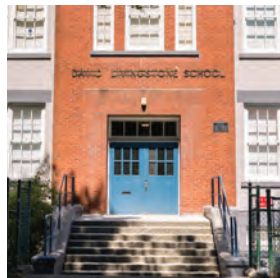




rennie review

PUBLISHED DECEMBER 2017



INSIDE THIS ISSUE

Each month, we release the Rennie Review, a detailed look at the real estate marketplace in Vancouver and the Lower Mainland. This report examines the market stats by neighbourhood, current Rennie Marketing Systems projects, and more.

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MEET THE RENNIE MARKET INTELLIGENCE TEAM, THE PEOPLE BEHIND THE DATA



ANDREW RAMLO

Vice President of Market Intelligence

For more than two decades Andrew has provided strategic management advice to leading real estate developers, investors, retailers, consumers and many of Canada's most rapidly changing municipalities, crown corporations, and public agencies. As Executive Director of Urban Futures, Andrew has conducted unique research on a wide range of topics ranging from labour force change and human resource management, to community planning and residential market analysis. As Vice President of Market Intelligence for the Rennie Group, Andrew leads the Market Intelligence division in providing analytical and strategic support internally to the Rennie Group and externally to Rennie clients.

Andrew earned his Bachelor of Arts degree in Urban and Economic Geography from the University of British Columbia (UBC) in 1995 and his Master of Arts degree from UBC's School of Community and Regional Planning in 2000. He is a member of the Planning Institute of British Columbia (PIBC) and The Canadian Institute of Planners (CIP), and has held council positions with both organizations. He is regularly quoted in the national media and is a frequent guest lecturer at UBC, SFU, BCIT, and VIU. Andrew is a sought-after speaker for both public and private clients, as he has an uncanny ability to turn technical analysis and data into engaging, lively stories about the way we all live. With a focus on the dimensions of change—demographic, societal, economic and environmental—his research and presentations provide the background knowledge for strategies to address the challenges and opportunities that organizations and individuals will face in the decades to come.

RYAN BERLIN

Senior Economist

For the past 15 years Ryan has worked closely with many of British Columbia's most successful organizations in real estate, retail, and finance, as well as many of Canada's more forward-thinking municipalities, regional governments, and crown corporations. As Director of Urban Futures, Ryan has provided research, insights, and advice on a wide range of topics related to industry succession planning, investment and market positioning, and service provision and allocation. Now the Senior Economist in Rennie's Market Intelligence Division, Ryan provides insightful market research and analysis to Rennie's corporate leadership, its advisors, and its clients.

Ryan holds a BA (Honours) in Economics from Queen's University, and an MA in Economics from the University of British Columbia. While studying at UBC, he instructed undergraduate students on the principles of micro- and macro-economics. He currently sits on the board of the Association of Professional Economists of BC, an organization that he has been a member of since 2011. As a public speaker, Ryan is in-demand across Canada, presenting regularly to large audiences on topics ranging from demographic and economic change to labour force trends and the real estate market.





Remember, remember, the month of November, when demand outweighed supply? It's one of the reasons, but not the only one, why prices remain so high.

Conversations about the state of Greater Vancouver's housing market continue to dominate political considerations, media publications, and cocktail parties. Benchmark prices continue to trend at all-time highs, available supply in the re-sale market is hovering at all-time lows, and demand continues to grow. In regards to the latter, the market continues to be shaped by demographic forces such as migration and aging, as well as economic forces such as robust job growth and increases in earnings.

In response to the growing demand for housing in recent years, numerous demand-side interventions have been introduced. Federally, interventions have ranged from higher down payment requirements and stress tests for both insured and uninsured mortgages to the Canada and Mortgage Housing

Corporation raising insurance premiums for insured mortgages. Provincially, we have seen the introduction of the foreign buyer tax, and new thresholds established for the property transfer tax and homeowner grants.

In addition to looking to limit demand-side risk, some policy interventions have focused on the supply side of Greater Vancouver's market. This includes the upcoming Empty Homes Tax, which the City of Vancouver hopes will incentivize owners of underutilized homes to make them available as part of much needed rental supply.

Layered on top of these more surgical interventions has been the introduction of new umbrella housing strategies by the federal and BC government, as well as the City of Vancouver. While differing in the mechanisms used to seek better balance in the housing market (not to mention their differing geographic reach), the policies are consistent in laying the groundwork for the expansion

of available housing supply, not only for those able to purchase, but specifically for renters and other segments of our population needing affordable, adequate, or suitable housing.

While we still have one more month to go in 2017, the expectation is for local conditions to remain consistent with the trend established over this past year: low supply relative to demand, which in turn will continue to put upward pressure on prices. This is particularly true within the region's multi-family segment, as the detached market has become more balanced as the year has progressed.

Come January of next year, the ever-changing policy landscape, layered against a backdrop of a strong local economy and robust net migration, will make for interesting market-watching.

GREATER VANCOUVER BOARD AREA MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of detached listings in the REBGV area decreased to 5,606 in November, 2% above November 2016 but 7% below last month
- Detached sales rose compared to November 2016, at 852, they were 30% above, but 11% below last month
- The sales-to-listings ratio decreased slightly to 15% but remained in balanced market status
- The benchmark price in November was \$1.61M, staying relatively the same as October 2017, and 6% above November 2016
- The average sold price was \$1.75M, dropping 3% from the previous month, and 8% above November 2016

MARKET STATUS
BALANCED MARKET

TOTAL LISTINGS

VS 2016
↑ 2%

SALES

VS 2016
↑ 30%

BENCHMARK PRICE

VS 2016
↑ 6%

AVG PRICE

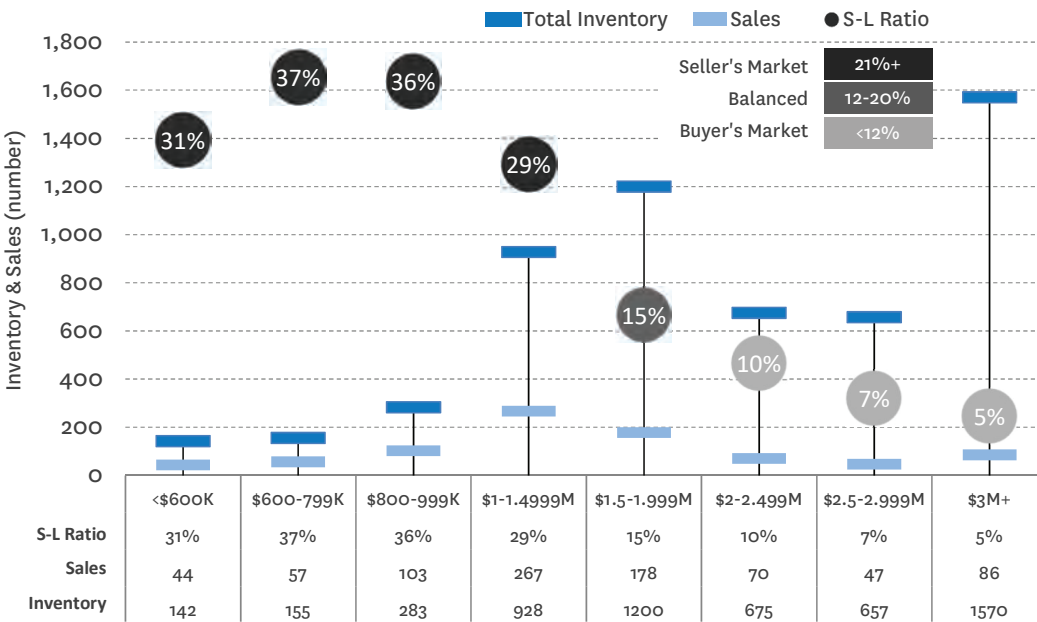
VS 2016
↑ 8%

AVG PSF PRICE

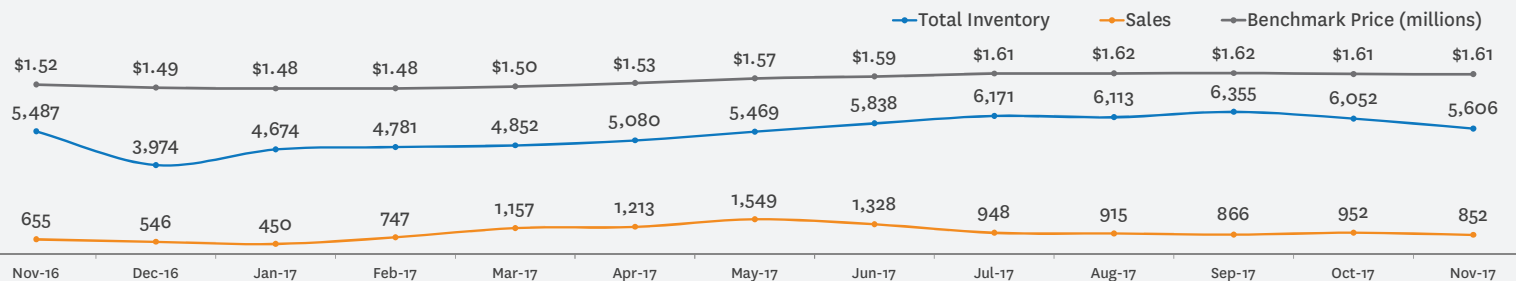
VS 2016
■

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	5,606	6,052	-7%	5,487	2%
Total Sales	852	952	-11%	655	30%
Sales-Listings Ratio	15%	16%	-3%	12%	27%
Benchmark Price	\$1,608,000	\$1,609,600	-0.1%	\$1,515,500	6%
Average Sold Price	\$1,746,359	\$1,803,513	-3%	\$1,615,638	8%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



GREATER VANCOUVER BOARD AREA MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of condo **listings** in the REBGV area in November, at 2,265 was 28% below November 2016, and 9% below October 2017
- Condo **sales** at 1,513 were up year-over-year (by 26%) but were down 1.2% vs last month
- The **sales-to-listings ratio** rose in November (to 67%), but remained firmly in seller's market territory
- The condo **benchmark price** in November was \$648,200, 1% above October 2017 and 24% above November 2016
- In November, the **average sold price** was \$673,750, down 1.8% from last month while the **average PSF sales price** rose to \$796

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **28%**

SALES

VS 2016
↑ **26%**

BENCHMARK PRICE

VS 2016
↑ **24%**

AVG PRICE

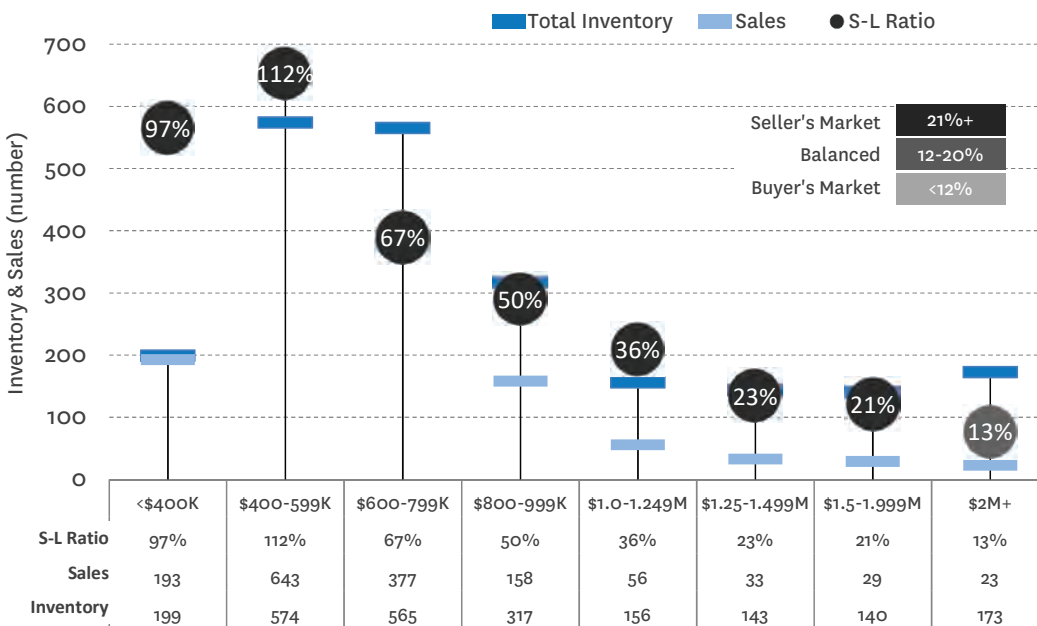
VS 2016
↑ **22%**

AVG PSF PRICE

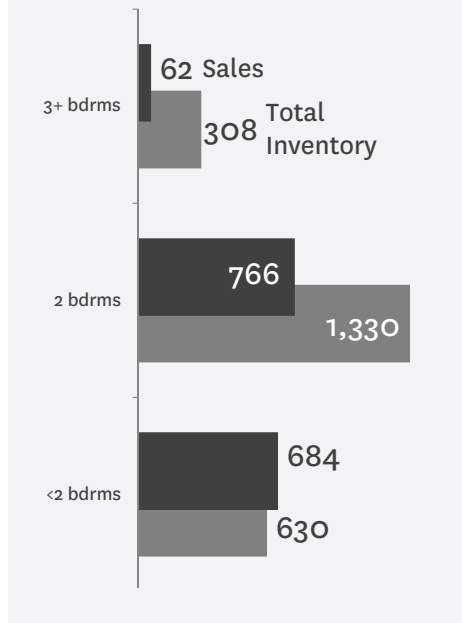
VS 2016
↑ **26%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	2,265	2,489	-9%	3,149	-28%
Total Sales	1,513	1,531	-1.2%	1,204	26%
Sale-Listings Ratio	67%	62%	9%	38%	75%
Benchmark Price	\$648,200	\$642,000	1.0%	\$523,300	24%
Average Sold Price	\$673,750	\$685,954	-1.8%	\$553,958	22%
Average Price PSF	\$796	\$781	1.9%	\$634	26%

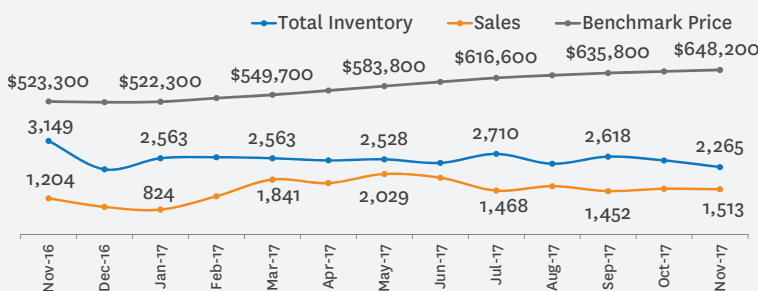
TOTAL LISTINGS & SALES BY PRICE RANGE



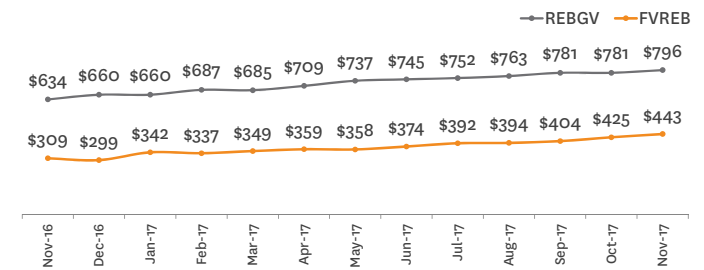
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



GREATER VANCOUVER BOARD AREA MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of townhome **listings** in the REBGV area fell to 960 in November, 1.6% below last month and 7% below November 2016
- Townhome **sales**, at 387, were 22% lower than in October but were 15% higher than November 2016
- The **sales-to-listings ratio** dropped to 40% in November, but the townhome segment remained in seller's market territory
- The **benchmark price** in November was \$805,200, 0.3% above October 2017 and 18% above November 2016
- The **average sold price**, at \$860,662 was 1.9% above last month, and the **average per square foot sales price** dipped slightly to \$603

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **7%**

SALES

VS 2016
↑ **15%**

BENCHMARK PRICE

VS 2016
↑ **18%**

AVG PRICE

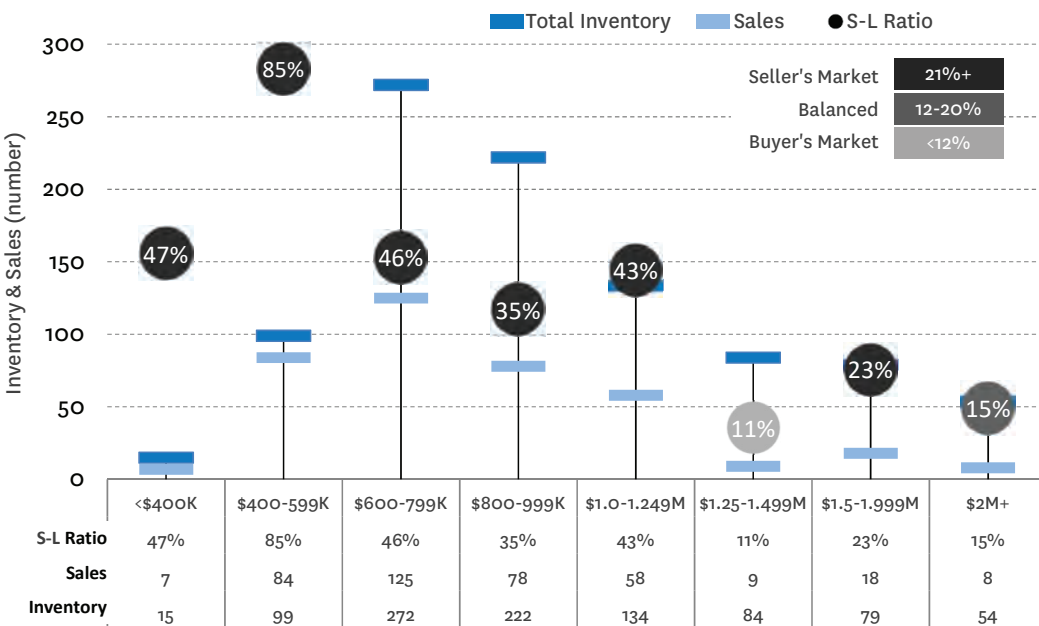
VS 2016
↑ **19%**

AVG PSF PRICE

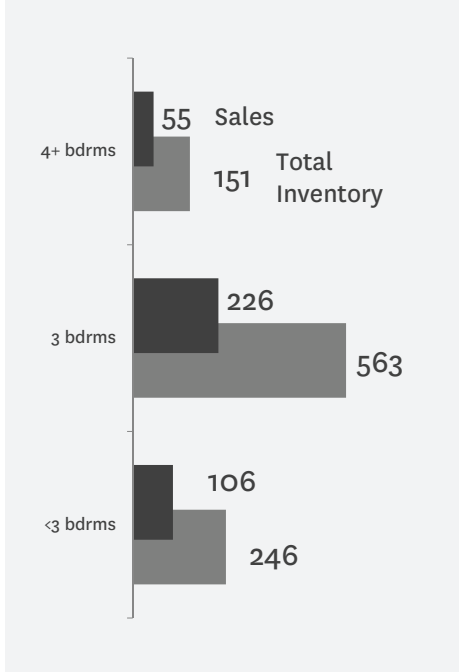
VS 2016
↑ **19%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	960	976	-1.6%	1,033	-7%
Total Sales	387	493	-22%	337	15%
Sales-Listings Ratio	40%	51%	-20%	33%	24%
Benchmark Price	\$805,200	\$802,400	0.3%	\$683,100	18%
Average Sold Price	\$860,662	\$845,015	1.9%	\$723,567	19%
Average Price PSF	\$603	\$604	-0.2%	\$506	19%

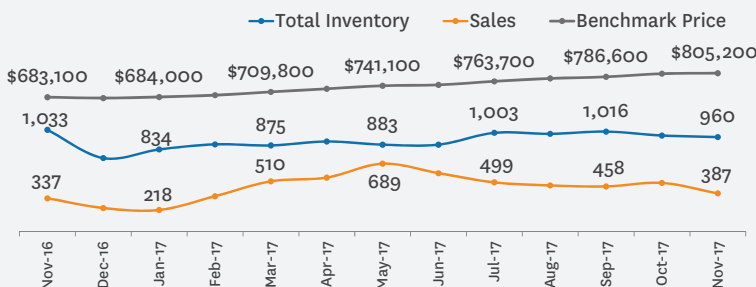
TOTAL LISTINGS & SALES BY PRICE RANGE



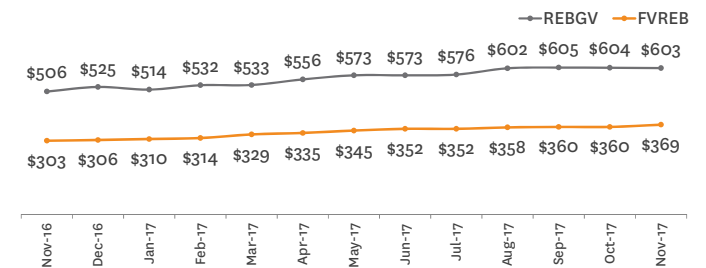
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



Our Advisor Team

At Rennie, our expert Realtors (we call them Advisors) are never alone - behind them is a multi-talented support team with expertise in data intelligence, legal, technology, marketing and social media.



My Rennie Advisor was very helpful in every step of the way. She’s good at what she does and her passion for the job shows.

– Camelia, Vancouver East (Buyer)



How We’re Doing

When asked how likely they would be to recommend their Rennie Advisor to family/friends on a scale of one to ten, **98% of our Clients answered 9 or 10.**



Working with my Rennie Advisor was great! It was my first time buying and selling at the same time and my Advisor made me comfortable with the whole process. Definitely would recommend my Advisor’s services!the best price.

– Karen, Coquitlam (Seller)



FEATURED LISTINGS: SEARCH FOR THE HOME YOU LOVE AT [RENNIE.COM](https://www.rennie.com)



BAYSHORE GDNS | **COAL HBR**
\$3,999,888

1902-1650 Bayshore Drive
 2 Bed, 1,916 SQFT.

NAGIB KARIM
604.999.5887



HOUSE | **RICHMOND**
\$3,800,000

5631 Holt Avenue
 4 Bed, 3,623 SQFT.

DIANA LAMB
604.880.5773



HOUSE | **BURNABY**
\$2,598,000

6689 Ashworth Avenue
 6 Bed, 3,316 SQFT.

LEO SAVINO PREC*
778.233.8373



HOUSE | **BURNABY NORTH**
\$1,799,000

7901 Claremont Place
 4 Bed, 4,049 SQFT.

SALINA KAI PREC*
604.773.7013



HOUSE | **EAST VANCOUVER**
\$1,649,000

219 E. Woodstock Avenue
 4 Bed, 1,907 SQFT.

ROSS LEATHLEY
604.802.5468



HOUSE | **PORT COQUITLAM**
\$1,500,000

2673 Klassen Court
 7 Bed, 3,621 SQFT.

ARTYOM SEROFF
778.223.0033



HOUSE | **BURNABY NORTH**
\$1,350,000

4131 Yale Street
 3 Bed, 1,658 SQFT.

JANE CHU PREC*
778.886.3303



STUDIO 518 | **DOWNTOWN**
\$1,099,000

Ph806-518 Beatty Street
 1 Bed, 1,104 SQFT.

SALINA KAI PREC*
604.773.7013



TV TOWERS 2 | **DOWNTOWN**
\$998,800

1607-233 Robson Street
 2 Bed, 980 SQFT.

JOHN TSAI PREC*
604.603.0277



THE NATIONAL | **FALSE CREEK**
\$949,900

901-1128 Quebec Street
 2 Bed, 1,090 SQFT.

PHIL CHANG PREC*
604.754.6678



BLOCK 100 | **FALSE CREEK**
\$699,900

801-161 E. 1st Avenue
 1 Bed, 685 SQFT.

CALVIN KAN PREC*
604.616.8373



HOUSE | **SARDIS**
\$614,900

34-45957 Sherwood Drive
 4 Bed, 2,648 SQFT.

CLARKE MALLORY
604.316.9917



TAPESTRY | **FAIRVIEW**
\$599,900

105-2851 Heather Street
 1 Bed, 605 SQFT.

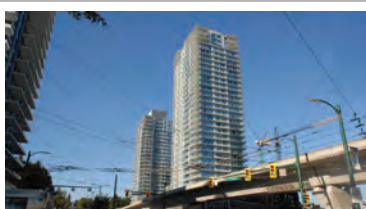
CALVIN KAN PREC*
604.616.8373



THE POINT | **NEW WEST**
\$599,900

1101-610 Victoria Street
 2 Bed, 945 SQFT.

JOHN TSAI PREC*
604.603.0277



MC2 | **VANCOUVER**
\$482,800

204-8131 Nunavut Lane
 1 Bed, 453 SQFT.

HOLSEN CHANG
778.388.1519



CONDO | **NEW WEST**
\$305,900

307-428 Agnes Street
 1 Bed, 695 SQFT.

