

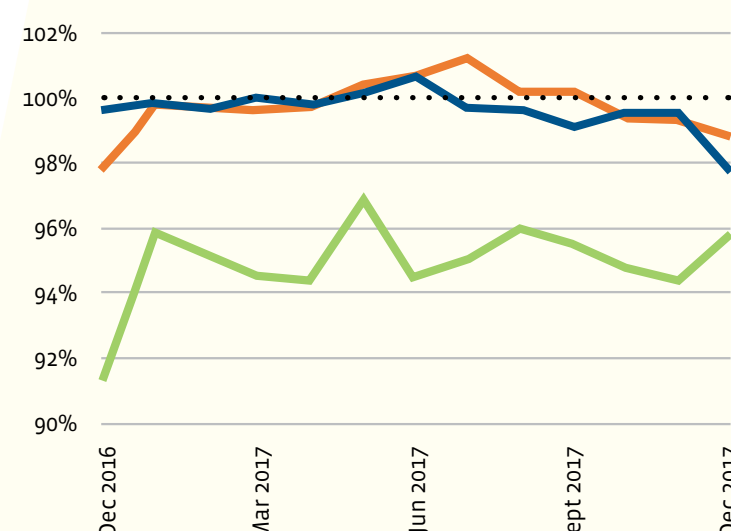
# DECEMBER 2017 IN INFOGRAPHICS

## NERD-OUT ON NORTH OF THE FRASER REAL ESTATE STATS

### SPOTLIGHT STATS

#### NEW CONSTRUCTION SALE PRICE AS A % OF ASKING PRICE

DETACHED HOMES TOWNHOMES CONDOS LIST PRICE



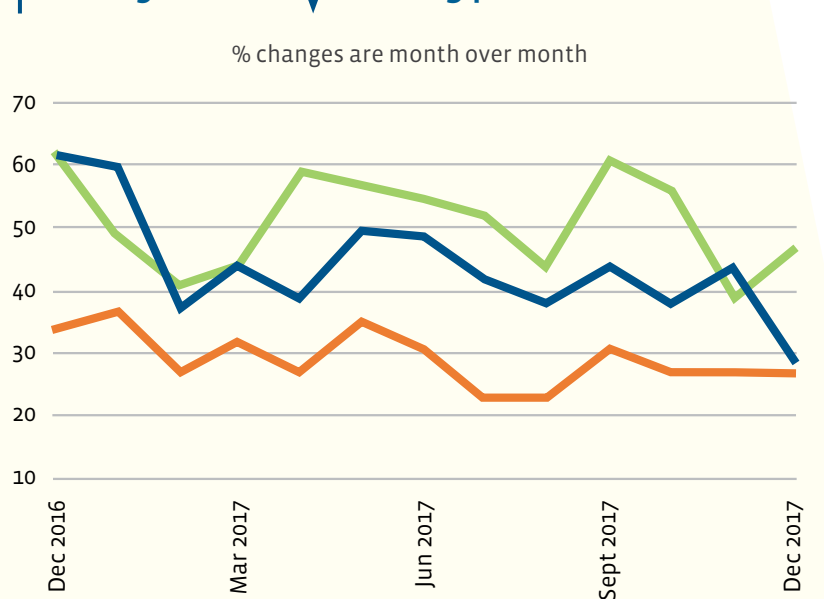
**FOR SALE PRICES RELATIVE TO LISTING PRICES, CONDOS AND TOWNHOMES HAD THEIR WEAKEST PERFORMANCE OF 2017 IN DECEMBER.**

Detached homes sold closer to asking prices in December after selling for the lowest prices relative to asking all year in November.

