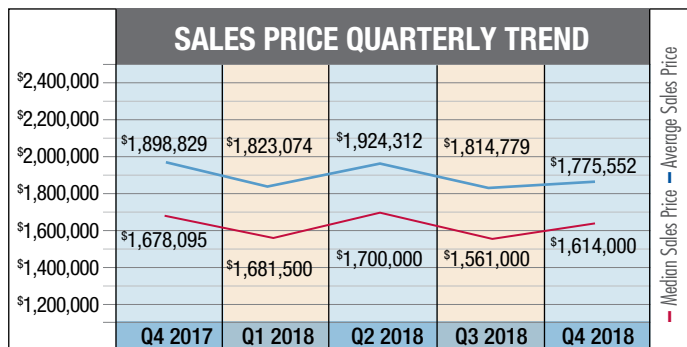
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Boyd Park	2	\$1,411,000	-1.01	-8.81
Bridgeport RI	0	\$1,314,100	-2.64	-4.16
Broadmoor	1	\$2,048,700	3.08	-0.09
East Cambie	0	\$1,319,200	-3.22	-4.45
East Richmond	1	\$2,008,800	0.94	0.89
Garden City	0	\$1,409,800	2.72	0.53
Gilmore	0	\$1,790,700	-1.75	1.02
Granville	2	\$1,716,000	-5.06	-7.65
Hamilton RI	0	\$1,116,200	-0.82	-0.78
Ironwood	1	\$1,404,100	-0.17	1.43
Lackner	0	\$1,531,100	-1.59	-9.5
McLennan	1	\$1,810,800	0.08	-0.2
McLennan North	0	\$1,723,300	-1.02	-3.86
McNair	1	\$1,525,400	-0.45	1.5
Quilchena RI	2	\$1,565,900	-3.82	-7.15
Riverdale RI	0	\$1,591,900	-4.77	-7.67
Saunders	1	\$1,481,700	2.29	-1.16
Sea Island	2	\$863,500	0.35	-1.96
Seafair	0	\$1,419,700	-0.84	-10.95
South Arm	0	\$1,297,400	2.26	-0.26
Steveston North	2	\$1,350,400	-0.87	-3.59
Steveston South	2	\$1,583,400	-1.47	-4.03
Steveston Village	0	\$1,460,900	-0.86	-2.98
Terra Nova	0	\$1,851,200	-5.26	-6.28
West Cambie	1	\$1,326,500	-2.61	-3.46
Westwind	0	\$1,640,100	-1.16	-4.2
Woodwards	1	\$1,518,900	2.74	-2.06
Richmond	20	\$1,593,000	-0.87	-4.19

FAITH'S KEY INSIGHTS:

- Richmond has experienced one of the largest annual declines in detached house prices across the Metro region, trailing behind the other premier communities of West Vancouver (down 13.5%) and the Westside of Vancouver (down 11.8%) with a 9.2% drop in benchmark values, to \$1.59 million. Richmond remains the third-most expensive detached house market in the Lower Mainland. In December, there were few signals that Richmond's higher-priced detached house prices would rally soon. Detached house sales were down a startling 55.6% from a year earlier to just 20, the lowest level in recent memory and 60% less than in November. However, for the 12 new listings for Richmond houses priced at less than \$1.4 million the sales-success ratio was 75%. But none of the 10 new listings priced at from \$1.6 million to \$1.8 million sold in the month. Despite this, 44 of the 72 detached listings were priced at \$1.8 million or more, where only six houses sold. The market has a message for sellers: if you require a sale quicker than the current 83-day average, look closely at your asking price.

Q4 - SINGLE FAMILY DETACHED HOMES

THE REAL RICHMOND RESULTS: Q4 2018



		2017	2018	Change (%)
Unit Sales (by Quarter)	Q1	328	200	-39.0%
	Q2	463	235	-49.2%
	Q3	256	187	-29.4%
	Q4	210	118	-43.8%
	Year-to-Date Totals	1,266	740	-41.5%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 800,000	4	2	50%
800,001 - 900,000	1	1	100%
900,001 - 1,000,000	7	3	43%
1,000,001 - 1,100,000	5	8	160%
1,100,001 - 1,200,000	5	6	120%
1,200,001 - 1,300,000	24	17	71%
1,300,001 - 1,400,000	28	10	36%
1,400,001 - 1,600,000	66	12	18%
1,600,001 - 1,800,000	49	18	37%
1,800,001 - 2,000,000	36	8	22%
2,000,001 - 2,250,000	20	9	45%
2,250,001 - 2,500,000	43	8	19%
2,500,001 - 2,750,000	26	3	12%
2,750,001 - 3,000,000	41	6	15%
3,000,001 - 5,000,000	52	6	12%
5,000,001 +	12	1	8%
Totals	419	118	28%

