

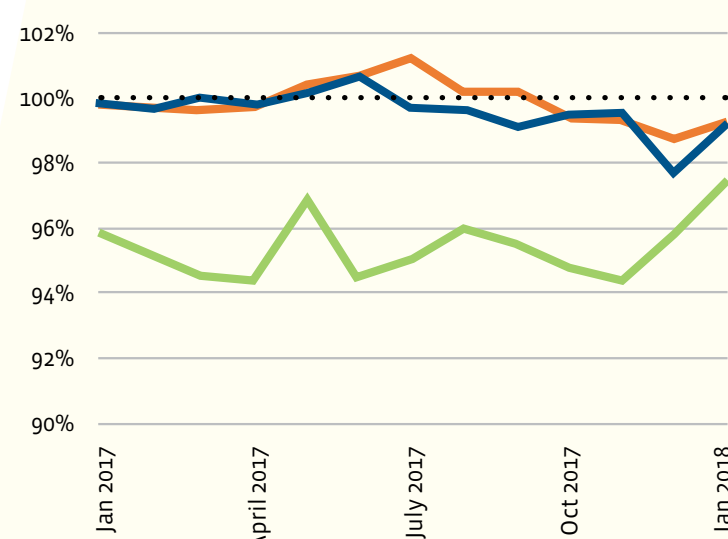
# JANUARY 2018 IN INFOGRAPHICS NERD-OUT ON NORTH OF THE FRASER REAL ESTATE STATS

## SPOTLIGHT STATS

### NEW CONSTRUCTION

### SALE PRICE AS A % OF ASKING PRICE

DETACHED HOMES TOWNHOMES CONDOS LIST PRICE



↑ **ALL RESIDENTIAL PRODUCT TYPES SOLD CLOSER TO ASKING PRICES COMPARED TO DECEMBER 2017.** While it's probably too early to tell, new mortgage regulations seem to have little effect on condo pricing as this product type continues to sell close to asking prices.