#### NEW CONSTRUCTION AVERAGE DAYS ON MARKET

DETACHED HOMES TOWNHOMES CONDOS  
**47 DAYS** **29 DAYS** **27 DAYS**

↑ UP 20.5% ↓ DOWN 34.1% → FLAT 0%

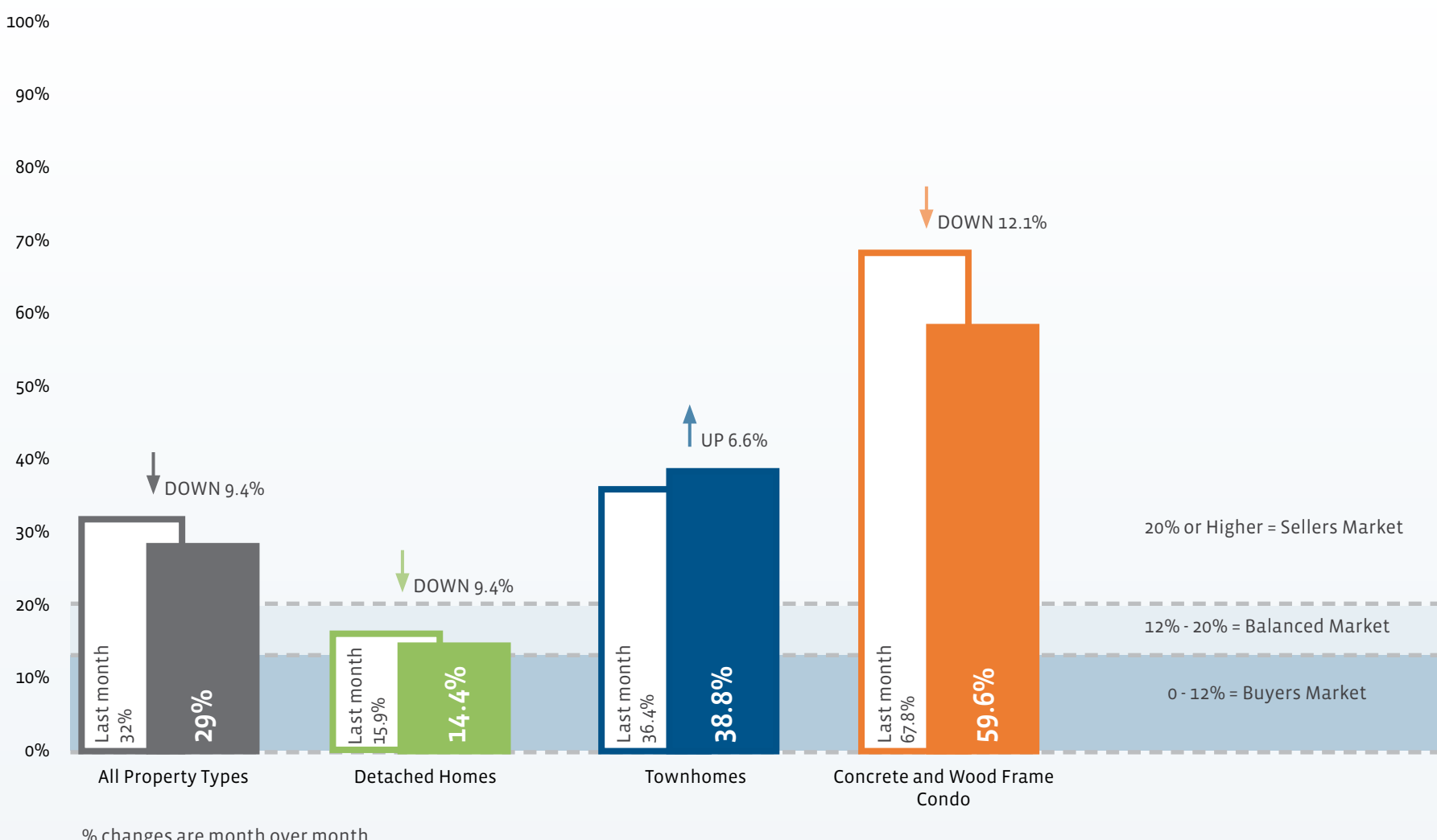


**DETACHED HOMES, TOWNHOMES AND CONDOS ALL MOVED FASTER THAN THEIR 18 MONTH AVERAGES IN DECEMBER.**

Notably, absorption for new townhomes was the fastest it had been all of 2017 in December.

#### GREATER VANCOUVER SALES TO ACTIVE LISTINGS RATIO

Townhomes and condos remain firmly in the seller's market observed throughout 2017. The ratio of sales to active listings for detached homes continues to slip towards the 12% plateau at which point, analysts say, downward pressure on prices could start to occur.