NATASHA RAMOS
604.767.2398

*PERSONAL REAL ESTATE CORPORATION

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BURNABY EAST MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of detached **listings** in Burnaby East slightly decreased to 77 in November, 1.3% below the previous month but 40% above November 2016
- There were 8 detached **sales** in November, 3 more than in October 2017 but 3 less than in November 2016
- The **sales-to-listings ratio** for detached rose to 10% in November, thus remaining in a buyer's market
- The **benchmark price** for detached in Burnaby East in November was \$1.27M—up 0.7% from last month and up 8% vs November 2016
- The **average sold price** was \$1.35M, 13% lower than in October 2016 but 11% higher than November 2017

MARKET STATUS

BUYER'S MARKET

TOTAL LISTINGS

VS 2016 **↑ 40%**

SALES

VS 2016 **↓ 27%**

BENCHMARK PRICE

VS 2016 **↑ 8%**

AVG PRICE

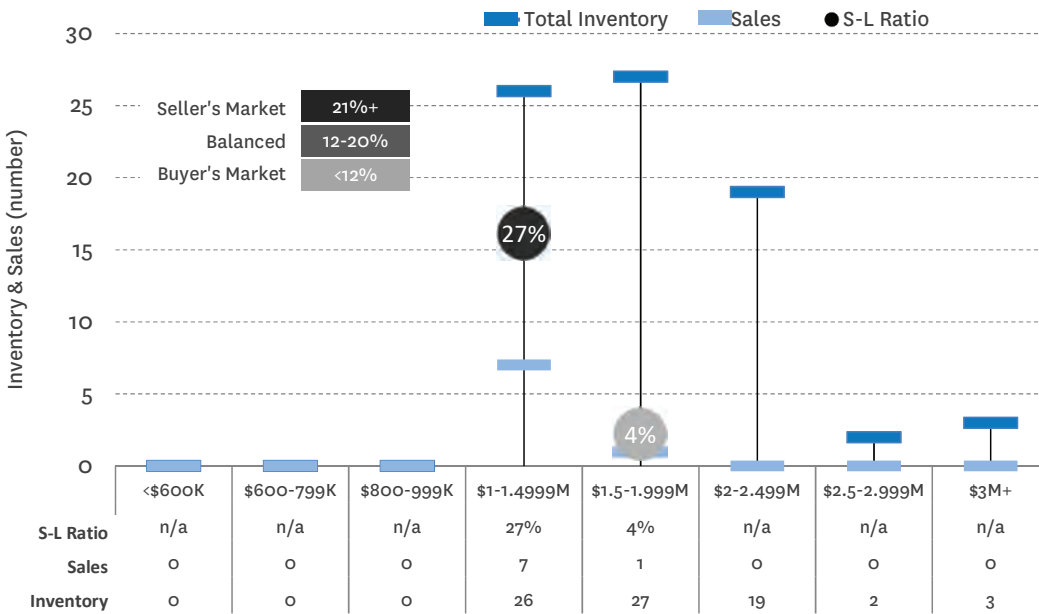
VS 2016 **↑ 11%**

AVG PSF PRICE

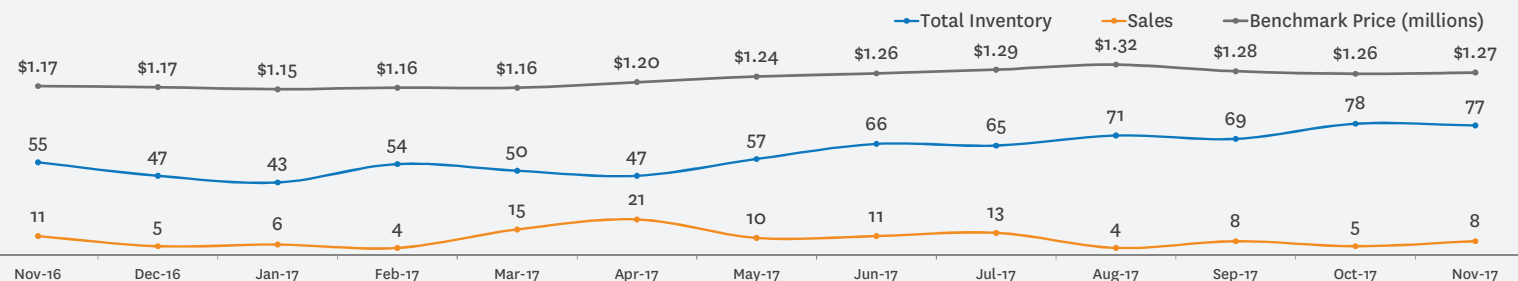
VS 2016 **■**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	77	78	-1.3%	55	40%
Total Sales	8	5	60%	11	-27%
Sales-Listings Ratio	10%	6%	62%	20%	-48%
Benchmark Price	\$1,266,500	\$1,257,500	0.7%	\$1,171,700	8%
Average Sold Price	\$1,351,313	\$1,550,162	-13%	\$1,222,182	11%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



BURNABY EAST MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of condo **listings** in Burnaby East in November fell 24% month-over-month and was 21% lower than in November 2016
- At 11, condo **sales** were up by 3 from last month and up by 4 from last year
- The **sales-to-listings ratio** rose to 58% in November 2017, keeping the region in seller's market conditions
- The condo **benchmark price** in November was \$668,800, a 1.2% rise from last month and 24% higher than in November 2016
- The **average condo sold price** dropped 8% between October and November 2017 (to \$523,773), while the **average PSF sales price** increased to \$744 (from \$688)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **21%**

SALES

VS 2016
↑ **57%**

BENCHMARK PRICE

VS 2016
↑ **24%**

AVG PRICE

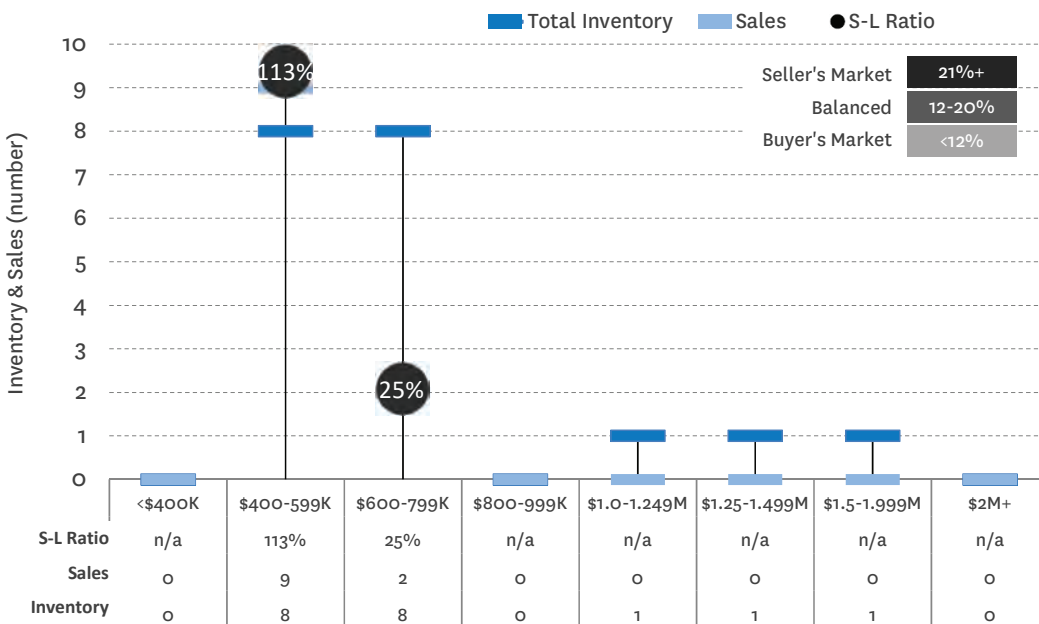
VS 2016
↑ **12%**

AVG PSF PRICE

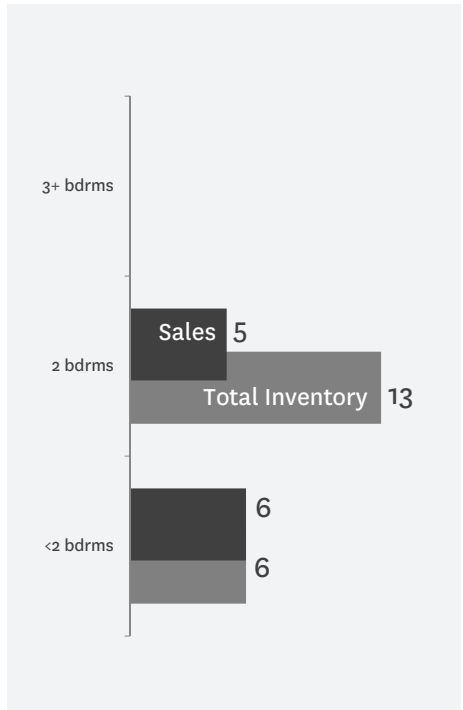
VS 2016
↑ **23%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	19	25	-24%	24	-21%
Total Sales	11	8	38%	7	57%
Sale-Listings Ratio	58%	32%	81%	29%	98%
Benchmark Price	\$668,800	\$661,100	1.2%	\$539,200	24%
Average Sold Price	\$523,773	\$572,000	-8%	\$468,686	12%
Average Price PSF	\$744	\$688	8%	\$605	23%

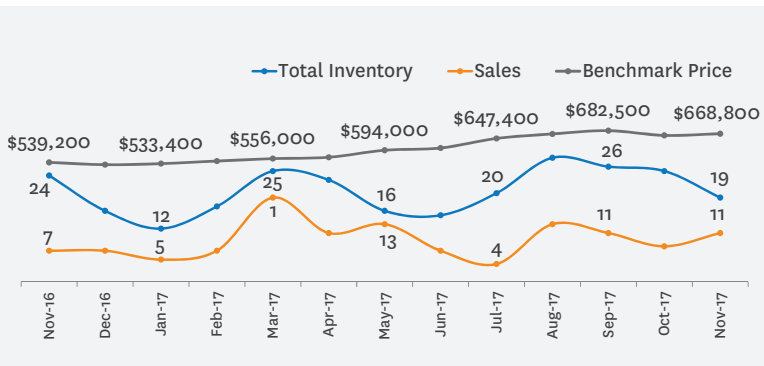
TOTAL LISTINGS & SALES BY PRICE RANGE



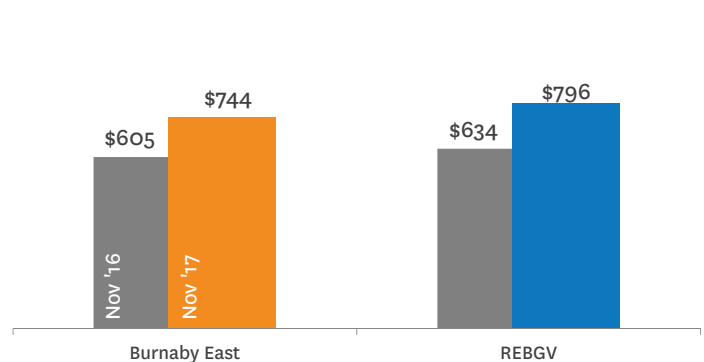
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



BURNABY EAST MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of townhome listings in Burnaby East dropped to 13 in November, down by 2 from last month and by 8 from November 2016
- Townhome sales, at 9, were up 13% vs last month and unchanged from November 2016
- The sales-to-listings ratio for townhomes stood at 69% in November, still reflecting strong seller's market conditions
- The benchmark price in November was \$655,700, up 1.3% from the previous month, and up 21% vs November 2016
- The average townhome sold price was \$667,565 (down 3% from last year) with an average per square foot sales price of \$618

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **38%**

SALES

VS 2016
0%

BENCHMARK PRICE

VS 2016
↑ **21%**

AVG PRICE

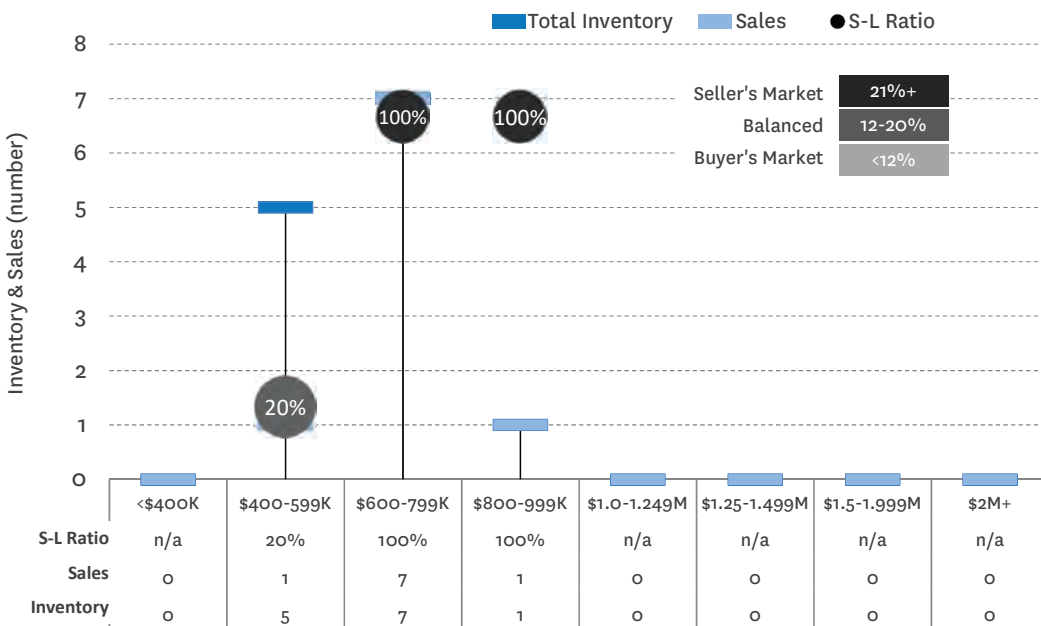
VS 2016
↓ **3%**

AVG PSF PRICE

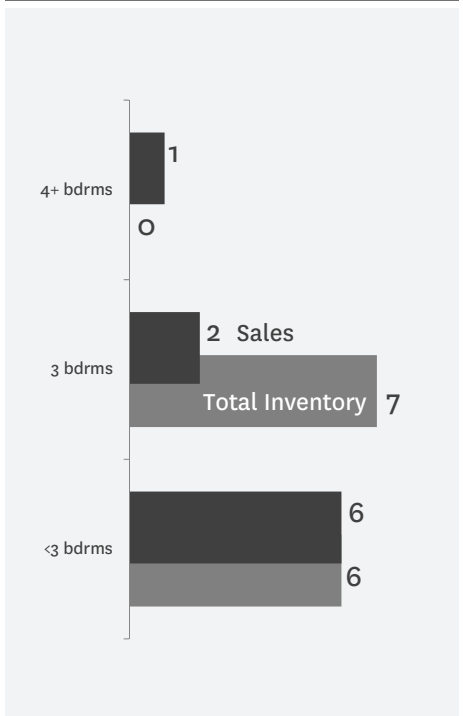
VS 2016
↑ **25%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	13	15	-13%	21	-38%
Total Sales	9	8	13%	9	0.0%
Sales-Listings Ratio	69%	53%	30%	43%	62%
Benchmark Price	\$655,700	\$647,000	1.3%	\$542,000	21%
Average Sold Price	\$667,565	\$581,875	15%	\$690,833	-3%
Average Price PSF	\$618	\$507	22%	\$496	25%

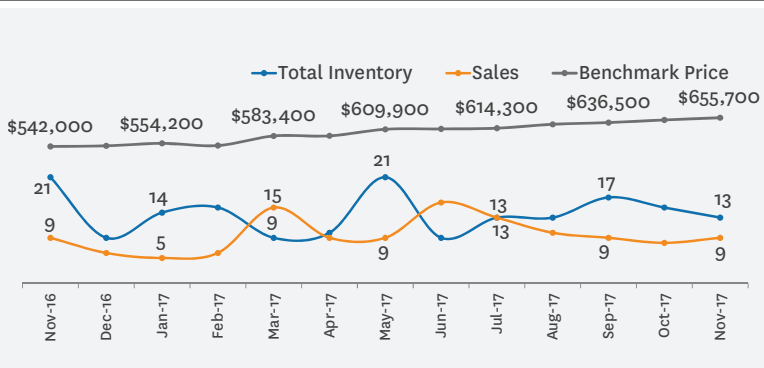
TOTAL LISTINGS & SALES BY PRICE RANGE



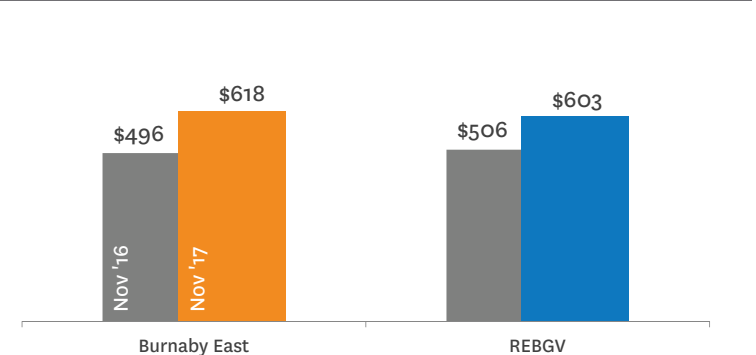
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



BURNABY NORTH MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of detached **listings** in Burnaby North in November, at 206, was 10% below last month but 5% above November 2016
- With 32 in November, detached **sales** were up 39% year-over-year, but down 14% compared with October 2017
- The **sales-to-listings ratio** remained in balanced market conditions at 16%
- The **benchmark price** in November was \$1.56M, down 0.8% compared to last month but 3% above last year
- The **average sold price** was \$1.74M, up 7% from the previous month and a 15% rise from November 2016

MARKET STATUS
BALANCED MARKET

TOTAL LISTINGS

VS 2016
↑ 5%

SALES

VS 2016
↑ 39%

BENCHMARK PRICE

VS 2016
↑ 3%

AVG PRICE

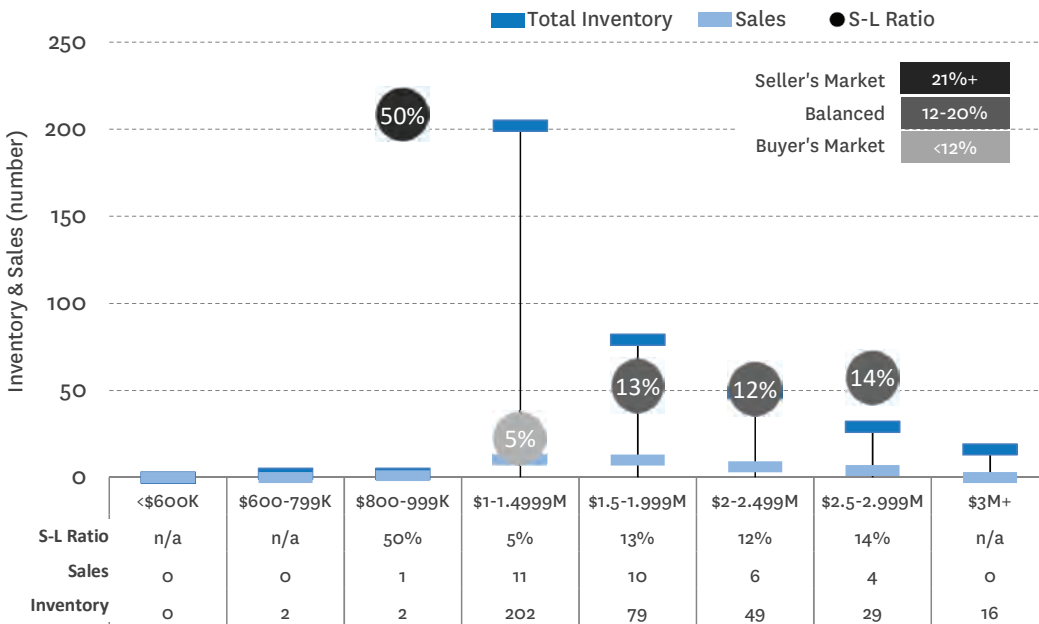
VS 2016
↑ 15%

AVG PSF PRICE

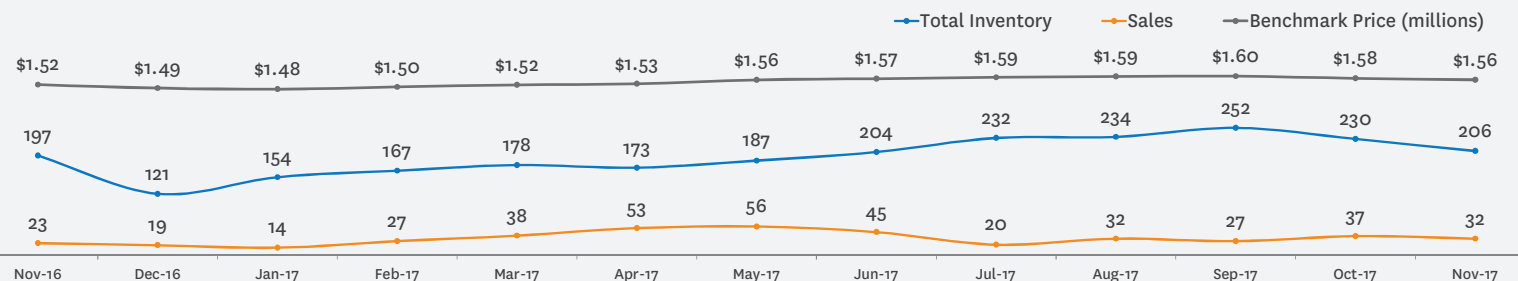
VS 2016
-

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	206	230	-10%	197	5%
Total Sales	32	37	-14%	23	39%
Sales-Listings Ratio	16%	16%	-3%	12%	33%
Benchmark Price	\$1,564,300	\$1,577,700	-0.8%	\$1,520,800	3%
Average Sold Price	\$1,744,928	\$1,637,068	7%	\$1,514,908	15%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



BURNABY NORTH MONTHLY STATS: November 2017

MARKET SUMMARY

- There were 86 condo **listings** in Burnaby North in November, 21% below October 2017 and 40% below November 2016
- November condo **sales** rose by 10% (to 99) compared to the previous month, and were 9% above November 2016
- The **sales-to-listings ratio** for condos rose in November (to 115%), and conditions still strongly favoured sellers
- The condo **benchmark price** in November was \$594,500, 1.2% higher than October 2017 and 26% above November 2016
- The **average sold price** was \$520,081, down 9% compared to last month; the **average PSF sales price** was \$619, down 4% from last month

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **40%**

SALES

VS 2016
↑ **9%**

BENCHMARK PRICE

VS 2016
↑ **26%**

AVG PRICE

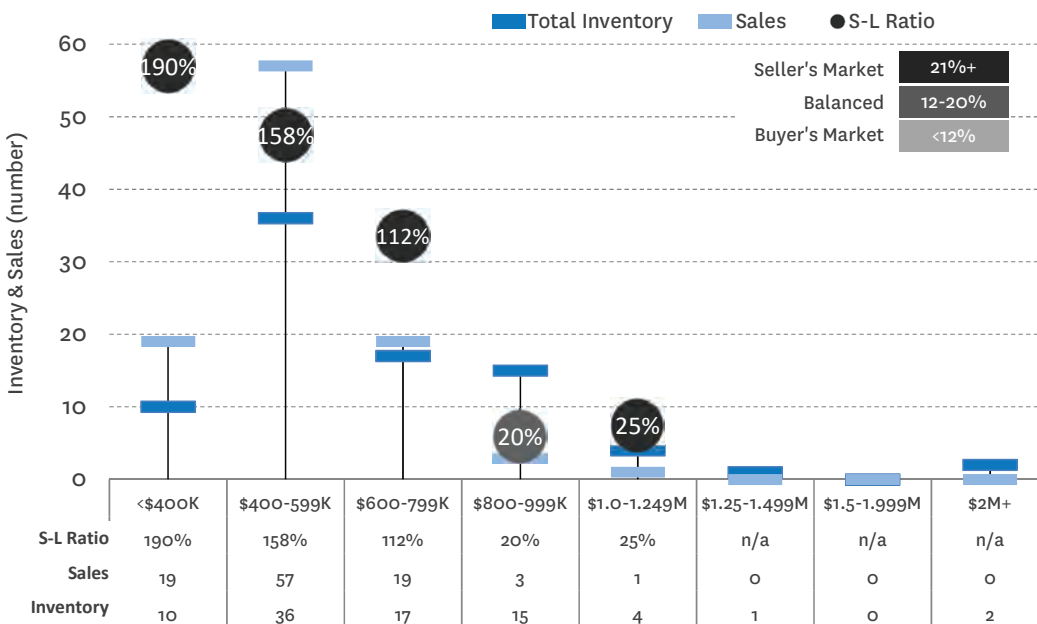
VS 2016
↑ **13%**

AVG PSF PRICE

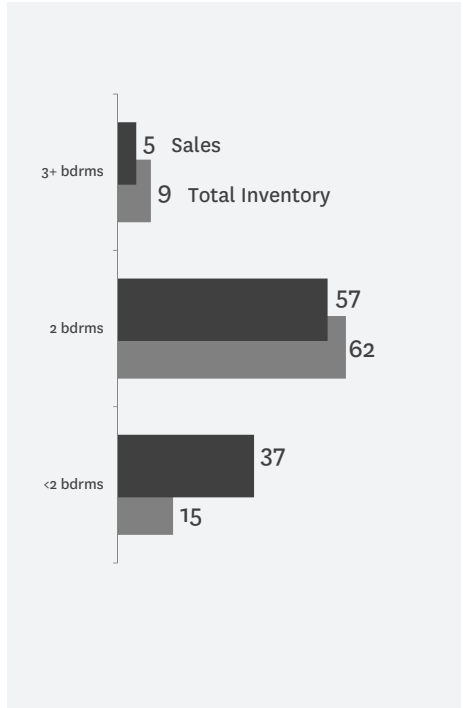
VS 2016
↑ **12%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	86	109	-21%	144	-40%
Total Sales	99	90	10%	91	9%
Sale-Listings Ratio	115%	83%	39%	63%	82%
Benchmark Price	\$594,500	\$587,200	1.2%	\$471,500	26%
Average Sold Price	\$520,081	\$570,108	-9%	\$458,835	13%
Average Price PSF	\$619	\$648	-4%	\$554	12%

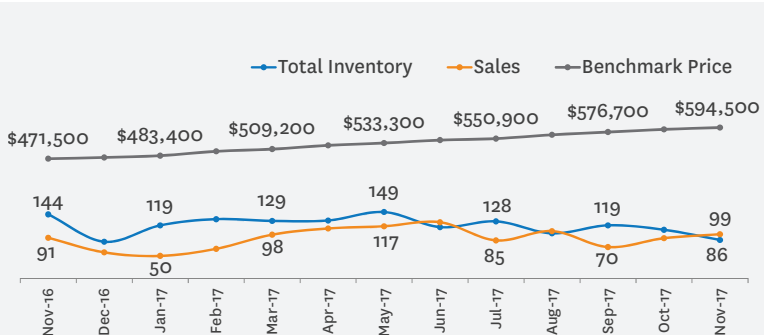
TOTAL LISTINGS & SALES BY PRICE RANGE



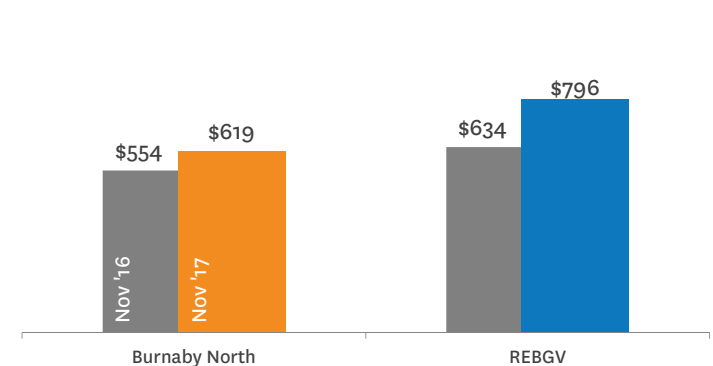
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



BURNABY NORTH MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of townhome **listings** in Burnaby North rose to 35 in November, up 6% vs the previous month but 3% below November 2016
- Townhome **sales**, at 12, were up 71% vs last November but down 56% from October 2017
- The **sales-to-listings ratio** for townhomes dropped to 34% in November, remaining in seller's market conditions
- The **benchmark price** in November was \$711,600, down 1% from October 2017, but 16% higher than November 2016
- The **average sold price** was \$633,250 in November, down 9% from last month, and the **average per square foot sales price** dropped 5% month-over-month, to \$521

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **3%**

SALES

VS 2016
↑ **71%**

BENCHMARK PRICE

VS 2016
↑ **16%**

AVG PRICE

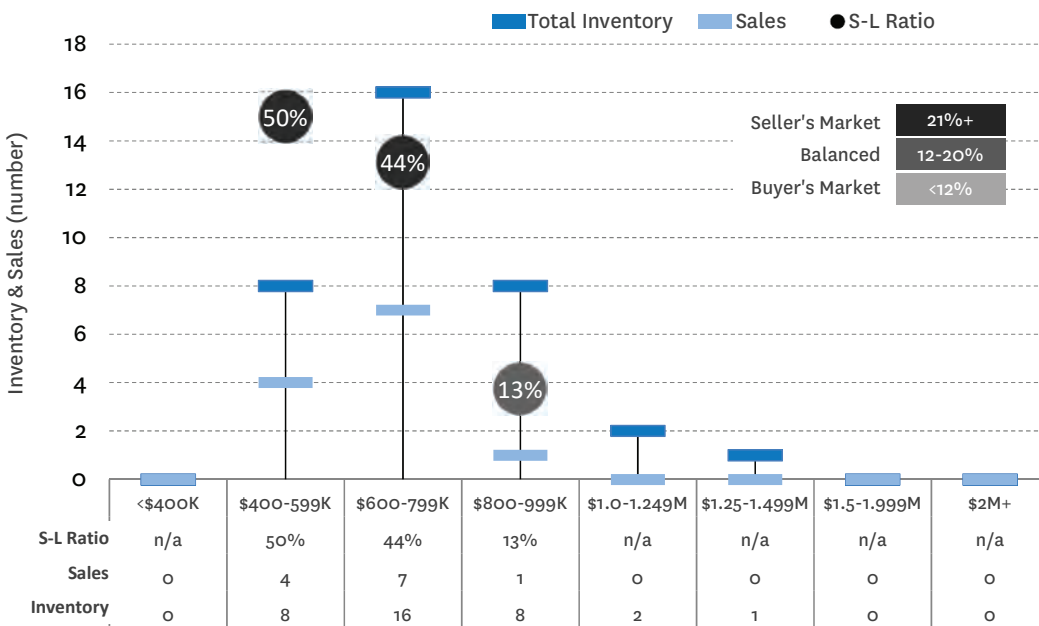
VS 2016
↑ **8%**

AVG PSF PRICE

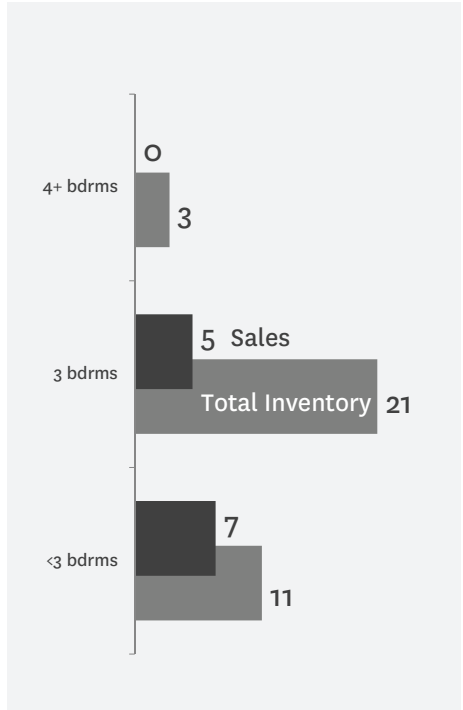
VS 2016
↑ **6%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	35	33	6%	36	-3%
Total Sales	12	27	-56%	7	71%
Sales-Listings Ratio	34%	82%	-58%	19%	76%
Benchmark Price	\$711,600	\$718,800	-1.0%	\$612,700	16%
Average Sold Price	\$633,250	\$699,644	-9%	\$586,286	8%
Average Price PSF	\$521	\$549	-5%	\$490	6%

