

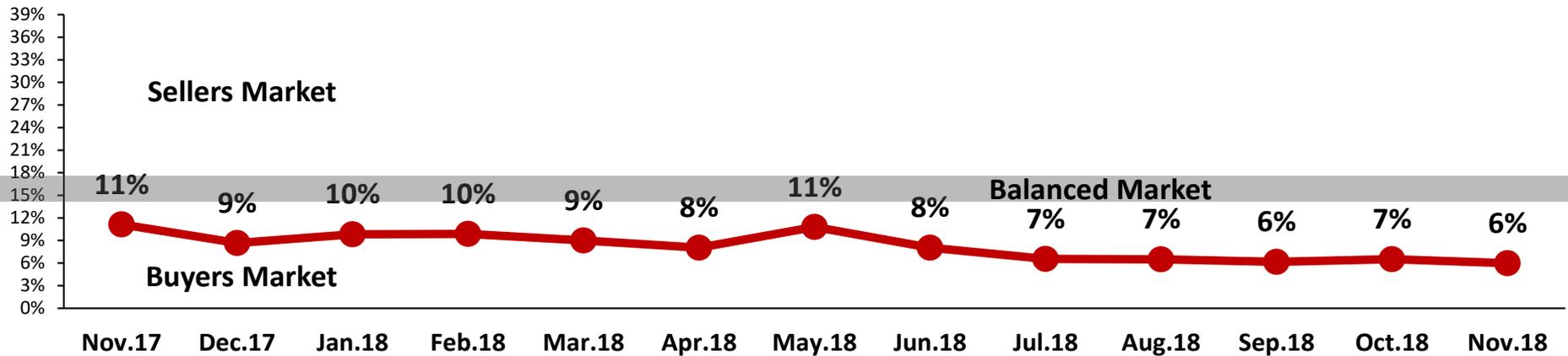
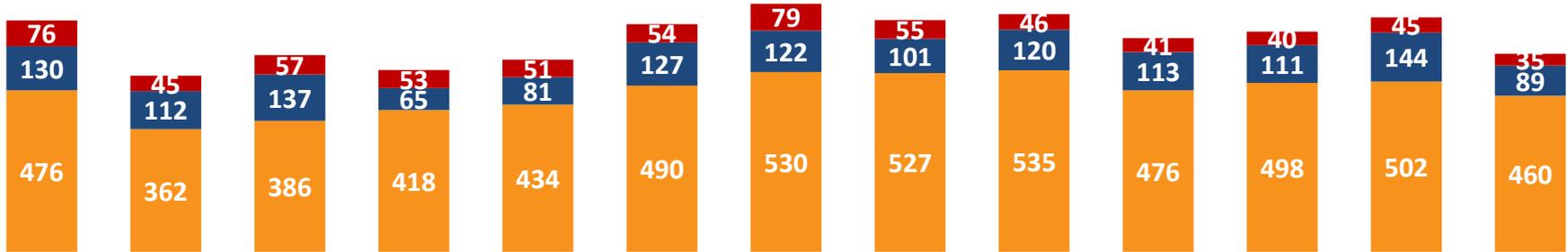


Burnaby Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

600,000 & Below	0	1,000,001-1,200,000	3
600,001-700,000	0	1,200,001-1,500,000	11
700,001-800,000	0	1,500,001-1,750,000	4
800,001-900,000	0	1,750,001-2,000,000	3
900,001-1,000,000	2	2,000,001 & Above	12

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

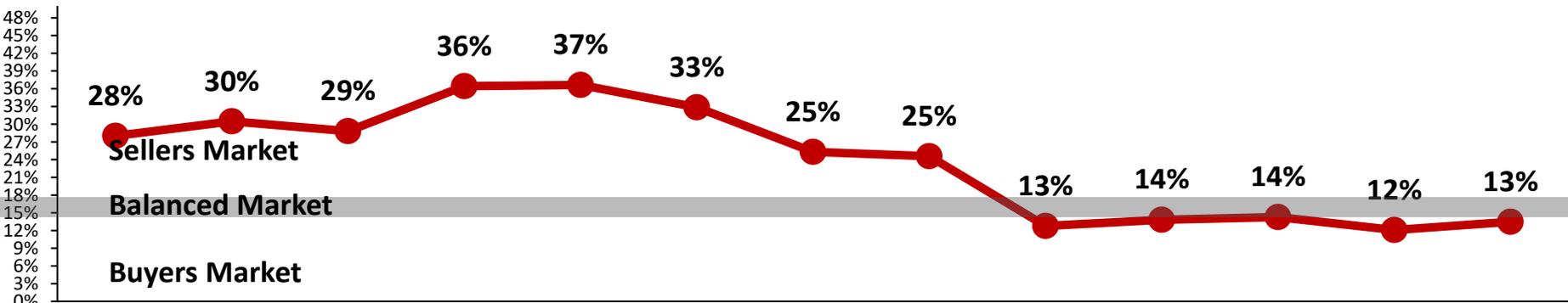
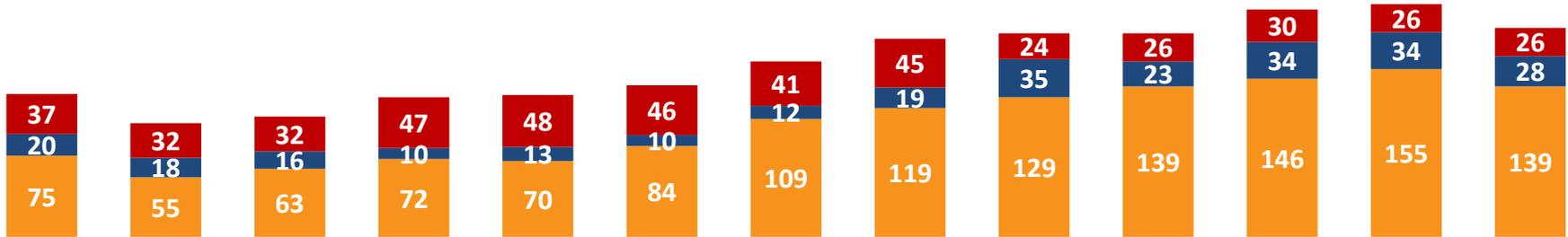


Burnaby Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

■ Active Listings
 ■ Failed
 ■ Sales



Nov.17
Dec.17
Jan.18
Feb.18
Mar.18
Apr.18
May.18
Jun.18
Jul.18
Aug.18
Sep.18
Oct.18
Nov.18

Price Breakdown

300,000 & Below	0	550,001-600,000	1
300,001-350,000	0	600,001-650,000	1
350,001-400,000	0	650,001-700,000	2
400,001-450,000	2	700,001-850,000	10
450,001-500,000	3	850,001 & Above	6
500,001-550,000	1		

