

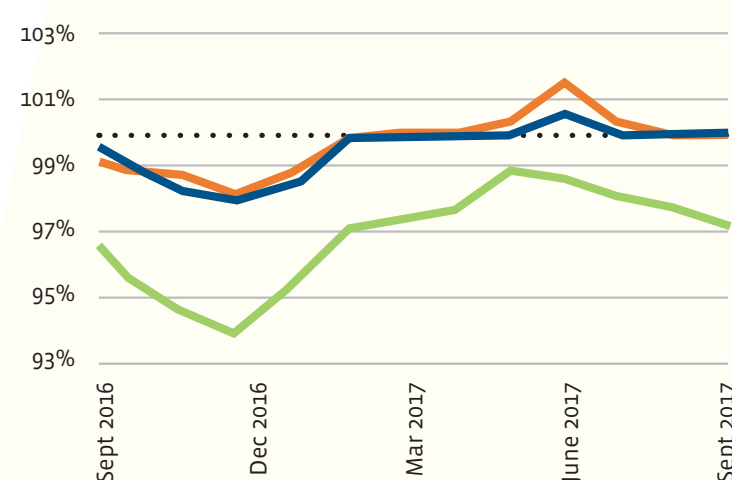
SEPTEMBER 2017 IN INFOGRAPHICS

NERD-OUT ON NORTH OF THE FRASER REAL ESTATE STATS

SPOTLIGHT STATS

SALE PRICE AS A % OF ASKING PRICE

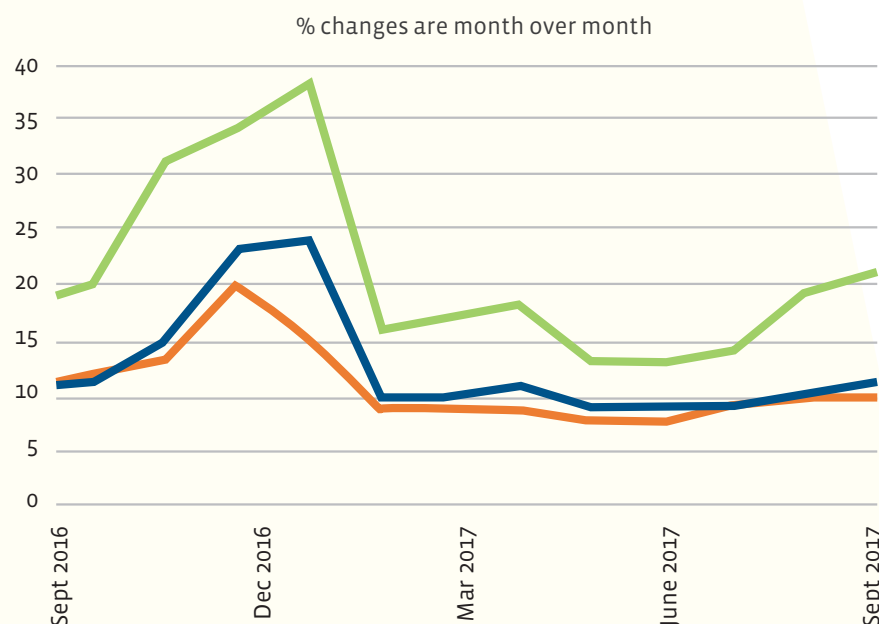
DETACHED HOMES TOWNHOMES CONDOS LIST PRICE



PRICING FOR ATTACHED FORMS REMAINS STRONG AS MOST UNITS ARE SELLING CLOSE TO ASKING PRICE.
Selling prices for detached homes continues to be less competitive indicative of that product types transition to a balanced market.