THE REAL NEIGHBOURHOOD RESULTS: Q4 2018

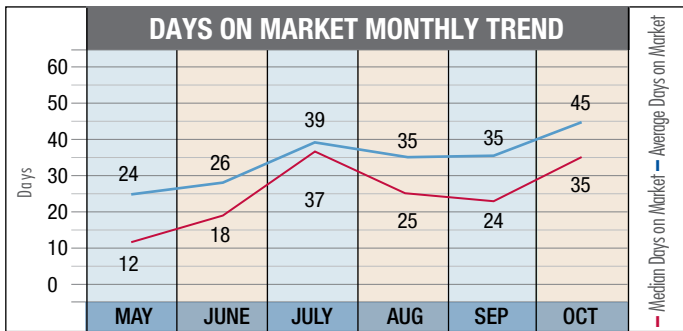
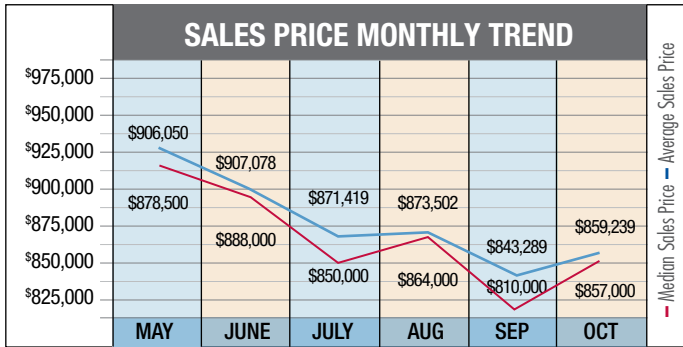
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			3 Months	1 Year
Boyd Park	2	\$1,416,200	-8.77	-8.31
Bridgeport RI	2	\$1,315,100	-4.12	-6.18
Broadmoor	6	\$2,044,400	-0.18	-9.64
East Cambie	3	\$1,314,000	-4.43	-10.63
East Richmond	3	\$2,007,600	0.91	-3.78
Garden City	3	\$1,410,800	0.33	-8.76
Gilmore	0	\$1,790,700	1.02	-1.1
Granville	10	\$1,710,900	-7.59	-12.04
Hamilton RI	5	\$1,114,400	-0.78	-7.18
Ironwood	4	\$1,405,800	1.43	-5.89
Lackner	4	\$1,533,300	-9.57	-9.38
McLennan	4	\$1,810,800	-0.2	-6.1
McLennan North	1	\$1,787,900	-3.87	-6.35
McNair	5	\$1,528,300	1.44	-6.07
Quilchena RI	4	\$1,516,300	-8	-12.44
Riverdale RI	3	\$1,590,900	-7.7	-11.55
Saunders	6	\$1,483,400	-1.02	-11.27
Sea Island	3	\$863,500	-1.96	-0.8
Seafair	7	\$1,402,600	-11.11	-11.06
South Arm	3	\$1,289,900	0.41	-9.23
Steveston North	9	\$1,317,000	-3.72	-6.74
Steveston South	5	\$1,576,100	-4.11	-6.12
Steveston Village	5	\$1,428,000	-3.42	-6.46
Terra Nova	4	\$1,851,200	-6.28	-11.63
West Cambie	4	\$1,325,900	-3.49	-9.41
Westwind	2	\$1,640,100	-4.2	-5.18
Woodwards	10	\$1,513,700	-1.99	-8.7
Richmond	118	\$1,582,200	-4.23	-9.19

FAITH'S KEY INSIGHTS:

- Three Richmond detached houses sold for less than \$900,000 in the fourth quarter (Q4) of 2018, but 7 sold for more than \$3 million. This is an indication of the depth of Richmond's detached housing market, where a great selection of properties – 419 new listings in Q4 – is selling both geographically and by price. During Q4, there were detached house sales in 26 of the 27 Richmond neighbourhoods, and houses sold through a price range of less than \$800,000 to more than \$5 million. Q4 sales were down 43.8% from the same period last year, but most of the downturn was in December, which saw abnormally slow sales.
- Assessed values of homes in B.C., which are based on values as of July 1, 2018, will be released in January and anyone can check the assessed value online, through BC Assessment, if they know the address. Buyers looking for detached houses should check the assessed value of a house and compare it to the seller's asking price. In 2019, they will most likely find that the asking price is lower.

OCTOBER - TOWNHOUSES

THE REAL RICHMOND RESULTS: OCT 2018



	2017	2018	CHANGE
May	118	74	-37.3%
June	105	56	-46.7%
July	119	63	-47.1%
Aug	112	46	-58.9%
Sep	86	39	-54.7%
Oct	97	31	-68.0%
Total	637	309	-51.5%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 500,000	3	0	0%
500,001 – 550,000	0	0	0%
550,001 – 600,000	8	1	13%
600,001 – 650,000	1	3	300%
650,001 – 700,000	9	1	11%
700,001 – 750,000	9	5	56%
750,001 – 800,000	17	5	29%
800,001 – 850,000	5	2	40%
850,001 – 900,000	15	2	13%
900,001 – 950,000	7	1	14%
950,001 – 1,000,000	17	3	18%
1,000,001 – 1,050,000	3	5	167%
1,050,001 – 1,100,000	8	2	25%
1,100,001 – 1,200,000	11	1	9%
1,200,001 – 1,500,000	4	0	0%
1,500,001+	1	0	0%
Totals	118	31	26%

THE REAL NEIGHBOURHOOD RESULTS: OCT 2018

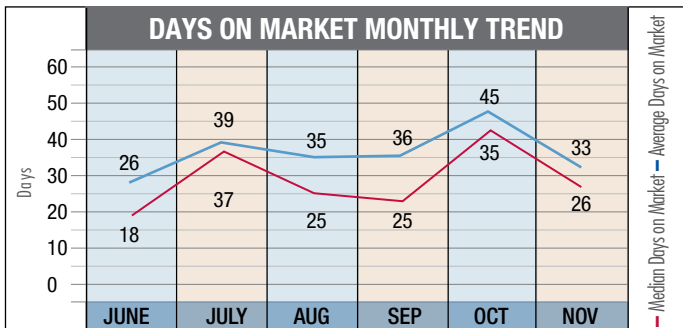
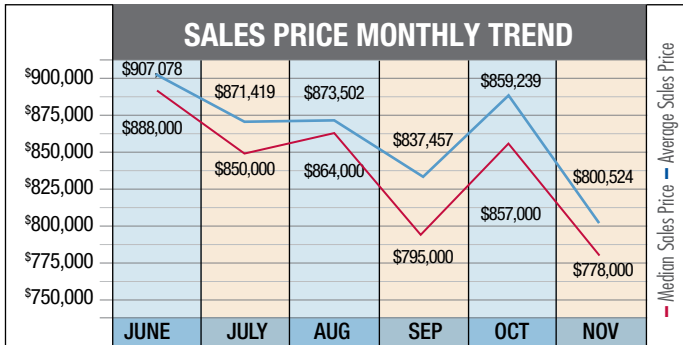
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Boyd Park	1	\$489,800	-1	-3.23
Bridgeport RI	0	\$682,400	-1.51	3.14
Brighthouse	1	\$807,200	0.13	1.59
Brighthouse South	2	\$816,900	-0.96	3.15
Broadmoor	1	\$1,042,900	1.77	6.54
East Cambie	1	\$856,800	-3.77	2.29
Garden City	0	\$991,000	2.39	6.34
Granville	3	\$777,400	1	1.83
Hamilton RI	2	\$719,300	-3.19	1.47
Ironwood	1	\$694,000	-3.76	1.4
Lackner	1	\$964,700	0.87	-2.56
McLennan North	4	\$964,600	-0.59	-1.33
McNair	0	\$600,000	-2.78	1.75
Quilchena RI	1	\$672,000	0.26	-3.62
Riverdale RI	0	\$860,800	0.14	-3.36
Saunders	1	\$710,600	2.84	6.83
Seafair	0	\$1,002,500	-0.62	-3.03
South Arm	0	\$719,300	1.58	5.34
Steveston North	1	\$678,600	0.31	-3.34
Steveston South	1	\$951,500	0.48	-3.12
Steveston Village	2	\$866,900	-0.4	-5.52
Terra Nova	1	\$979,100	-1.03	-3.42
West Cambie	3	\$878,000	0.46	1.78
Westwind	1	\$841,400	-0.07	-3.09
Woodwards	2	\$876,200	1.65	7.15
Richmond	30	\$862,400	-0.35	0.89

