

NOV 20 VS NOV 19

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RESIDENTIAL
REAL ESTATE
ANALYSES

WESTSIDE

DETACHED

UNIT SALES

96↑48%

INVENTORY AT MONTH END

544↓-21%

AVE. DAYS ON MARKET

37↓-39%

HPI (combined total)

\$3,122,100↑6%



TOWNHOME

UNIT SALES

46↑59%

INVENTORY AT MONTH END

215↓-13%

AVE. DAYS ON MARKET

41↑17%

HPI (combined total)

\$1,150,600↑2%



CONDO

UNIT SALES

315↑4%

INVENTORY AT MONTH END

1,748↑39%

AVE. DAYS ON MARKET

29↓-33%

HPI (combined total)

\$764,300↑2%

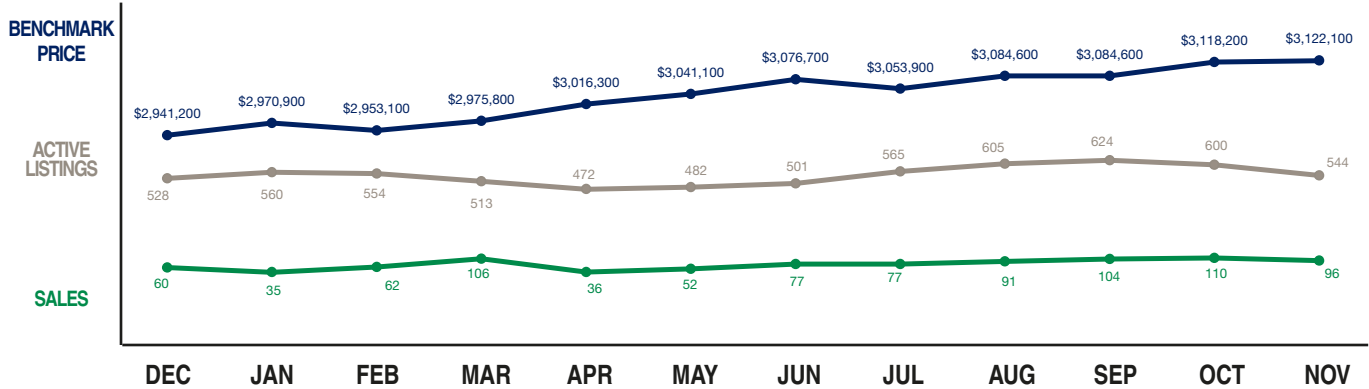


NOV 2020

NOV 2020 - SINGLE FAMILY DETACHED HOMES



WESTSIDE DETACHED - 12 MONTH MARKET TREND



| DETACHED HOUSES | SALES | ACTIVE LISTINGS | AVERAGE DOM |
|-----------------------------|-----------|-----------------|-------------|
| \$99,999 and Below | 0 | 1 | 0 |
| \$100,000 to \$199,999 | 0 | 0 | 0 |
| \$200,000 to \$399,999 | 0 | 0 | 0 |
| \$400,000 to \$899,999 | 0 | 1 | 0 |
| \$900,000 to \$1,499,999 | 2 | 1 | 15 |
| \$1,500,000 to \$1,999,999 | 6 | 14 | 30 |
| \$2,000,000 to \$2,999,999 | 40 | 114 | 29 |
| \$3,000,000 and \$3,999,999 | 27 | 128 | 47 |
| \$4,000,000 to \$4,999,999 | 8 | 80 | 55 |
| \$5,000,000 and Above | 13 | 205 | 36 |
| TOTAL | 96 | 544 | 37 |