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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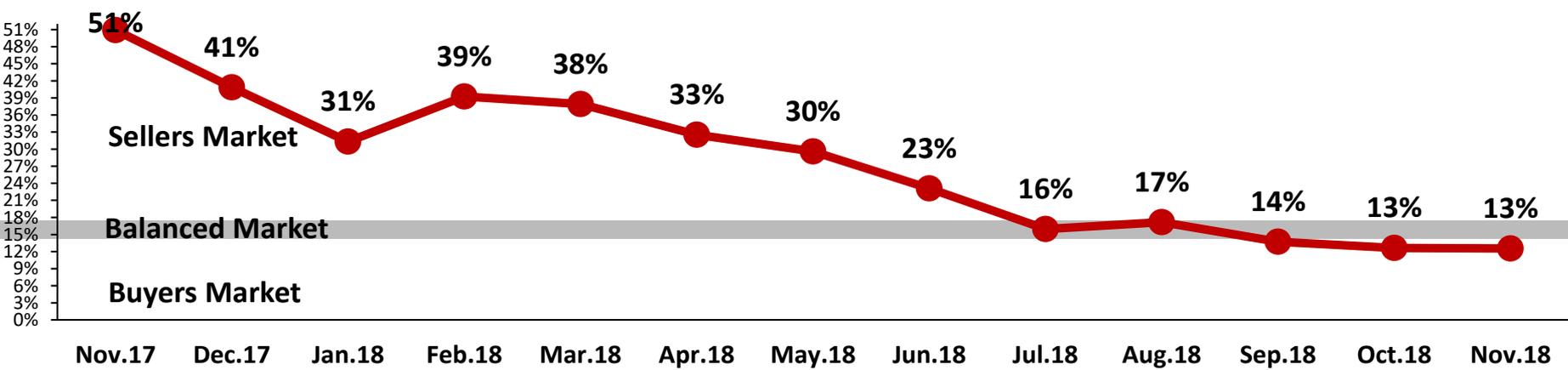
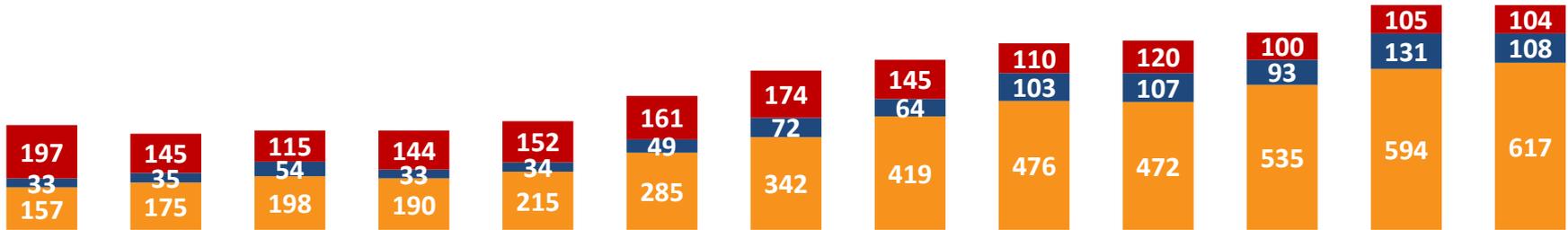


Burnaby Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

250,000 & Below	0	500,001-550,000	11
250,001-300,000	0	550,001-600,000	13
300,001-350,000	5	600,001-700,000	18
350,001-400,000	9	700,001-800,000	13
400,001-450,000	12	800,001 & Above	10
450,001-500,000	13		

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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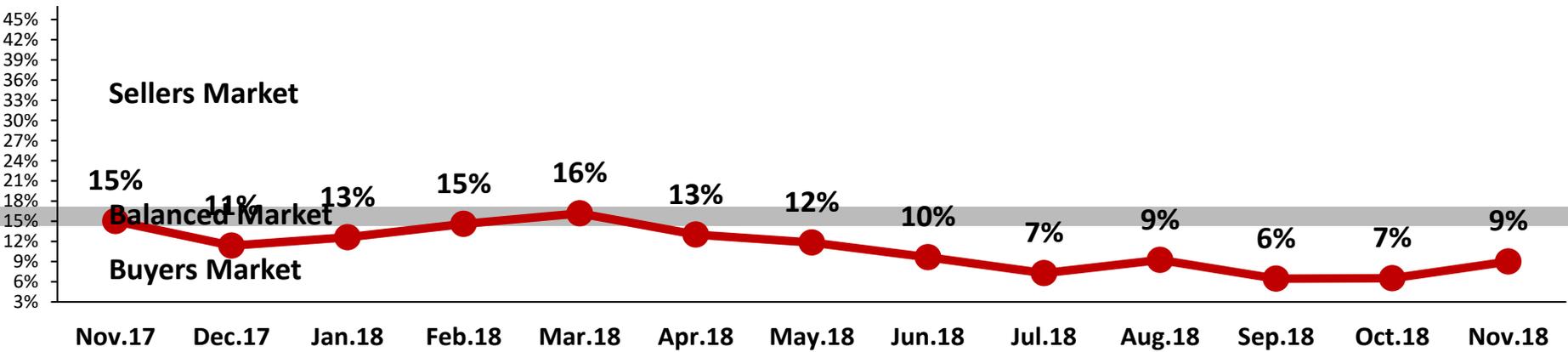
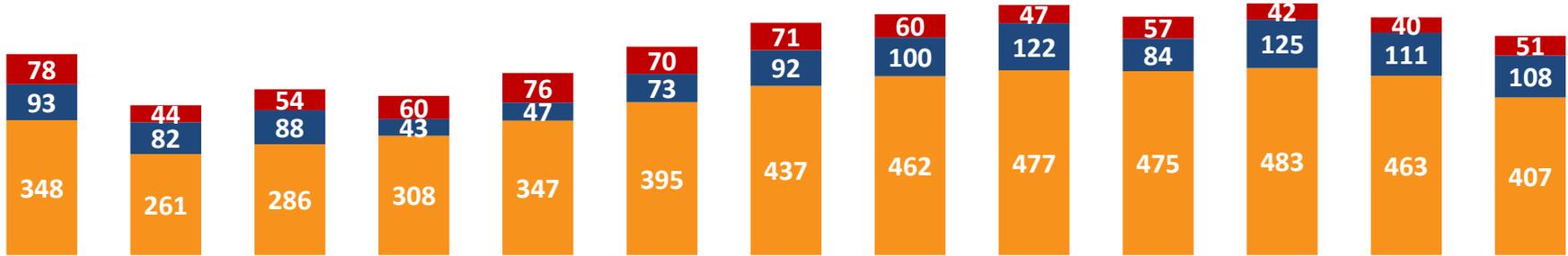


Coquitlam Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

700,000 & Below	0	1,000,001-1,200,000	10
700,001-775,000	0	1,200,001-1,400,000	14
775,001-850,000	3	1,400,001-1,600,000	8
850,001-925,000	2	1,600,001-1,800,000	3
925,001-1,000,000	4	1,800,001 & Above	7