FAITH'S KEY INSIGHTS:

- It is now taking, on average, 49 days for a new listing of a townhouse to sell in Richmond so the inventory is rising quickly. In the past two months, 230 new listings were added to the market but only 70 sold, including 31 in October. It is not only sellers who are adding to the supply: in October developers were building 282 new townhouses in Richmond, the highest level this year. With townhouse sales down 68% in October from the same month last year, prices have declined, dropping 1.2% from September, but remain 6.5% higher than a year ago, at \$851,700. With prices dropping each month for the past three months, however, we do not expect an early rally in townhouse prices. In fact, there has been an increase in the number of Richmond townhouses priced below \$800,000, which accounted for nearly half (51) of the October listings and nearly half of all sales (15) in the month. Richmond townhouse buyers may find the best value at the higher-end of the market, which is overweighted by listings but lags the market in sales.

NOVEMBER - TOWNHOUSES

THE REAL RICHMOND RESULTS: NOV 2018



	2017	2018	CHANGE
June	105	56	-46.7%
July	119	63	-47.1%
Aug	112	46	-58.9%
Sep	86	40	-53.5%
Oct	97	46	-52.6%
Nov	96	25	-74.0%
Total	615	276	-55.1%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 500,000	1	0	0%
500,001 - 550,000	1	0	0%
550,001 - 600,000	1	1	100%
600,001 - 650,000	5	5	100%
650,001 - 700,000	7	3	43%
700,001 - 750,000	6	2	33%
750,001 - 800,000	20	3	15%
800,001 - 850,000	6	6	100%
850,001 - 900,000	19	3	16%
900,001 - 950,000	8	1	13%
950,001 - 1,000,000	6	0	0%
1,000,001 - 1,050,000	2	0	0%
1,050,001 - 1,100,000	2	0	0%
1,100,001 - 1,200,000	7	1	14%
1,200,001 - 1,500,000	6	0	0%
1,500,001+	0	0	0%
Totals	97	25	26%

THE REAL NEIGHBOURHOOD RESULTS: NOV 2018

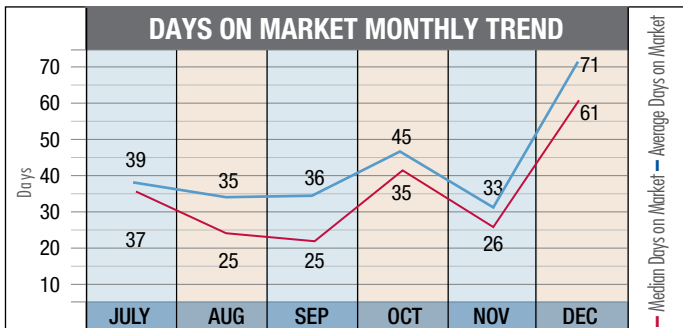
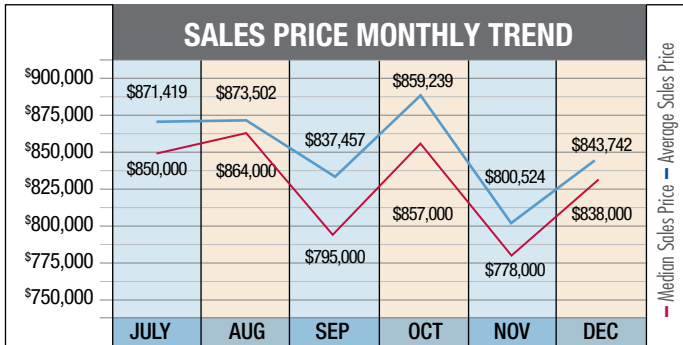
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Boyd Park	0	\$476,900	-3.48	-3.61
Bridgeport RI	0	\$672,500	2.08	-2.93
Brighthouse	2	\$788,100	0.34	-2.23
Brighthouse South	2	\$808,100	-2.24	-2.03
Broadmoor	0	\$994,500	0.22	-2.95
East Cambie	3	\$843,000	-0.33	-5.32
Garden City	0	\$925,100	-1.74	-4.41
Granville	1	\$757,400	0.42	-1.6
Hamilton RI	4	\$702,500	-0.72	-5.46
Ironwood	0	\$676,300	-1.2	-6.22
Lackner	0	\$931,400	-3.04	-2.61
McLennan North	6	\$953,900	-0.31	-1.69
McNair	0	\$589,500	0.07	-4.48
Quilchena RI	0	\$649,000	-4.06	-3.17
Riverdale RI	0	\$830,000	-3.93	-3.45
Saunders	1	\$668,200	-1.56	-3.31
Seafair	0	\$972,300	-2.88	-3.62
South Arm	1	\$686,500	-0.38	-3.04
Steveston North	0	\$658,300	-3.52	-2.71
Steveston South	1	\$915,300	-3.45	-3.35
Steveston Village	1	\$831,800	-4.3	-4.44
Terra Nova	0	\$948,500	-3.53	-4.13
West Cambie	2	\$857,500	-1.03	-1.9
Westwind	0	\$818,100	-3.38	-2.83
Woodwards	1	\$820,100	-3.02	-4.87
Richmond	25	\$840,200	-1.36	-2.92

FAITH'S KEY INSIGHTS:

- Richmond has a larger inventory of townhouses that most Metro municipalities and it is certainly apparent right now. In November 96 new listings were added and a number of the 120 that were listed in October are likely still available because it now takes, on average, 30 days for a new listing to sell. As well there are 307 new townhouses under construction in Richmond. Buyers were not as active as builders and sellers, however, as November townhouse sales dropped 72% from the same period last year to 25, the lowest one-month level in at least four years.
- Richmond's benchmark townhouse price remained nearly 5% higher than November 2017, at \$840,200, but the November benchmark price was down 1.3% from October and off nearly 3% from three months earlier. One of the most expensive neighbourhoods, McLellan North, was also the most popular with 6 sales at a benchmark price of \$953,900. The message in this current slow market is that it is inevitable after the incredible run up in sales and prices in the past four year years. And, like all cycles, it will pass.