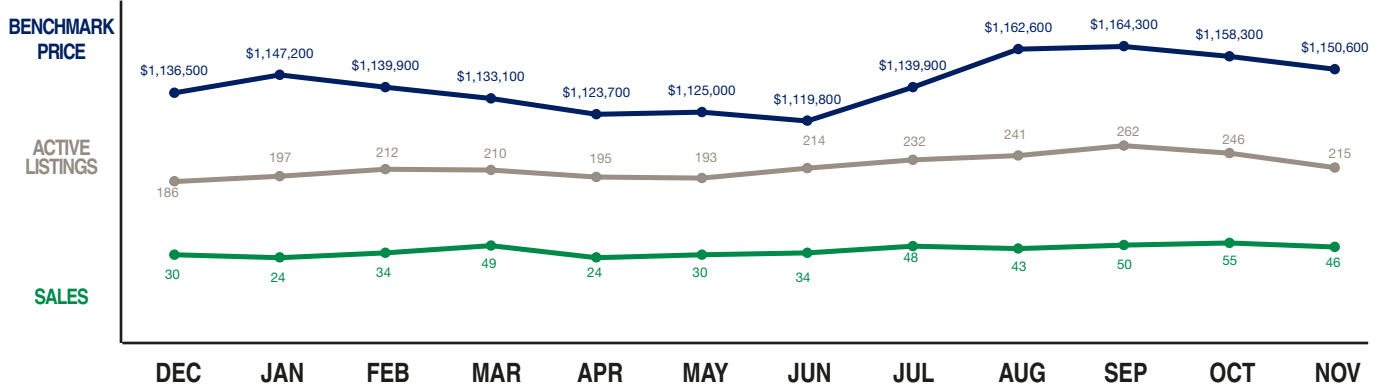


*Current as of Dec.6, 2020 all data from the REAL ESTATE BOARD OF GREATER VANCOUVER percent changes are calculated using rounded figures

| NEIGHBOURHOOD | SALES | ACTIVE LISTINGS | BENCHMARK PRICE | ONE-YEAR CHANGE |
|-------------------|-----------|-----------------|--------------------|-----------------|
| Arbutus | 7 | 16 | \$3,445,700 | + 10.4% |
| Cambie | 11 | 28 | \$2,387,100 | + 8.3% |
| Coal Harbour | 0 | 0 | \$0 | -- |
| Downtown VW | 0 | 1 | \$0 | -- |
| Dunbar | 12 | 73 | \$2,786,400 | + 11.9% |
| Fairview VW | 0 | 2 | \$0 | -- |
| False Creek | 0 | 0 | \$0 | -- |
| Kerrisdale | 3 | 35 | \$3,113,500 | + 9.3% |
| Kitsilano | 16 | 22 | \$2,328,100 | + 0.8% |
| Mackenzie Heights | 1 | 22 | \$3,234,800 | + 6.9% |
| Marpole | 3 | 34 | \$2,238,400 | + 9.0% |
| Mount Pleasant VW | 0 | 2 | \$2,260,900 | + 7.6% |
| Oakridge VW | 0 | 15 | \$3,457,900 | + 7.0% |
| Point Grey | 15 | 68 | \$3,079,000 | + 4.6% |
| Quilchena | 3 | 16 | \$3,236,200 | + 5.1% |
| S.W. Marine | 3 | 21 | \$3,011,800 | + 4.0% |
| Shaughnessy | 5 | 62 | \$4,634,100 | - 2.7% |
| South Cambie | 1 | 11 | \$4,396,300 | + 16.5% |
| South Granville | 7 | 58 | \$3,688,500 | + 3.4% |
| Southlands | 8 | 39 | \$3,373,800 | + 8.5% |
| University VW | 1 | 15 | \$4,234,300 | - 8.3% |
| West End VW | 0 | 3 | \$1,979,300 | + 8.9% |
| Yaletown | 0 | 1 | \$0 | -- |
| TOTAL* | 96 | 544 | \$3,122,100 | + 6.1% |