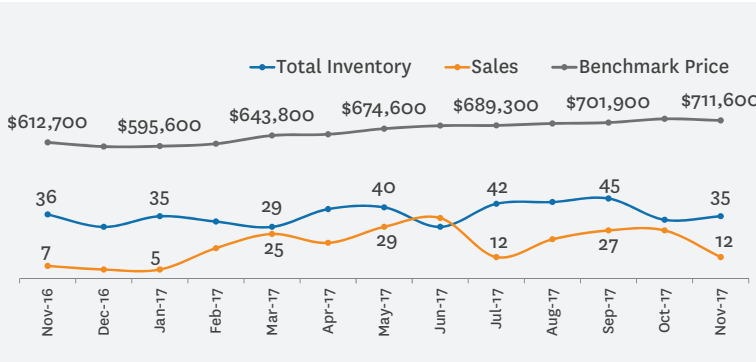
TOTAL LISTINGS & SALES BY PRICE RANGE



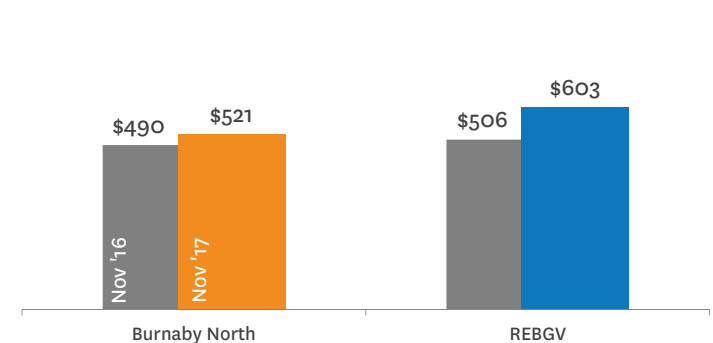
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



BURNABY SOUTH MONTHLY STATS: November 2017

MARKET SUMMARY

- There were 239 detached **listings** in the Burnaby South market area in November, 10% below last month but unchanged year-over-year
- Detached **sales** decreased by 23% between October and November 2017 (to 36), and were up 125% vs November 2016
- The **sales-to-listings ratio** dropped to 15%, keeping Burnaby South's detached segment in a balanced market
- The **benchmark price** in October was \$1.69M, down 1.1% from the previous month but up 3% from the previous year
- The **average sold price** was \$1.75M, down 0.4% from October 2017 but 2% above November 2016

MARKET STATUS
BALANCED MARKET

TOTAL LISTINGS

VS 2016
0%

SALES

VS 2016
↑ 125%

BENCHMARK PRICE

VS 2016
↑ 3%

AVG PRICE

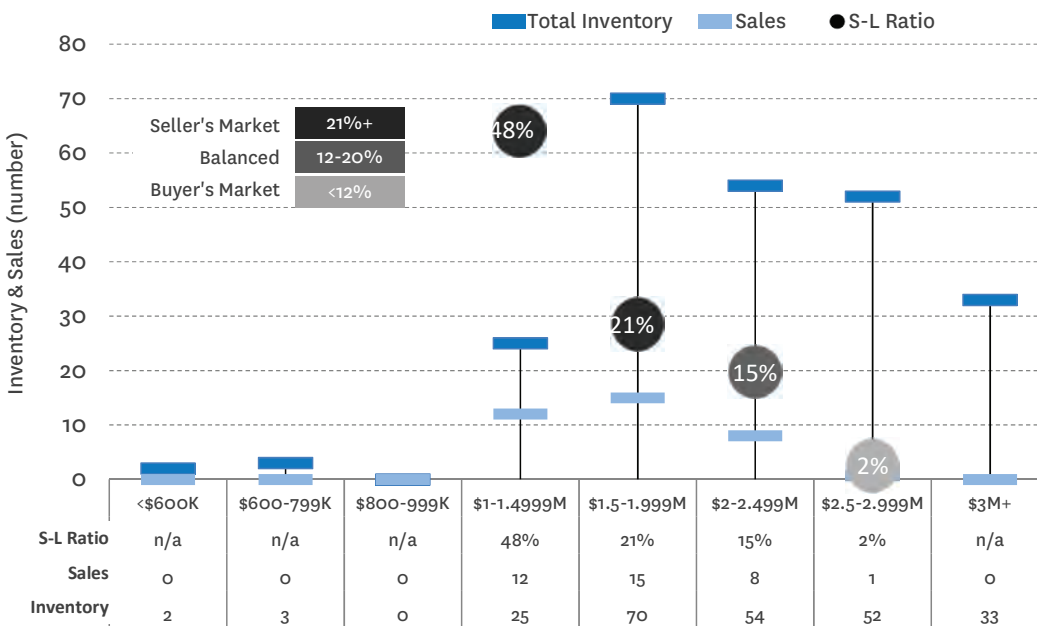
VS 2016
↑ 2%

AVG PSF PRICE

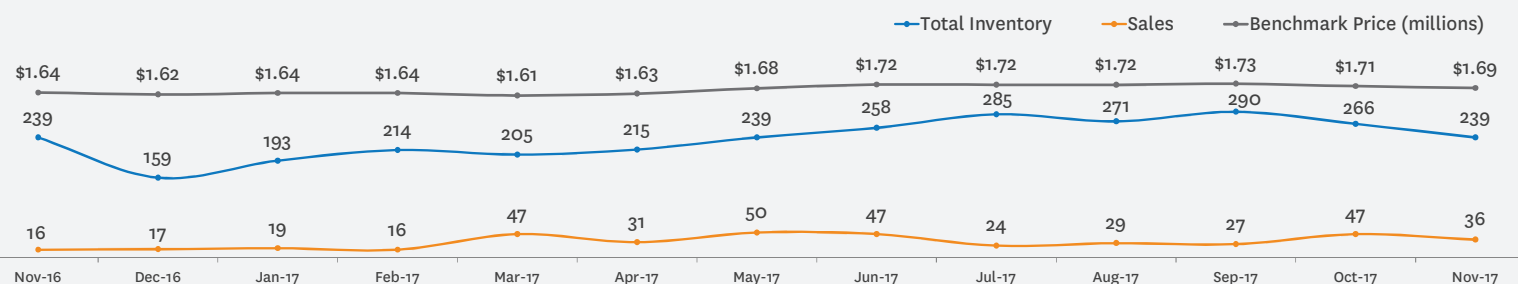
VS 2016
-

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	239	266	-10%	239	0.0%
Total Sales	36	47	-23%	16	125%
Sales-Listings Ratio	15%	18%	-15%	7%	125%
Benchmark Price	\$1,686,300	\$1,705,100	-1.1%	\$1,641,300	3%
Average Sold Price	\$1,749,362	\$1,756,127	-0.4%	\$1,707,563	2%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



BURNABY SOUTH MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of condo **listings** in Burnaby South, at 159, rose by 20% month-over-month but dropped by 10% from last year
- November's condo **sales**, at 86, were down 20% from last month but 25% above last year's sales
- The **sales-to-listings ratio** dropped to 54%, but strong seller's market conditions continued to prevail
- The condo **benchmark price** in November was \$674,200, a 1.5% increase from October 2017 and 28% above November 2016
- The **average sold price** was \$629,390 (down 0.6% vs October 2017), with an **average PSF sales price** of \$783 (up 3% from October 2017)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **10%**

SALES

VS 2016
↑ **25%**

BENCHMARK PRICE

VS 2016
↑ **28%**

AVG PRICE

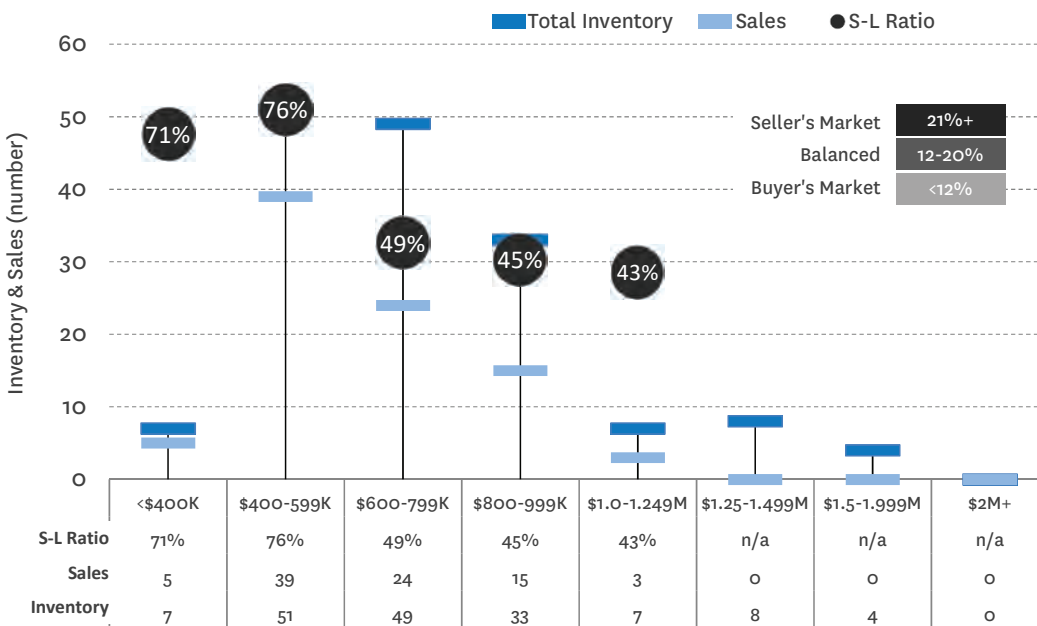
VS 2016
↑ **28%**

AVG PSF PRICE

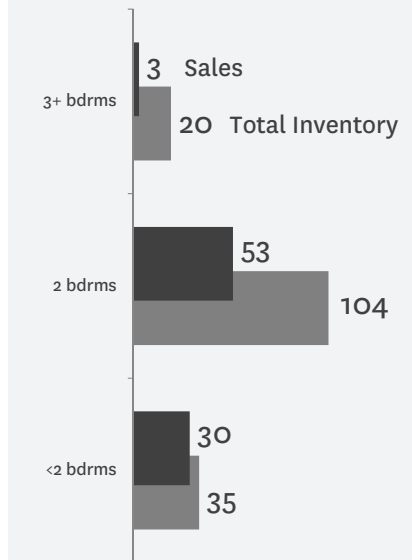
VS 2016
↑ **34%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	159	133	20%	176	-10%
Total Sales	86	108	-20%	69	25%
Sale-Listings Ratio	54%	81%	-33%	39%	38%
Benchmark Price	\$674,200	\$664,200	1.5%	\$527,500	28%
Average Sold Price	\$629,390	\$632,997	-0.6%	\$492,032	28%
Average Price PSF	\$783	\$757	3%	\$583	34%

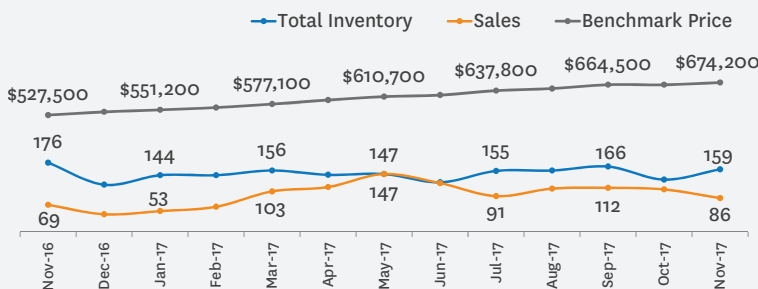
TOTAL LISTINGS & SALES BY PRICE RANGE



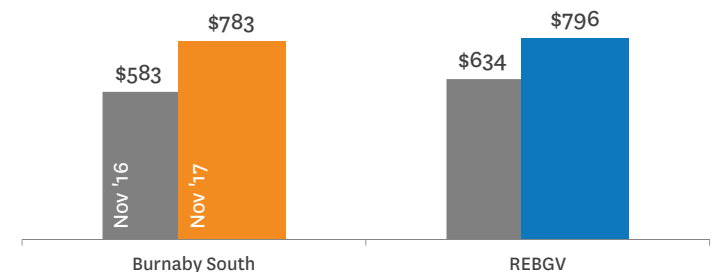
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



BURNABY SOUTH MONTHLY STATS: November 2017

MARKET SUMMARY

- Townhome **listings** in the Burnaby South market area in November (at 32) were down 3% and 9% from last month and last year
- The 16 townhome **sales** were down 36% from October 2017 but up 60% from November 2016
- The **sales-to-listings ratio** for townhomes dropped in November, to 50%, while conditions continued to strongly favour sellers
- The **benchmark price** in November was \$760,300, down 0.3% from October 2017 but up 15% from November 2016
- The **average sold price** in November 2017 was \$811,488 (up 15% from October), while the **average per square foot sales price** was \$684 (up 6% from last month)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **9%**

SALES

VS 2016
↑ **60%**

BENCHMARK PRICE

VS 2016
↑ **15%**

AVG PRICE

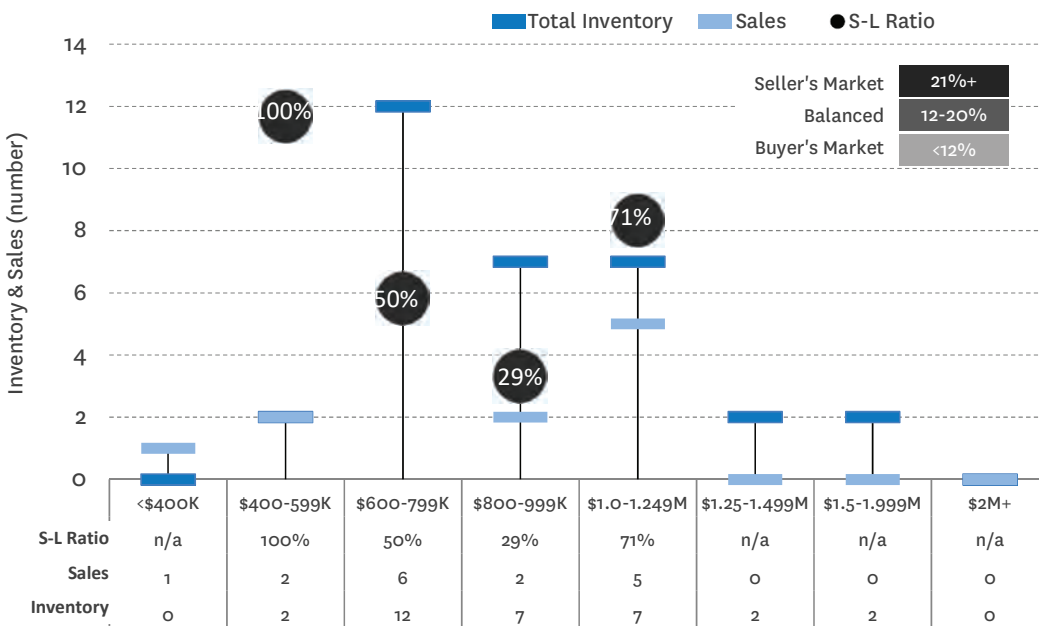
VS 2016
↑ **11%**

AVG PSF PRICE

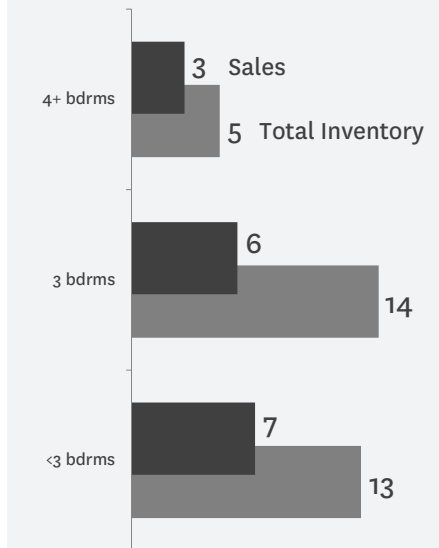
VS 2016
↑ **28%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	32	33	-3%	35	-9%
Total Sales	16	25	-36%	10	60%
Sales-Listings Ratio	50%	76%	-34%	29%	75%
Benchmark Price	\$760,300	\$762,300	-0.3%	\$661,600	15%
Average Sold Price	\$811,488	\$708,543	15%	\$730,400	11%
Average Price PSF	\$684	\$643	6%	\$534	28%

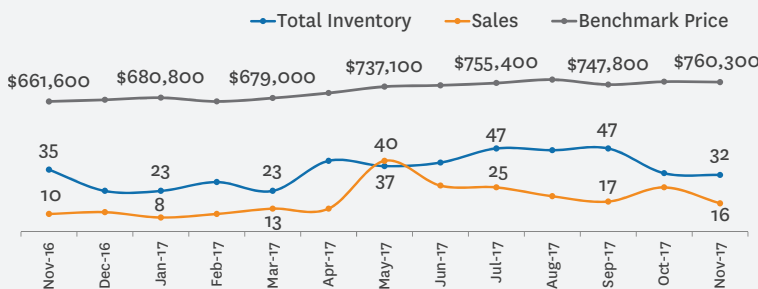
TOTAL LISTINGS & SALES BY PRICE RANGE



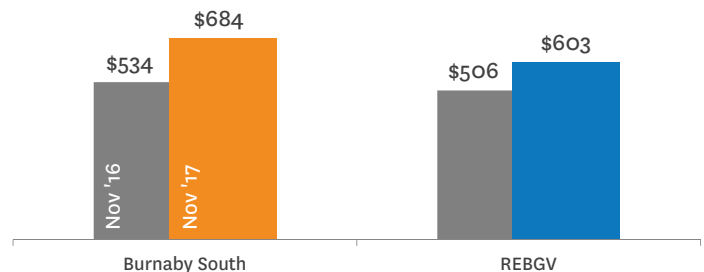
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



COQUITLAM MONTHLY STATS: November 2017

MARKET SUMMARY

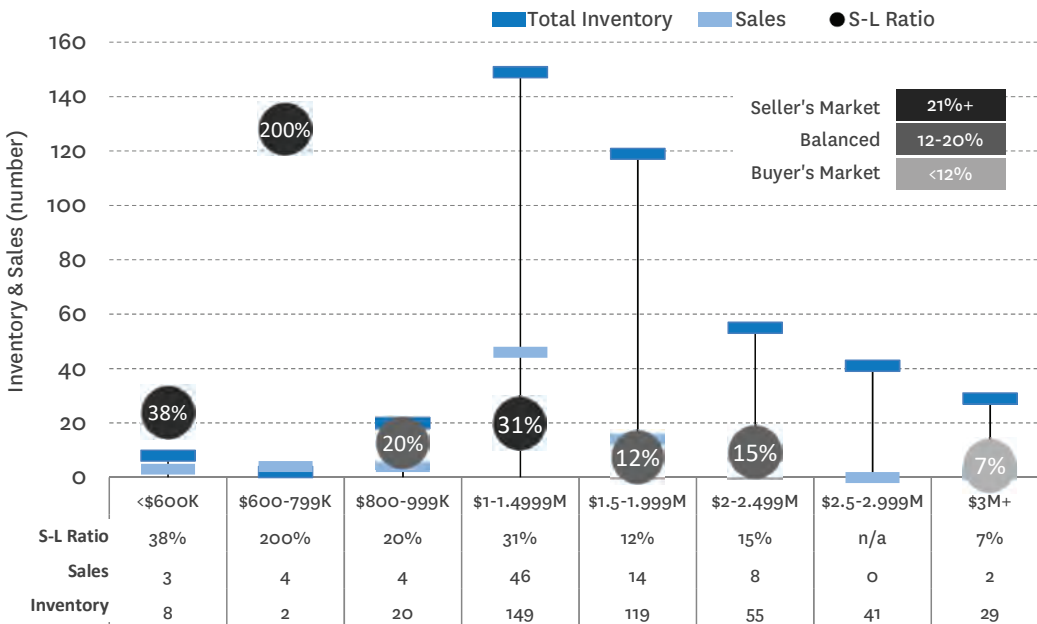
- The number of detached **listings** in Coquitlam fell to 423 in November—9% lower than in October but 7% higher than in November 2016
- The 81 detached **sales** in November represented an 8% decrease from October but a 50% increase from November of last year
- The **sales-to-listings ratio** remained at 19%, keeping Coquitlam's detached segment in balanced market conditions
- The **benchmark price** in November was \$1.28M, similar to October 2017 and 10% above November 2016
- The **average sold price** was \$1.38M in November, up 7% from last month and up 30% vs November 2016

MARKET STATUS
BALANCED MARKET

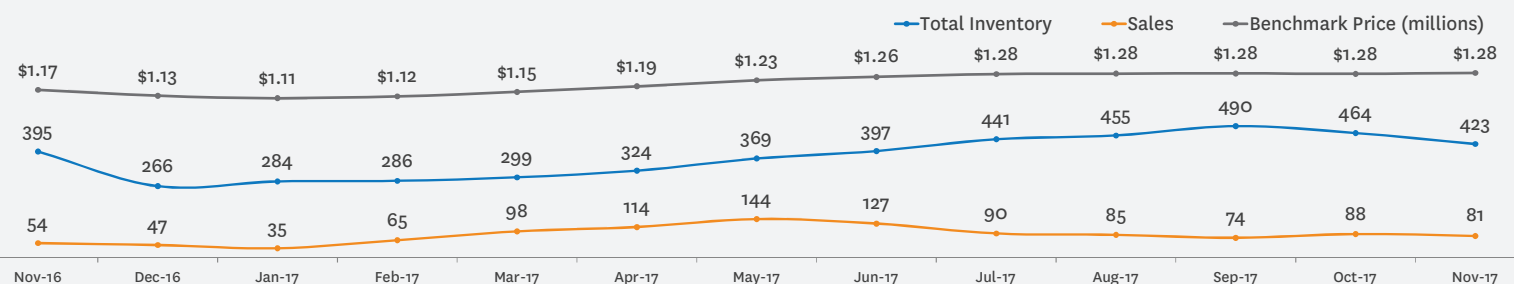
TOTAL LISTINGS	SALES	BENCHMARK PRICE	AVG PRICE	AVG PSF PRICE
VS 2016	VS 2016	VS 2016	VS 2016	VS 2016
↑ 7%	↑ 50%	↑ 10%	↑ 30%	■

	This Month		Previous Month		Previous Year	
	No.	% Change	No.	% Change	No.	% Change
Total Listings	423	-9%	464	-9%	395	7%
Total Sales	81	-8%	88	-8%	54	50%
Sales-Listings Ratio	19%	1.0%	19%	1.0%	14%	40%
Benchmark Price	\$1,284,200	0.5%	\$1,277,400	0.5%	\$1,165,700	10%
Average Sold Price	\$1,381,216	7%	\$1,293,792	7%	\$1,062,504	30%
Average Price PSF	-	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



COQUITLAM MONTHLY STATS: November 2017

MARKET SUMMARY

- The 133 condo **listings** in Coquitlam in November were down 17% from October and 24% compared to November 2016
- Year-over-year condo **sales** rose 20% in November (to 108) but decreased 6% from the previous month
- The **sales-to-listings ratio** rose to 81% in November, with strong seller's market conditions continuing to prevail
- The condo **benchmark price** in November was \$493,500, 1.4% higher than in October 2017 and 33% above November 2016
- The **average sold price** was \$522,616 in November (down 0.6% vs October), while the **average PSF sales price** rose to \$627

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **24%**

SALES

VS 2016
↑ **20%**

BENCHMARK PRICE

VS 2016
↑ **33%**

AVG PRICE

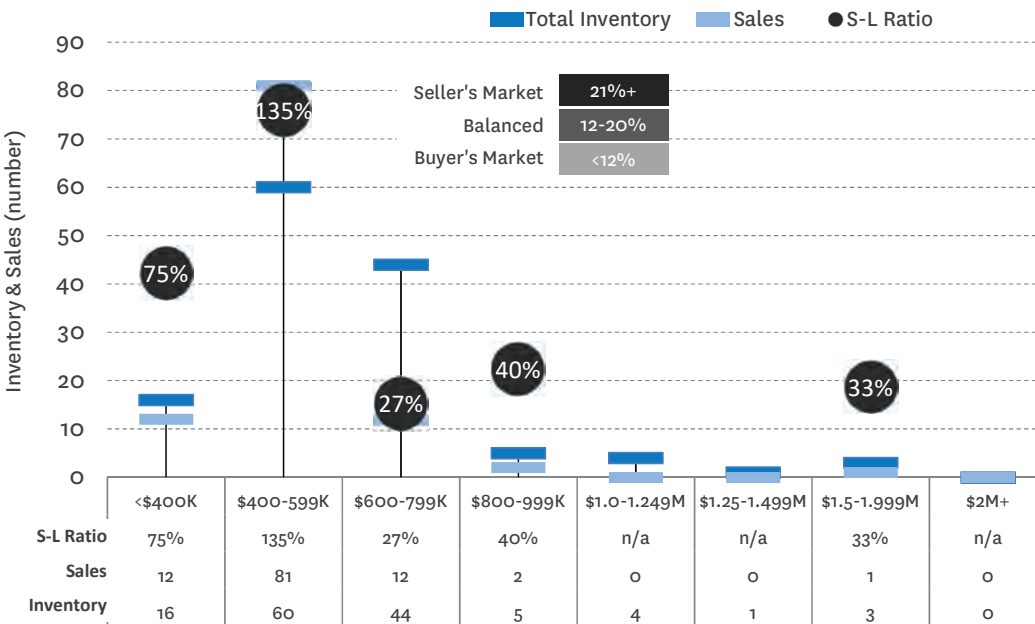
VS 2016
↑ **22%**

AVG PSF PRICE

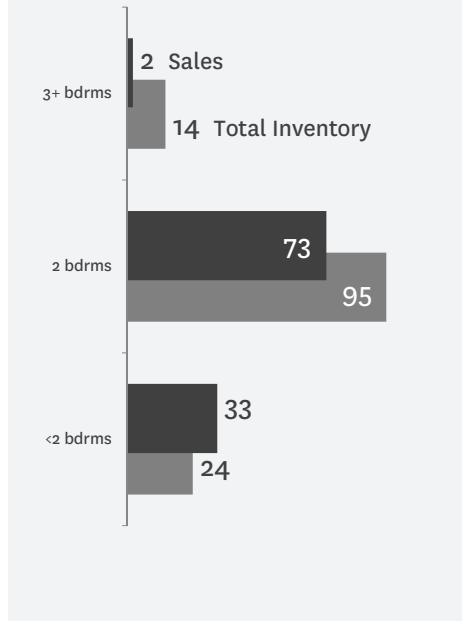
VS 2016
↑ **33%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	133	160	-17%	174	-24%
Total Sales	108	115	-6%	90	20%
Sale-Listings Ratio	81%	72%	13%	52%	57%
Benchmark Price	\$493,500	\$486,700	1.4%	\$370,500	33%
Average Sold Price	\$522,616	\$525,948	-0.6%	\$428,608	22%
Average Price PSF	\$627	\$616	1.8%	\$472	33%

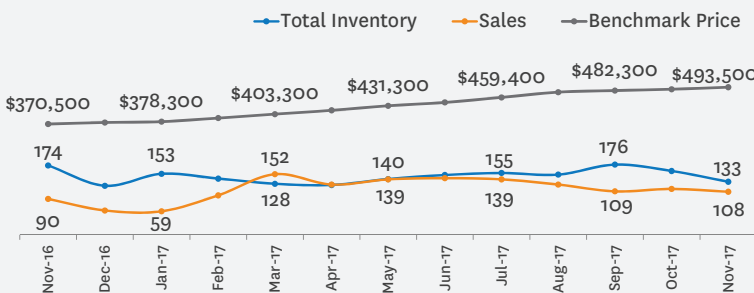
TOTAL LISTINGS & SALES BY PRICE RANGE



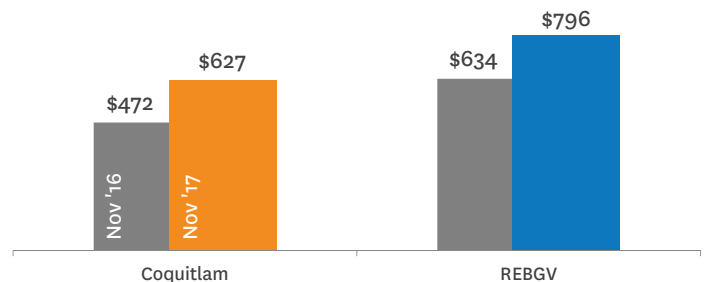
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



COQUITLAM MONTHLY STATS: November 2017

MARKET SUMMARY

- There were 52 townhome listings in Coquitlam in November 2017, down 20% from October and down 24% from November 2016
- The 38 townhome sales in November were up by 3% vs October 2017 and up 27% vs November 2016
- The sales-to-listings ratio increased in November to 73%, and continued to exhibit strong seller's market conditions
- The benchmark price in November was \$658,000, 1.1% above October 2017 and 19% above November 2016
- The average sold price was \$720,032 (down 0.9% from October 2017), while the average per square foot sales price was \$472 (down 2%)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **24%**