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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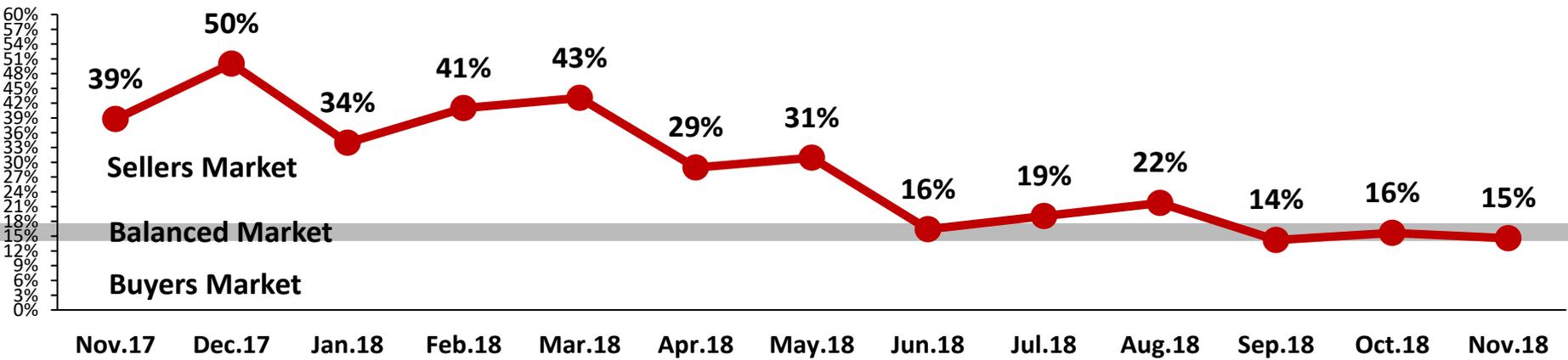
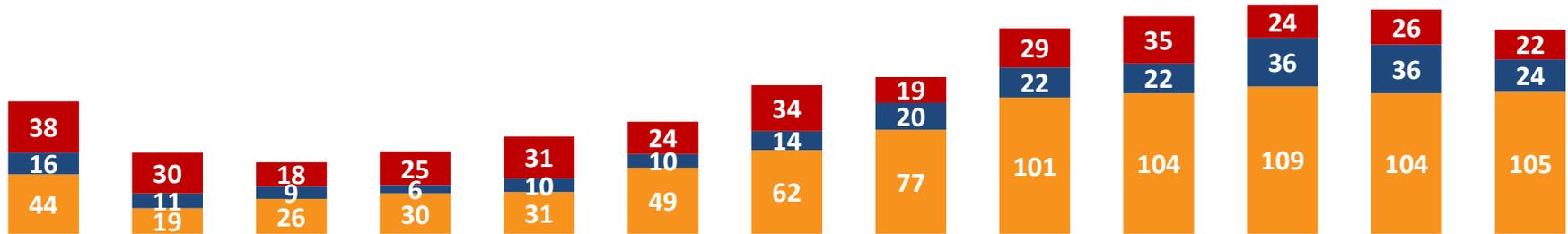


Coquitlam Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

275,000 & Below	0	475,001-525,000	1
275,001-325,000	0	525,001-575,000	1
325,001-375,000	0	575,001-650,000	3
375,001-425,000	0	650,001-750,000	6
425,001-475,000	0	750,001 & Above	11

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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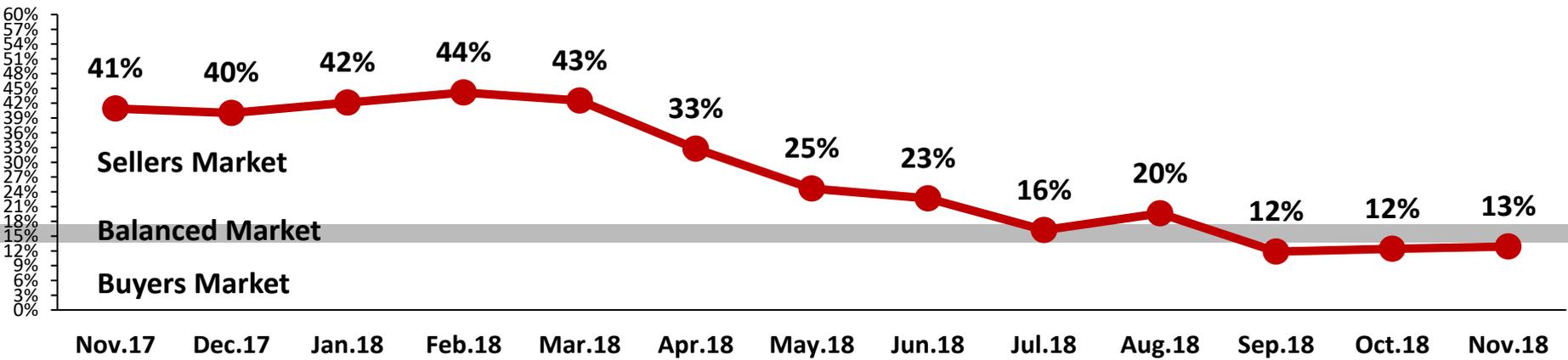
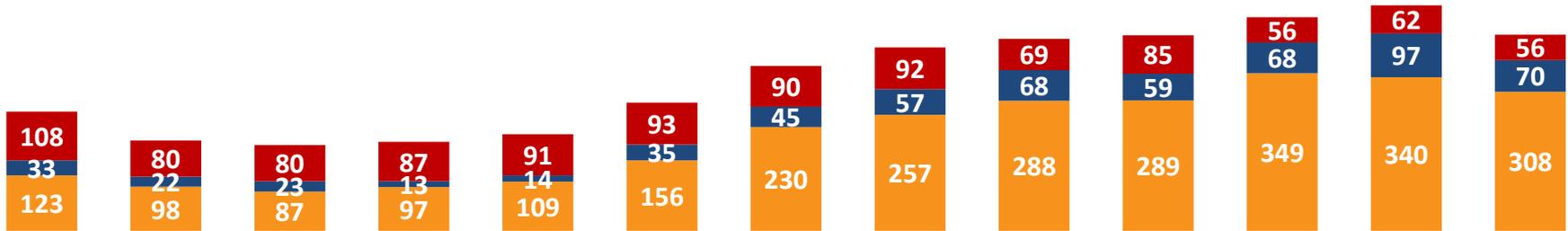


Coquitlam Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

250,000 & Below	0	400,001-500,000	17
250,001-300,000	3	500,001-600,000	17
300,001-350,000	1	600,001-700,000	8
350,001-400,000	2	700,001 & Above	8

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

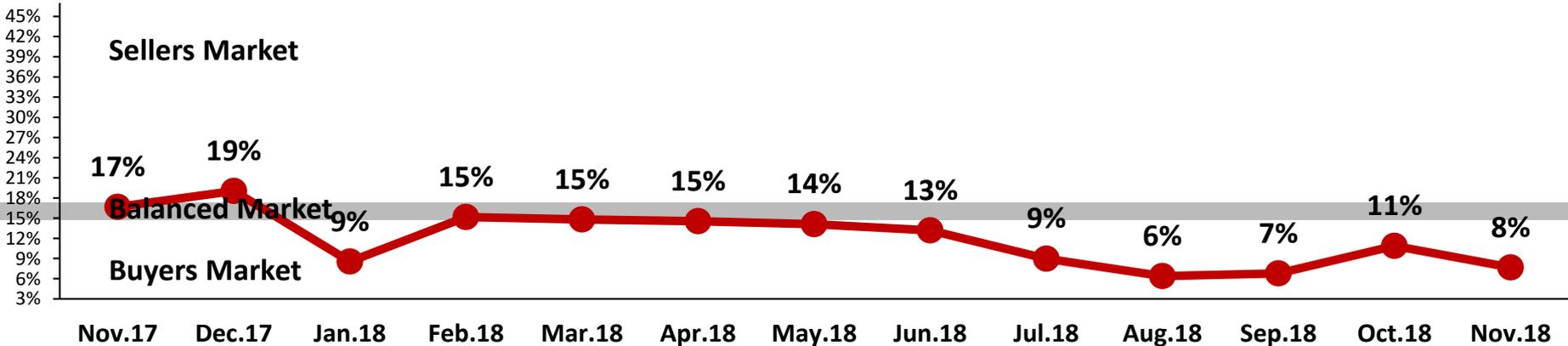
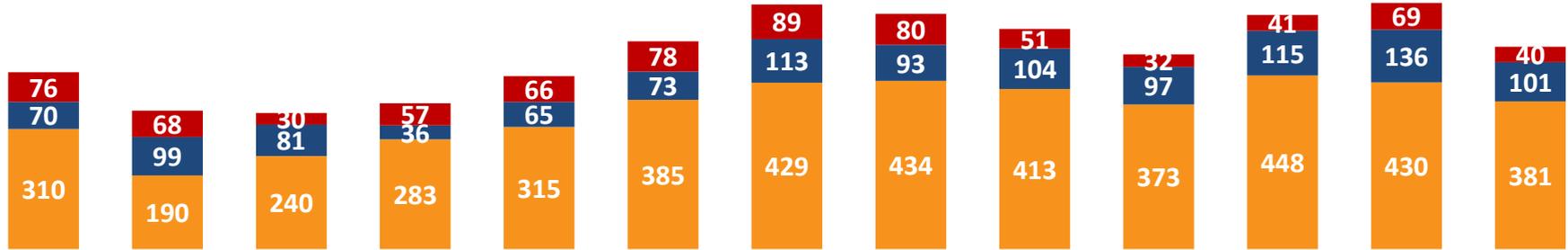