DECEMBER - TOWNHOUSES

THE REAL RICHMOND RESULTS: DEC 2018



UNIT SALES (BY MONTH)	2017	2018	CHANGE
July	119	63	-47.1%
Aug	112	46	-58.9%
Sep	86	40	-53.5%
Oct	97	46	-52.6%
Nov	96	37	-61.5%
Dec	46	13	-71.7%
Total	556	245	-56.0%

LISTING AND SALES ACTIVITY BY PRICE SEGMENT			
Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 - 500,000	1	2	200%
500,001 - 550,000	0	1	0%
550,001 - 600,000	0	0	0%
600,001 - 650,000	0	0	0%
650,001 - 700,000	2	0	0%
700,001 - 750,000	3	0	0%
750,001 - 800,000	6	2	33%
800,001 - 850,000	2	3	150%
850,001 - 900,000	3	0	0%
900,001 - 950,000	5	0	0%
950,001 - 1,000,000	4	1	25%
1,000,001 - 1,050,000	0	1	0%
1,050,001 - 1,100,000	5	1	20%
1,100,001 - 1,200,000	5	1	20%
1,200,001 - 1,500,000	5	1	20%
1,500,001+	0	0	0%
Totals	41	13	32%

THE REAL NEIGHBOURHOOD RESULTS: DEC 2018

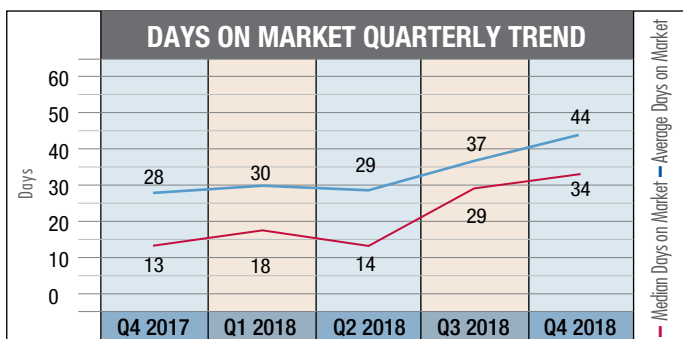
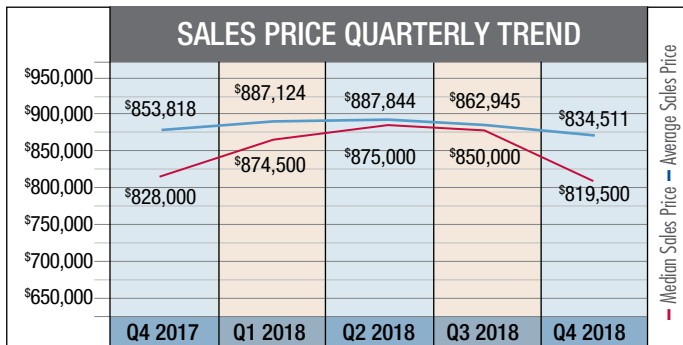
SALES AND BENCHMARK PRICES BY NEIGHBOURHOOD			BENCHMARK PRICE CHANGE (%)	
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	1 Month	3 Months
Boyd Park	0	\$455,400	-4.51	-7.02
Bridgeport RI	0	\$659,300	-1.97	-3.39
Brighthouse	1	\$758,600	-3.75	-6.02
Brighthouse South	1	\$798,700	-1.16	-2.23
Broadmoor	0	\$950,700	-4.4	-8.84
East Cambie	0	\$830,600	-1.47	-3.06
Garden City	1	\$898,800	-2.85	-9.3
Granville	0	\$729,600	-3.66	-6.14
Hamilton RI	0	\$697,600	-0.69	-3.01
Ironwood	0	\$675,200	-0.17	-2.72
Lackner	3	\$905,000	-2.83	-6.19
McLennan North	0	\$929,500	-2.56	-3.64
McNair	0	\$582,200	-1.24	-2.97
Quilchena RI	3	\$633,700	-2.36	-5.7
Riverdale RI	0	\$809,500	-2.47	-5.96
Saunders	0	\$642,300	-3.87	-9.61
Seafair	0	\$939,900	-3.33	-6.25
South Arm	0	\$663,200	-3.39	-7.79
Steveston North	0	\$640,500	-2.7	-5.63
Steveston South	1	\$896,900	-2.02	-5.74
Steveston Village	0	\$807,100	-2.97	-6.9
Terra Nova	0	\$923,600	-2.62	-5.67
West Cambie	1	\$835,300	-2.58	-4.86
Westwind	1	\$785,300	-4.01	-6.66
Woodwards	1	\$798,400	-2.64	-8.88
Richmond	13	\$819,800	-2.43	-4.94

FAITH'S KEY INSIGHTS:

- It is no surprise that the federal government recently provided \$22.4 million to an immigrant settlement society in Richmond, one of the largest such expenditures in Canada. Immigration to Canada hit unprecedented numbers over the past year and B.C. is now attracting close to 50,000 immigrants a year, the majority of whom move into Metro Vancouver. Richmond is one of the prime destinations. This is one of the key fundamentals driving the housing market and why we believe the current slump won't last. The townhouse sector will likely benefit the most from higher immigration: townhouses are less expensive than detached houses and yet provide more space for the young families that characterize immigrant applications. With Richmond townhouse prices down 5% in December from three months earlier and sales dropping 71.7% from the same month a year ago, buyers have the opportunity right now to catch the bottom of a market that has one of the strongest potential upsides in Canada. We advise townhouse buyers to get a pre-approved mortgage and start carefully shopping the Richmond market which has a fantastic selection available.