SALES

VS 2016
↑ **27%**

BENCHMARK PRICE

VS 2016
↑ **19%**

AVG PRICE

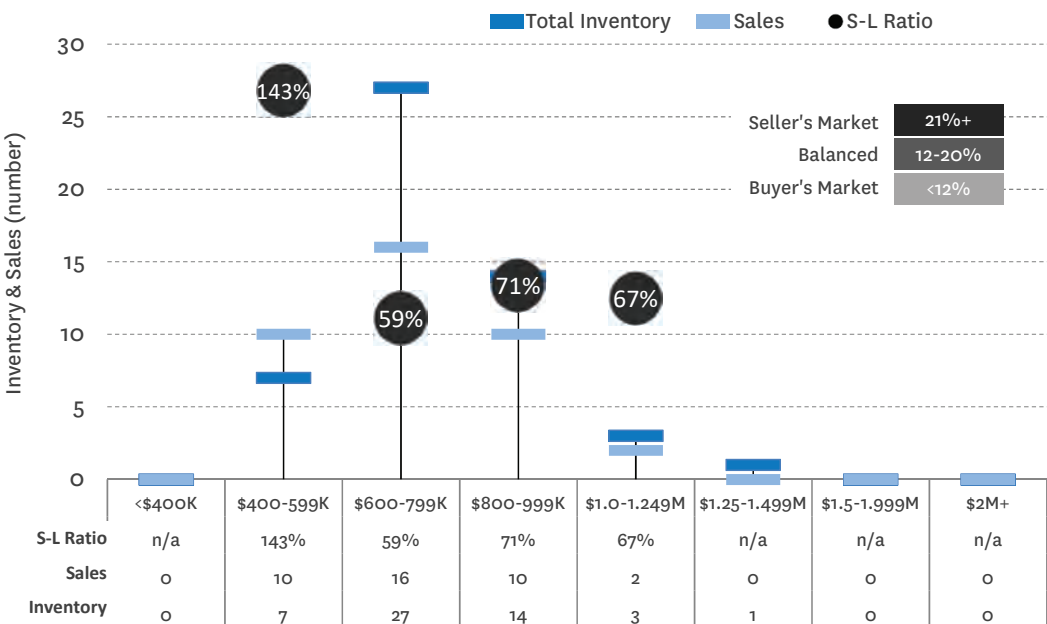
VS 2016
↑ **14%**

AVG PSF PRICE

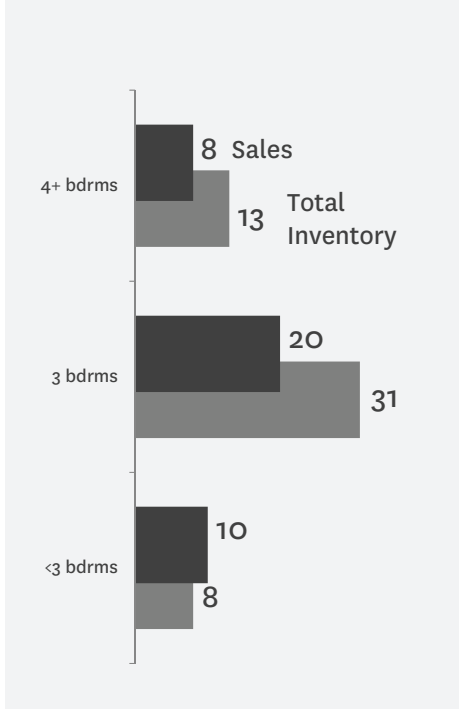
VS 2016
↑ **17%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	52	65	-20%	68	-24%
Total Sales	38	37	3%	30	27%
Sales-Listings Ratio	73%	57%	28%	44%	66%
Benchmark Price	\$658,000	\$650,600	1.1%	\$551,400	19%
Average Sold Price	\$720,032	\$726,444	-0.9%	\$633,138	14%
Average Price PSF	\$472	\$484	-2%	\$405	17%

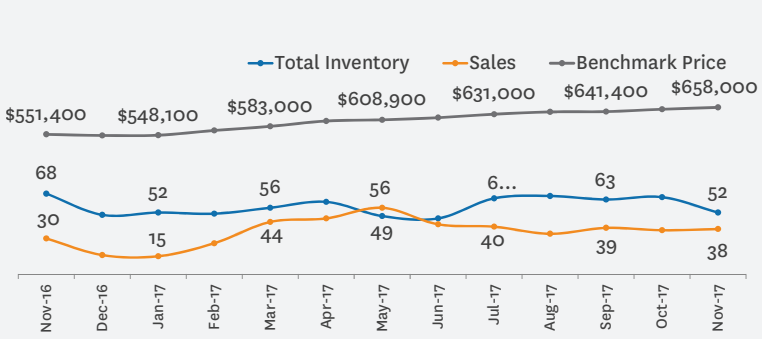
TOTAL LISTINGS & SALES BY PRICE RANGE



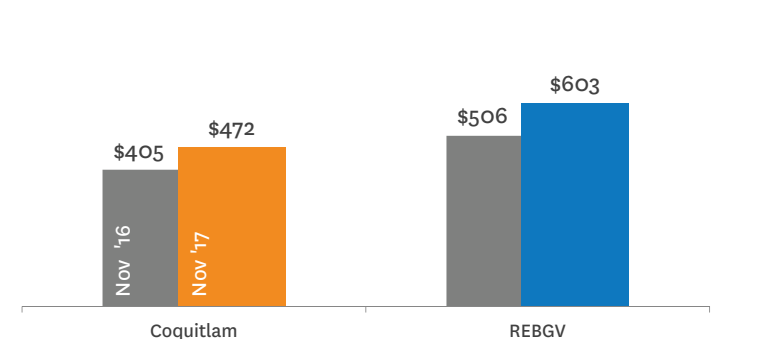
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



NORTH VANCOUVER MONTHLY STATS: November 2017

MARKET SUMMARY

- The 361 detached **listings** in North Vancouver in November 2017 were 5% below October 2017 but up 11% vs November 2016
- The 76 detached **sales** in November were down 6% compared to the previous month but up 21% compared to November of last year
- The **sales-to-listings ratio** remained at 21%, as seller's market conditions continued in North Vancouver's detached segment
- The **benchmark price** in November was \$1.69M—down 0.2% from last month but up from last year by 4%
- The **average sold price** was \$1.82M in November, up 5% from the previous month and up 9% vs November 2016

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↑ 11%

SALES

VS 2016
↑ 21%

BENCHMARK PRICE

VS 2016
↑ 4%

AVG PRICE

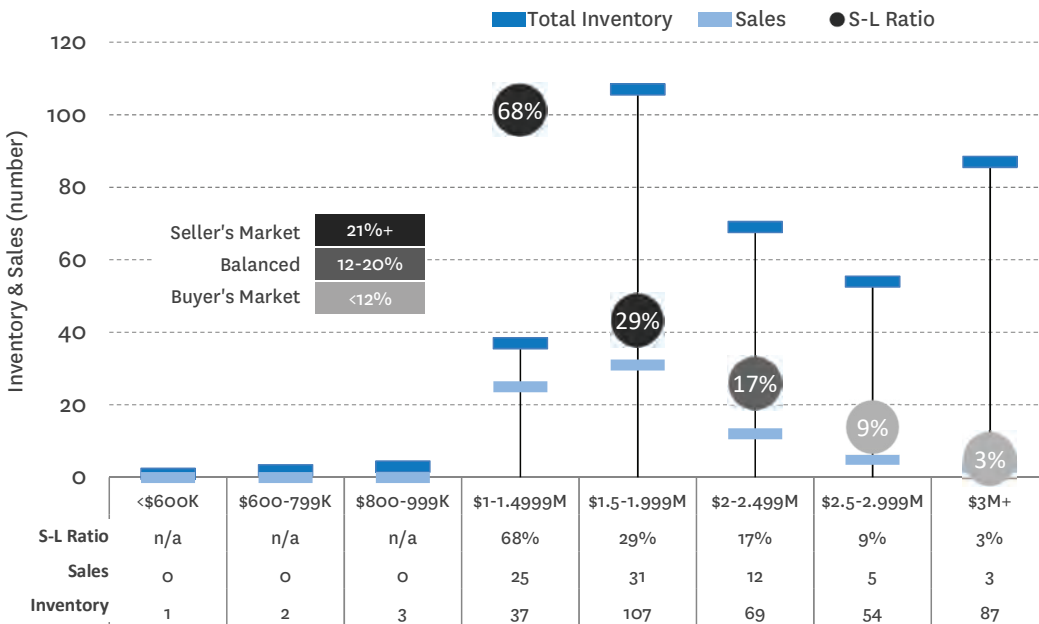
VS 2016
↑ 9%

AVG PSF PRICE

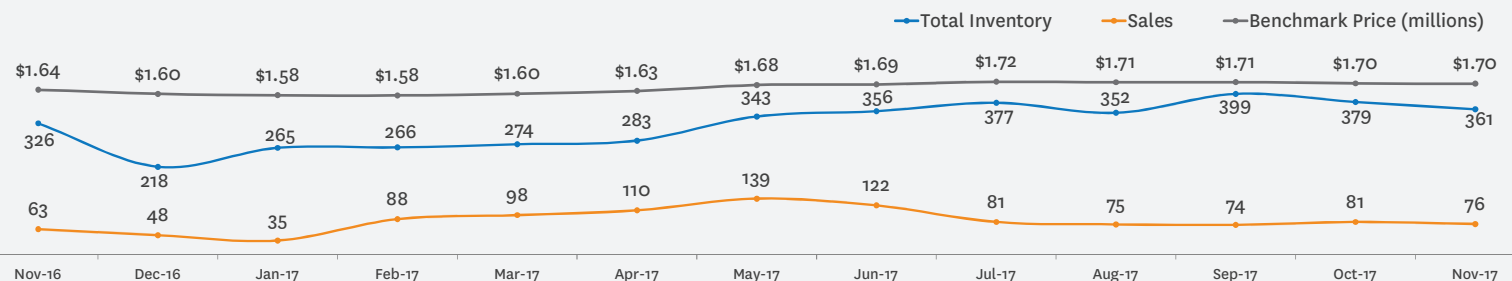
VS 2016
■

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	361	379	-5%	326	11%
Total Sales	76	81	-6%	63	21%
Sales-Listings Ratio	21%	21%	-1.5%	19%	9%
Benchmark Price	\$1,697,600	\$1,700,200	-0.2%	\$1,636,900	4%
Average Sold Price	\$1,816,488	\$1,725,741	5%	\$1,661,556	9%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



NORTH VANCOUVER MONTHLY STATS: November 2017

MARKET SUMMARY

- The 170 condo **listings** in North Vancouver in November 2017 were down 2% vs October and 15% below November 2016
- Condo **sales** (136 in November) rose by 9% from the previous month, and were up by 55% vs November 2016
- The **sales-to-listings ratio** rose to 80% in November, conditions continuing to favour sellers within North Vancouver's condo segment
- The condo **benchmark price** rose 1.7% between November and October 2017, reaching \$566,500 (24% higher than in November 2016)
- The **average sold price** of \$687,743 was down 9% vs October 2017, while at \$816, the **average PSF sales price** was up 0.7%

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ 15%

SALES

VS 2016
↑ 55%

BENCHMARK PRICE

VS 2016
↑ 24%

AVG PRICE

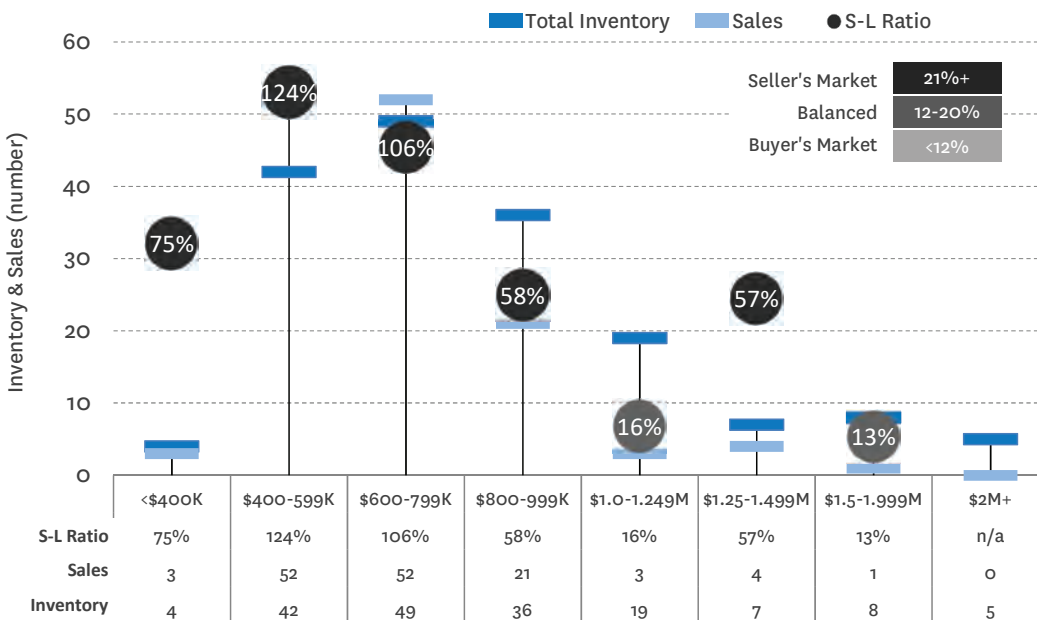
VS 2016
↑ 12%

AVG PSF PRICE

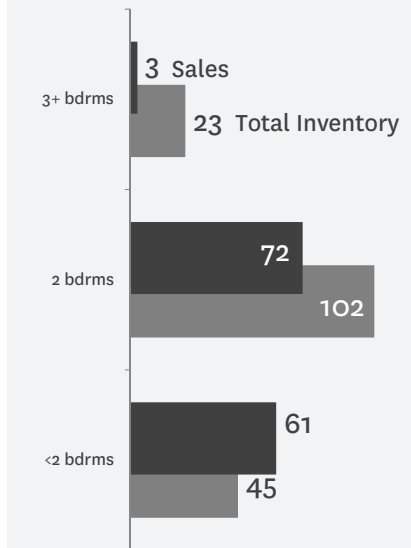
VS 2016
↑ 17%

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	170	173	-2%	201	-15%
Total Sales	136	125	9%	88	55%
Sale-Listings Ratio	80%	72%	11%	44%	83%
Benchmark Price	\$566,500	\$556,900	1.7%	\$458,600	24%
Average Sold Price	\$687,743	\$752,855	-9%	\$615,664	12%
Average Price PSF	\$816	\$810	0.7%	\$697	17%

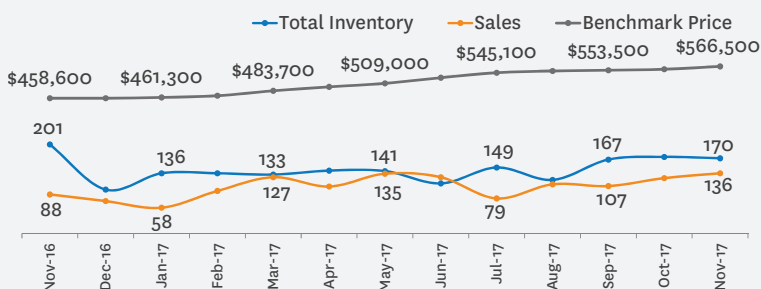
TOTAL LISTINGS & SALES BY PRICE RANGE



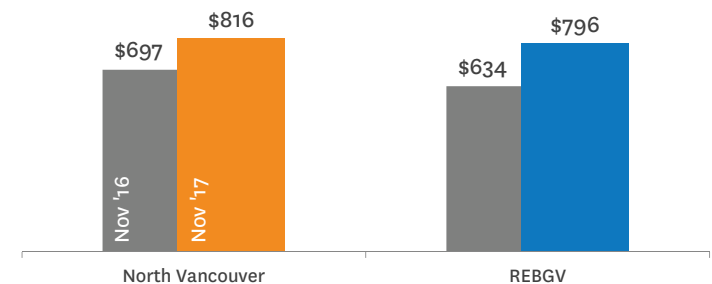
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



NORTH VANCOUVER MONTHLY STATS: November 2017

MARKET SUMMARY

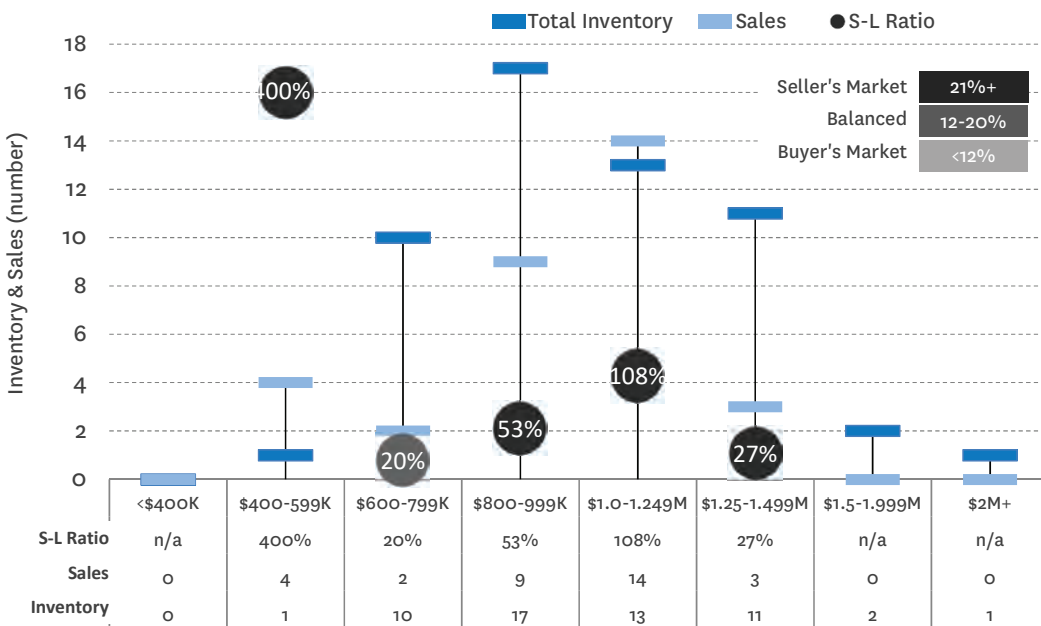
- The number of townhome **listings** in North Vancouver remained at 56 between October and November 2017 but was 19% higher than November 2016
- The 32 townhome **sales** in November were down 14% from October but up by 33% compared to November 2016
- The **sales-to-listings ratio** fell to 57% in November, remaining in seller's territory
- November's **benchmark price** was \$983,600, up 0.7% vs October 2017 and up 12% compared to November 2016
- The **average sold price** was \$989,075 (down 0.7% from October), while the **average per square foot sales price** was \$606 (down 1.9%)

MARKET STATUS
SELLER'S MARKET

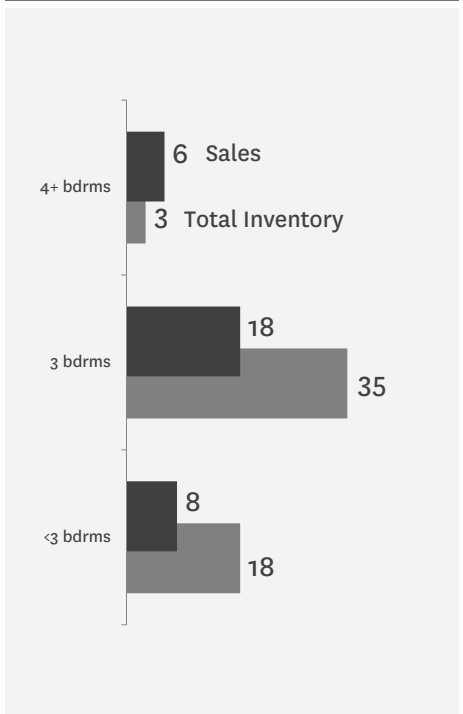
TOTAL LISTINGS VS 2016: **↑ 19%**
SALES VS 2016: **↑ 33%**
BENCHMARK PRICE VS 2016: **↑ 12%**
AVG PRICE VS 2016: **↑ 17%**
AVG PSF PRICE VS 2016: **19%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	56	56	0.0%	47	19%
Total Sales	32	37	-14%	24	33%
Sales-Listings Ratio	57%	66%	-14%	51%	12%
Benchmark Price	\$983,600	\$977,000	0.7%	\$877,400	12%
Average Sold Price	\$989,075	\$996,030	-0.7%	\$846,913	17%
Average Price PSF	\$606	\$618	-1.9%	\$508	19%

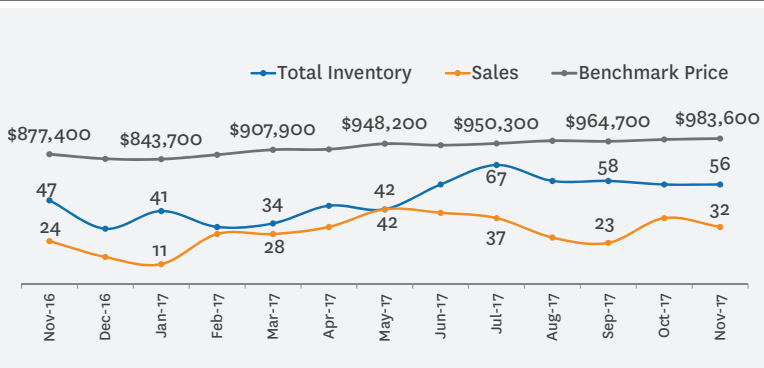
TOTAL LISTINGS & SALES BY PRICE RANGE



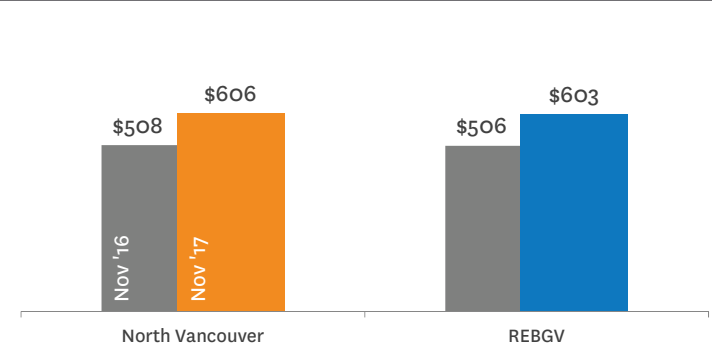
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



RICHMOND MONTHLY STATS: November 2017

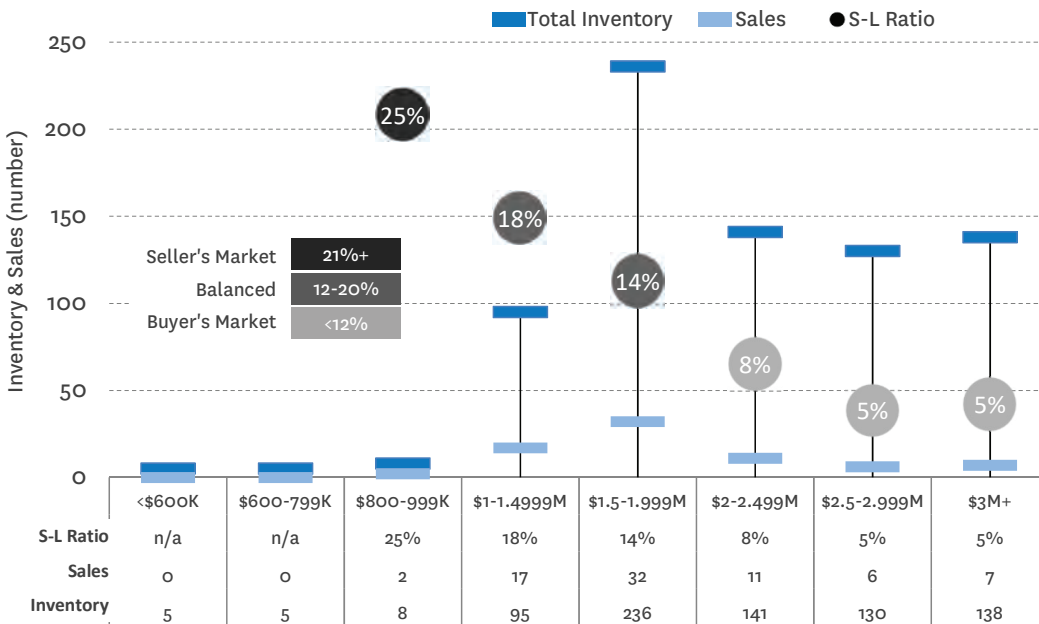
MARKET SUMMARY

- There were 758 detached listings in Richmond in November 2017, 3% less than in October and down 0.8% versus November 2016
- The 75 detached sales were 19% below October 2017 but 9% above November 2016
- The sales-to-listings ratio slightly dropped to 10% in November, placing Richmond's detached market in buyer's territory
- The benchmark price was \$1.67M in November—a 1.1% decrease from October but a 4% increase from November of last year
- The average sold price of \$1.91M was 0.1% higher than in October and 12% above November 2016

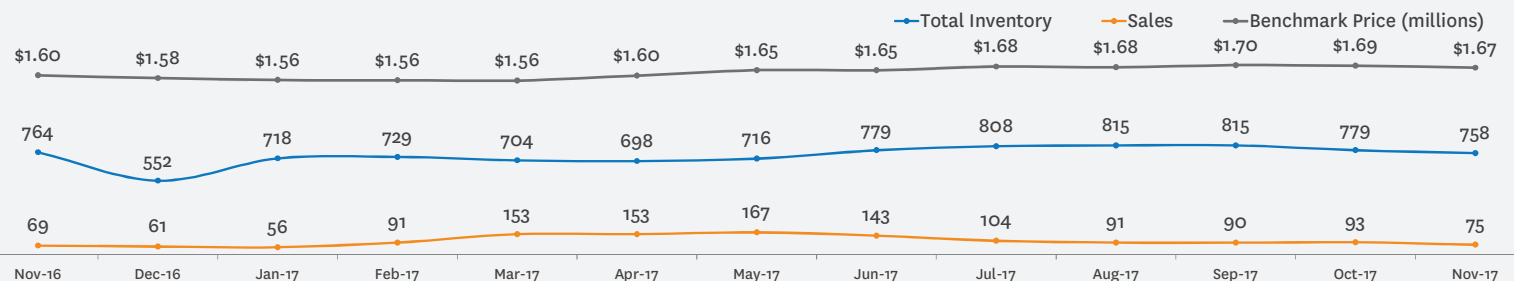
MARKET STATUS	TOTAL LISTINGS	SALES	BENCHMARK PRICE	AVG PRICE	AVG PSF PRICE
BUYER'S MARKET	VS 2016	VS 2016	VS 2016	VS 2016	VS 2016
	↓ 0.8%	↑ 9%	↑ 4%	↑ 12%	-

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	758	779	-3%	764	-0.8%
Total Sales	75	93	-19%	69	9%
Sales-Listings Ratio	10%	12%	-17%	9%	10%
Benchmark Price	\$1,671,600	\$1,690,000	-1.1%	\$1,603,300	4%
Average Sold Price	\$1,911,101	\$1,909,339	0.1%	\$1,709,678	12%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



RICHMOND MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of condo **listings** in Richmond fell by 0.8% between October and November 2017 (to 380), and by 10% from last November
- The number of condo **sales** dropped by 6% month-over-month (to 191 in November) but were up 35% vs November 2016
- The **sales-to-listings ratio** dropped to 50% in November as conditions in Richmond's condo market continued to favour sellers
- The condo **benchmark price** was \$612,900 in November, 0.5% above October 2017 and 27% above November 2016
- The **average sold price** was \$529,522 (down 5% vs October), while the **average PSF sales price** was \$654 (up 3%)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **10%**