North Vancouver Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

950,000 & Below	0	1,550,001-1,700,000	3
950,001-1,100,000	1	1,700,001-1,850,000	3
1,100,001-1,250,000	6	1,850,001-2,000,000	3
1,250,001-1,400,000	5	2,000,001-2,225,000	5
1,400,001-1,550,000	8	2,225,001 & Above	6

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

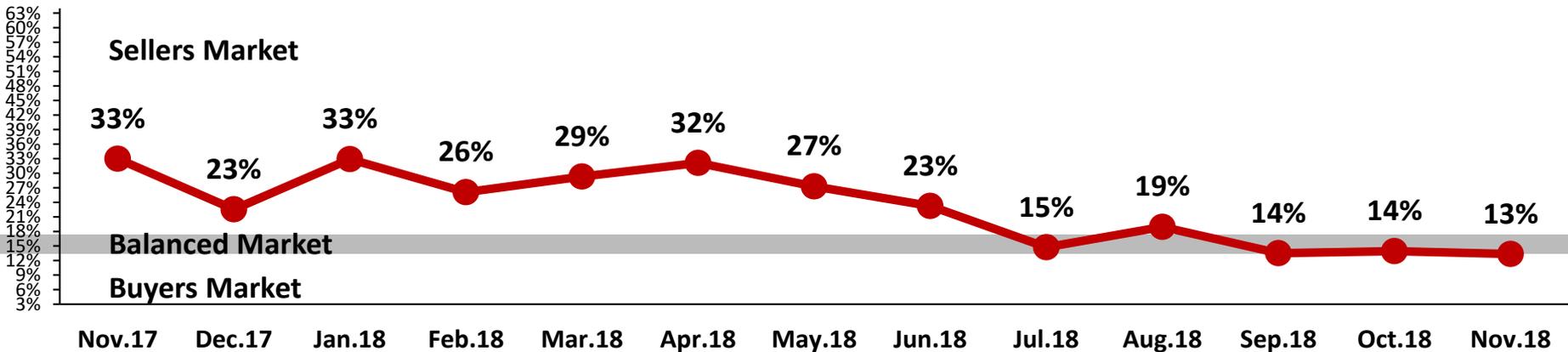
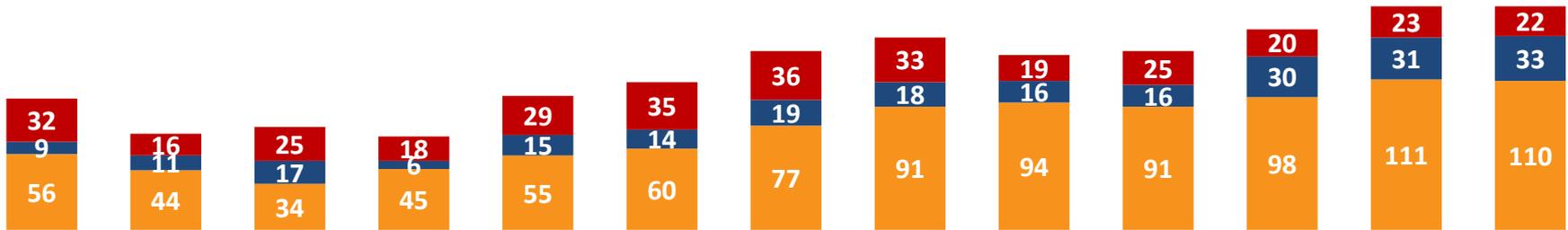


North Vancouver Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

500,000 & Below	0	700,001-750,000	1
500,001-550,000	0	750,001-800,000	3
550,001-600,000	0	800,001-900,000	2
600,001-650,000	0	900,001-1,000,000	5
650,001-700,000	0	1,000,001 & Above	11

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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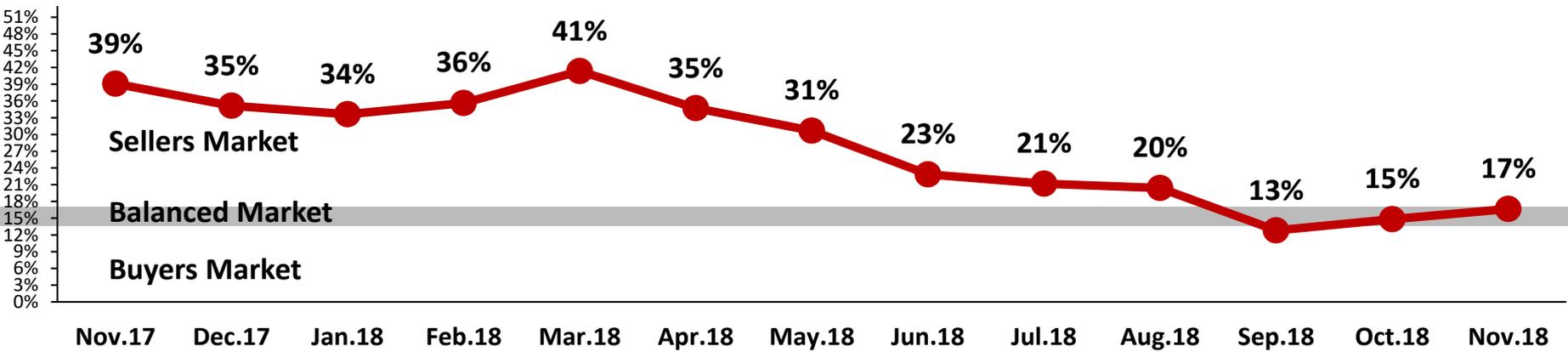
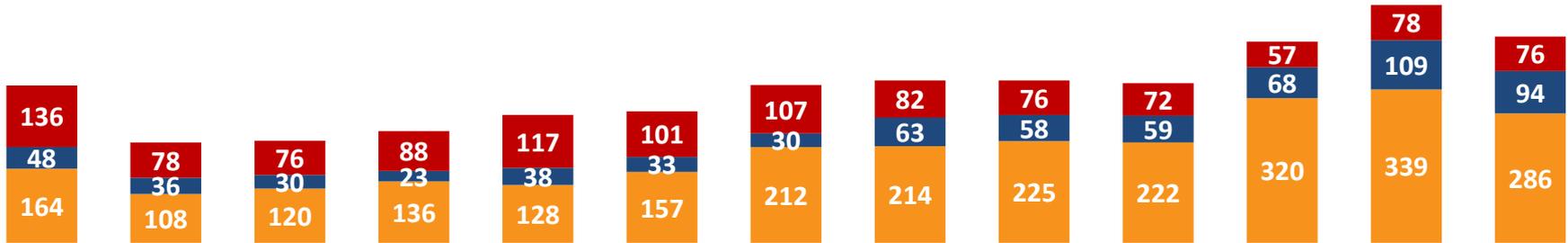


North Vancouver Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

225,000 & Below	0	525,001-600,000	20
225,001-300,000	0	600,001-675,000	7
300,001-375,000	1	675,001-750,000	9
375,001-450,000	11	750,001-825,000	7
450,001-525,000	8	825,001 & Above	13