Q4 - TOWNHOUSES

THE REAL RICHMOND RESULTS: Q4 2018



		2017	2018	Change (%)
Unit Sales (by Quarter)	Q1	243	190	-21.8%
	Q2	346	207	-40.2%
	Q3	317	149	-53.0%
	Q4	239	96	-59.8%
	Year-to-Date Totals	1,145	642	-43.9%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 500,000	5	2	40%
500,001 – 550,000	2	1	50%
550,001 – 600,000	8	4	50%
600,001 – 650,000	6	9	150%
650,001 – 700,000	20	7	35%
700,001 – 750,000	19	11	58%
750,001 – 800,000	41	11	27%
800,001 – 850,000	16	14	88%
850,001 – 900,000	35	9	26%
900,001 – 950,000	20	4	20%
950,001 – 1,000,000	27	6	22%
1,000,001 – 1,050,000	2	7	350%
1,050,001 – 1,100,000	18	3	17%
1,100,001 – 1,200,000	20	4	20%
1,200,001 – 1,500,000	15	4	27%
1,500,001+	1	0	0%
Totals	255	96	38%

THE REAL NEIGHBOURHOOD RESULTS: Q4 2018

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			3 Months	1 Year
Boyd Park	0	\$455,400	-7.02	-0.66
Bridgeport RI	1	\$659,300	-3.39	5.26
Brighthouse	6	\$758,600	-6.02	0.93
Brighthouse South	10	\$798,700	-2.23	3.03
Broadmoor	1	\$950,700	-8.84	0.87
East Cambie	6	\$830,600	-3.06	0.61
Garden City	2	\$898,800	-9.3	1.49
Granville	2	\$729,600	-6.14	0.91
Hamilton RI	9	\$697,600	-3.01	0.37
Ironwood	3	\$675,200	-2.72	0.58
Lackner	2	\$905,000	-6.19	0.73
McLennan North	21	\$929,500	-3.64	0.87
McNair	1	\$582,200	-2.97	1.46
Quilchena RI	0	\$633,700	-5.7	-0.89
Riverdale RI	1	\$809,500	-5.96	-0.45
Saunders	3	\$642,300	-9.61	2.39
Seafair	3	\$939,900	-6.25	-0.55
South Arm	2	\$663,200	-7.79	2.26
Steveston North	1	\$640,500	-5.63	-0.72
Steveston South	4	\$896,900	-5.74	-0.69
Steveston Village	2	\$807,100	-6.9	-1.35
Terra Nova	1	\$923,600	-5.67	-0.11
West Cambie	8	\$835,300	-4.86	2.22
Westwind	2	\$785,300	-6.66	0.96
Woodwards	5	\$798,400	-8.88	2.83
Richmond	96	\$819,800	-4.94	1.47

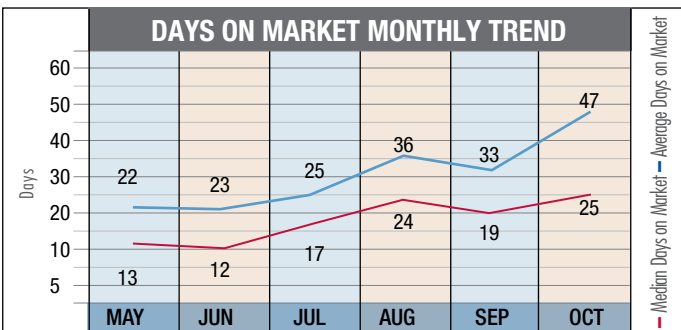
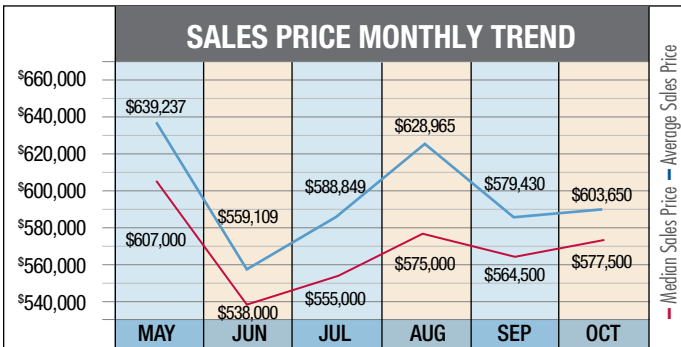
FAITH'S KEY INSIGHTS:

■ Richmond townhouse benchmark prices in Q4 were down 4.9% from Q2, to \$819,800, and sales were 38% lower than a year earlier, at 96. Despite this, we believe Richmond's townhouse market will remain active and positive because of steady demand. While sales are stronger at the lower end of the price spectrum, there were townhouse sales in Q4 right up to \$1.5 million and every Richmond neighbourhood reported buyers. McLennan North attracted 21 buyers – to lead all neighbourhoods – at a benchmark of \$929,500, a price down 6% from three months earlier.

■ Here is an aside to investors. With 356 new townhouses under construction as of December, Richmond has a greater amount of new townhouses, especially larger units, underway than every suburban city except for Surrey. But pre-sales of new townhouses are not performing as well now as previously. The result is some pre-sale buyers do not want to or can't close on their pre-sale townhouse and are offering them as assignment sales. You may find discounted prices on luxury units that pre-sold more than a year ago. Ask your real estate agent for details.