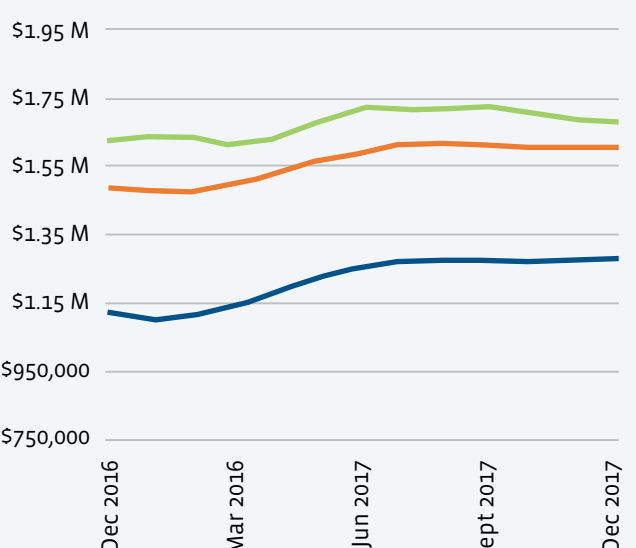
#### GREATER VANCOUVER HPI PRICES

The Home Price Index measures the price of a benchmark, or typical, property in a given market and is not influenced by the change in composition of properties sold, which can fluctuate quite significantly from month to month. As a result, this metric is a more pure and stable representation of market price change than average or median prices.

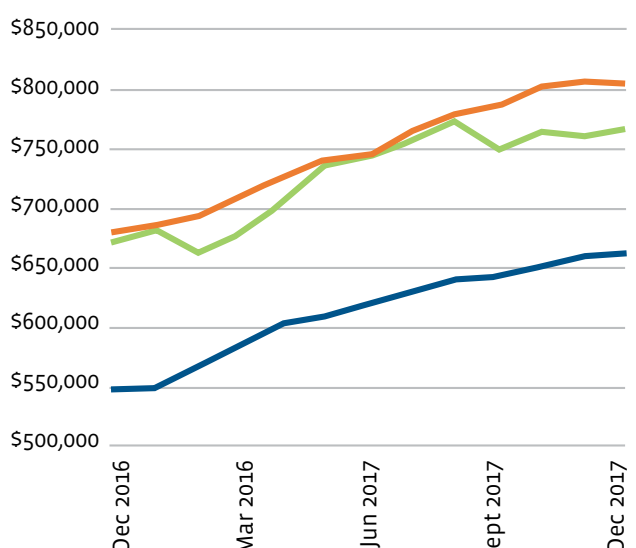
In Frontline's core markets of Coquitlam and Burnaby South, price growth for both townhome and condo products outpaced the Greater Vancouver average during the month of December. This capped off what was an exceptional year for multi-family price appreciation in the Vancouver suburbs north of the Fraser River.