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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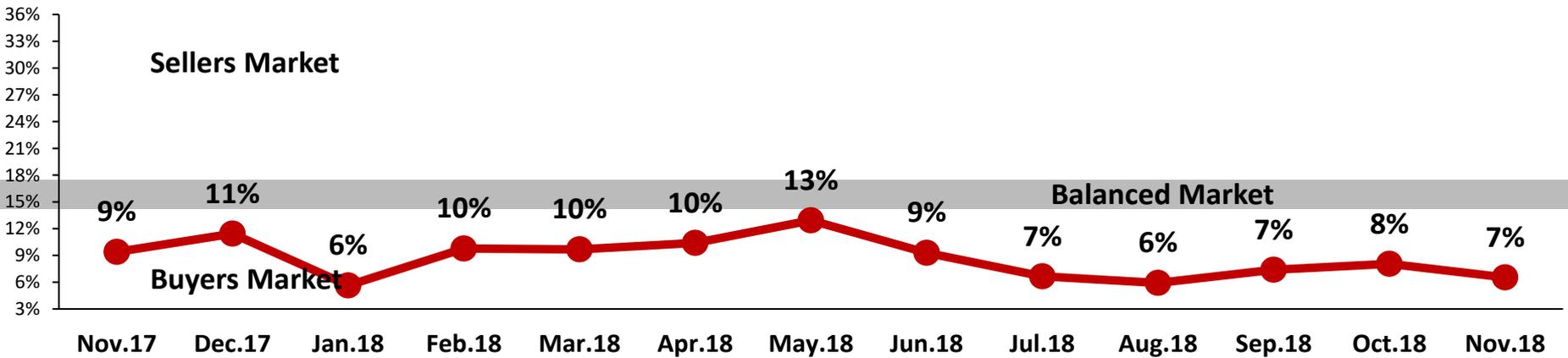
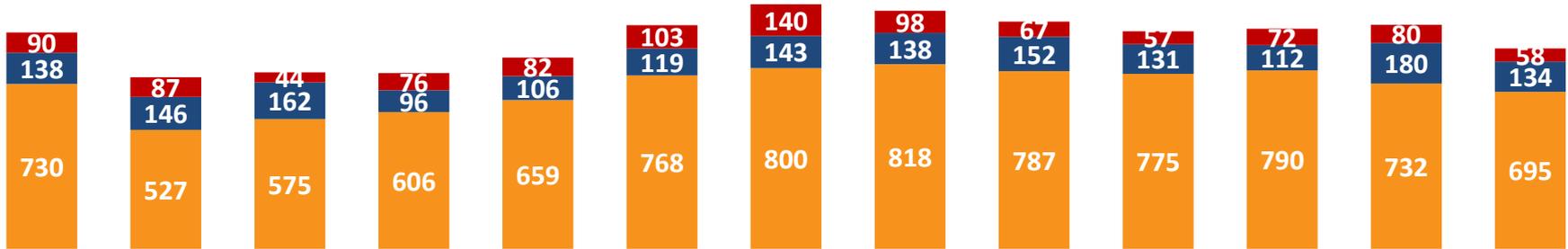


Vancouver East Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

■ Active Listings
 ■ Failed
 ■ Sales



Price Breakdown

1,000,000 & Below	4	1,400,001-1,500,000	6
1,000,001-1,100,000	2	1,500,001-1,600,000	7
1,100,001-1,200,000	6	1,600,001-1,700,000	7
1,200,001-1,300,000	8	1,700,001-1,800,000	5
1,300,001-1,400,000	5	1,800,001 & Above	8

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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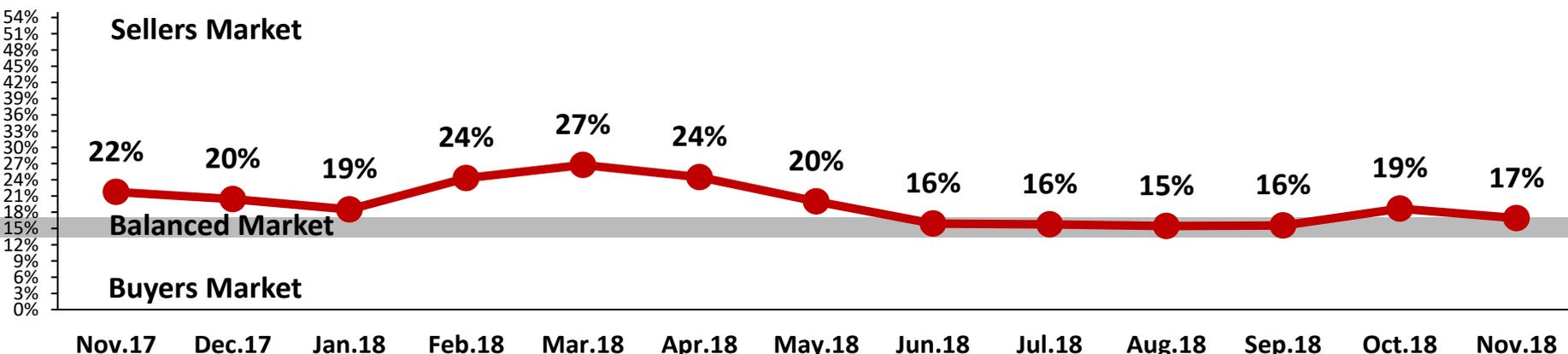
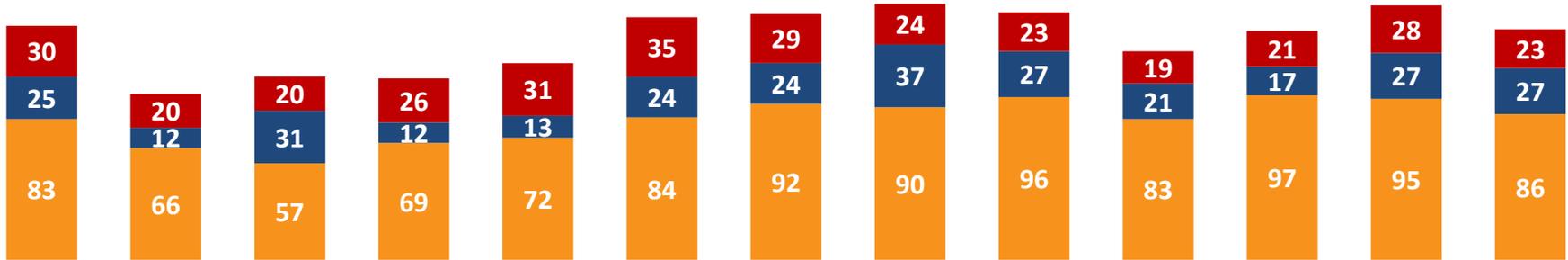


Vancouver East Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

500,000 & Below	0	700,001-750,000	1
500,001-550,000	2	750,001-800,000	2
550,001-600,000	3	800,001-900,000	3
600,001-650,000	1	900,001-1,000,000	5
650,001-700,000	2	1,000,001 & Above	4