OCTOBER - APARTMENTS / CONDOS

THE REAL RICHMOND RESULTS: OCT 2018



Month	2017	2018	CHANGE
May	260	169	-35.0%
June	224	151	-38.1%
July	224	152	-32.1%
Aug	212	150	-29.2%
Sep	217	104	-52.1%
Oct	187	77	-58.8%
Total	1324	802	-39.4%

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	1	1	100%
300,001 – 350,000	3	2	67%
350,001 – 400,000	14	10	71%
400,001 – 450,000	17	8	47%
450,001 – 500,000	23	7	30%
500,001 – 550,000	29	8	28%
550,001 – 600,000	27	9	33%
601,000 – 700,000	47	17	36%
700,001 – 800,000	35	7	20%
800,001 – 900,000	33	3	9%
900,001 – 1,000,000	10	1	10%
1,000,001 – 1,250,000	10	2	20%
1,250,000 – 1,500,000	5	1	20%
1,500,001+	6	1	17%
Totals	260	77	30%

THE REAL NEIGHBOURHOOD RESULTS: OCT 2018

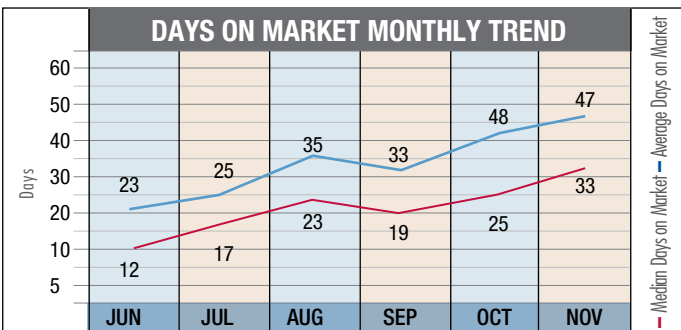
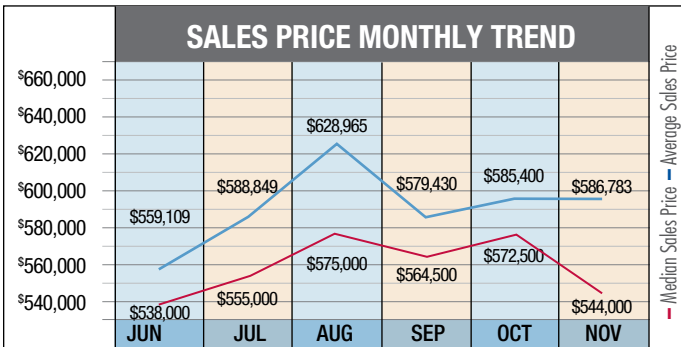
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Boyd Park	0	\$479,200	1.41	2.33
Bridgeport RI	2	\$776,700	0.56	-1.07
Brighthouse	42	\$667,700	2.49	-3.17
Brighthouse South	8	\$596,200	-1.12	-1.45
Broadmoor	0	\$515,600	0.49	0.77
East Cambie	0	\$521,000	2.29	3.02
East Richmond	0	\$813,600	-0.28	-0.41
Garden City	1	\$459,600	2.62	1.59
Granville	0	\$267,600	0.89	0.34
Hamilton RI	0	\$727,600	-0.18	0.78
Ironwood	3	\$682,800	1.59	0.46
McLennan North	3	\$607,200	-1.59	0.09
Seafair	0	\$474,800	1.36	2.44
South Arm	0	\$323,800	-0.03	0.7
Steveston North	0	\$470,900	1.2	0.06
Steveston South	6	\$559,100	-0.94	0.63
West Cambie	11	\$722,200	0.41	-0.27
Richmond	78	\$690,600	0.73	-1.3

FAITH'S KEY INSIGHTS:

- You may have seen the big ads in transit stations or newspapers heralding the arrival of some of the largest new condo developments in Richmond's history. In fact, a slew of new condo projects are coming out of the ground, with 1,405 units started as of October and a total of 2,916 under construction. This reveals developer confidence in Richmond's condo market that is apparently shared by sellers of existing townhouses, who listed 260 condos in October
- Richmond condo buyers, however, are not so bullish on the market. In October, 77 existing condos sold, down 58.8% from October of last year to the lowest level in 2018. As well, the inventory for newly completed and unsold new condos in Richmond reached 260 units, the highest level this year. Add it up and there are more than 500 resale and new condos for sale right now in Richmond, which puts buyers firmly in the driver's seat.
- The benchmark price of a Richmond condo in October was \$681,900 down 1.2% from a month earlier, but still almost 10% higher than in October of last year. Buyers are finding relative bargains, however, including the 13 who purchased a Richmond condo for \$400,000 or less in October and the 8 who paid between \$450,000 to \$500,000. There were 114 condos listed for \$600,000 or less, a price point that could become more common if inventory continues to swell. Sellers see action at the higher-end of the market but the competition is fierce and buyers are scarce: from 21 condos listed in October in excess of \$1 million, there were only 4 sales.

NOVEMBER - APARTMENTS/CONDOS

THE REAL RICHMOND RESULTS: NOV 2018



Month	2017	2018	CHANGE
June	224	150	-38.5%
July	224	151	-32.6%
Aug	212	143	-32.5%
Sep	217	104	-52.1%
Oct	187	112	-40.1%
Nov	180	98	-45.6%
Total	1244	758	-39.1%

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	0	0	0
200,001 – 250,000	2	0	0%
250,001 – 300,000	2	0	0%
300,001 – 350,000	3	8	267%
350,001 – 400,000	13	5	38%
400,001 – 450,000	11	16	145%
450,001 – 500,000	18	13	72%
500,001 – 550,000	22	12	55%
550,001 – 600,000	23	5	22%
601,000 – 700,000	39	21	54%
700,001 – 800,000	26	12	46%
800,001 – 900,000	7	4	57%
900,001 – 1,000,000	5	2	40%
1,000,001 – 1,250,000	11	0	0%
1,250,000 – 1,500,000	2	0	0%
1,500,001+	4	0	0%
Totals	188	98	52%