DAYS ON MARKET

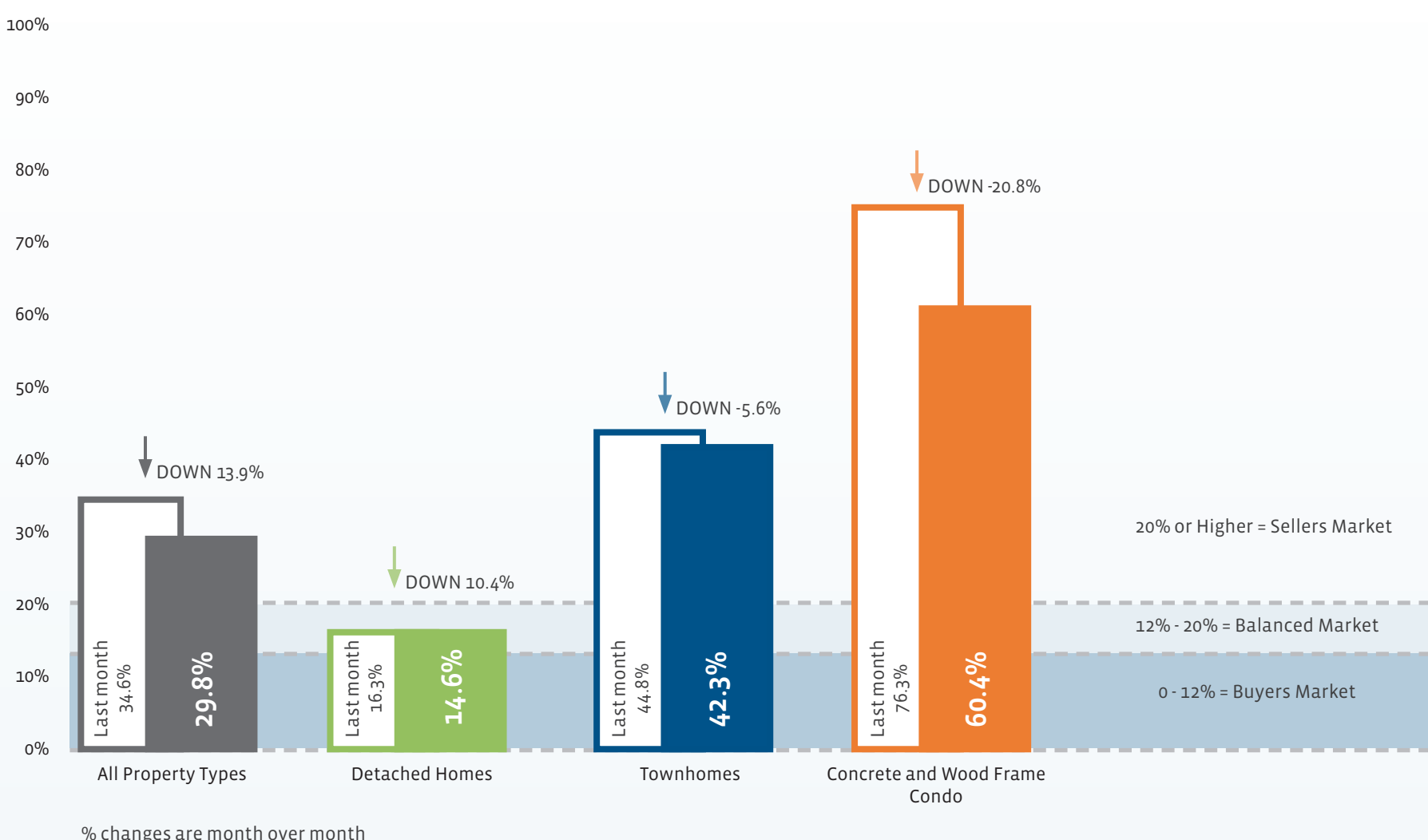
DETACHED HOMES TOWNHOMES CONDOS
21 DAYS 11 DAYS 10 DAYS
↑ UP 10.5% ↑ UP 10% → NO CHANGE



Detached homes are still moving relatively quickly however they are remaining on the market about a week longer than they were during the summer.
ATTACHED HOMES CONTINUE TO MOVE VERY QUICKLY REFLECTING STRONG DEMAND FOR THESE PRODUCT TYPES.

GREATER VANCOUVER SALES TO ACTIVE LISTINGS RATIO

Townhomes and condos remain firmly in sellers market territory while detached homes continue in an ongoing balanced market.



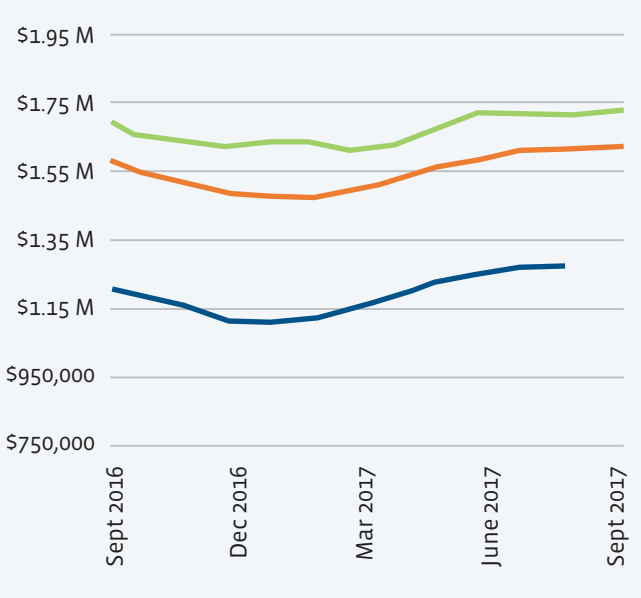
GREATER VANCOUVER HPI PRICES

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.