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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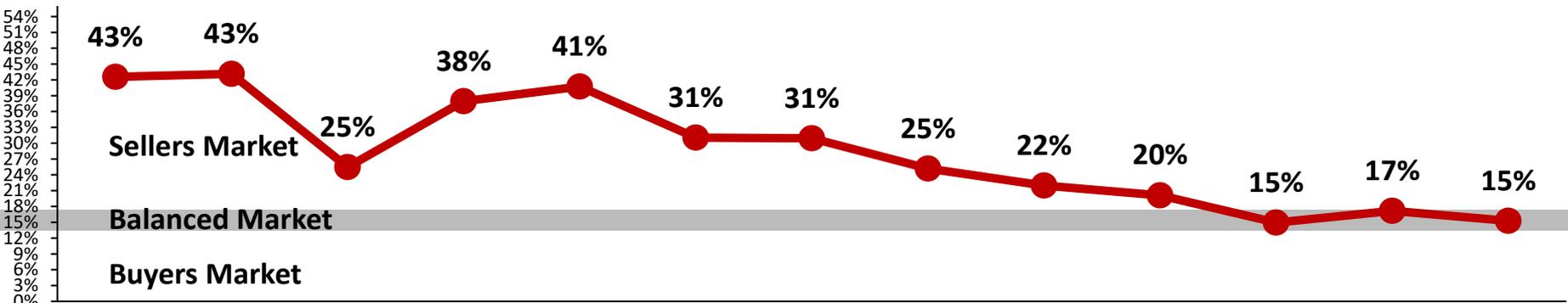
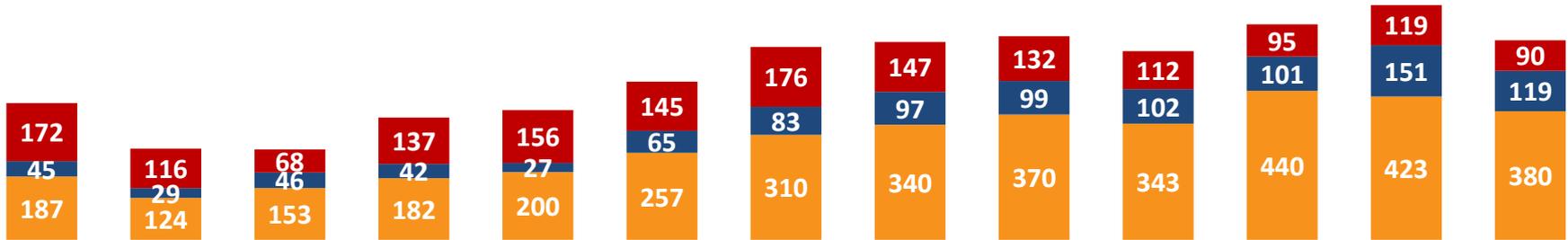


Vancouver East Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Nov.17 Dec.17 Jan.18 Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18

Price Breakdown

250,000 & Below	0	450,001-500,000	17
250,001-300,000	0	500,001-550,000	12
300,001-350,000	5	550,001-600,000	10
350,001-400,000	7	600,001-700,000	17
400,001-450,000	5	700,001-800,000	11
		800,000 & Above	6

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

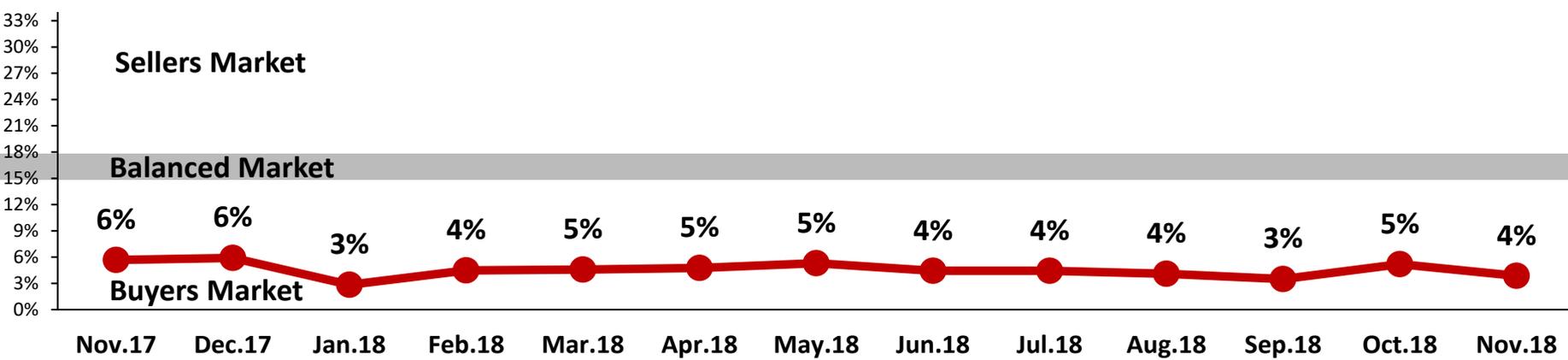
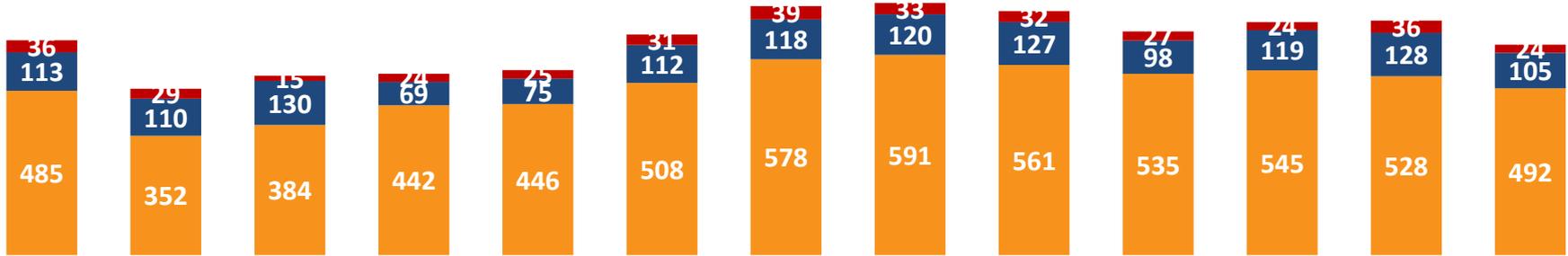


West Vancouver Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

900,000 & Below	0	2,400,001-2,700,000	3
900,001-1,200,000	1	2,700,001-3,000,000	0
1,200,001-1,500,000	1	3,000,001-3,300,000	3
1,500,001-1,800,000	3	3,300,001-3,500,000	1
1,800,001-2,100,000	1	3,500,000 & Above	6
2,100,001-2,400,000	5		