SALES

VS 2016
↑ **35%**

BENCHMARK PRICE

VS 2016
↑ **27%**

AVG PRICE

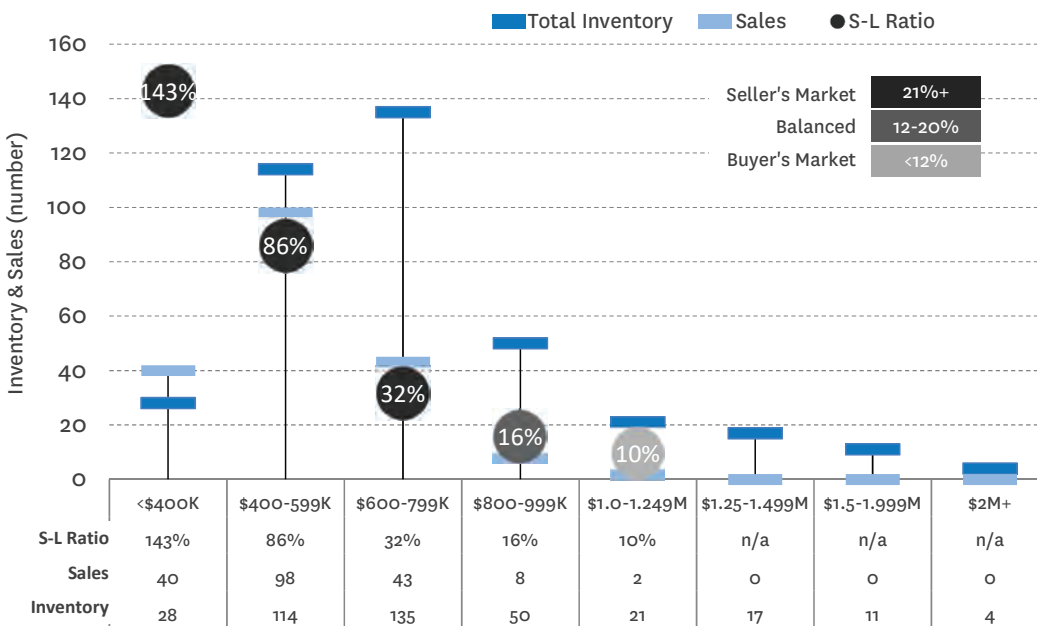
VS 2016
↑ **21%**

AVG PSF PRICE

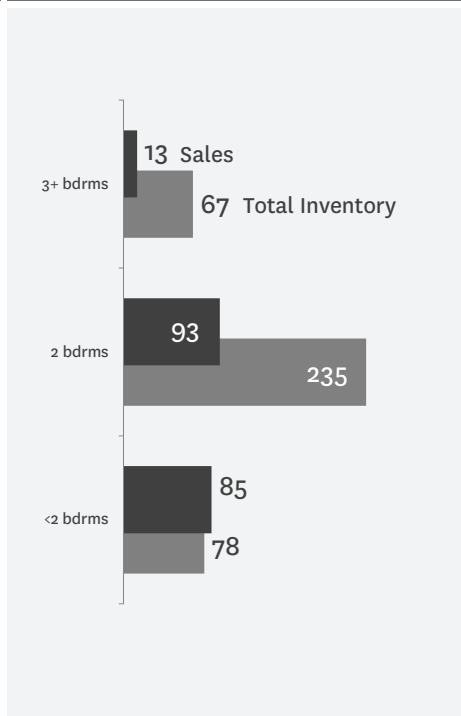
VS 2016
↑ **25%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	380	383	-0.8%	421	-10%
Total Sales	191	203	-6%	142	35%
Sale-Listings Ratio	50%	53%	-5%	34%	49%
Benchmark Price	\$612,900	\$609,600	0.5%	\$481,000	27%
Average Sold Price	\$529,522	\$558,840	-5%	\$439,318	21%
Average Price PSF	\$654	\$632	3%	\$522	25%

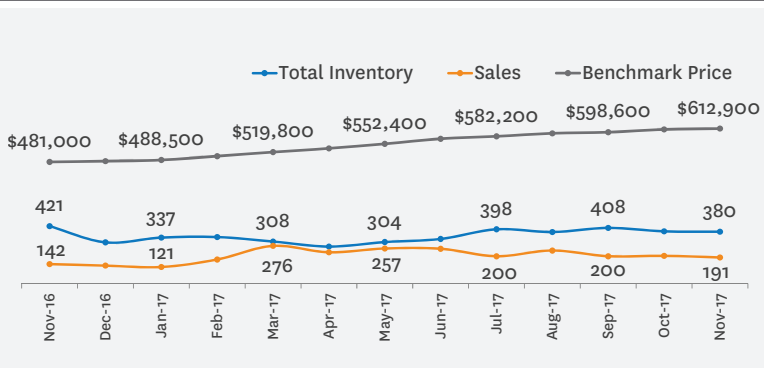
TOTAL LISTINGS & SALES BY PRICE RANGE



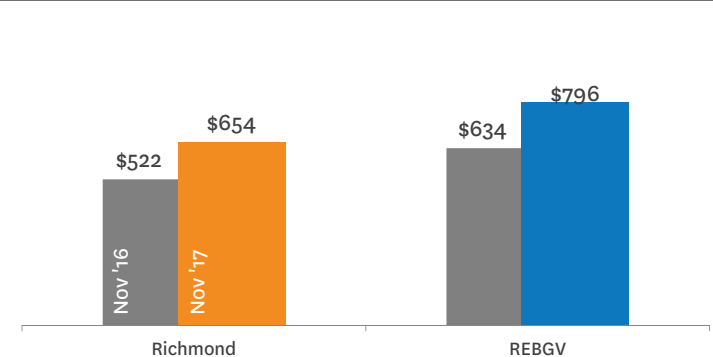
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



RICHMOND MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of townhome **listings** in Richmond reached 270 in November, 4% above the previous month and 10% above November 2016
- The 85 townhome **sales** in November were down 25% from October but up 55% from last November
- While the townhome **sales-to-listings ratio** dropped to 31% in November, conditions remained favourable to sellers
- The **benchmark price** for townhomes in November was \$805,500, up 0.7% from October 2017 and 13% from November 2016
- The **average sold price** was \$858,014 (3% up from October), while the **average per square foot sales price** remained at \$589

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↑ 10%

SALES

VS 2016
↑ 55%

BENCHMARK PRICE

VS 2016
↑ 13%

AVG PRICE

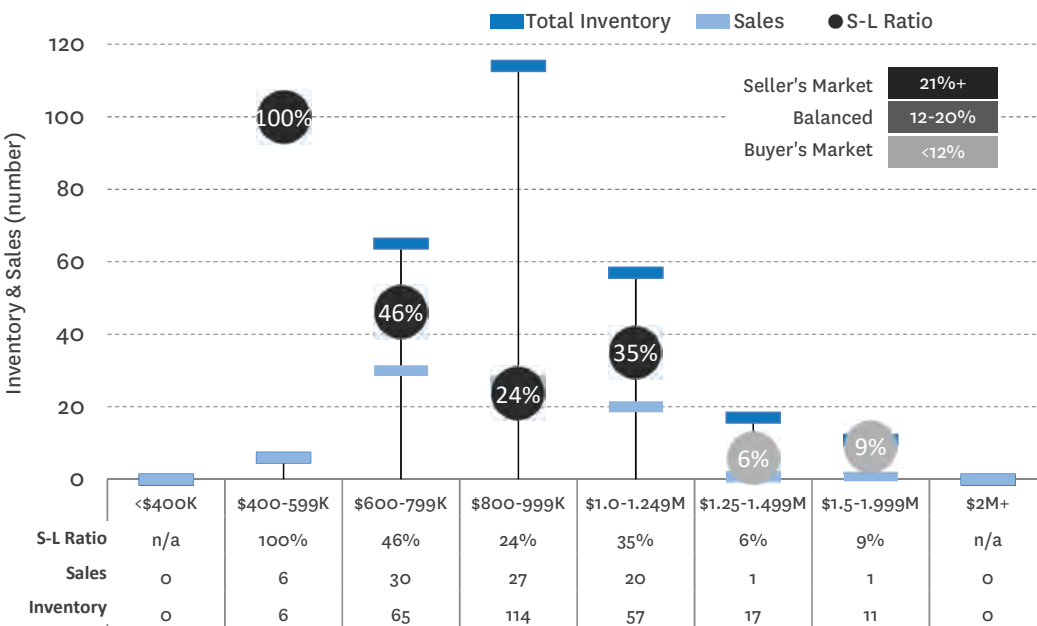
VS 2016
↑ 16%

AVG PSF PRICE

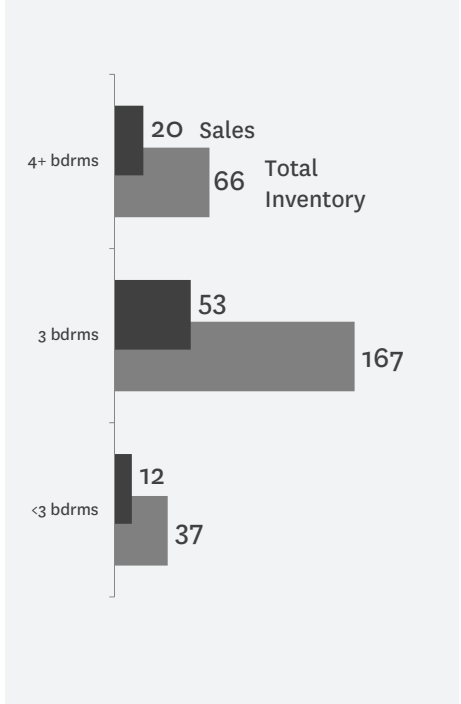
VS 2016
↑ 17%

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	270	260	4%	246	10%
Total Sales	85	113	-25%	55	55%
Sales-Listings Ratio	31%	43%	-28%	22%	41%
Benchmark Price	\$805,500	\$800,000	0.7%	\$715,400	13%
Average Sold Price	\$858,014	\$831,007	3%	\$741,591	16%
Average Price PSF	\$589	\$589	0.0%	\$503	17%

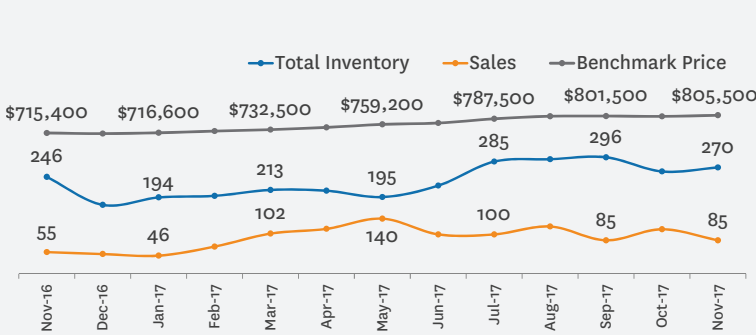
TOTAL LISTINGS & SALES BY PRICE RANGE



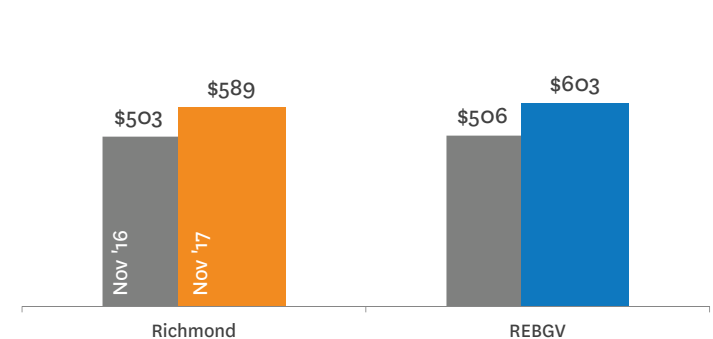
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



VANCOUVER EAST MONTHLY STATS: November 2017

MARKET SUMMARY

- The 804 detached **listings** in Vancouver East in November 2017 were down 3% from October, but were up 3% vs November 2016
- The 94 detached **sales** represented a 12% decrease from last month but a 19% rise from November 2016
- The 12% **sales-to-listings ratio** in November reflected balanced market conditions for Vancouver East's detached segment
- November's **benchmark price** was \$1.57M, virtually unchanged vs October 2017 and 7% above November 2016
- The **average sold price** of \$1.56M was down 7% from October 2017 but up 7% from November 2016

MARKET STATUS
BALANCED MARKET

TOTAL LISTINGS
VS 2016
↑ 3%

SALES
VS 2016
↑ 19%

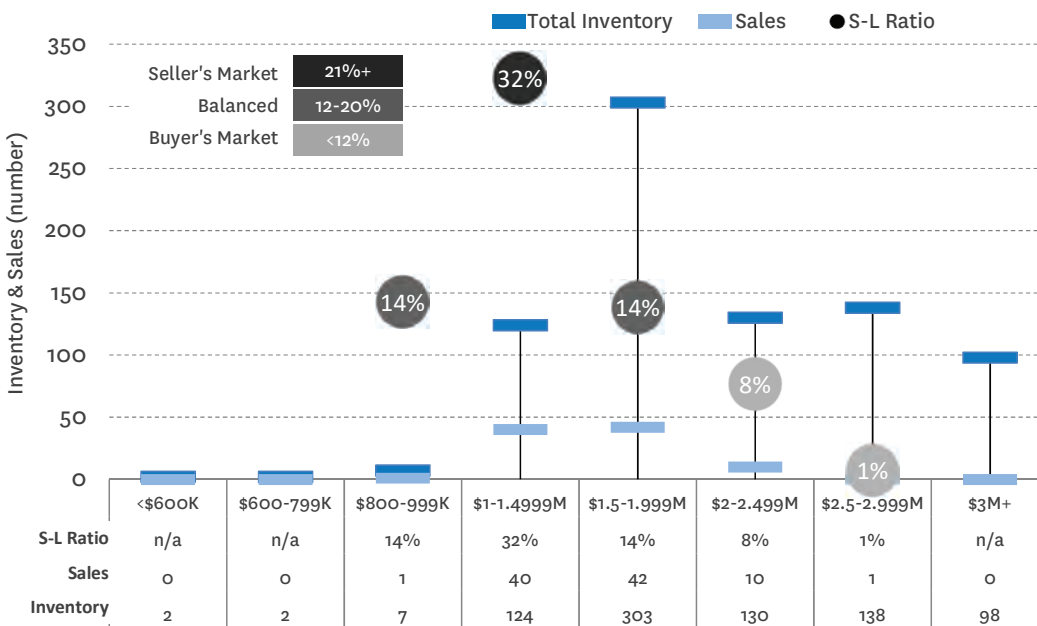
BENCHMARK PRICE
VS 2016
↑ 7%

AVG PRICE
VS 2016
↑ 7%

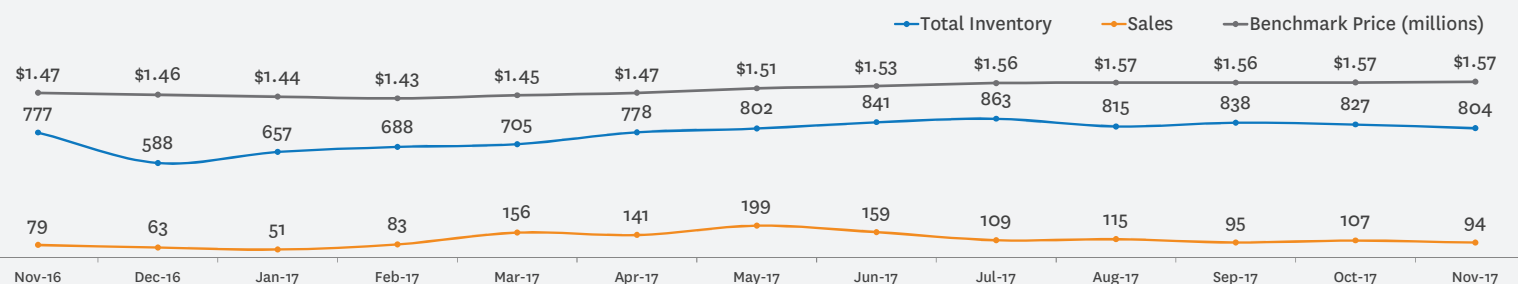
AVG PSF PRICE
VS 2016
■

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	804	827	-3%	777	3%
Total Sales	94	107	-12%	79	19%
Sales-Listings Ratio	12%	13%	-10%	10%	15%
Benchmark Price	\$1,573,500	\$1,566,700	0.4%	\$1,474,400	7%
Average Sold Price	\$1,564,656	\$1,681,469	-7%	\$1,459,942	7%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



VANCOUVER EAST MONTHLY STATS: November 2017

MARKET SUMMARY

- There was a 13% decrease in condo listings in Vancouver East in November vs October 2017 (to 184) while November's listings were down 24% year-over-year
- Condo sales rose by 15% from October (to 172), and were up 16% compared to last year
- The sales-to-listings ratio rose to 93%, while favourable conditions continued for sellers in Vancouver East in October
- October's condo benchmark price was \$540,300, up 0.3% from October and 23% from November 2016
- The average sold price was \$630,456 at an average PSF price of \$875, down 3% and 0.7% respectively from last month

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **24%**

SALES

VS 2016
↑ **16%**

BENCHMARK PRICE

VS 2016
↑ **23%**

AVG PRICE

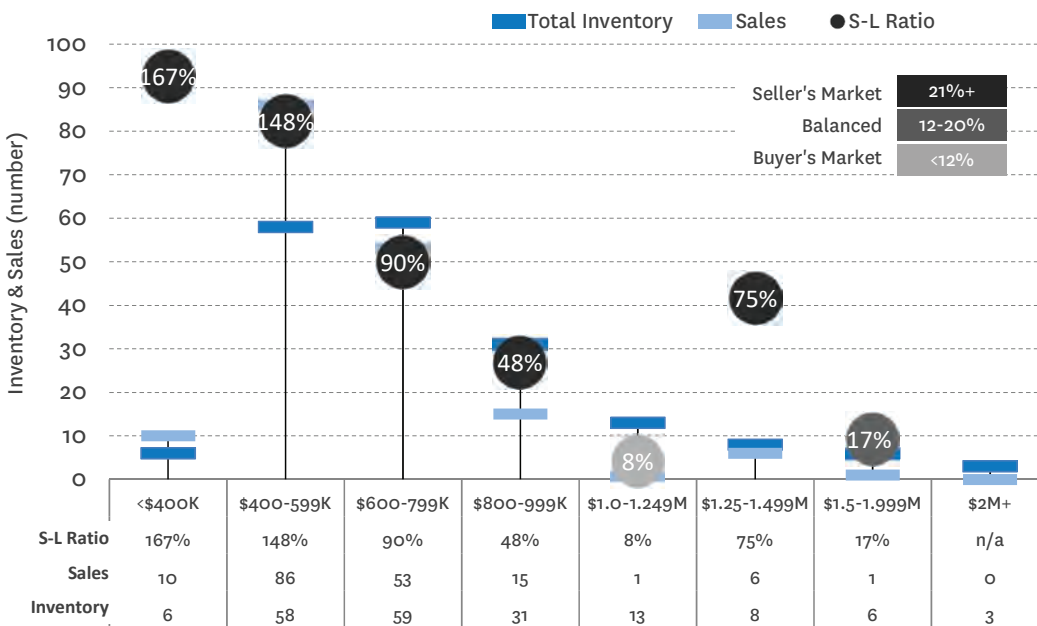
VS 2016
↑ **24%**

AVG PSF PRICE

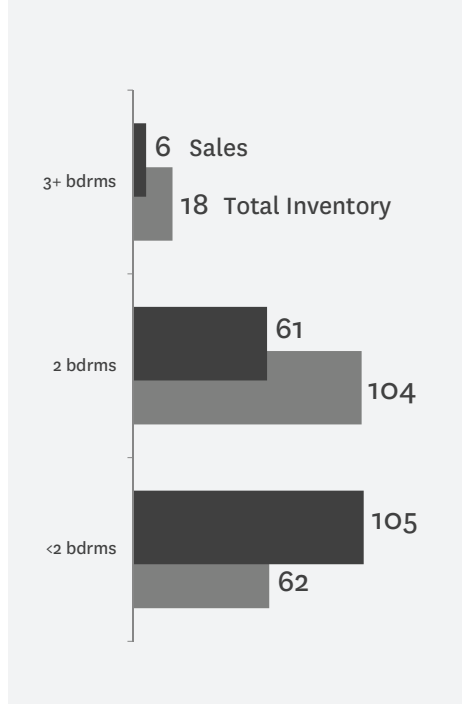
VS 2016
↑ **28%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	184	212	-13%	242	-24%
Total Sales	172	149	15%	148	16%
Sale-Listings Ratio	93%	70%	33%	61%	53%
Benchmark Price	\$540,300	\$538,500	0.3%	\$437,700	23%
Average Sold Price	\$630,456	\$652,843	-3%	\$506,949	24%
Average Price PSF	\$875	\$881	-0.7%	\$684	28%

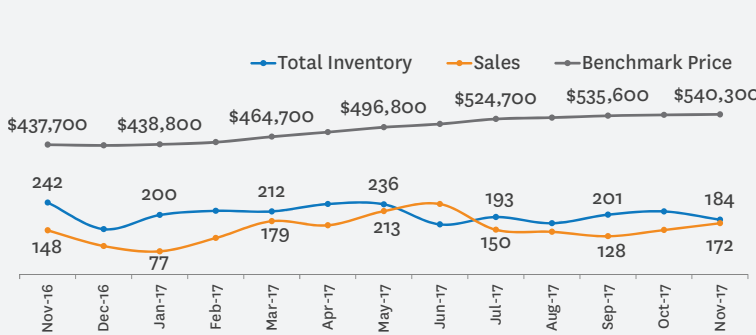
TOTAL LISTINGS & SALES BY PRICE RANGE



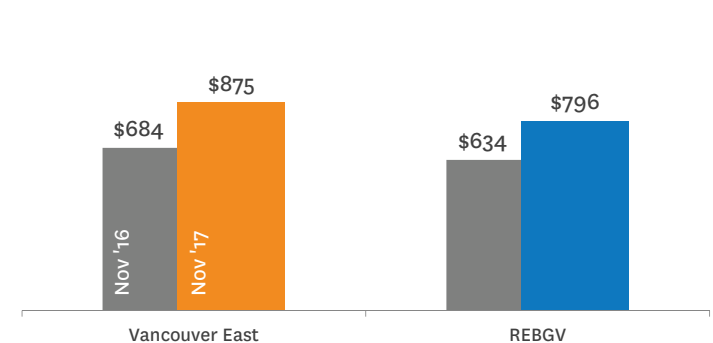
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



VANCOUVER EAST MONTHLY STATS: November 2017

MARKET SUMMARY

- The 87 townhome **listings** in Vancouver East in November were up 2% from October, and were 43% higher than in November 2016
- The 30 townhome **sales** in November were the same from last month and up 50% vs last year
- The **sales-to-listings ratio** for townhomes fell to 34% in November, with seller's market conditions continuing to prevail
- The **benchmark price** in November was \$861,900, a 0.8% decrease from October 2017 and 12% above November 2016
- October's **average sold price** of \$941,947 was 2% lower than in October, while the **average per square foot sales price** of \$751 was down 0.4% from last month

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↑ 43%

SALES

VS 2016
↑ 50%

BENCHMARK PRICE

VS 2016
↑ 12%

AVG PRICE

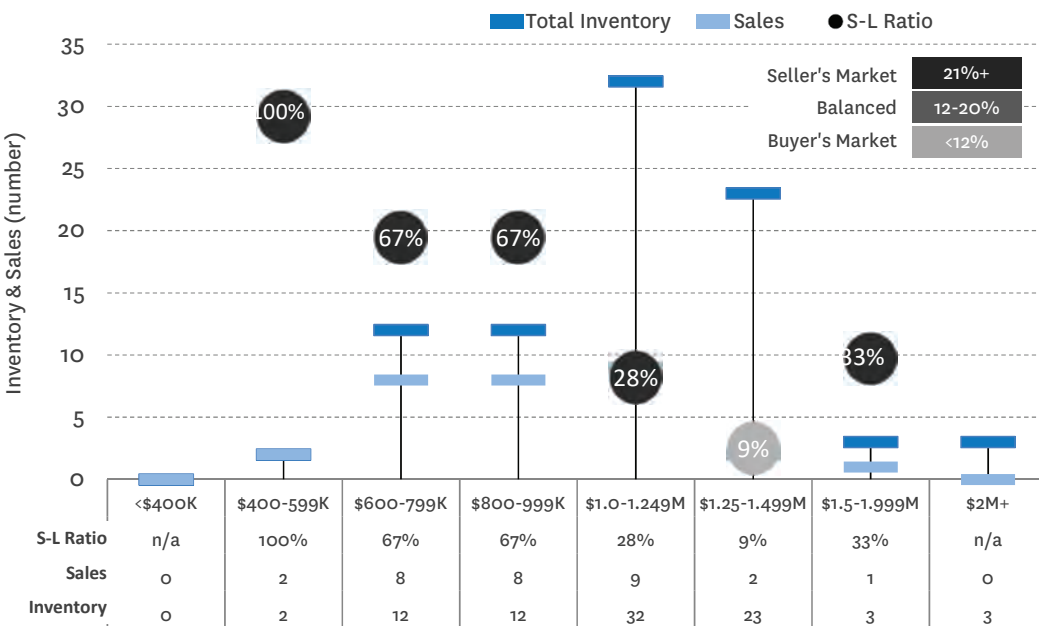
VS 2016
↑ 22%

AVG PSF PRICE

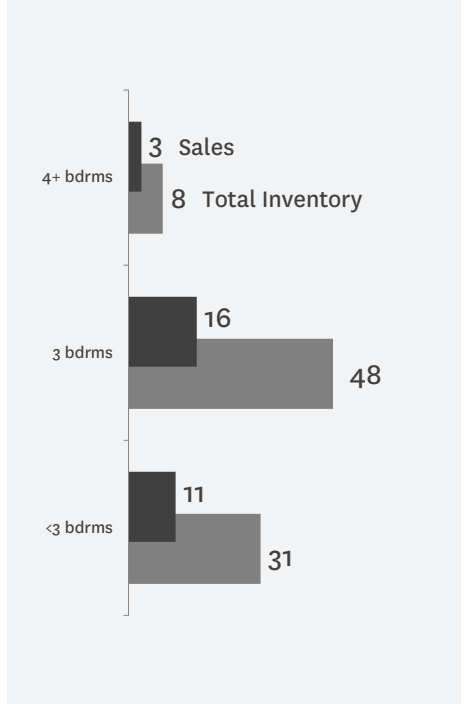
VS 2016
↑ 24%

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	87	85	2%	61	43%
Total Sales	30	30	0.0%	20	50%
Sales-Listings Ratio	34%	35%	-2%	33%	5%
Benchmark Price	\$861,900	\$855,200	0.8%	\$766,800	12%
Average Sold Price	\$941,947	\$964,106	-2%	\$772,558	22%
Average Price PSF	\$751	\$754	-0.4%	\$604	24%

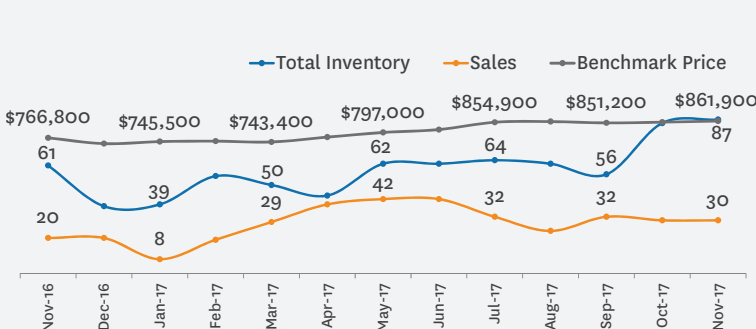
TOTAL LISTINGS & SALES BY PRICE RANGE



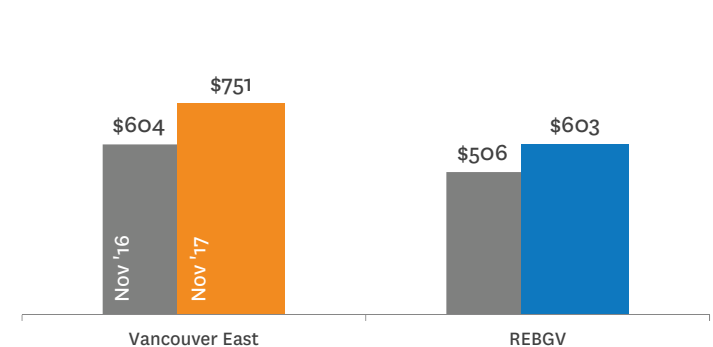
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



VANCOUVER WEST MONTHLY STATS: November 2017

MARKET SUMMARY

- The 799 detached **listings** in Vancouver West in November were down 9% compared to October but 24% above November 2016's level
- November's detached **sales** (84 homes) were down 22% month-over-month but up 24% year-over-year
- The **sales-to-listings ratio** dropped to 11% in November, pushing Vancouver West's detached segment in buyer's market territory
- At \$3.57M, the **benchmark price** for detached was down 1.5% from October but up 1.5% from November 2016
- The **average sold price** of \$3.84M was 14% lower than in October and 3% lower than in November 2016