THE REAL NEIGHBOURHOOD RESULTS: NOV 2018

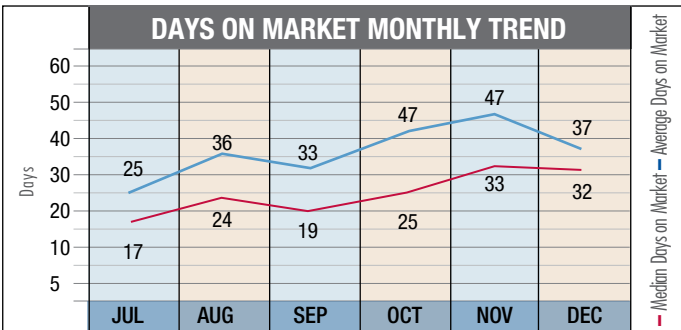
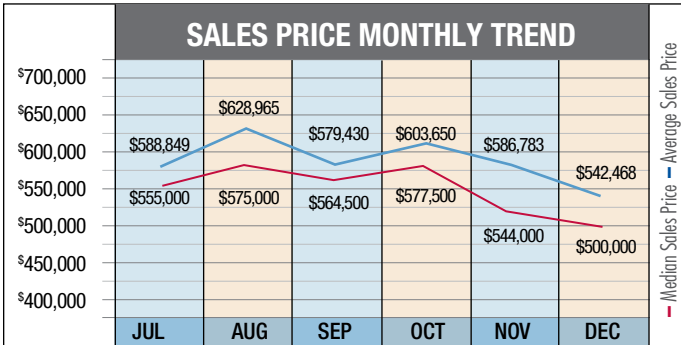
MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Boyd Park	0	\$487,700	0.57	3.21
Bridgeport RI	2	\$738,300	-4.39	-4.42
Brighthouse	37	\$611,000	-5.04	-6.22
Brighthouse South	13	\$587,800	-2.45	-2.51
Broadmoor	0	\$488,100	-4.1	-4.86
East Cambie	0	\$492,700	-2.64	-3.27
East Richmond	0	\$771,500	-5.68	-5.44
Garden City	0	\$433,800	-6.88	-3.14
Granville	0	\$253,100	-5.56	-4.57
Hamilton RI	0	\$715,000	-1.76	-1.91
Ironwood	5	\$633,300	-7.39	-5.77
McLennan North	2	\$779,200	0.83	-2.79
Riverdale RI	4	\$612,600	0.81	-0.7
Seafair	0	\$483,100	0.44	3.15
South Arm	2	\$313,000	-3.34	-3.38
Steveston North	0	\$481,500	-0.34	3.47
Steveston South	1	\$578,100	0.97	2.42
West Cambie	27	\$684,400	-4.96	-4.84
Richmond	98	\$658,500	-3.44	-3.95

FAITH'S KEY INSIGHTS:

- Richmond could be called crane city because of the amount of construction underway as some huge projects come out of the ground. Right now there are more than 2,100 new condos under construction and another 2,100 have completed so far this year. This should give sellers of existing condos something to think about, because condo apartment sales in Richmond are down 45.6% from a year ago, as of November, and pre-sales of new condos have also slowed. Buyers looking for pre-sale condos will likely be enticed by developer incentives if the new condo market continues to slow. Don't expect price reductions, but such perks as appliance and finishing upgrades, or financing packages. When you are visiting new condo sales offices, bring a trusted real estate agent along who can explain the new home sales contracts and any deals you are offered.
- Richmond's condo market is performing better than many other municipalities, posting a 52% sales-to-new-listing ratio in November, as 98 of the 188 new listings sold. To an outsider who had not been over the last two years, this would seem like a normal, active market. Because it is. Sales and listings are balanced, prices are not running away and there is growing selection of property to choose from.
- There is a lot of concern about mortgage rates, but the Bank of Canada apparently plans to keep rate hikes in check for the next while. Also, the benchmark price of a Richmond condo is now 4% lower than six months ago: that equates to a reduction of about \$25,000, certainly enough to cover the small rise in mortgage rates since the summer.

DECEMBER - APARTMENTS / CONDOS

THE REAL RICHMOND RESULTS: DEC 2018



Month	2017	2018	CHANGE
July	224	152	-32.1%
Aug	212	150	-29.2%
Sep	217	104	-52.1%
Oct	187	115	-38.5%
Nov	180	70	-61.1%
Dec	116	52	-55.2%
Total	1136	643	-43.4%

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	1	1	100%
300,001 - 350,000	1	1	100%
350,001 - 400,000	6	4	67%
400,001 - 450,000	5	9	180%
450,001 - 500,000	9	11	122%
500,001 - 550,000	8	2	25%
550,001 - 600,000	18	7	39%
601,000 - 700,000	13	10	77%
700,001 - 800,000	13	4	31%
800,001 - 900,000	10	1	10%
900,001 - 1,000,000	3	0	0%
1,000,001 - 1,250,000	5	1	20%
1,250,000 - 1,500,000	0	0	0%
1,500,001+	1	0	0%
Totals	93	52	56%

THE REAL NEIGHBOURHOOD RESULTS: DEC 2018

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Boyd Park	3	\$480,700	-1.44	0.31
Bridgeport RI	0	\$732,600	-0.77	-5.68
Brighthouse	12	\$639,600	4.69	-4.21
Brighthouse South	4	\$590,200	0.41	-1
Broadmoor	0	\$467,900	-4.14	-9.25
East Cambie	0	\$495,400	0.54	-4.92
East Richmond	2	\$772,300	0.1	-5.08
Garden City	0	\$423,900	-2.29	-7.77
Granville	0	\$247,600	-2.18	-7.47
Hamilton RI	0	\$690,000	-3.5	-5.17
Ironwood	1	\$632,500	-0.14	-7.38
McLennan North	6	\$776,800	-0.31	-1.82
Riverdale RI	2	\$601,700	-1.78	-0.9
Seafair	0	\$475,300	-1.63	0.1
South Arm	1	\$304,000	-2.85	-6.1
Steveston North	1	\$476,600	-1	1.22
Steveston South	2	\$586,900	1.52	4.97
West Cambie	18	\$676,300	-1.18	-6.35
Richmond	52	\$668,500	1.53	-3.19