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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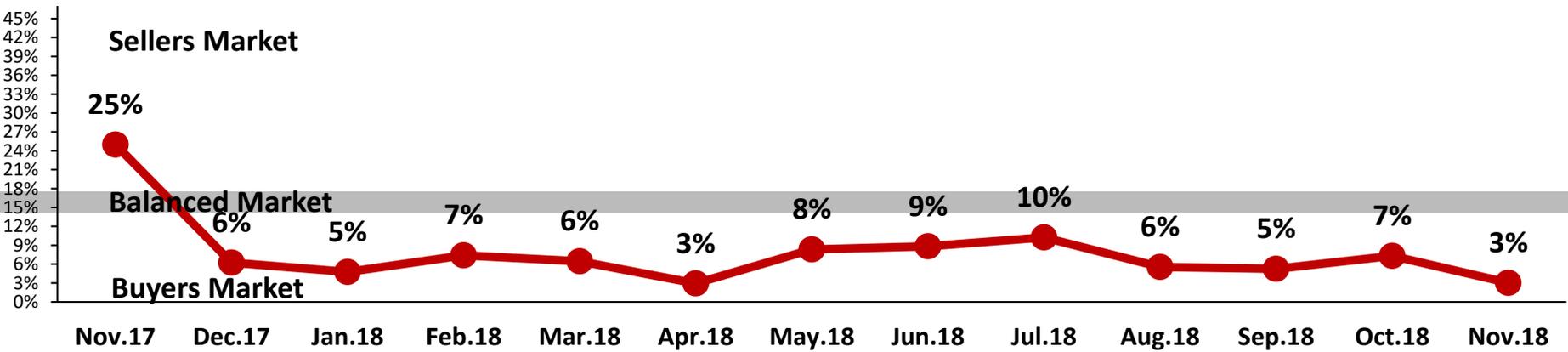
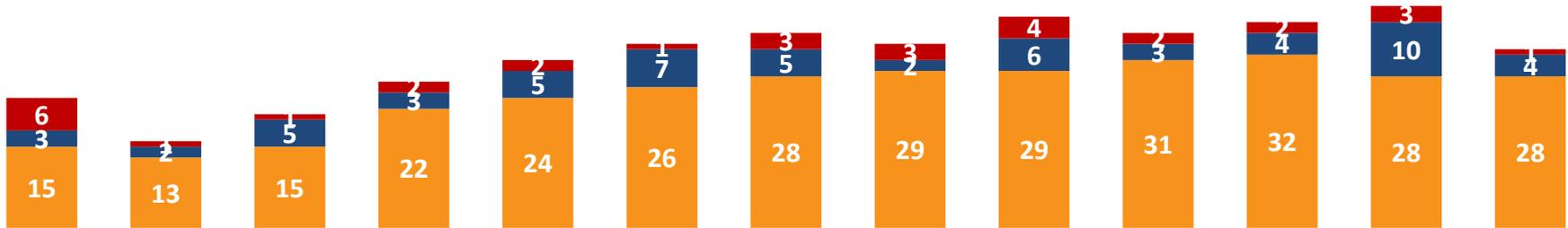


West Vancouver Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

600,000 & Below	0	800,001-850,000	0
600,001-650,000	0	850,001-900,000	0
650,001-700,000	0	900,001-950,000	0
700,001-750,000	0	950,001-1,000,000	0
750,001-800,000	0	1,000,001 & Above	1

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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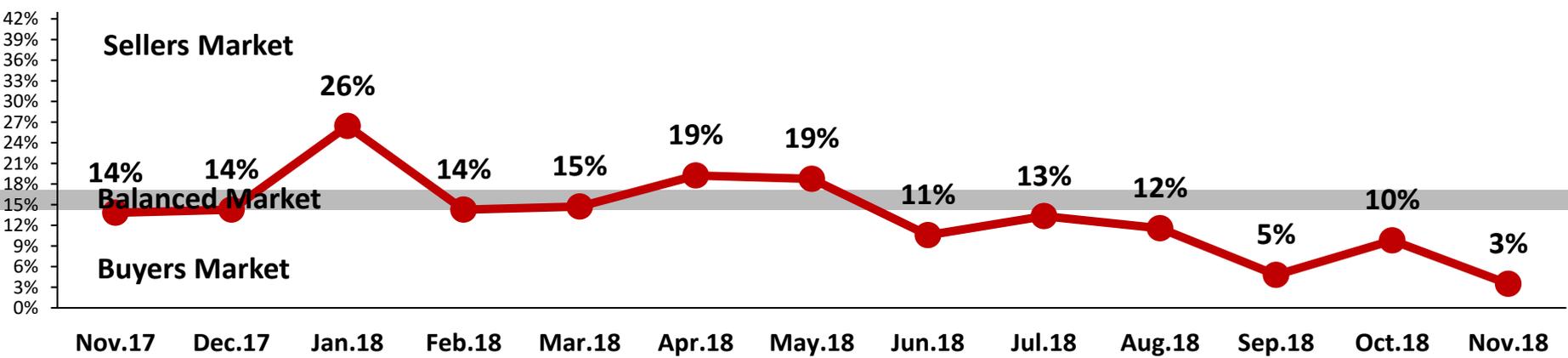
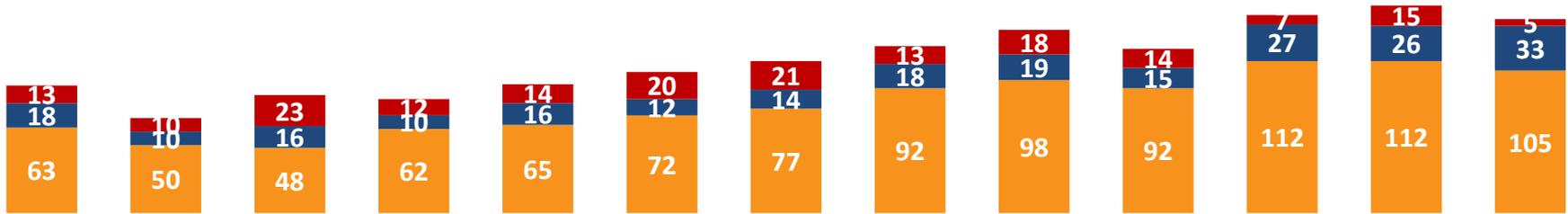


West Vancouver Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

450,000 & Below	0	650,001-700,000	0
450,001-500,000	0	700,001-750,000	0
500,001-550,000	0	750,001-800,000	0
550,001-600,000	0	800,001-850,000	0
600,001-650,000	0	850,001 & Above	5

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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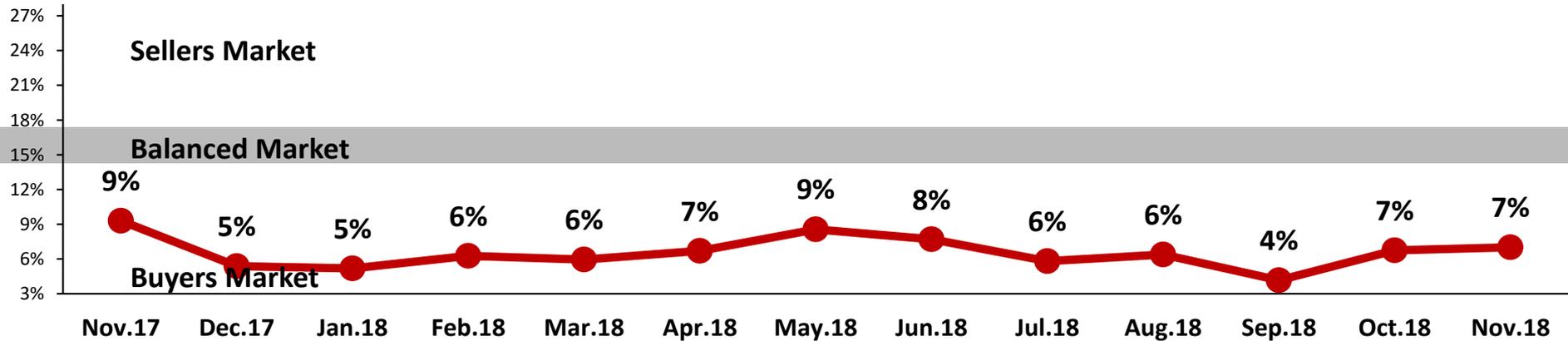
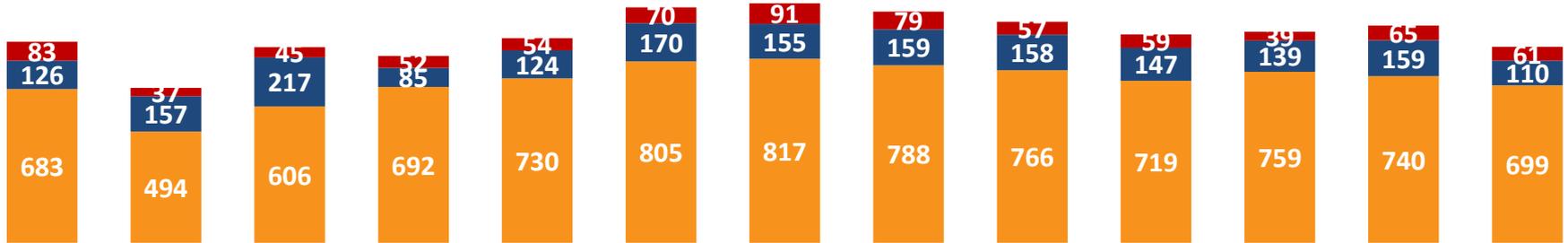