MARKET STATUS

BUYER'S MARKET

TOTAL LISTINGS

VS 2016
↑ 24%

SALES

VS 2016
↑ 24%

BENCHMARK PRICE

VS 2016
↑ 1.5%

AVG PRICE

VS 2016
↓ 3%

AVG PSF PRICE

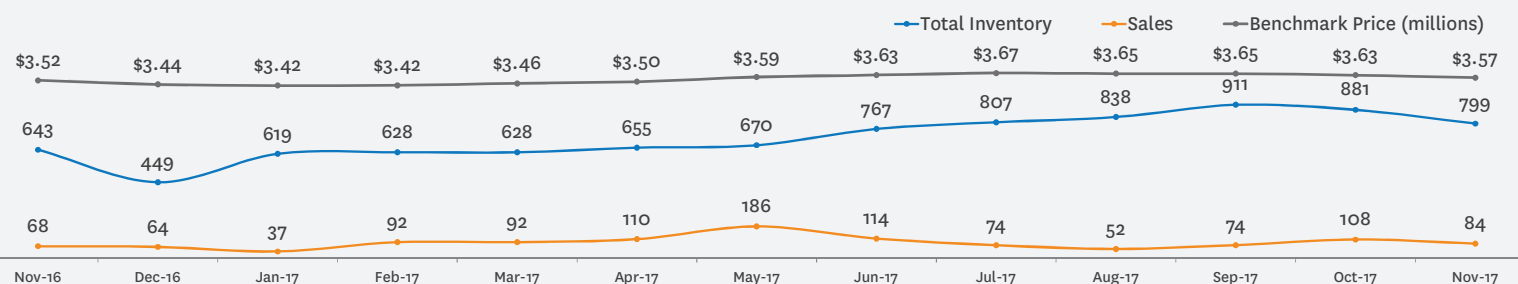
VS 2016
-

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	799	881	-9%	643	24%
Total Sales	84	108	-22%	68	24%
Sales-Listings Ratio	11%	12%	-14%	11%	-0.6%
Benchmark Price	\$3,573,700	\$3,626,300	-1.5%	\$3,521,100	1.5%
Average Sold Price	\$3,842,554	\$4,466,842	-14%	\$3,977,141	-3%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



VANCOUVER WEST MONTHLY STATS: November 2017

MARKET SUMMARY

- Condo **listings** in Vancouver West fell to 720 in November 2017, 12% below October and 34% below November 2016
- Year-over-year condo **sales** were up 30% in November (to 381), with month-over-month sales down 3%
- Rising to 53%, the **sales-to-listings ratio** indicated a strong seller's market for condos in Vancouver West
- October's condo **benchmark price** of \$811,200 rose 0.6% compared to October 2017 and was 17% higher than in November 2016
- The **average sold price** was \$985,655 (down 2% from October) at an **average PSF** of \$1,114 (up 0.4% from October)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **34%**

SALES

VS 2016
↑ **30%**

BENCHMARK PRICE

VS 2016
↑ **17%**

AVG PRICE

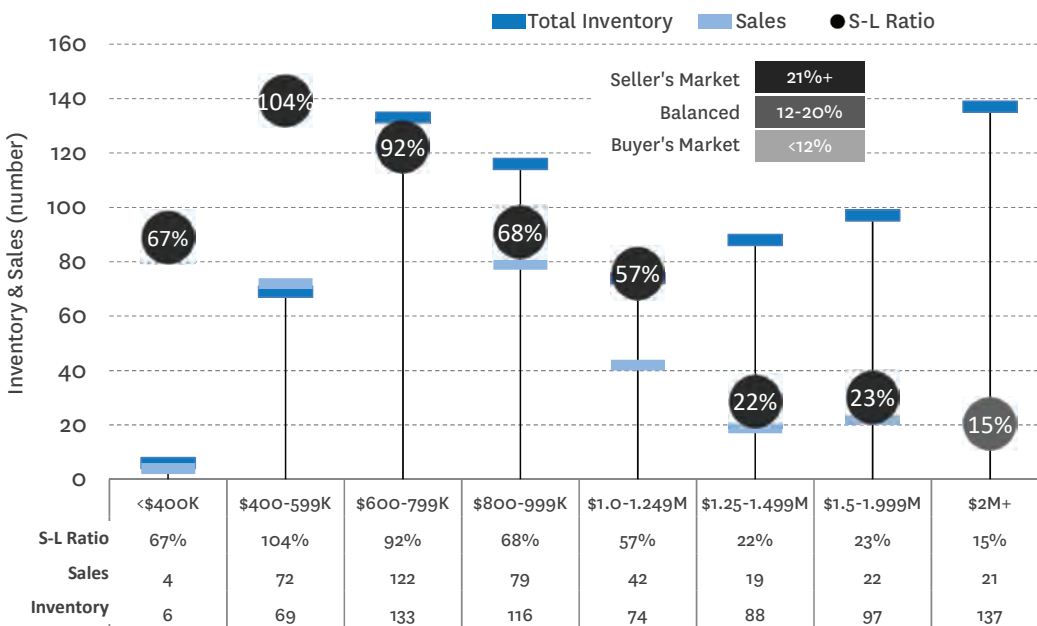
VS 2016
↑ **16%**

AVG PSF PRICE

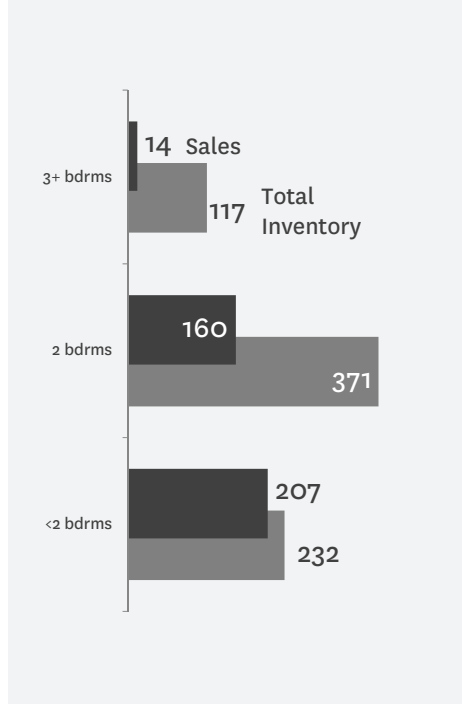
VS 2016
↑ **21%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	720	822	-12%	1,098	-34%
Total Sales	381	391	-3%	293	30%
Sale-Listings Ratio	53%	48%	11%	27%	98%
Benchmark Price	\$811,200	\$806,500	0.6%	\$693,400	17%
Average Sold Price	\$985,655	\$1,005,880	-2%	\$846,112	16%
Average Price PSF	\$1,114	\$1,110	0.4%	\$920	21%

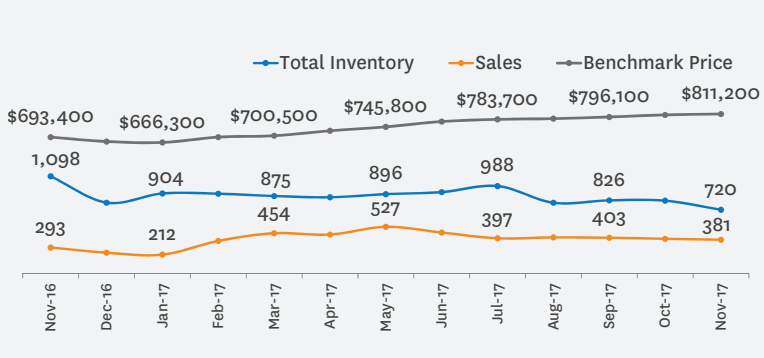
TOTAL LISTINGS & SALES BY PRICE RANGE



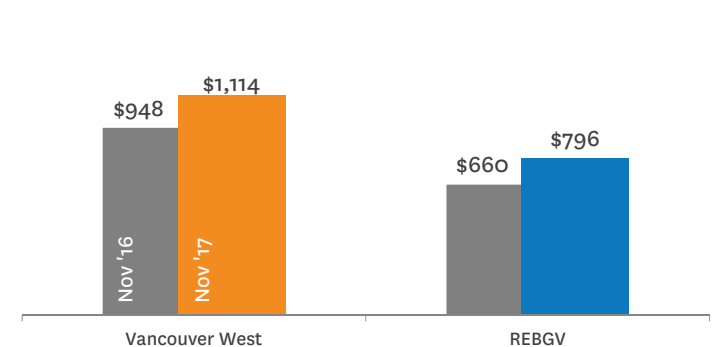
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



VANCOUVER WEST MONTHLY STATS: November 2017

MARKET SUMMARY

- At 131, the number of townhome listings in Vancouver West was 10% lower in November than in October and down 8% compared to November 2016
- Townhome sales, at 40, were down 9% vs October but up 8% compared to last November
- The sales-to-listings ratio for townhomes rose to 31% in November and remained in seller's market territory
- Benchmark price in November was \$1.27M, unchanged from last month and 13% above last year
- The average sold price was \$1.48M, while the average per square foot sales price was \$1,023 (down 2% and 0.4% from October)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ 8%

SALES

VS 2016
↑ 8%

BENCHMARK PRICE

VS 2016
↑ 13%

AVG PRICE

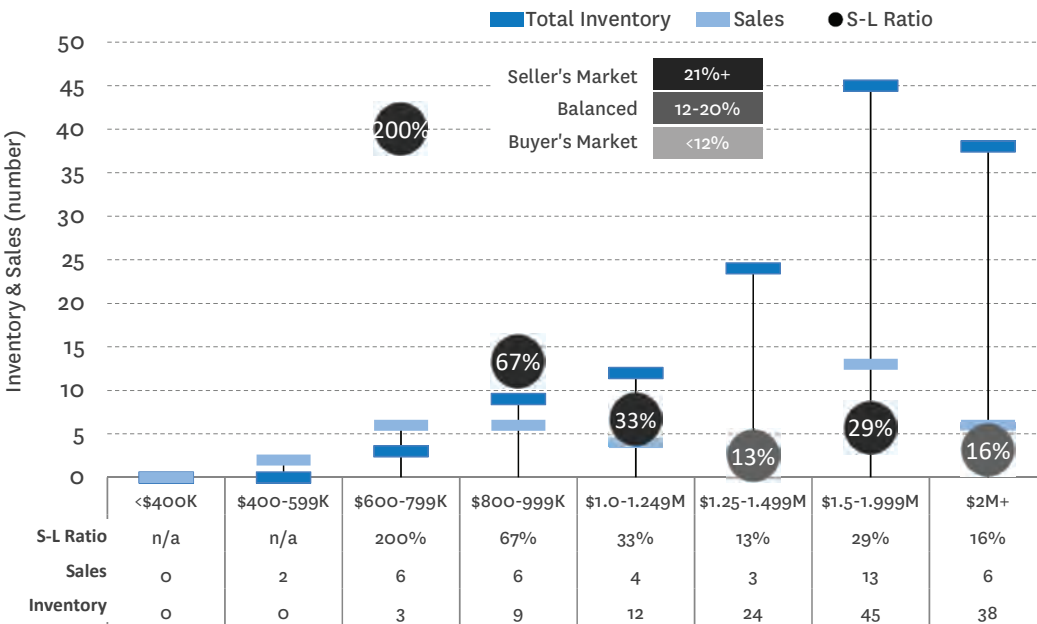
VS 2016
↑ 23%

AVG PSF PRICE

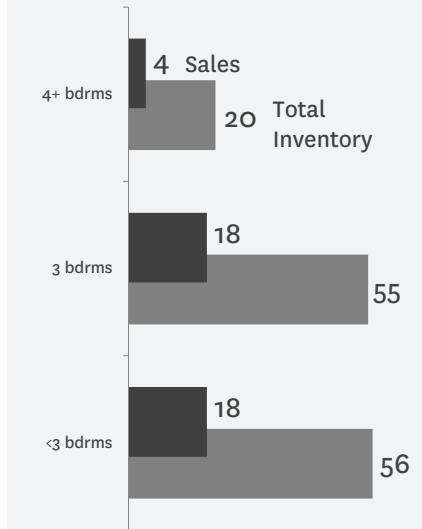
VS 2016
↑ 19%

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	131	146	-10%	142	-8%
Total Sales	40	44	-9%	37	8%
Sales-Listings Ratio	31%	30%	1.3%	26%	17%
Benchmark Price	\$1,268,200	\$1,265,100	0.2%	\$1,117,900	13%
Average Sold Price	\$1,476,052	\$1,508,952	-2%	\$1,203,174	23%
Average Price PSF	\$1,023	\$1,027	-0.4%	\$857	19%

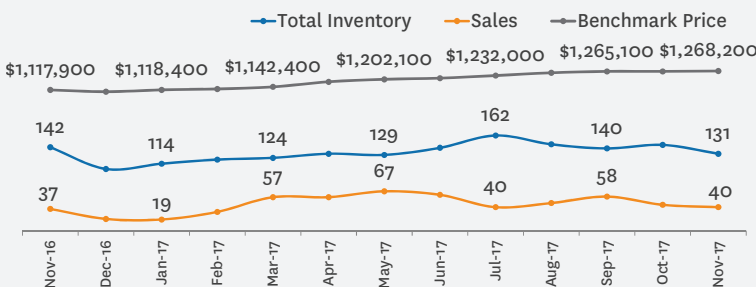
TOTAL LISTINGS & SALES BY PRICE RANGE



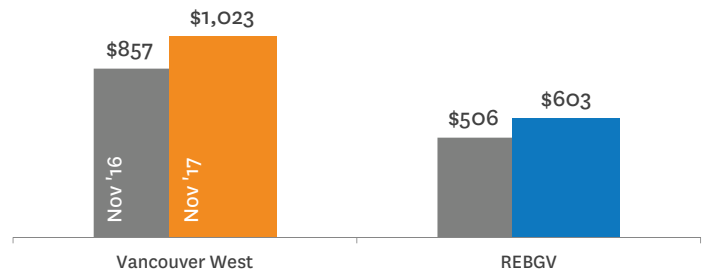
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



WEST VANCOUVER MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of detached **listings** in West Vancouver (542) in November was down 6% vs October 2017 but up 15% vs November 2016
- The 37 detached **sales** in November were up 28% vs October and up 42% vs November 2016
- The **sales-to-listings ratio** rose slightly to 7% in November, with conditions in West Vancouver's detached market continuing to favour buyers
- October's **benchmark price** was \$3.15M—1.6% above October 2017 and 3% above November 2016
- The **average sold price** of \$3.9M was 14% higher than in October and up 28% compared to November of last year

MARKET STATUS

BUYER'S MARKET

TOTAL LISTINGS

VS 2016

↑ 15%

SALES

VS 2016

↑ 42%

BENCHMARK PRICE

VS 2016

↑ 3%

AVG PRICE

VS 2016

↑ 28%

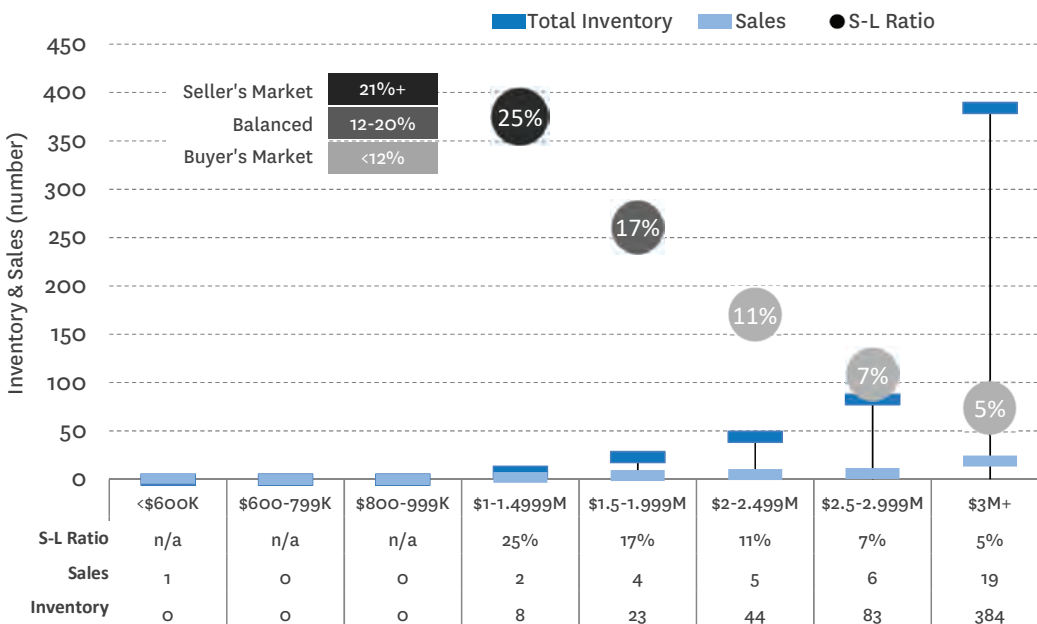
AVG PSF PRICE

VS 2016

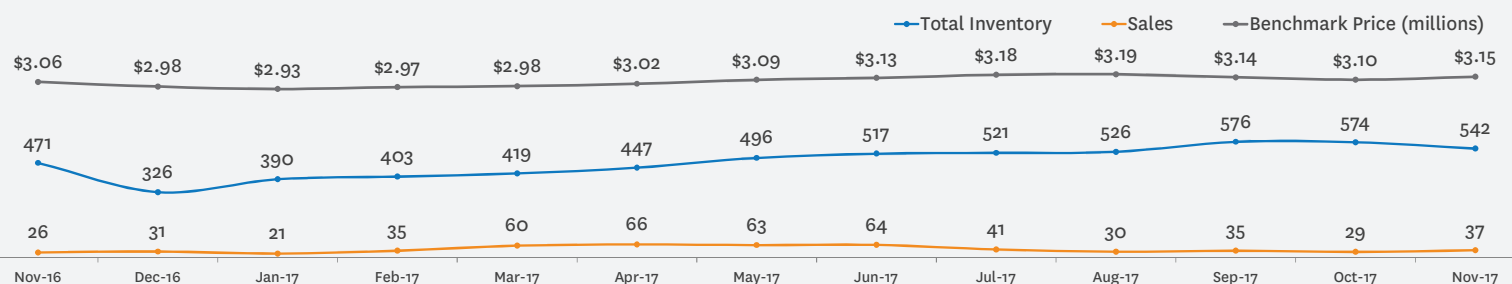
-

	This Month		Previous Month		Previous Year	
	No.	% Change	No.	% Change	No.	% Change
Total Listings	542	-6%	574	-6%	471	15%
Total Sales	37	28%	29	28%	26	42%
Sales-Listings Ratio	7%	35%	5%	35%	6%	24%
Benchmark Price	\$3,146,100	1.6%	\$3,095,300	1.6%	\$3,056,100	3%
Average Sold Price	\$3,902,122	14%	\$3,437,890	14%	\$3,057,385	28%
Average Price PSF	-	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



WEST VANCOUVER MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of condo **listings** in West Vancouver dropped between October and November 2017 to 64 but was 23% higher than in November 2016
- The 13 condo **sales** in November were 63% higher than in October and 8% above last year
- The **sales-to-listings ratio** rose to 20% in November, keeping condos in West Vancouver in balanced market conditions
- The condo **benchmark price** was \$1.15M in November, 0.7% lower than in October but 17% above last November
- The **average sold price** was \$1.3M and the **average PSF sales price** was \$1,053, up 25% and 3%, respectively, vs October 2017

MARKET STATUS
BALANCED MARKET

TOTAL LISTINGS

VS 2016
↑ 23%

SALES

VS 2016
↑ 8%

BENCHMARK PRICE

VS 2016
↑ 17%

AVG PRICE

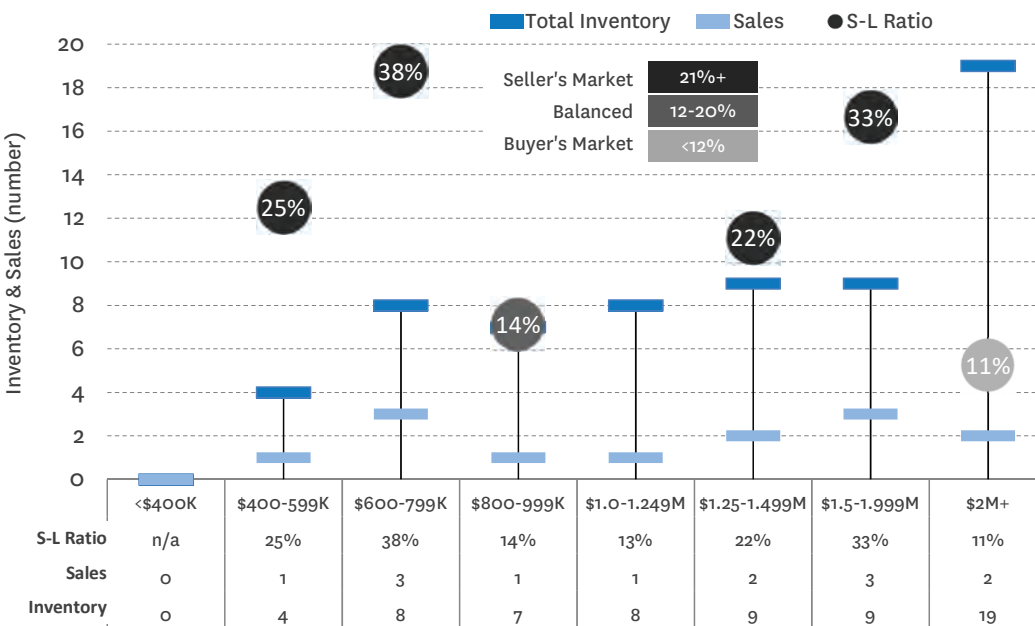
VS 2016
↑ 47%

AVG PSF PRICE

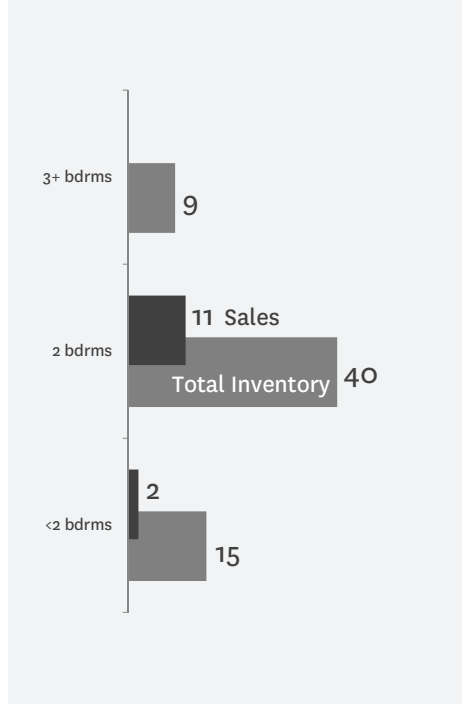
VS 2016
↑ 21%

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	64	65	-1.5%	52	23%
Total Sales	13	8	63%	12	8%
Sale-Listings Ratio	20%	12%	65%	23%	-12%
Benchmark Price	\$1,154,700	\$1,163,100	-0.7%	\$983,900	17%
Average Sold Price	\$1,323,915	\$1,059,000	25%	\$901,900	47%
Average Price PSF	\$1,053	\$1,024	3%	\$871	21%

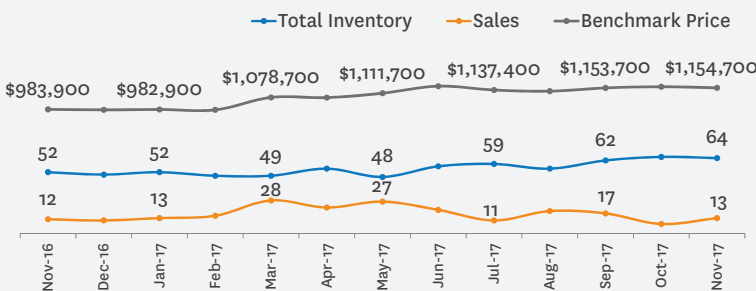
TOTAL LISTINGS & SALES BY PRICE RANGE



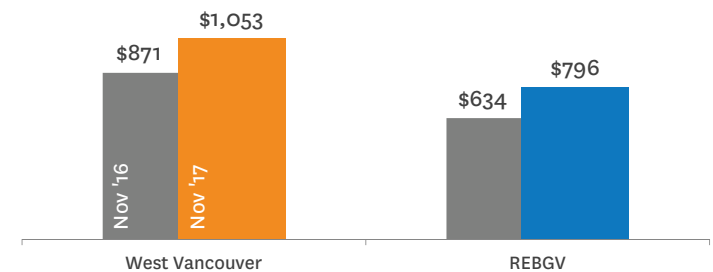
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



FRASER VALLEY BOARD AREA MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of November detached listings in the Fraser Valley board area fell 9% from October (to 3,028), and remained 14% below November 2016
- Detached sales fell by 1.4% from last month, to 694 but were up 29% vs November 2016
- The sales-to-listings ratio rose slightly to 23% in November, keeping the board area's detached segment in seller's market territory
- The benchmark price in November was \$972,700, virtually unchanged from October 2017 but up 13% from November 2016
- The average sold price in November was \$1.1M, 0.9% lower than in October 2017 but 18% higher than in November 2016

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **14%**

SALES

VS 2016
↑ **29%**

BENCHMARK PRICE

VS 2016
↑ **13%**

AVG PRICE

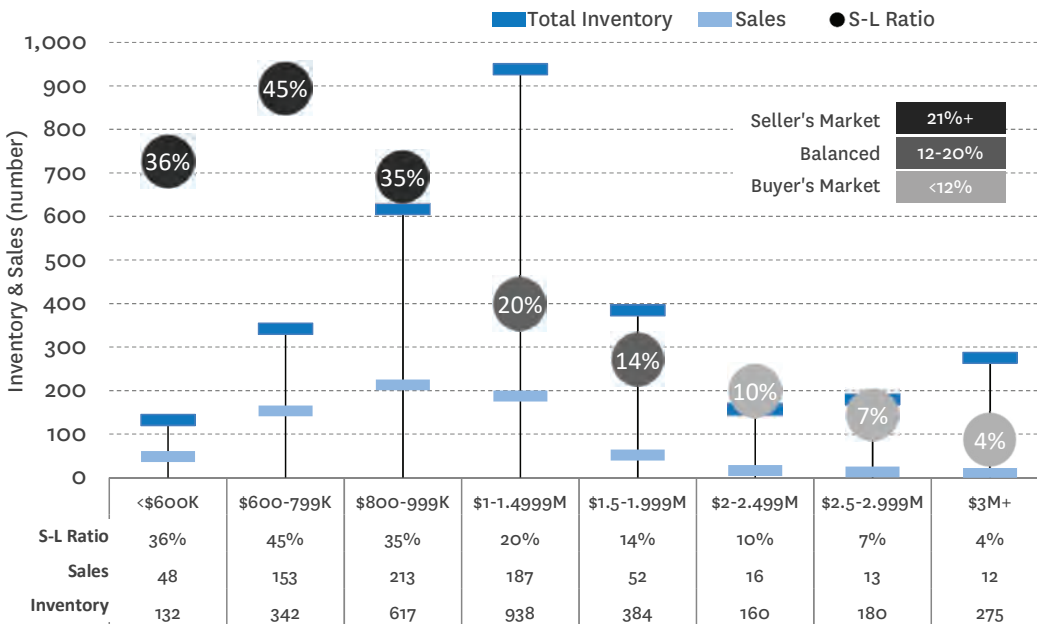
VS 2016
↑ **18%**

AVG PSF PRICE

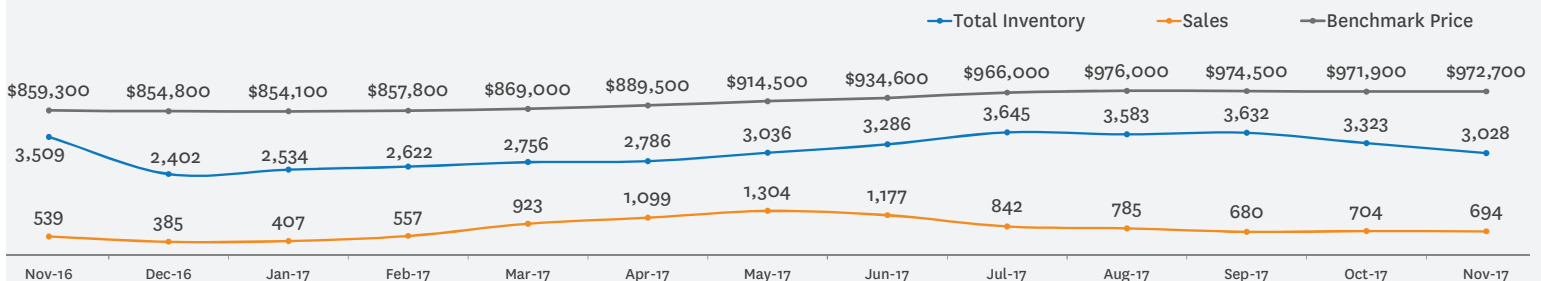
VS 2016
■

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	3,028	3,323	-9%	3,509	-14%
Total Sales	694	704	-1.4%	539	29%
Sales-Listings Ratio	23%	21%	8%	15%	49%
Benchmark Price	\$972,700	\$971,900	0.1%	\$859,300	13%
Average Sold Price	\$1,065,540	\$1,075,147	-0.9%	\$903,555	18%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