Greater Vancouver Coquitlam Burnaby South

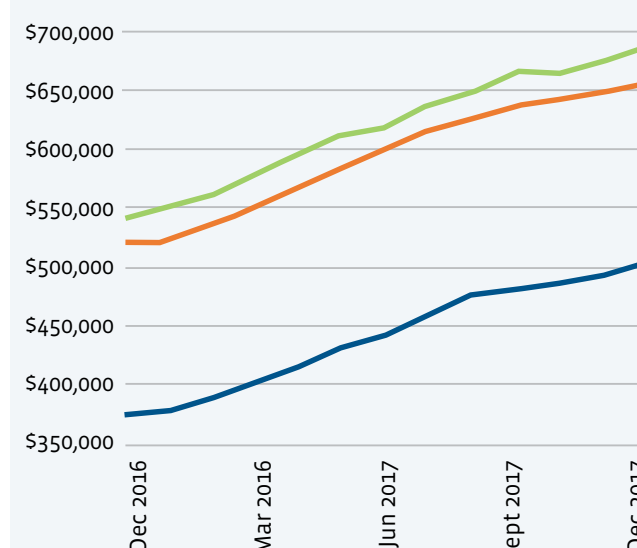
#### DETACHED HOMES



#### TOWNHOMES



#### CONDOS

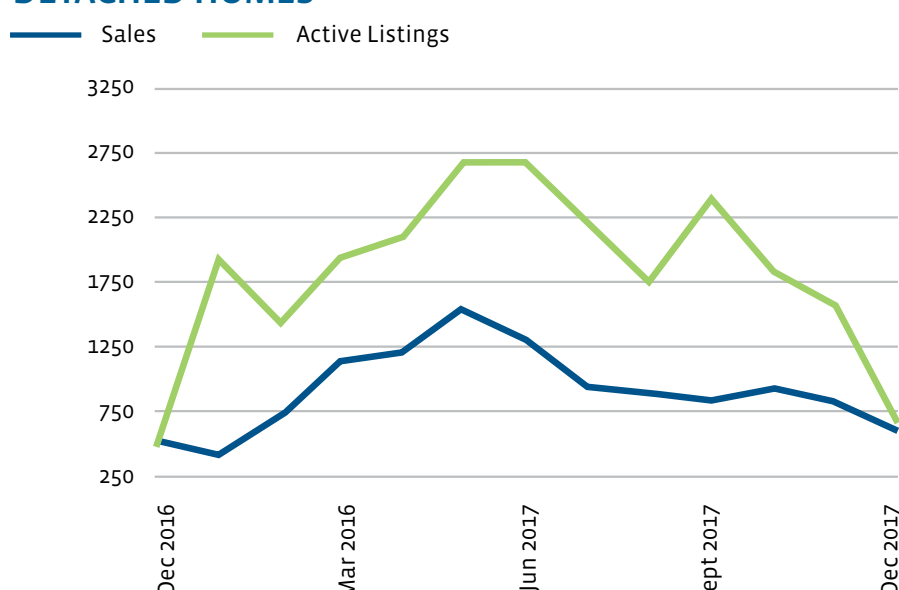


#### GREATER VANCOUVER SALES & ACTIVE LISTINGS

Typical of a December market, the number of sales and active listings declined across all product types month over month. Notably, however, the total number of sales across Greater Vancouver in December was actually 7.5% above the 10-year sales average for the month.

Note: Active listings is the count taken on the last day of the month, meaning homes listed and sold within the month are not counted.