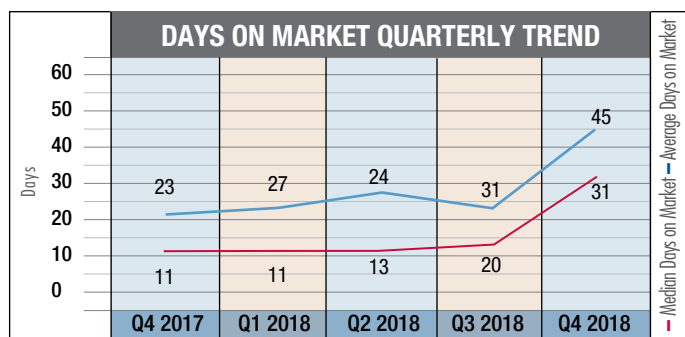
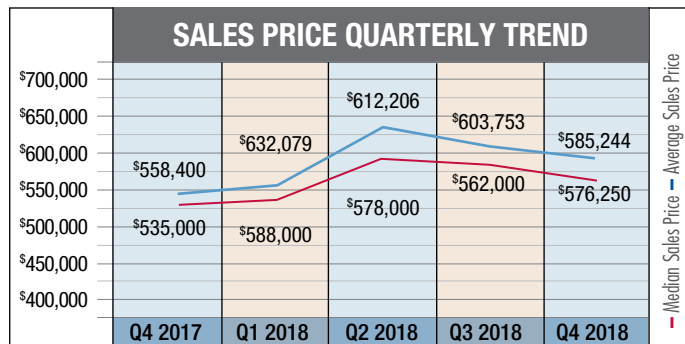
FAITH'S KEY INSIGHTS:

- December is normally the slowest month for sales, so the low sales in Richmond during the month was expected. What was a bit of a surprise is that more than half the 52 condo apartment sales in December were for less than \$500,000 and 16 of these were priced at a benchmark of \$450,000 or less, far below the overall Richmond condo benchmark price of \$668,500. Generally, Richmond condo prices have been holding fairly firm, with the benchmark price up 1.5% from November, though 3.1% lower in December from three months earlier. If the lower-priced condos continue to dominate sales, expect these benchmarks to track lower into the New Year.

- The condo apartment inventory in Richmond is large and expanding. Since it now takes an average of 37 days for a new listing to sell, there are at least 200 active listings for resale units and a further 1,422 new condo apartments were started in Richmond during 2018, the highest level in any Metro suburb. This will ratchet up the competition for condo sellers. It now takes an average of 37 days for a new listing for a condo apartment to sell, so sellers have to work much harder to make their property stand out. This means keeping the condo in pristine, showroom condition, being flexible on subjects and using a real estate agency with a proven, multi-level marketing system. Better condos listed at a price that reflects current values will sell and likely quickly. Faith Wilson Group provides the exclusive Peace of Mind Guarantee for Sellers, your assurance of satisfaction despite the market challenges.

Q4 - APARTMENTS / CONDOS

THE REAL RICHMOND RESULTS: Q4 2018



	2017	2018	Change (%)
Unit Sales (by Quarter)	Q1	598	-21.9%
	Q2	731	-31.2%
	Q3	653	-37.8%
	Q4	483	-50.9%
	Year-to-Date Totals	2,465	1,613

Price Segment (\$)	New Listings Added	Unit Sales	Sales-to-New-Listings Ratio
0 – 200,000	0	0	0%
200,001 – 250,000	2	1	50%
250,001 – 300,000	4	2	50%
300,001 – 350,000	8	9	113%
350,001 – 400,000	33	18	55%
400,001 – 450,000	32	28	88%
450,001 – 500,000	56	34	61%
500,001 – 550,000	59	24	41%
550,001 – 600,000	68	29	43%
601,000 – 700,000	98	46	47%
700,001 – 800,000	72	23	32%
800,001 – 900,000	48	10	21%
900,001 – 1,000,000	21	4	19%
1,000,001 – 1,250,000	25	7	28%
1,250,000 – 1,500,000	5	1	20%
1,500,001+	11	1	9%
Totals	542	237	44%

THE REAL NEIGHBOURHOOD RESULTS: Q4 2018

MLS® Neighbourhood	Unit Sales	HPI Benchmark Price	BENCHMARK PRICE CHANGE (%)	
			1 Month	3 Months
Boyd Park	3	\$480,700	0.31	17.63
Bridgeport RI	3	\$732,600	-5.68	1.06
Brighthouse	86	\$639,600	-4.21	-2.91
Brighthouse South	31	\$590,200	-1	5.38
Broadmoor	0	\$467,900	-9.25	0.58
East Cambie	1	\$495,400	-4.92	7.29
East Richmond	3	\$772,300	-5.08	0.98
Garden City	0	\$423,900	-7.77	-1.86
Granville	0	\$247,600	-7.47	2.35
Hamilton RI	0	\$690,000	-5.17	2.78
Ironwood	6	\$632,500	-7.38	1.69
McLennan North	17	\$776,800	-1.82	9.37
Riverdale RI	6	\$601,700	-0.9	8.45
Seafair	0	\$475,300	0.1	17.53
South Arm	4	\$304,000	-6.1	3.89
Steveston North	1	\$476,600	1.22	16.05
Steveston South	8	\$586,900	4.97	9.51
West Cambie	63	\$676,300	-6.35	1.66
Richmond	237	\$668,500	-3.19	2.46

FAITH'S KEY INSIGHTS:

- The Richmond market corrections started in the detached housing sector but has spread to condominium apartment sales, which have been down from a year earlier in Richmond since the first quarter. With a 50.9% decline in Q4 compared to the same period in 2017, total 2018 condo sales in Richmond were 34.6% lower year-over-year. Still, with 237 sales in Q4, this was not dormant market
- We are seeing less first-time buyers recently, likely due to the more rigid rules on mortgage qualifying and higher interest rates, and many of the first-time buyers say they are getting help from mom and dad to help with the purchase of a condo. We suggest that right now is good time for such investments. Richmond condos are being offered at some tantalizing prices: in Q4, there were 135 condo apartments listed at \$500,000 or less. First-time buyers would have found the lowest-priced Richmond condos in Q4 in the South Arm neighbourhood, where 4 buyers purchased at a benchmark of \$304,000; and Boyd Park, where 3 units sold in Q4 at a benchmark of \$480,700.
- There have been changes in mortgages this year and some are confused about what the stress test and the difference between fixed and variable-rate mortgages and other options. Faith Wilson Group has a full-time professional mortgage expert on our team who can explain everything a buyer needs to know. It is all part of the service that has earned Faith Wilson Group a prestigious Lifetime Achievement Award and has kept us ranked among the top Metro Vancouver real estate agencies for more than 20 years.

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.

■ IS COMMITTED

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.

GUARANTEED

TO GET STARTED

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