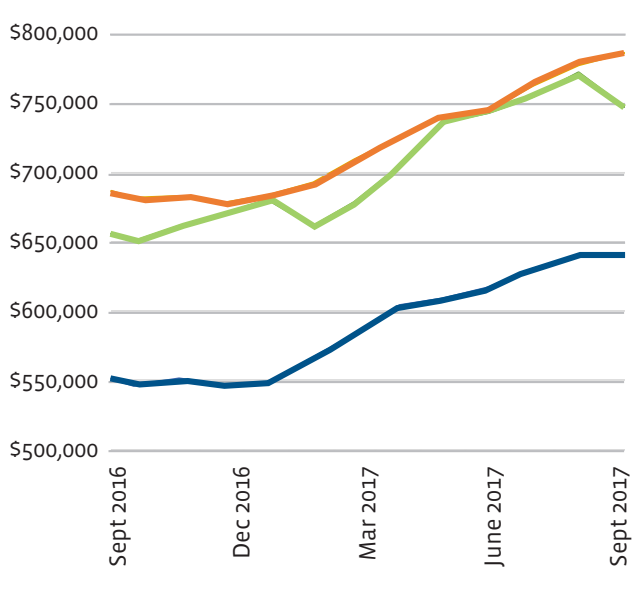
Price growth for both condo and townhouse product remains steady but not as strong as in recent months, while pricing on detached homes stays essentially flat.