WESTSIDE TOWNHOME - 12 MONTH MARKET TREND



| TOWNHOUSES | SALES | ACTIVE LISTINGS | AVERAGE DOM |
|-----------------------------|-----------|-----------------|-------------|
| \$99,999 and Below | 0 | 0 | 0 |
| \$100,000 to \$199,999 | 0 | 0 | 0 |
| \$200,000 to \$399,999 | 0 | 0 | 0 |
| \$400,000 to \$899,999 | 14 | 16 | 35 |
| \$900,000 to \$1,499,999 | 20 | 84 | 39 |
| \$1,500,000 to \$1,999,999 | 10 | 65 | 54 |
| \$2,000,000 to \$2,999,999 | 1 | 32 | 10 |
| \$3,000,000 and \$3,999,999 | 1 | 12 | 74 |
| \$4,000,000 to \$4,999,999 | 0 | 4 | 0 |
| \$5,000,000 and Above | 0 | 2 | 0 |
| TOTAL | 46 | 215 | 41 |

| NEIGHBOURHOOD | SALES | ACTIVE LISTINGS | BENCHMARK PRICE | ONE-YEAR CHANGE |
|-------------------|-----------|-----------------|--------------------|-----------------|
| Arbutus | 0 | 1 | \$0 | -- |
| Cambie | 1 | 22 | \$1,160,900 | + 6.5% |
| Coal Harbour | 1 | 9 | \$1,642,400 | - 2.3% |
| Downtown VW | 2 | 10 | \$1,101,100 | - 4.6% |
| Dunbar | 1 | 2 | \$0 | -- |
| Fairview VW | 15 | 28 | \$1,037,900 | - 0.6% |
| False Creek | 1 | 8 | \$961,400 | + 3.7% |
| Kerrisdale | 2 | 4 | \$1,428,700 | + 4.0% |
| Kitsilano | 8 | 22 | \$1,101,000 | + 3.7% |
| MacKenzie Heights | 0 | 1 | \$0 | -- |
| Marpole | 3 | 22 | \$1,080,600 | + 6.3% |
| Mount Pleasant VW | 2 | 6 | \$1,135,400 | - 4.4% |
| Oakridge VW | 1 | 7 | \$1,458,900 | + 2.1% |
| Point Grey | 1 | 1 | \$1,038,900 | + 2.5% |
| Quilchena | 4 | 2 | \$1,420,900 | + 4.1% |
| S.W. Marine | 0 | 1 | \$0 | -- |
| Shaughnessy | 0 | 3 | \$1,758,300 | - 7.6% |
| South Cambie | 0 | 7 | \$1,728,900 | + 0.7% |
| South Granville | 1 | 21 | \$1,572,800 | + 2.7% |
| Southlands | 0 | 1 | \$0 | -- |
| University VW | 1 | 18 | \$1,554,500 | + 0.3% |
| West End VW | 1 | 3 | \$1,192,200 | - 3.2% |
| Yaletown | 1 | 16 | \$1,591,400 | - 0.1% |
| TOTAL* | 46 | 215 | \$1,150,600 | + 1.5% |