### NEW CONSTRUCTION

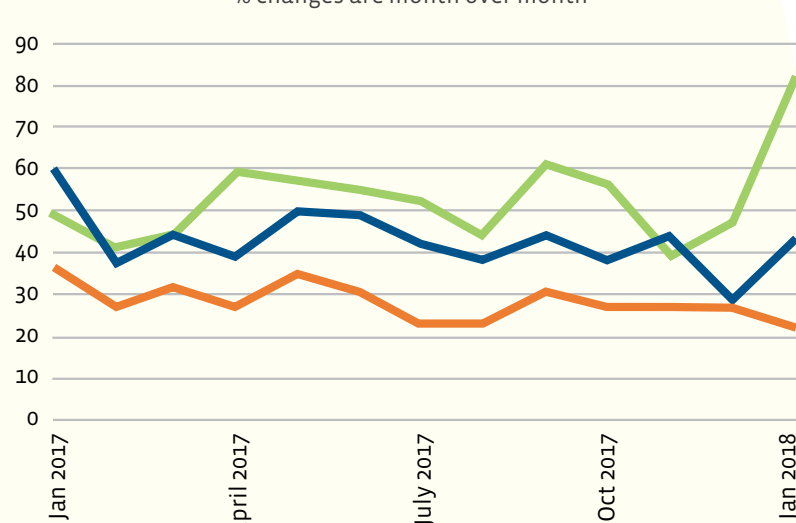
### AVERAGE DAYS ON MARKET

DETACHED HOMES TOWNHOMES CONDOS

**82 DAYS** **43 DAYS** **23 DAYS**

↑ UP 74.5% ↑ UP 48.3% ↓ DOWN 14.8%

% changes are month over month



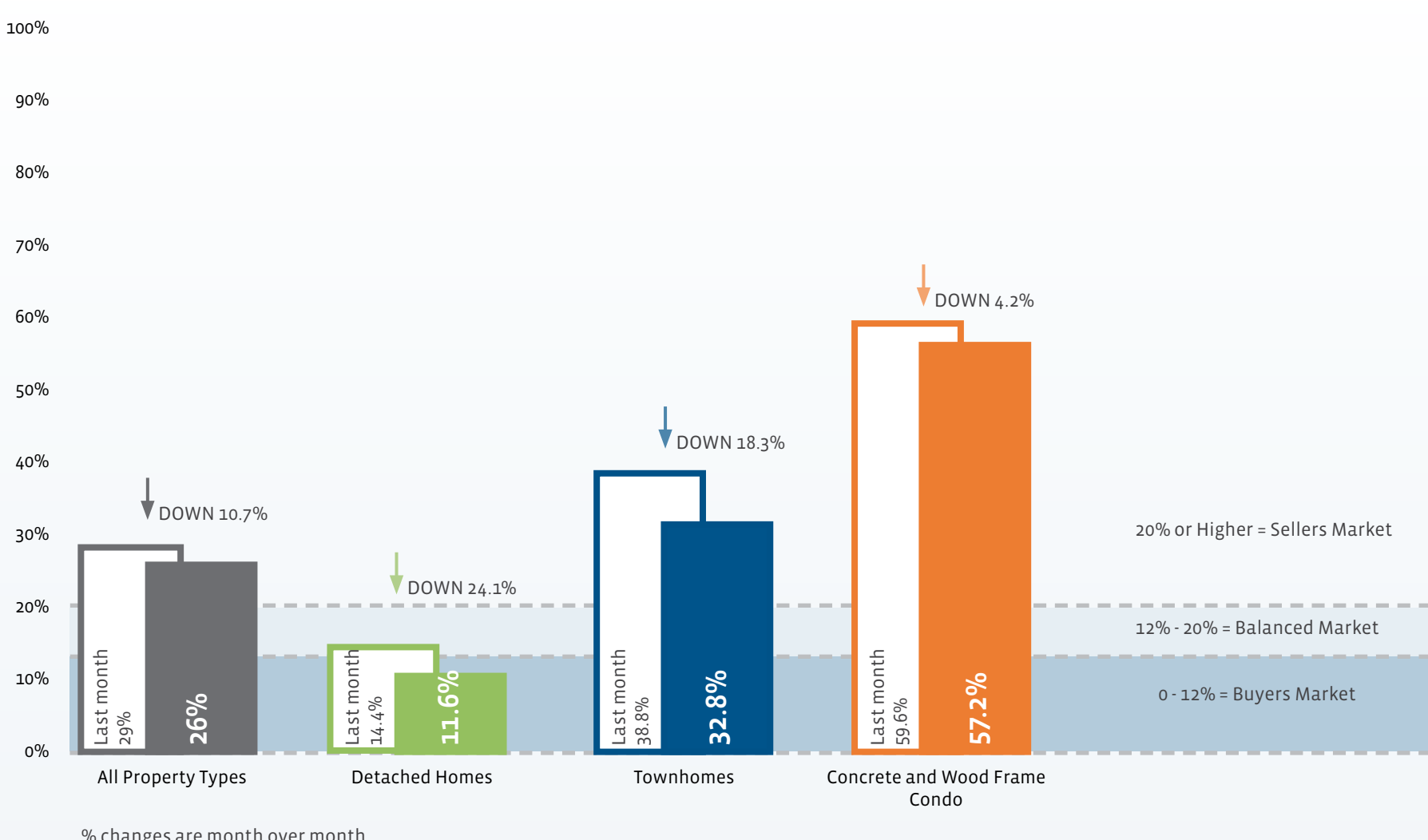
Detached and townhome listings moved somewhat slower in January than the month prior, though townhomes continue to absorb faster than in January 2017.

**CONDOS ON THE OTHER HAND ARE MOVING FASTER THAN THEY HAVE SINCE AUGUST 2017.**

### GREATER VANCOUVER

### SALES TO ACTIVE LISTINGS RATIO

The sales to active listings ratio fell across all residential product types in January with detached product now dipping below the 12% threshold that analysts consider "buyer's market" territory. The ratios for multi-family product remains firmly entrenched in a seller's market.



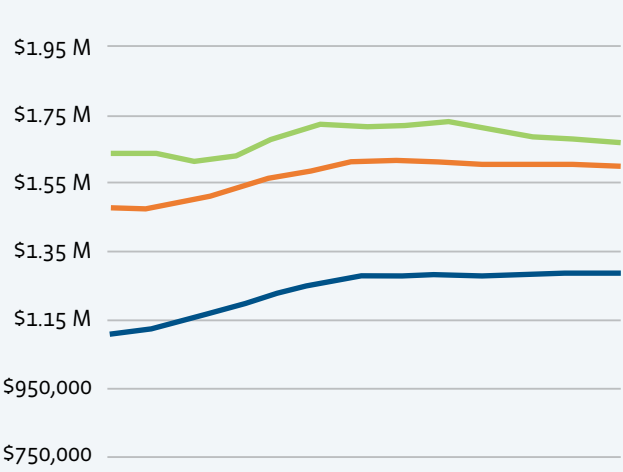
### GREATER VANCOUVER HPI PRICES

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.