Greater Vancouver Coquitlam Burnaby South

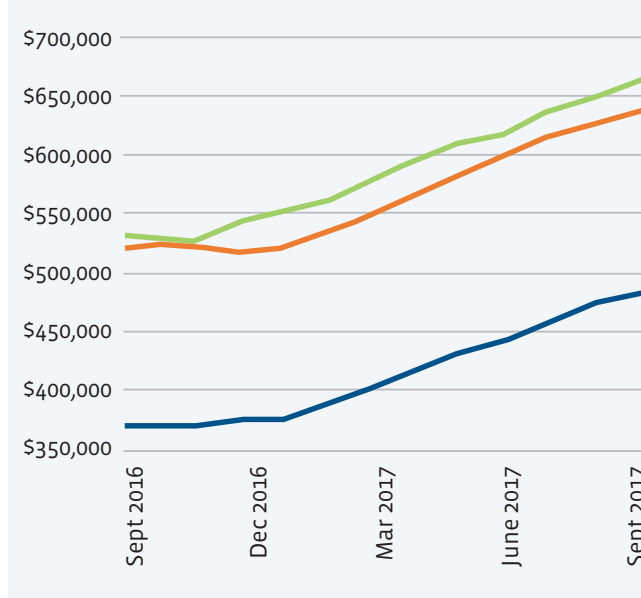
DETACHED HOMES



TOWNHOMES



CONDOS

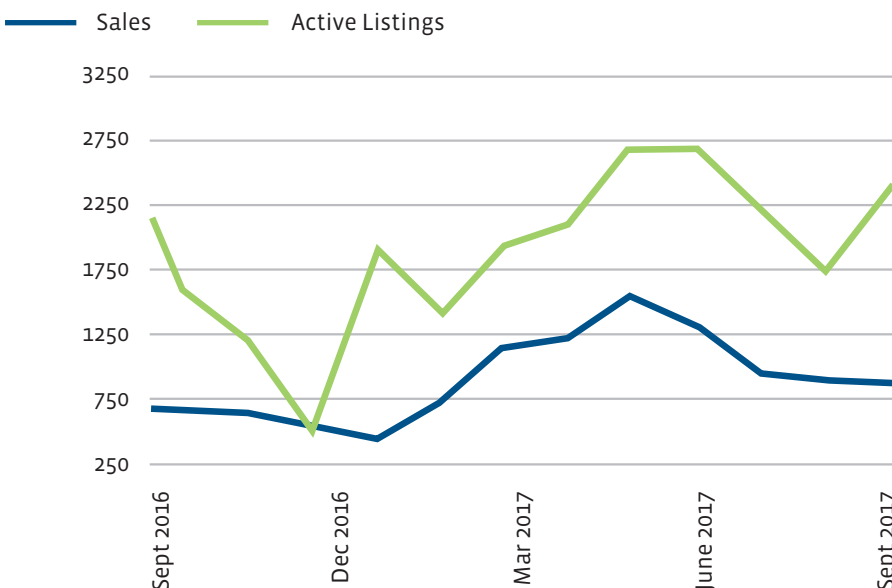


GREATER VANCOUVER SALES & ACTIVE LISTINGS

In the first month back after summer, the number of active listings has jumped across all residential property types. For single family homes, the increased selection is likely contributing to both the softening of prices as well as the additional length of time these properties remain on market.

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

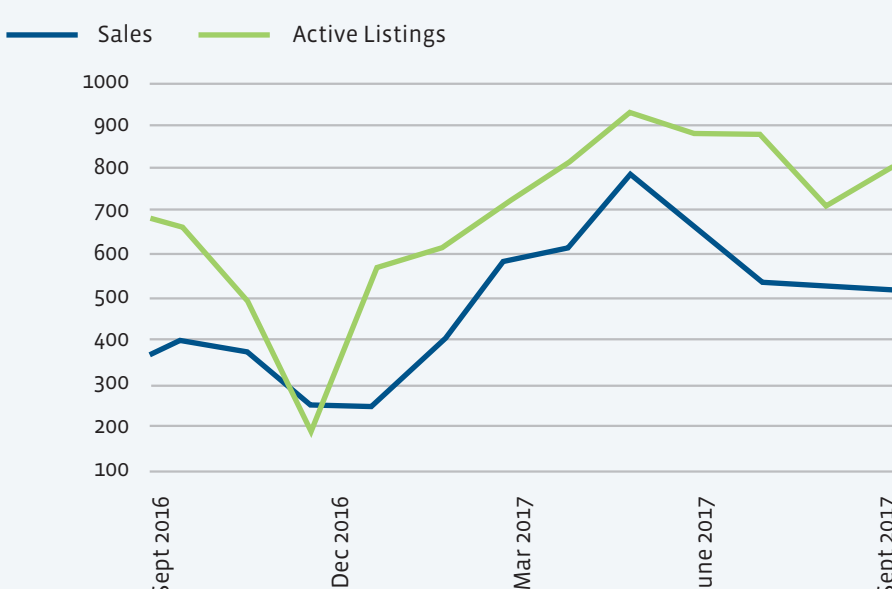


SEPT 2017 SALES DETACHED HOMES
852
↓ DOWN 5.4%

SEPT 2017 ACTIVE LISTINGS DETACHED HOMES
2390
↑ UP 36.7%

% changes are month over month

TOWNHOMES



SEPT 2017 SALES TOWNHOMES
518
↓ DOWN 2.1%

SEPT 2017 ACTIVE LISTINGS TOWNHOMES
806
↑ UP 12.7%

% changes are month over month

CONDOS



SEPT 2017 SALES CONDOS
1451
↓ DOWN 10%

SEPT 2017 ACTIVE LISTINGS CONDOS
2179
↑ UP 22.3%

% changes are month over month

SEPTEMBER IN QUOTES

“DETACHED HOMES MARKET IS BALANCED TODAY, WHILE APARTMENT AND TOWNHOME SALES REMAIN IN SELLERS’ MARKET TERRITORY...”

“Our detached homes market is balanced today, while apartment and townhome sales remain in sellers’ market territory. If you’re looking to enter the market, as either a buyer or seller, it’s important to understand these trends and use this information to set realistic expectations.”

- Jill Oudil, President
Real Estate Board of Greater Vancouver

“In our core markets, the pricing we are seeing for single family properties on multi family development land compared to single family homes occupying land with no development potential is substantial. This is promising as it gives vendors of development land more options once they have sold their homes and are looking for what property to purchase next.”

- Frontline Real Estate Services Ltd.

“Detached homes made up 30 per cent of all sales in September and represented 62 per cent of all the homes listed for sale on the MLS®. This dynamic has slowed the pace of upward pressure that we’ve seen on detached home prices in our market over the last few years.”

- Real Estate Board of Greater Vancouver

FRONTLINE
REAL ESTATE SERVICES

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