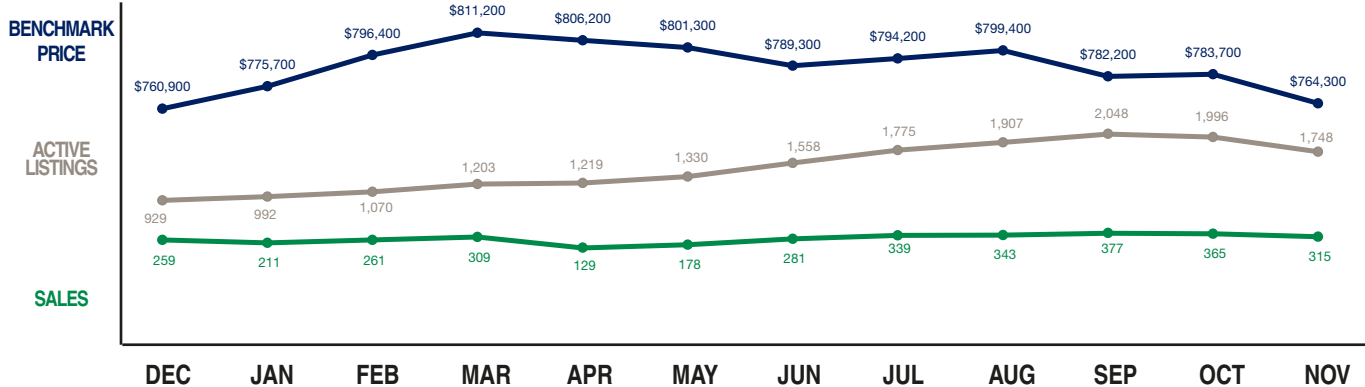
BEST REAL ESTATE AGENCY CANADA

In the International Property Awards worldwide competition, within the Americas Division, Faith Wilson Group won Best Real Estate Agency Canada, 2014 – 2015.

*Current as of Dec 6, 2020 all data from the REAL ESTATE BOARD OF GREATER VANCOUVER percent changes are calculated using rounded figures

NOV 2020 - CONDO HOMES

WESTSIDE CONDOS - 12 MONTH MARKET TREND



| CONDOS | SALES | ACTIVE LISTINGS | AVERAGE DOM |
|-----------------------------|------------|-----------------|-------------|
| \$99,999 and Below | 0 | 0 | 0 |
| \$100,000 to \$199,999 | 0 | 0 | 0 |
| \$200,000 to \$399,999 | 8 | 13 | 24 |
| \$400,000 to \$899,999 | 203 | 833 | 26 |
| \$900,000 to \$1,499,999 | 87 | 490 | 35 |
| \$1,500,000 to \$1,999,999 | 13 | 153 | 29 |
| \$2,000,000 to \$2,999,999 | 4 | 132 | 45 |
| \$3,000,000 and \$3,999,999 | 0 | 46 | 0 |
| \$4,000,000 to \$4,999,999 | 0 | 25 | 0 |
| \$5,000,000 and Above | 0 | 56 | 0 |
| TOTAL | 315 | 1,748 | 29 |

| NEIGHBOURHOOD | SALES | ACTIVE LISTINGS | BENCHMARK PRICE | ONE-YEAR CHANGE |
|-------------------|------------|-----------------|------------------|-----------------|
| Arbutus | 0 | 0 | \$0 | -- |
| Cambie | 7 | 87 | \$688,500 | + 5.7% |
| Coal Harbour | 16 | 141 | \$994,200 | + 11.1% |
| Downtown VW | 69 | 382 | \$636,300 | - 0.8% |
| Dunbar | 3 | 16 | \$672,400 | - 3.5% |
| Fairview VW | 30 | 75 | \$778,500 | + 5.0% |
| False Creek | 27 | 73 | \$807,700 | + 2.0% |
| Kerrisdale | 7 | 27 | \$869,200 | - 2.6% |
| Kitsilano | 28 | 75 | \$617,700 | + 1.1% |
| Mackenzie Heights | 0 | 0 | \$0 | -- |
| Marpole | 10 | 93 | \$594,200 | + 4.2% |
| Mount Pleasant VW | 2 | 9 | \$559,000 | + 1.3% |
| Oakridge VW | 3 | 22 | \$1,034,800 | + 3.4% |
| Point Grey | 4 | 19 | \$599,800 | - 1.3% |
| Quilchena | 0 | 18 | \$1,041,000 | - 3.8% |
| S.W. Marine | 2 | 16 | \$483,000 | - 3.2% |
| Shaughnessy | 0 | 3 | \$621,400 | + 3.1% |
| South Cambie | 2 | 28 | \$918,900 | + 5.5% |
| South Granville | 1 | 23 | \$993,500 | + 4.6% |
| Southlands | 2 | 1 | \$773,300 | - 3.8% |
| University VW | 14 | 152 | \$910,900 | + 0.3% |
| West End VW | 32 | 204 | \$643,600 | + 1.4% |
| Yaletown | 56 | 284 | \$794,000 | - 0.9% |
| TOTAL* | 315 | 1,748 | \$764,300 | + 1.9% |

“We believe that all success starts and ends with a satisfied client.”