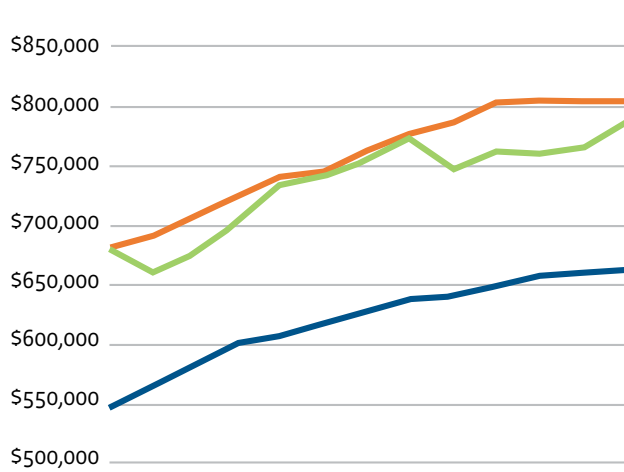
Albeit marginally, the benchmark price of detached homes in Greater Vancouver fell for the fourth consecutive month in January, while townhome pricing remained relatively static. Condo product continues to realize strong gains in pricing.

Greater Vancouver Coquitlam Burnaby South

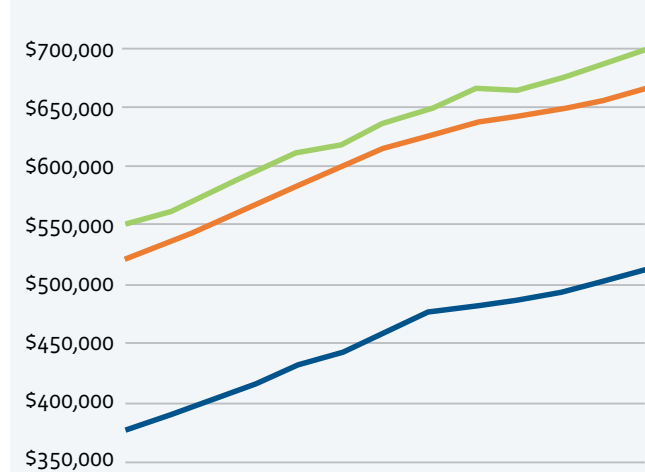
### DETACHED HOMES



### TOWNHOMES



### CONDOS



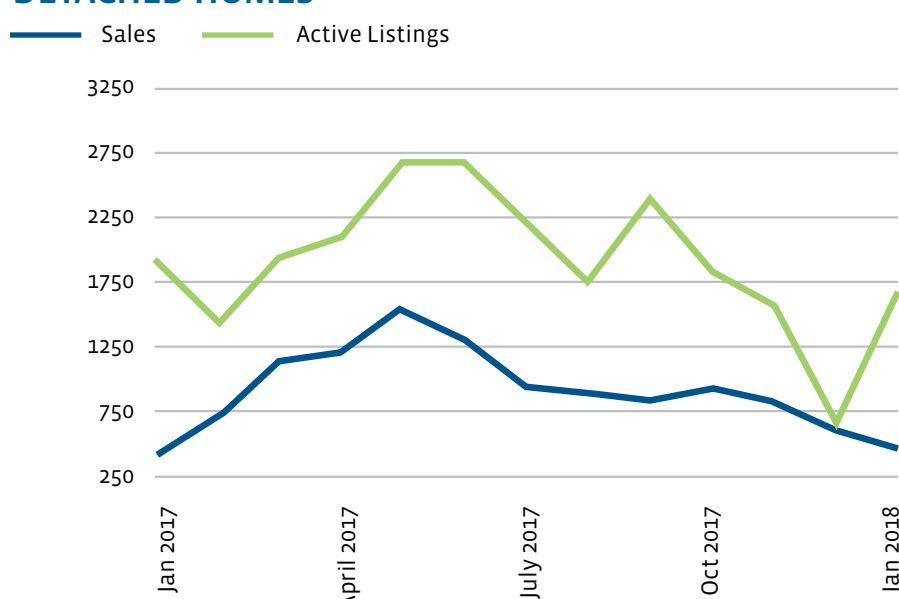
### GREATER VANCOUVER

### SALES & ACTIVE LISTINGS

Listings were up considerably across all residential product types in January, however, the number of available listings is still well below historical averages suggesting that the end to the regions supply problem is nowhere in sight. Surprisingly, the number of completed deals across all residential product types was actually down relative to December 2017, yet still remains about 7% above the 10 year January sales average.