FRASER VALLEY BOARD AREA MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of condo **listings** in the Fraser Valley board area was 523 in November, down 13% from last month and down 29% vs last year
- At 495, condo **sales** were 16% lower in November than in October but 42% higher than in November 2016
- Rising to 95%, the board area's condo **sales-to-listings ratio** reflected continued strong seller's market conditions
- The condo **benchmark price** in November was \$376,700, 2% higher than in October, and 37% higher than in November 2016
- The **average condo sold price** was \$359,114 (3% higher than in October), while the **average PSF sales price** was \$443 (4% higher)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **29%**

SALES

VS 2016
↑ **42%**

BENCHMARK PRICE

VS 2016
↑ **37%**

AVG PRICE

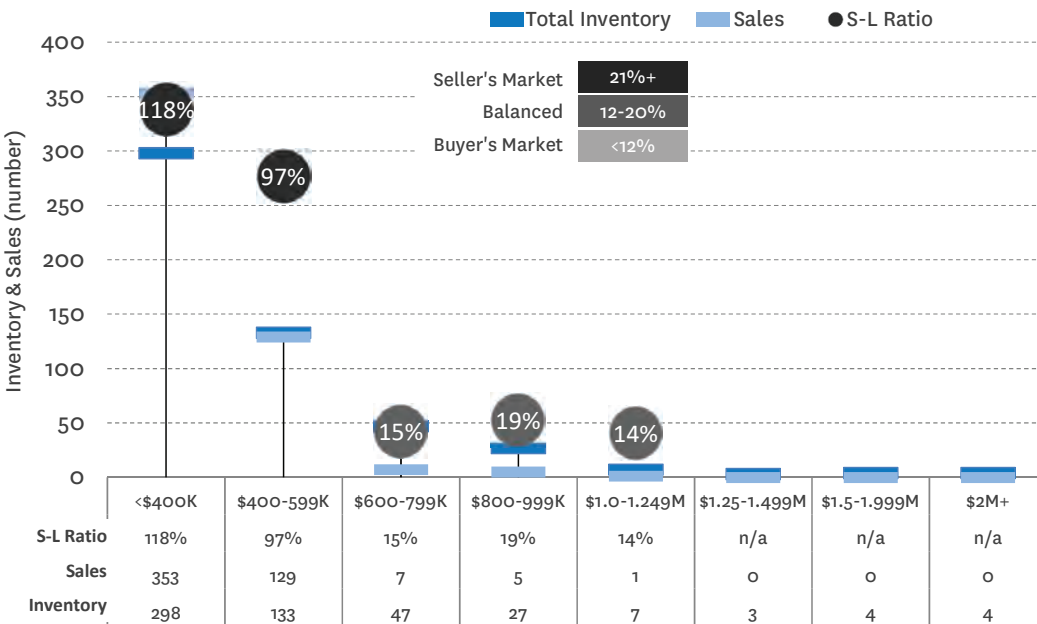
VS 2016
↑ **33%**

AVG PSF PRICE

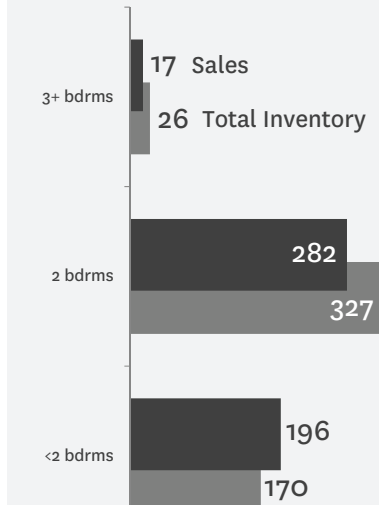
VS 2016
↑ **43%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	523	600	-13%	734	-29%
Total Sales	495	591	-16%	348	42%
Sale-Listings Ratio	95%	99%	-4%	47%	100%
Benchmark Price	\$376,700	\$369,400	2%	\$275,800	37%
Average Sold Price	\$359,114	\$349,448	3%	\$270,989	33%
Average Price PSF	\$443	\$425	4%	\$309	43%

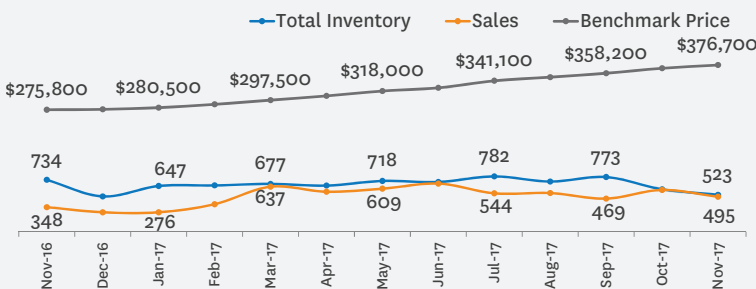
TOTAL LISTINGS & SALES BY PRICE RANGE



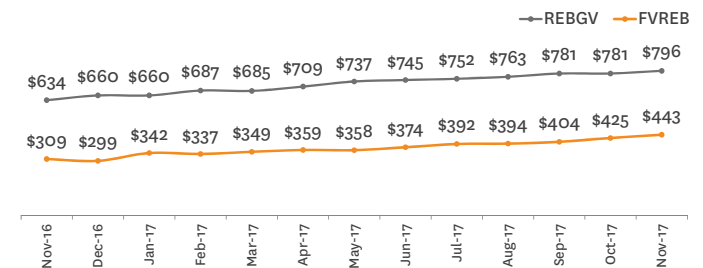
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



FRASER VALLEY BOARD AREA MONTHLY STATS: November 2017

MARKET SUMMARY

- The number of townhome **listings** in the Fraser Valley board area fell to 581 in November, 13% lower than last month and 24% below November 2016
- At 426, townhome **sales** were up 2% vs October, and they were up 46% from last year
- The **sales-to-listings ratio** for townhomes rose to 73%, and favoured conditions for sellers
- The **benchmark price** in November was \$505,700, up 0.6% from October and 19% from November 2016
- The **average sold price** fell by 0.5% between October and November 2017, to \$553,174, while the **average per square foot sales price** was virtually unchanged at \$369

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **24%**

SALES

VS 2016
↑ **46%**

BENCHMARK PRICE

VS 2016
↑ **19%**

AVG PRICE

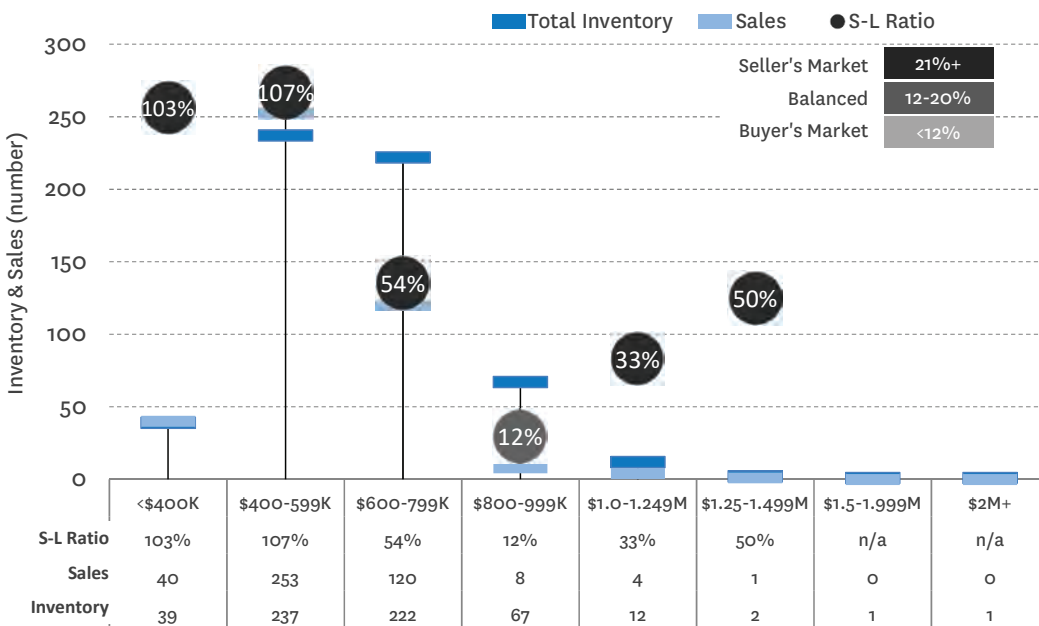
VS 2016
↑ **18%**

AVG PSF PRICE

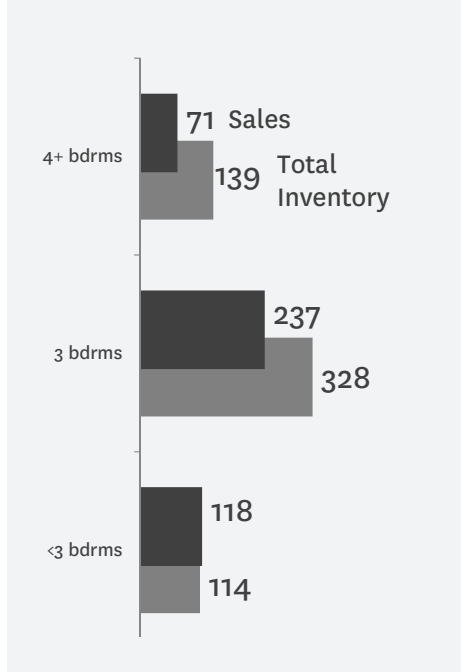
VS 2016
↑ **22%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	581	669	-13%	768	-24%
Total Sales	426	417	2%	291	46%
Sales-Listings Ratio	73%	62%	18%	38%	94%
Benchmark Price	\$505,700	\$502,800	0.6%	\$425,100	19%
Average Sold Price	\$553,174	\$550,485	0.5%	\$469,483	18%
Average Price PSF	\$369	\$360	2%	\$303	22%

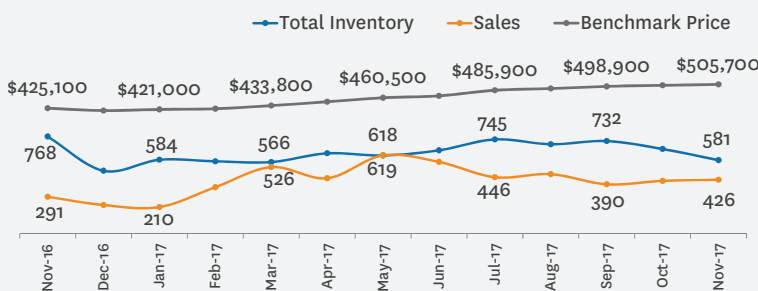
TOTAL LISTINGS & SALES BY PRICE RANGE



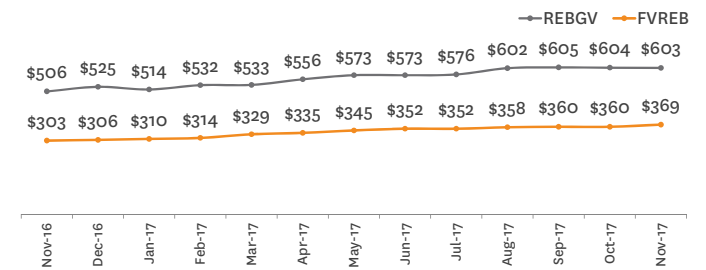
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



SURREY MONTHLY STATS: November 2017

MARKET SUMMARY

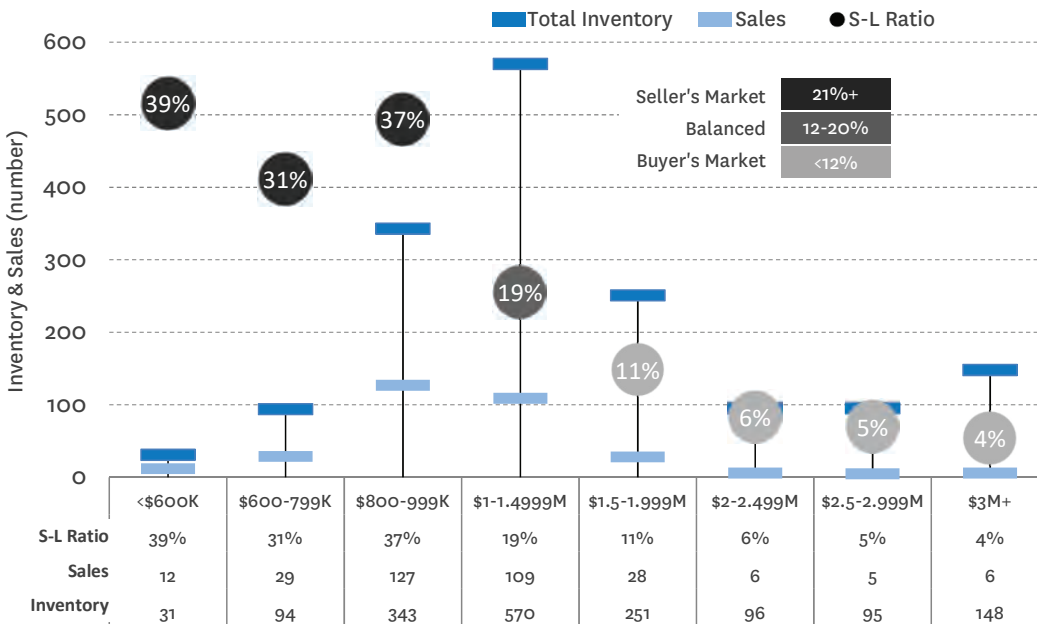
- The 1,628 detached listings in Surrey in November were down 8% compared to October and 11% below November 2016's level
- November's detached sales (322 homes) were up 7% month-over-month and 22% year-over-year
- The sales-to-listings ratio rose to 20% in November, as Surrey's detached segment remained in balanced market territory
- At \$1.1M, the benchmark price for detached was virtually unchanged from October and up 12% from November 2016
- The average sold price of \$1.13M was 4% lower than in October but 13% higher than November 2016

MARKET STATUS
BALANCED MARKET

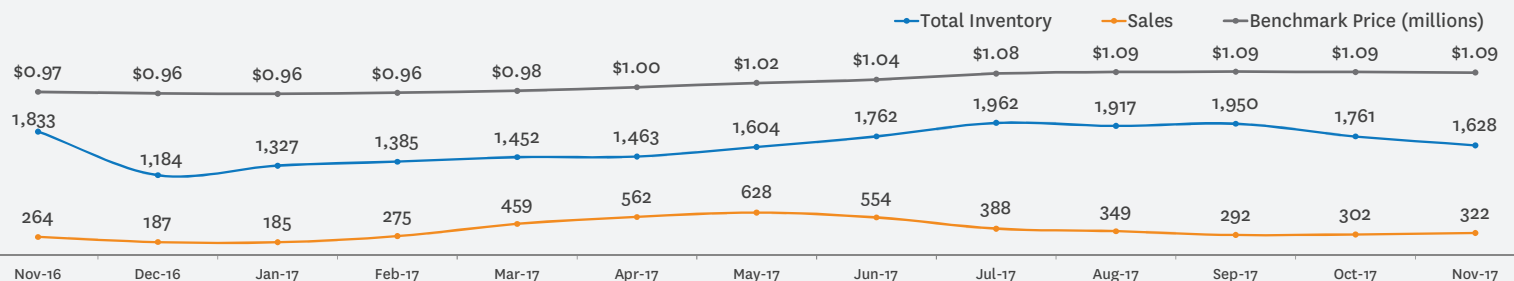
TOTAL LISTINGS VS 2016 ↓ **11%**
SALES VS 2016 ↑ **22%**
BENCHMARK PRICE VS 2016 ↑ **12%**
AVG PRICE VS 2016 ↑ **13%**
AVG PSF PRICE VS 2016 **-**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	1,628	1,761	-8%	1,833	-11%
Total Sales	322	302	7%	264	22%
Sales-Listings Ratio	20%	17%	15%	14%	37%
Benchmark Price	\$1,085,100	\$1,088,700	-0.3%	\$970,100	12%
Average Sold Price	\$1,130,948	\$1,173,634	-4%	\$999,101	13%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



SURREY MONTHLY STATS: November 2017

MARKET SUMMARY

- Condo **listings** in Surrey fell to 291 in November 2017, 11% below October and 23% below November 2016
- Year-over-year condo **sales** were up 65% in November (to 283), with month-over-month sales down 10%
- Remaining at 97%, the **sales-to-listings ratio** indicates a strong seller's market for condos in Surrey
- November's condo **benchmark price** of \$392,500 rose 1.8% compared to October 2017 and was 39% higher than in November 2016
- The **average sold price** was \$371,630 (up 5% from October) at an **average PSF** of \$492 (up 5% from October)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **23%**

SALES

VS 2016
↑ **65%**

BENCHMARK PRICE

VS 2016
↑ **39%**

AVG PRICE

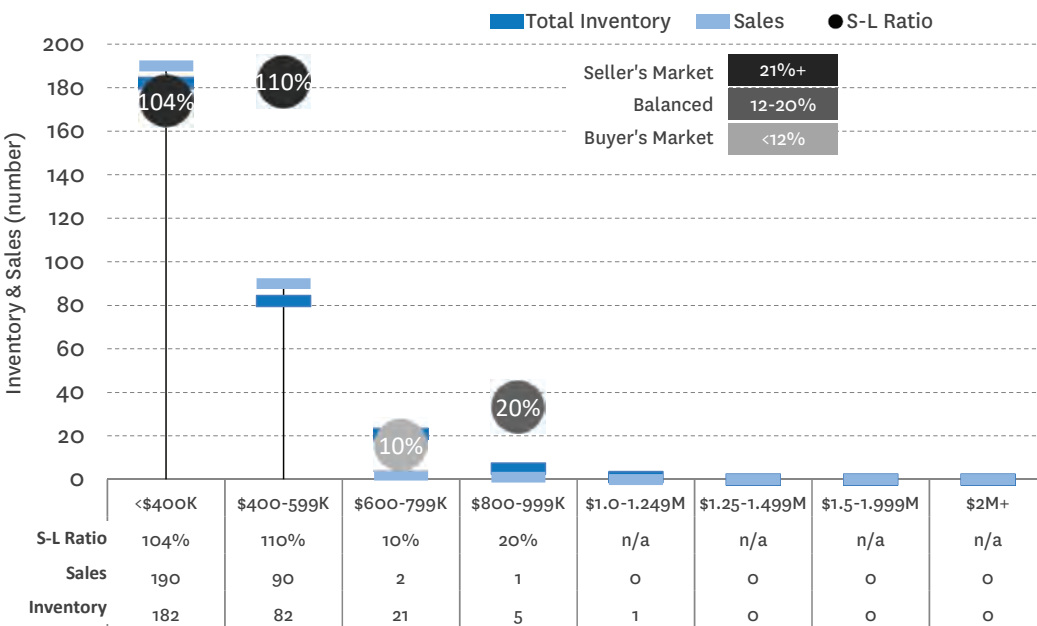
VS 2016
↑ **35%**

AVG PSF PRICE

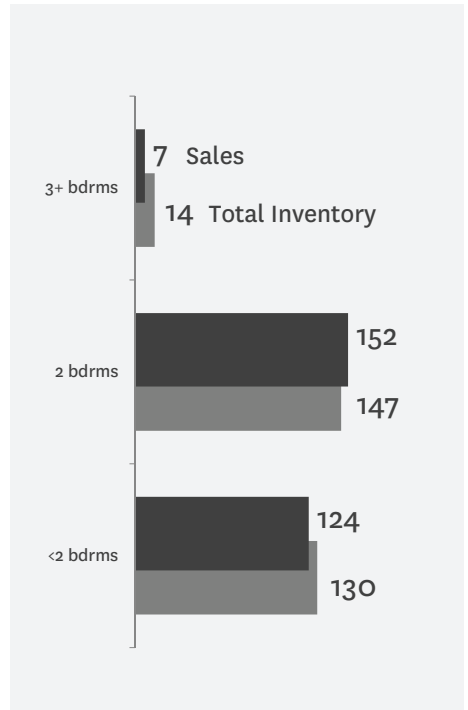
VS 2016
↑ **46%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	291	327	-11%	380	-23%
Total Sales	283	316	-10%	172	65%
Sale-Listings Ratio	97%	97%	0.6%	45%	115%
Benchmark Price	\$392,500	\$385,600	1.8%	\$283,000	39%
Average Sold Price	\$371,630	\$353,914	5%	\$275,580	35%
Average Price PSF	\$492	\$467	5%	\$337	46%

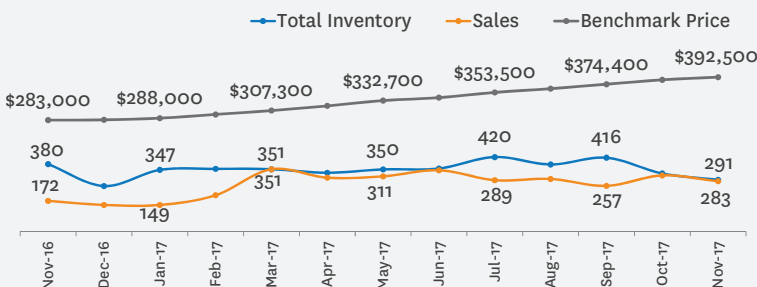
TOTAL LISTINGS & SALES BY PRICE RANGE



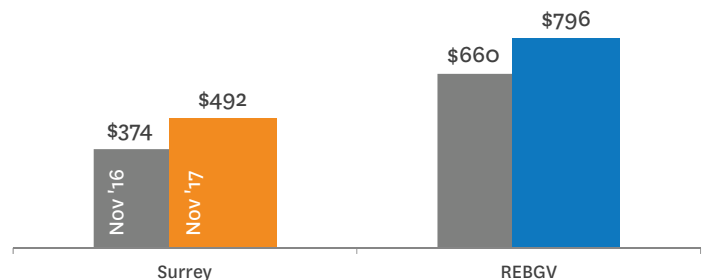
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



SURREY MONTHLY STATS: November 2017

MARKET SUMMARY

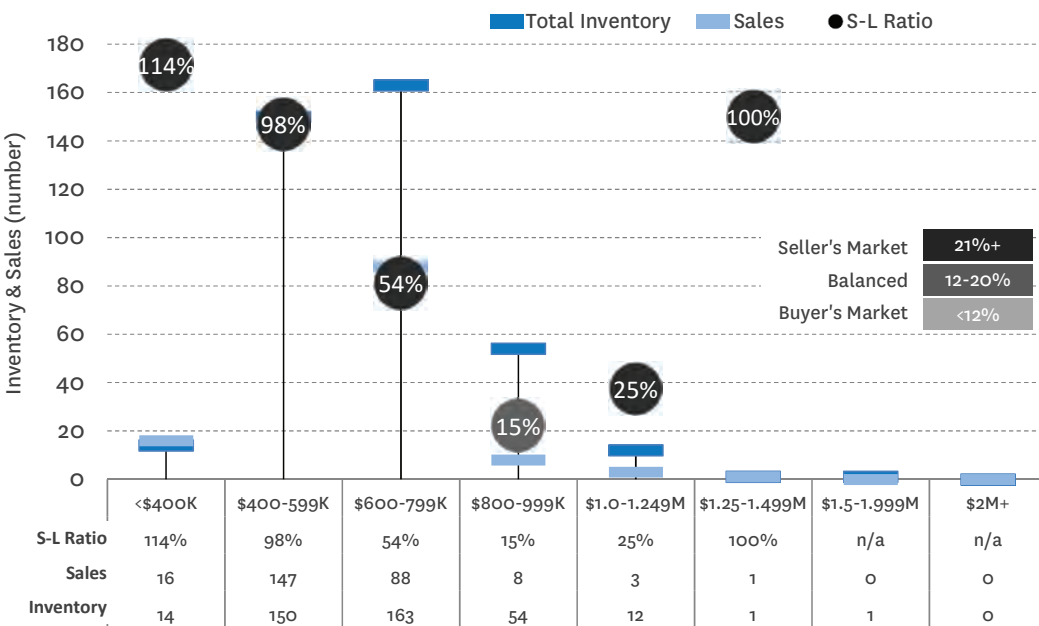
- At 395, the number of townhome listings in Surrey was 11% lower in November than in October and 16% below November 2016
- Townhome sales, at 263, were up 4% vs October 2017 and up 49% vs last November
- The sales-to-listings ratio for townhomes rose to 67% in November, and remained in seller's market territory
- The benchmark price in November was \$553,500, virtually unchanged from last month and up 20% from last year
- The average sold price was \$579,610 (a 1.7% drop from October), while the average per square foot sales price was \$379 (up 0.8% from October)

MARKET STATUS
SELLER'S MARKET

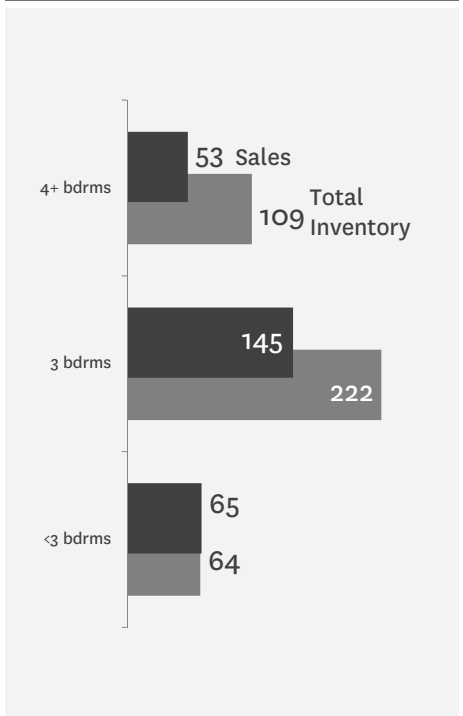
TOTAL LISTINGS VS 2016 **↓ 16%**
SALES VS 2016 **↑ 49%**
BENCHMARK PRICE VS 2016 **↑ 20%**
AVG PRICE VS 2016 **↑ 20%**
AVG PSF PRICE VS 2016 **↑ 23%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	395	445	-11%	468	-16%
Total Sales	263	252	4%	176	49%
Sales-Listings Ratio	67%	57%	18%	38%	77%
Benchmark Price	\$553,500	\$551,600	0.3%	\$460,200	20%
Average Sold Price	\$579,610	\$569,795	1.7%	\$481,239	20%
Average Price PSF	\$379	\$376	0.8%	\$308	23%

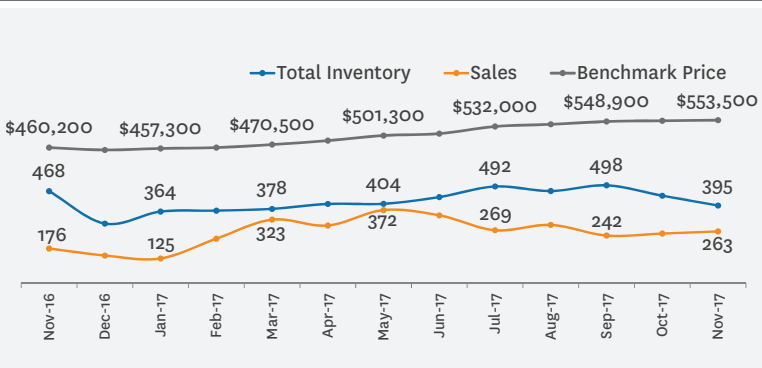
TOTAL LISTINGS & SALES BY PRICE RANGE



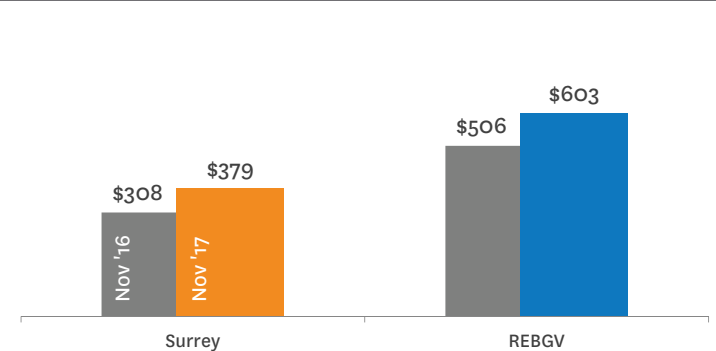
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