#### DETACHED HOMES



DEC 2017  
SALES  
DETACHED HOMES  
**617**

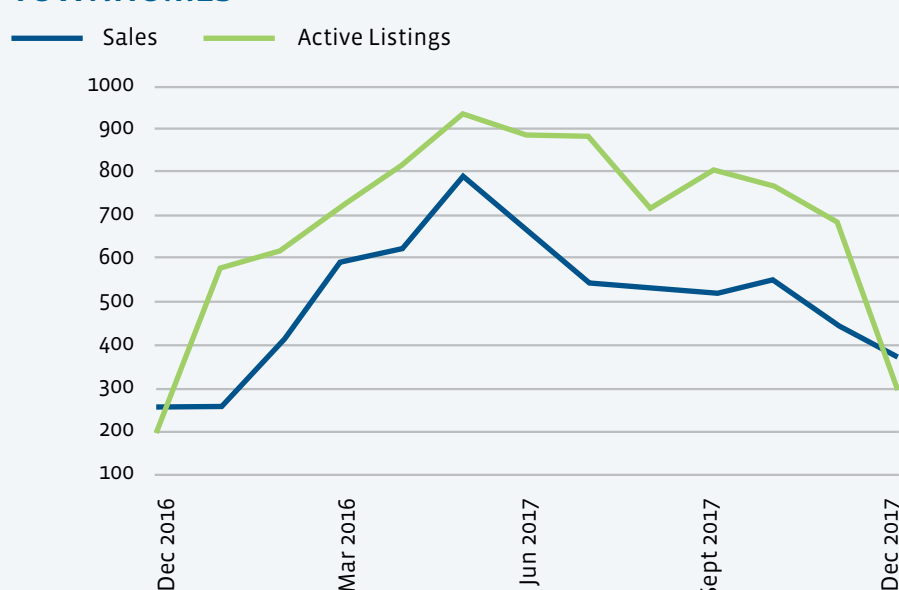
↓ DOWN 26.6%

DEC 2017  
ACTIVE LISTINGS  
DETACHED HOMES  
**677**

↓ DOWN 57.1%

% changes are month over month

#### TOWNHOMES



DEC 2017  
SALES  
TOWNHOMES  
**371**

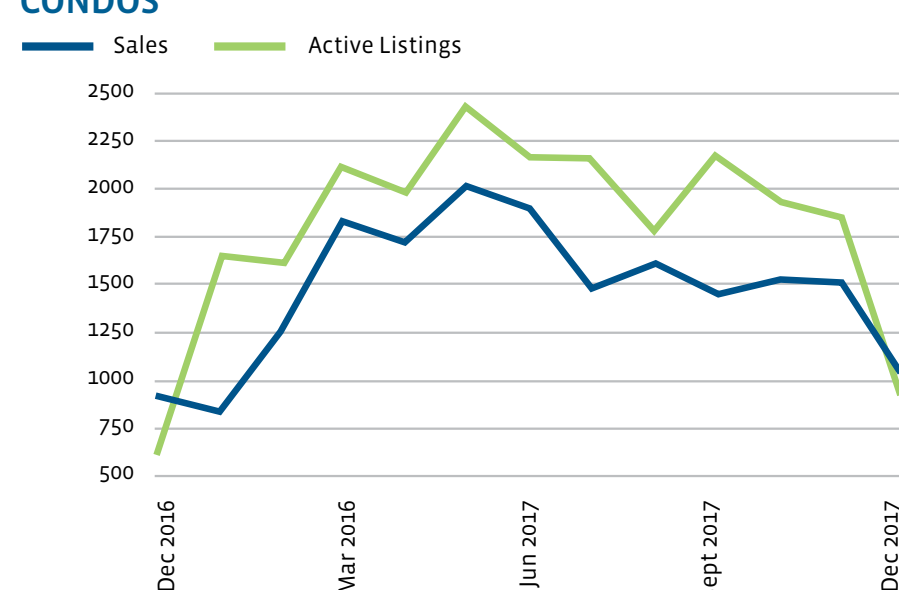
↓ DOWN 16.8%

DEC 2017  
ACTIVE LISTINGS  
TOWNHOMES  
**295**

↓ DOWN 56.7%

% changes are month over month

#### CONDOS



DEC 2017  
SALES  
CONDOS  
**1028**

↓ DOWN 31.8%

DEC 2017  
ACTIVE LISTINGS  
CONDOS  
**919**

↓ DOWN 50.3%

% changes are month over month

### 2017 IN QUOTES

"MARKET ACTIVITY DIFFERED CONSIDERABLY THIS YEAR BASED ON PRODUCT TYPE..."

"It was a steady year for home sales across the region, led by condominium and townhome activity, and a quieter year for home listings... Metro Vancouver Home sales were the third highest we've seen in the past ten years while the home listings total was the second lowest on record for the same period."

- Jill Oudil, President  
Real Estate Board of Greater Vancouver

"2017 was a huge year for price appreciation for the detached home ownership product in our key markets north of the Fraser. As detached home ownership becomes less affordable in these markets, the demand for well located, high quality condominiums and townhomes will continue to grow - particularly as residents become more willing to commute via mass transit options like the Skytrain."

- Frontline Real Estate Services Ltd.

"Market activity differed considerably this year based on product type... Competition was intense in the condominium and townhome markets, with multiple offer situations becoming commonplace. The detached home market operated in a more balanced state, giving home buyers more selection to choose from and more time to make decisions."

- Jill Oudil, President  
Real Estate Board of Greater Vancouver

**FRONTLINE**  
REAL ESTATE SERVICES

Adam Lawrence  
Land & Investment Sales  
d. 604-495-8794  
adam@FLRE.ca

Owen Yates  
Personal Real Estate Corporation  
Land & Investment Sales  
d. 604-687-8320  
owen@FLRE.ca

FLRE.CA

E.80.E. This document/email has been prepared by Frontline Real Estate Services Ltd. for advertising and general information only. The information contained herein was obtained from sources which we deem reliable and, while thought to be correct, is not guaranteed by Frontline Real Estate Services Ltd. Any interested party should undertake their own inquiries as to the accuracy of the information. Frontline Real Estate Services Ltd. excludes unequivocally all implied or implied terms, conditions and warranties arising out of this document and excludes all liability for loss and damages arising therefrom.