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



JAN 2018  
SALES  
DETACHED HOMES

**487**

↓ DOWN 21.1%

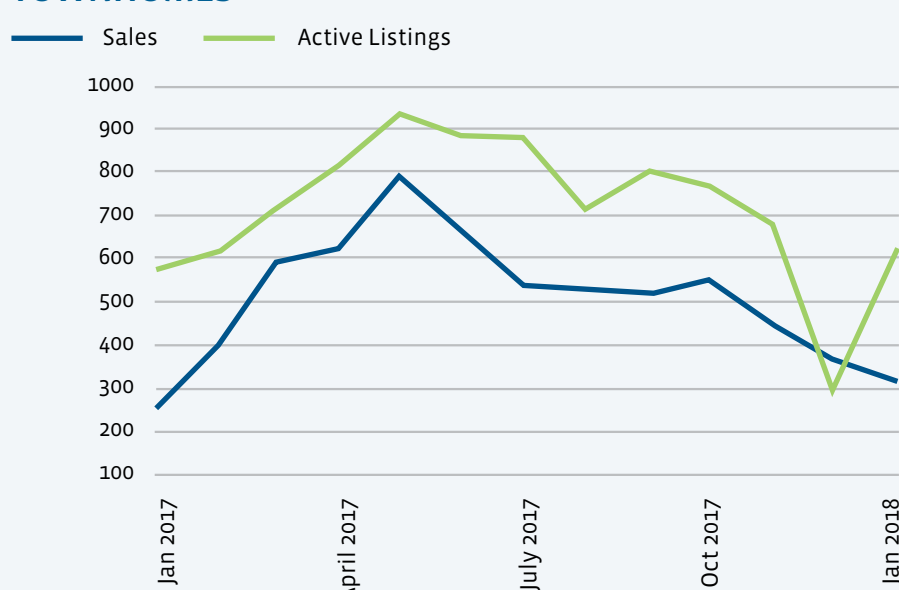
JAN 2018  
ACTIVE LISTINGS  
DETACHED HOMES

**1675**

↑ UP 147.4%

% changes are month over month

### TOWNHOMES



JAN 2018  
SALES  
TOWNHOMES

**319**

↓ DOWN 14.0%

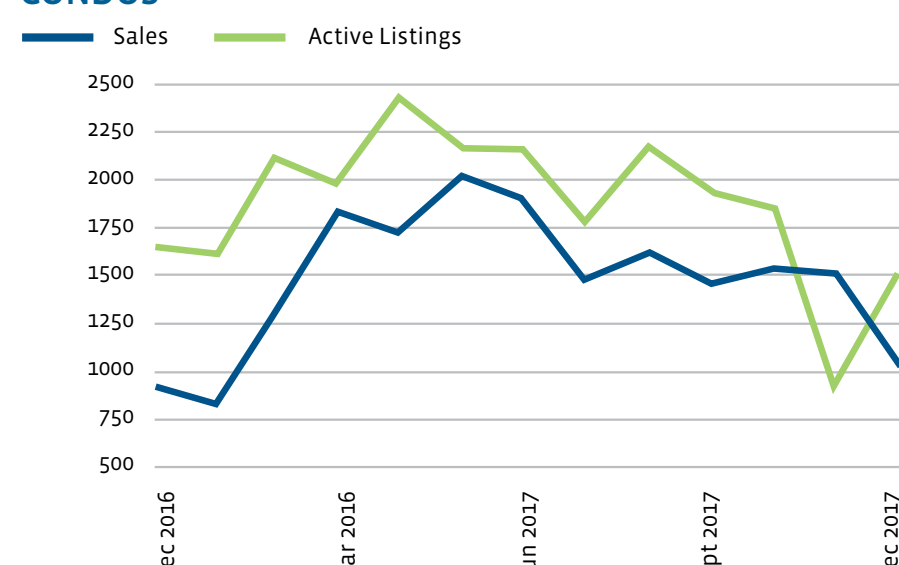
JAN 2018  
ACTIVE LISTINGS  
TOWNHOMES

**618**

↑ UP 109.5%

% changes are month over month

### CONDOS



JAN 2018  
SALES  
CONDOS

**1012**

↓ DOWN 1.6%

JAN 2018  
ACTIVE LISTINGS  
CONDOS

**1503**

↑ UP 63.5%

% changes are month over month

## JANUARY IN QUOTES

“ Attached and apartment homes are in demand across Metro Vancouver while detached home buyers are facing less competition today. ”

- Real Estate Board of Greater Vancouver

“ Demand remains elevated and listings scarce in the attached and apartment markets across Metro Vancouver. Buyers in the detached market are facing less competition and have much more selection to choose. For detached home sellers to be successful, it's important to set prices that reflect today's market trends. ”

- Jill Oudil, President  
Real Estate Board of Greater Vancouver

“ The demand for transit oriented wood frame and concrete apartment sites in the Tri-Cities is incredibly strong right now. As both resale values and rental rates continue to rise in this region, our developer clients that have traditionally focused on areas South of the Fraser River have taken notice and are keen to capitalize on well located, well priced opportunities. ”

- Frontline Real Estate Services Ltd.

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REAL ESTATE SERVICES

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