LANGLEY MONTHLY STATS: November 2017

MARKET SUMMARY

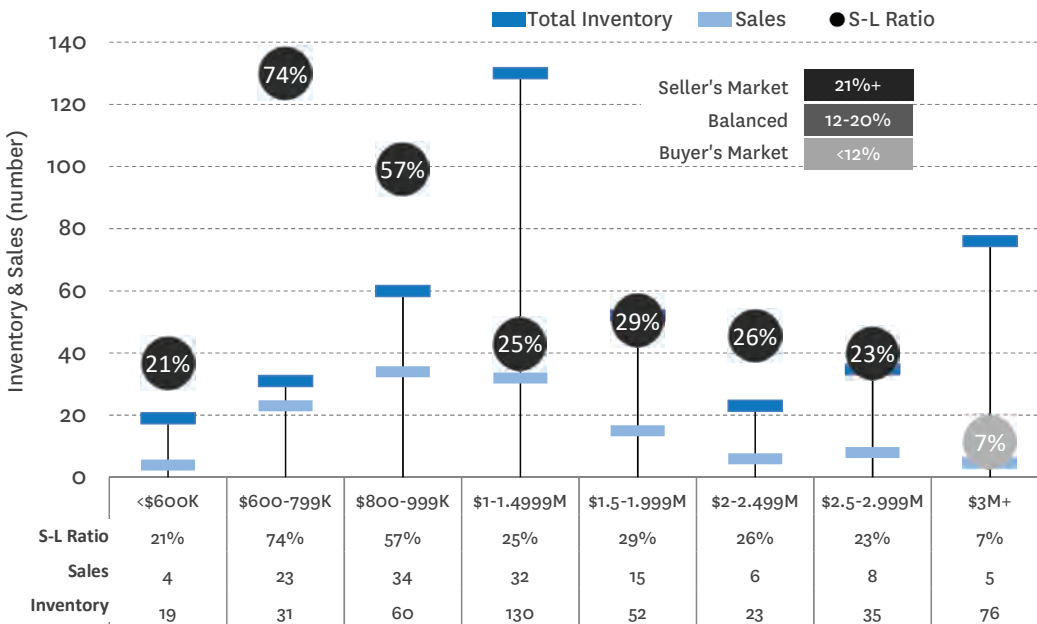
- The 426 detached **listings** in Langley in November were down 10% compared to October and 14% below November 2016's level
- November's detached **sales** (127 homes) were down 7% month-over-month but up 25% year-over-year
- The **sales-to-listings ratio** rose slightly to 30% in November, and kept Langley's detached segment in seller's market territory
- At \$1M, the **benchmark price** for detached was virtually unchanged from October and 16% above November 2016
- The **average sold price** of \$1.23M was up 10% from October and 43% higher than in November 2016

MARKET STATUS
SELLER'S MARKET

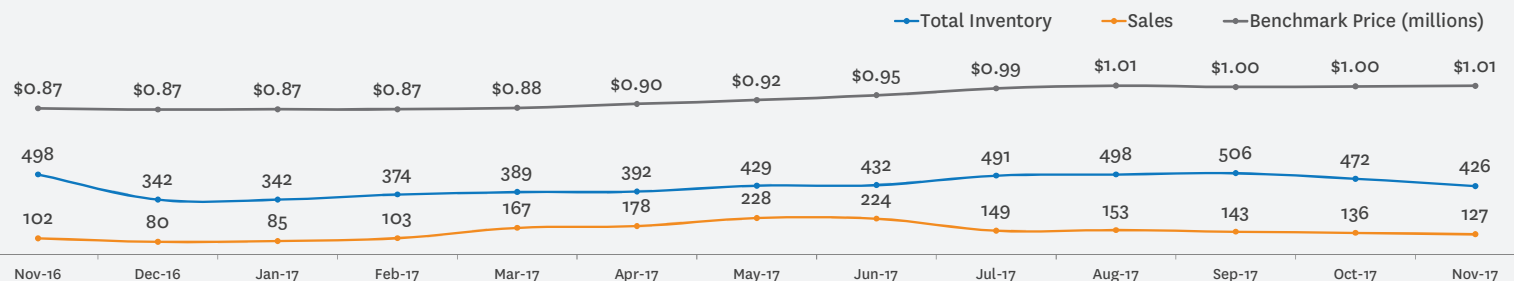
TOTAL LISTINGS	SALES	BENCHMARK PRICE	AVG PRICE	AVG PSF PRICE
VS 2016	VS 2016	VS 2016	VS 2016	VS 2016
↓ 14%	↑ 25%	↑ 16%	↑ 43%	-

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	426	472	-10%	498	-14%
Total Sales	127	136	-7%	102	25%
Sales-Listings Ratio	30%	29%	3%	20%	46%
Benchmark Price	\$1,007,000	\$1,003,000	0.4%	\$871,700	16%
Average Sold Price	\$1,282,942	\$1,161,360	10%	\$897,390	43%
Average Price PSF	-	-	-	-	-

TOTAL LISTINGS & SALES BY PRICE RANGE



HISTORICAL TREND



LANGLEY MONTHLY STATS: November 2017

MARKET SUMMARY

- Condo **listings** in Langley rose to 61 in November 2017, 11% above October but 38% below November 2016
- Year-over-year condo **sales** were down 28% in November (to 78) but were up 11% year-over-year
- Dropping to 128%, the **sales-to-listings ratio** remained a strong seller's market for condos in Langley
- November's condo **benchmark price** of \$389,000 rose 3% compared to October 2017 and was 40% higher than in November 2016
- The **average sold price** was \$364,147 (up 1.6% from October) at an **average PSF** of \$422 (up 3% from October)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **38%**

SALES

VS 2016
↑ **11%**

BENCHMARK PRICE

VS 2016
↑ **40%**

AVG PRICE

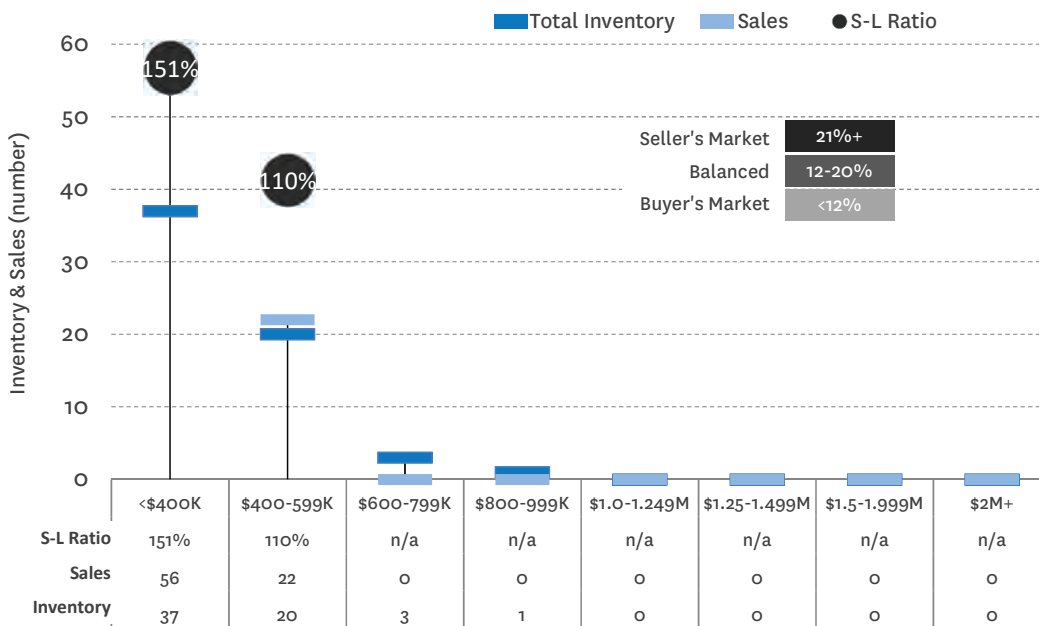
VS 2016
↑ **29%**

AVG PSF PRICE

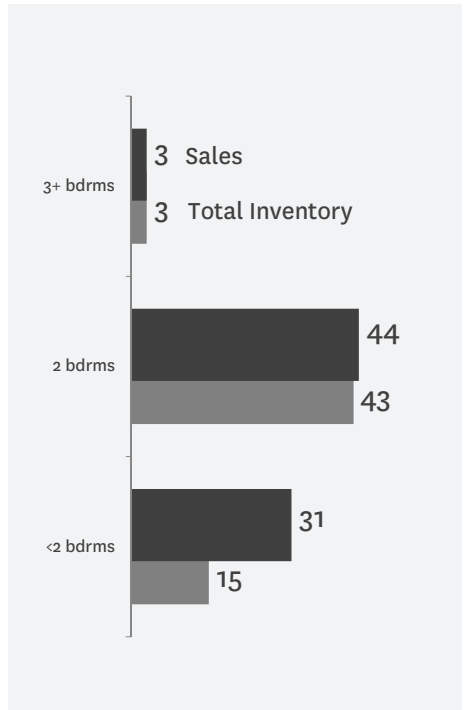
VS 2016
↑ **35%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	61	55	11%	98	-38%
Total Sales	78	108	-28%	70	11%
Sale-Listings Ratio	128%	196%	-35%	71%	79%
Benchmark Price	\$389,000	\$379,100	3%	\$278,800	40%
Average Sold Price	\$364,147	\$358,328	1.6%	\$281,975	29%
Average Price PSF	\$422	\$409	3%	\$312	35%

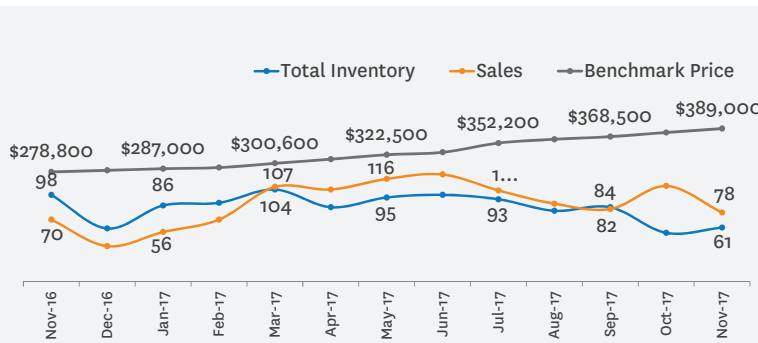
TOTAL LISTINGS & SALES BY PRICE RANGE



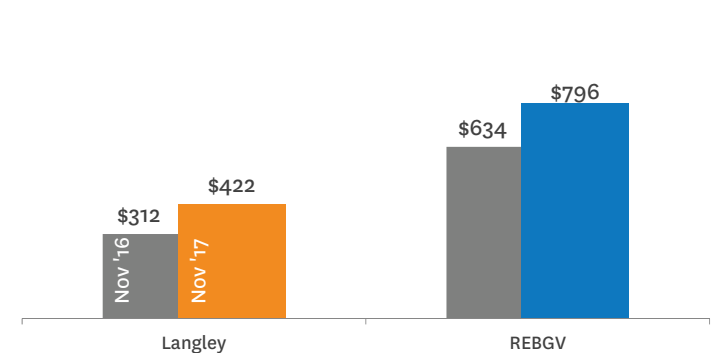
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE



LANGLEY MONTHLY STATS: November 2017

MARKET SUMMARY

- At 92, the number of townhome listings in Langley was 11% lower in November than in October, and 38% below November 2016
- Townhome sales, at 95, were up 6% vs October and 32% above last November
- The sales-to-listings ratio for townhomes rose to 103% in November, and remained strongly in seller's market territory
- The benchmark price in November was \$480,000, up 1.5% from last month and 17% from last year
- The average sold price was \$552,483, (a 1.7% decrease from October), while the average per square foot sales price was \$388 (up 3% from October)

MARKET STATUS

SELLER'S MARKET

TOTAL LISTINGS

VS 2016
↓ **38%**

SALES

VS 2016
↑ **32%**

BENCHMARK PRICE

VS 2016
↑ **17%**

AVG PRICE

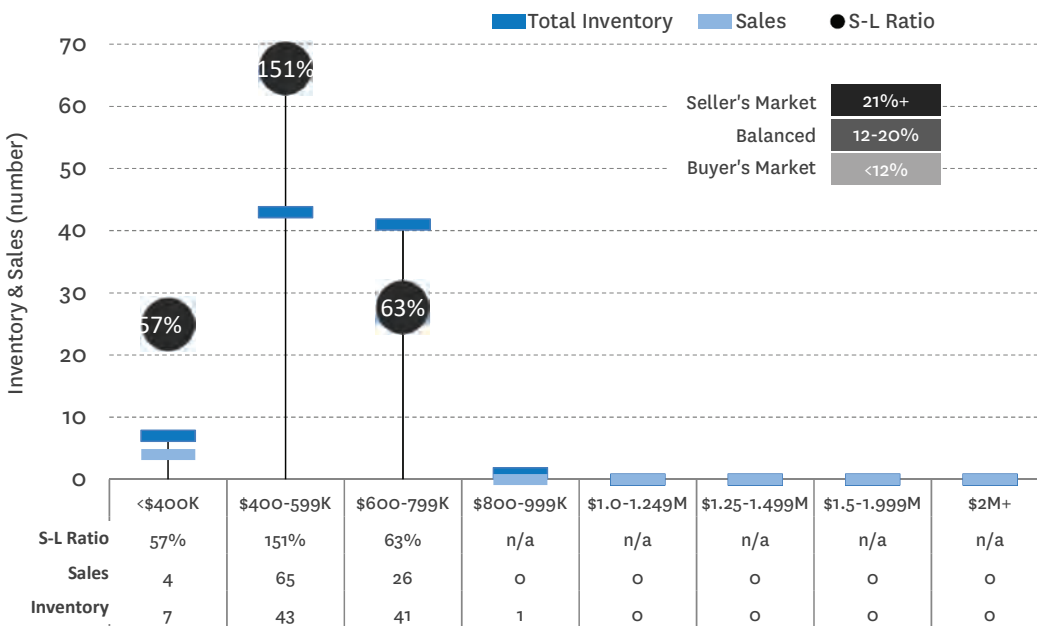
VS 2016
↑ **13%**

AVG PSF PRICE

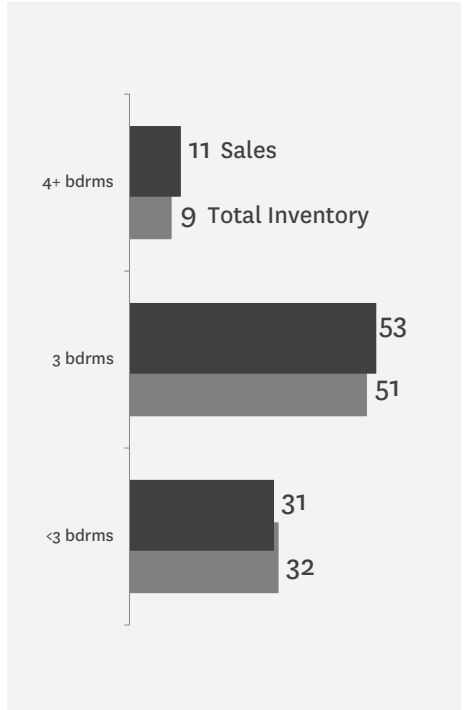
VS 2016
↑ **20%**

	This Month	Previous Month		Previous Year	
	No.	No.	% Change	No.	% Change
Total Listings	92	103	-11%	148	-38%
Total Sales	95	90	6%	72	32%
Sales-Listings Ratio	103%	87%	18%	49%	112%
Benchmark Price	\$480,000	\$473,100	1.5%	\$411,300	17%
Average Sold Price	\$552,483	\$561,852	-1.7%	\$489,888	13%
Average Price PSF	\$388	\$377	3%	\$324	20%

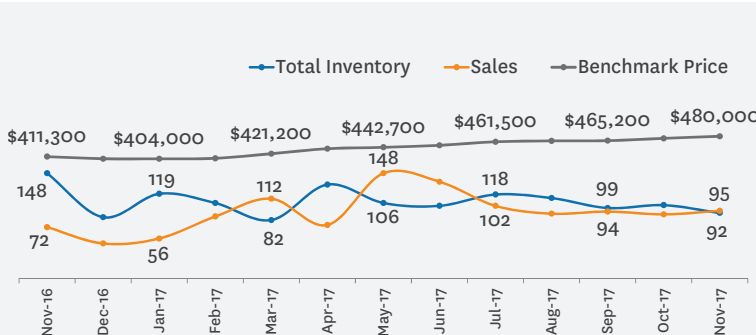
TOTAL LISTINGS & SALES BY PRICE RANGE



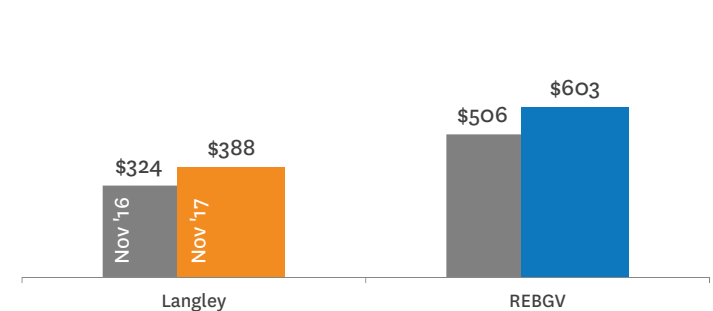
BY NO. OF BEDROOMS



HISTORICAL TREND



AVERAGE PSF SOLD PRICE





CURRENT PROJECTS
& new offerings





◀ 567 CLARKE + COMO

559 Clarke Road, Coquitlam, BC

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Starting from \$1,929,900

Presentation Centre Closed



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info@bridgelandcrossings.com

Now Selling
Starting from \$249,900

Open 12-5pm Monday - Thursday
12-6pm Saturday - Sunday
closed Fridays or by appointment



◀ BRIDGELAND HILL

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Starting from \$249,900

Open 12-5pm Monday - Thursday
12-6pm Saturday - Sunday
closed Fridays



◀ CAMDEN AT THE FALLS

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◀ CASCADE CITY

7100 Elmbridge Way, Richmond, BC

Landa's Cascade City is an architectural achievement featuring two fifteen-storey towers cascading down to a shared podium base. The location offers a selection of urban shops and services in combination with the tranquility of the waterfront steps away. Cascade City will be a catalyst for architectural excellence in the rapidly transforming Richmond Oval community. Tower One is over 80% sold in just one month while Tower Two is coming early 2018.

+1.604.285.7285
cascadecity.com
info@cascadecity.com

Call to book your private
appointment
Homes starting from \$583,900



◀ COAST CONDOS AT TSAWWASSEN SHORES

4742 Blue Heron Way, Tsawwassen, BC

Aquilini introduces Coast at Tsawwassen Shores, a 4 storey low-rise condo building with a total of 112 homes. Featuring 1 to 3 bedroom condos in a master-planned community that gives you everything you want in a home and neighbourhood. A future town centre, steps to schools, 2km oceanside boardwalk and the incredible shopping at Tsawwassen Mills and Tsawwassen Commons make it one of the best places to live in the lower mainland.

+1.604.943.6677
tsawwassenshores.com
info@tsawwassenshores.com

Starting from \$392,900
Coming Soon

Open daily 12-5pm
closed Fridays



◀ ELENORE ON FIFTH

2106 Main Street, Vancouver, BC

Exquisitely located on the lower slopes of Mount Pleasant, Elenore is a boutique collection of 58 modern one, two and three bedroom homes on Fifth and Main. Perfectly situated among the talked-about restaurants, cool galleries, buzz-worthy cafes and curated shops, Elenore offers sophisticated living in one of the city's most dynamic neighbourhoods. \$50K Decorations Bonus on Signature Suites

+1.604.559.6910
Elenoreonfifth.com
info@elenoreonfifth.com

Now Selling
10 Units Left

Open daily 12-5pm
closed Fridays or by appointment



◀ KING GEORGE HUB

King George Boulevard and Fraser Hwy

Located in the thriving neighbourhood of Surrey City Centre, King George Hub is one of the most eagerly anticipated new communities in Metro Vancouver. Located at King George SkyTrain station, bus exchange and the future LRT lines, phase one of two will include 434 homes in a soaring 39-storey residential tower defined by modern architecture and well-planned interiors. Owners and residents have access to outstanding on-site amenities including entertainment lounges, fitness space, theatre room, rooftop terrace and much more.

+1.604.498.1880
KingGeorgeHub.com
info@kinggeorgehub.com

Sold Out
Register for Future Phase Updates

Presentation Centre Closed



◀ LYRA RESIDENCES

604-771 Vernon Avenue, Victoria BC

Lyra Residences offers solid concrete private living located in the established Christmas Hill neighbourhood. The buildings are comprised of boutique large 2 bedroom homes with spacious balconies up to 799 SQ. FT. Christmas hill is conveniently located within minutes to some of Victoria's best trails, shops and dining.

+1.250.590.5777
lyraresidences.com
info@lyraresidences.com

Phase one now 80% sold
Starting from \$554,900
Phase two now selling

Open daily 12-5pm
closed Thursdays and Fridays



◀ MIRABEL AT ENGLISH BAY

1283 Davie Street, Vancouver BC

Marcon is proud to introduce Mirabel at English Bay, located at the intersection of Davie & Broughton. The design of these two neighbouring 18 and 19-storey buildings centers around seamless indoor / outdoor living, providing homeowners with access to the most natural urban neighbourhood on earth and uncompromised views. By foot or bike, residents of Mirabel will be minutes from the beaches of English Bay, the wooded trails of Stanley Park, as well as the countless urban comforts and luxuries of downtown Vancouver.

+1.604.681.8110
mirabelbymarcon.ca
sales@mirabelbymarcon.ca

Now Selling
2 Bedroom from \$1.205M
3 Bed + Flex subPH from \$5.35M

Open daily 12-5pm
closed Fridays



◀ OLIVER

501 E. 44th Avenue, Vancouver

A limited opportunity of seven move in ready 3-bedroom townhomes, Oliver is located in the centre of the Sunset neighbourhood - a family friendly community with nearby parks and within walking distance to vibrant streets along Fraser and Main Street. Ranging from 1,326 - 1,435 sq.ft. these townhomes feature a luxurious master retreat, complete with a spa-like ensuite and private deck with fantastic views.

+1.604.716.2268
vicinihomes.com/oliver
mfaulkner@rennie.com

Now Selling
3 Bed + 2.5 Bath Homes Start
at \$1,188,000

Presentation Centre open Saturday +
Sunday 12-5pm or by Appointment



◀ PELICAN COVE AT TSAWWASSEN SHORE

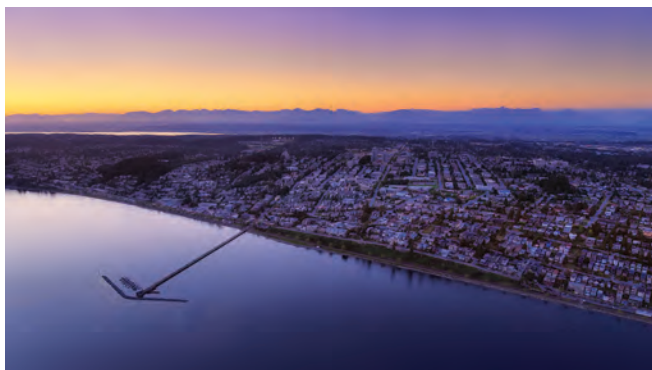
4742 Blue Heron Way, Tsawwassen, BC

Aquilini introduces the 270 acre masterplanned community of Tsawwassen Shores, featuring spacious townhomes and duplexes in a picturesque oceanside setting - just moments from nature, Tsawwassen Mills mall and some of the province's top ranked schools. Two, three and four-bedroom homes range from 1,200 to 1,700 SQ. FT.

+1.604.943.6677
tsawwassenshores.com
info@tsawwassenshores.com

Now Selling
Starting from \$614,900

Open daily 12-5pm
closed Fridays



◀ SEMIAH

1418 Johnston Road, White Rock, BC

The White Rock home you've been waiting for has finally arrived. Semiah by Marcon is a boutique collection of 88 spacious 2 and 3 bedroom concrete homes filled with views that are impossible to take for granted. From sunrise to sunset, gaze out at Semiahmoo Bay and contemplate what you might enjoy next. A day on the water, a stroll by the beach, a meet up with friends along the strip - the possibilities are as wide as your outlook.

+1.778.545.9393
semiahbymarcon.ca

Now Selling
Starting from \$869,900

Open daily 12-5pm
closed Fridays or by appointment



◀ SEYMOUR VILLAGE

590 Raven Woods Drive, North Vancouver

Seymour Village is a new masterplanned community on Vancouver's stunning North Shore. This project boasts contemporary architectural design that maximizes light and open concept layouts that are perfect for entertaining. At Seymour Village you are a short drive from downtown Vancouver, and minutes away from everyday amenities, the North Shore offers the perfect combination of spectacular natural charm and the best of what a small, vibrant community has to offer.

+1.604.924.0818
seymourvillage.com
info@seymourvillage.com

Phase 3 coming November
3 Bed Townhomes from \$999,900

Register Now!



◀ SHANNON WALL CENTRE KERRISDALE

1520 Atlas Lane, Vancouver, BC

Join us in celebrating the final chapter of Shannon Wall Centre, Vancouver's Last Great Family Estate. We have recently added in a brand-new floor plan, please contact our sales team to find out more information. All our remaining homes feature an oversized 2-car garage and private oversized 10x10 secured storage space. Coupled with a community that offers all the amenities of an affluent life including Shaughnessy Golf and Country Club and six of the region's highest-ranked private school. With only 10 homes remaining, don't miss your chance to live on the legendary Shannon Wall Centre Kerrisdale estate in Vancouver's best neighbourhood.

+1.604.267.8882
shannonwallcentre.com
info@shannonwallcentre.com

Final 10 homes remaining
Homes starting from \$1,899,900

Open Weekends 12-5pm or
by appointment



◀ SMITH

103-1501 6th St SW, Calgary, AB

Smith is an architectural statement that stakes its claim in the Beltline - Calgary's hottest culinary and design district. On the inside, Smith offers one, two, three bed and city homes crafted with a keen eye for style. The beautiful kitchens at Smith include gas cooktops, seamless cabinetry with integrated dishwashers. It doesn't stop there, Smith's amenities are elevated above any other with a beautifully landscaped plaza that frames the lobby as well as the daily convenience of a concierge, no detail is overlooked. The best homes on the best blocks, that's Smith.

+1.403.264.1703
smith17.com
info@smith17.com

Starting from \$243,900

Monday - Thursday 12-6pm
Saturday - Sunday 12-5pm
closed Fridays or by appointment



◀ SOPA SQUARE

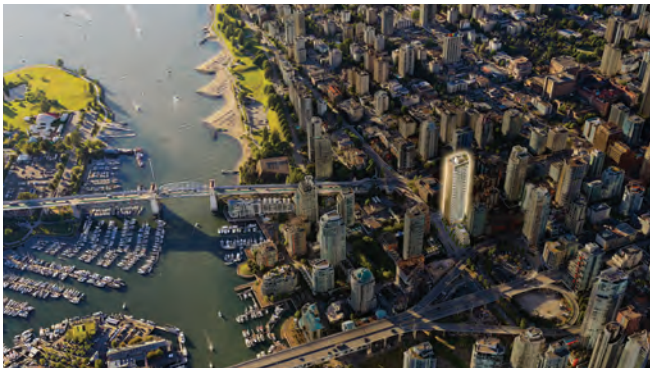
3030 Pandosy Street, Kelowna, BC

Introducing SOPA Square — an exciting new collection of condominiums and townhomes in Kelowna's vibrant South Pandosy district. Representing the very best of Okanagan living, SOPA Square blends the convenience of urban living with the indulgences of a lakeside lifestyle. Sandy beaches, waterfront parks, and lively marinas are just a short walk away, with unlimited access to orchards, vineyards, and world-class golf courses — all within a 10-minute drive.

+1.778.484.4633
liveatsopasquare.ca
info@liveatsopasquare.ca

2 BR townhomes starting from \$768,900
3 BR townhomes starting from \$789,900

Move in Winter 2017
By appointment only



◀ THE PACIFIC BY GROSVENOR

100 - 1050 Homer Street, Vancouver, BC

The Pacific offers elegant one, two, three and four-bedroom homes featuring world-class views, timeless architecture, and custom Italian kitchen and bathroom cabinetry by Snaidero. Located on Pacific Street and Hornby Street by Downtown Vancouver's sunny southern shore, The Pacific is well connected to the best of the city.

+1.604.559.8258
Grosvenorpacific.com
info@grosvenorpacific.com

Now Selling
Closed Dec. 24-26, Jan. 1

1 Bedrooms starting from \$759,900
2 Bedrooms starting from \$1,320,900
3 Bedrooms starting from \$2,875,900



◀ THE VILLAGE

197 Walter Hardwick Avenue, Vancouver, BC

The Village on False Creek is now a thriving community home to over 700 homeowners and many exciting retailers including Urban Fare, London Drugs, Tap & Barrel, Subway, Terra Breads Café, The Village Cleaners, Legacy Liquor, Bone and Bowl, TD Canada Trust, and Craft Beer Market.

+1.604.733.2010
thevillageonfalsecreek.com
info@thevillageonfalsecreek.com

Now Selling
Starting from \$1.2M - \$3M+

By appointment only