Vancouver West Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

1,500,000 & Below	2	3,500,001-3,900,000	6
1,500,001-1,900,000	9	3,900,001-4,300,000	4
1,900,001-2,300,000	9	4,300,001-5,000,000	1
2,300,001-2,700,000	8	5,000,001-6,000,000	4
2,700,001-3,100,000	6	6,000,000 & Above	5
3,100,001-3,500,000	7		

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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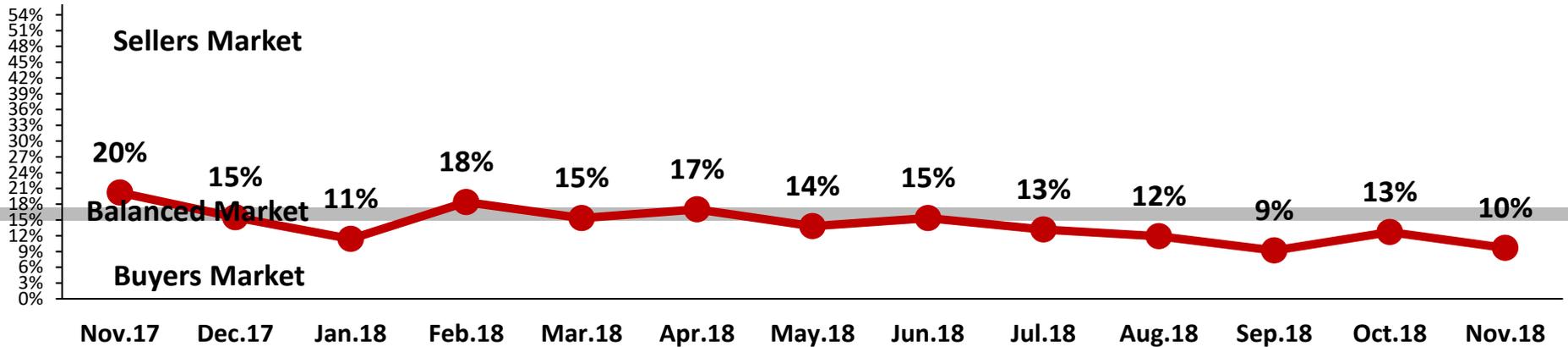
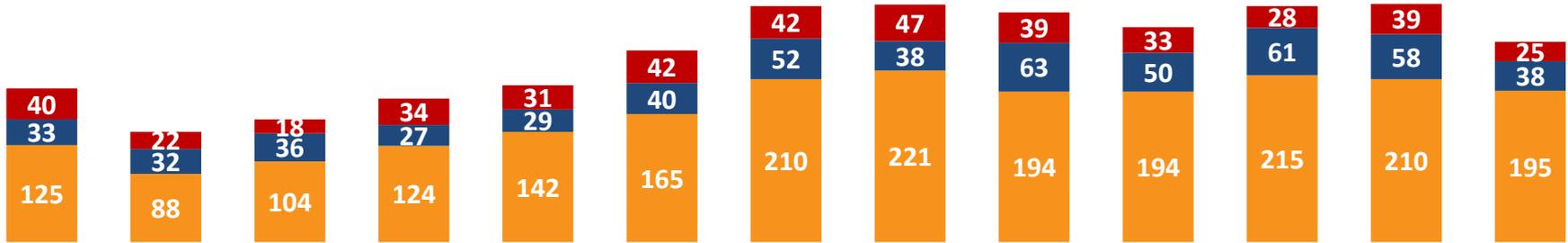


Vancouver West Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

500,000 & Below	0	900,001-1,000,000	5
500,001-600,000	1	1,000,001-1,100,000	1
600,001-700,000	1	1,100,001-1,200,000	3
700,001-800,000	2	1,200,001-1,300,000	5
800,001-900,000	3	1,300,001 & Above	4

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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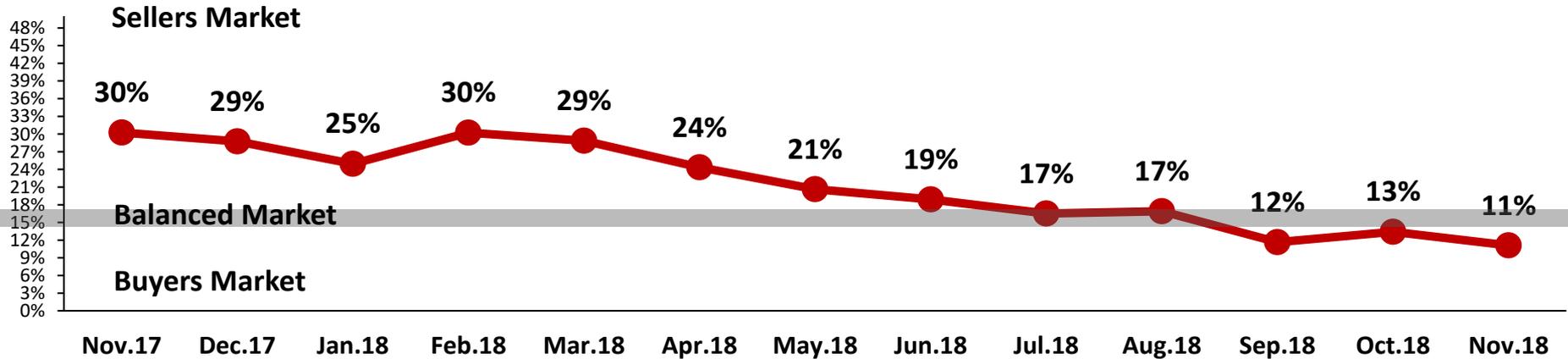
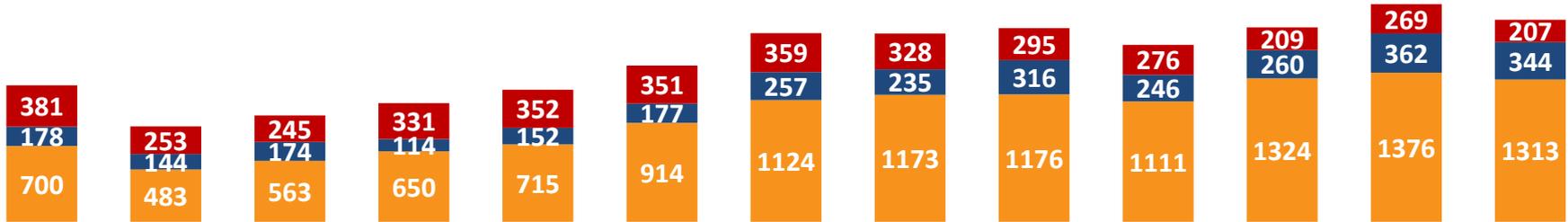


Vancouver West Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

350,000 & Below	2	950,001-1,100,000	13
350,001-500,000	15	1,100,001-1,500,000	26
500,001-650,000	38	1,500,001-1,600,000	2
650,001-800,000	54	1,600,001-1,800,000	4
800,001-950,000	39	1,800,001 & Above	14

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

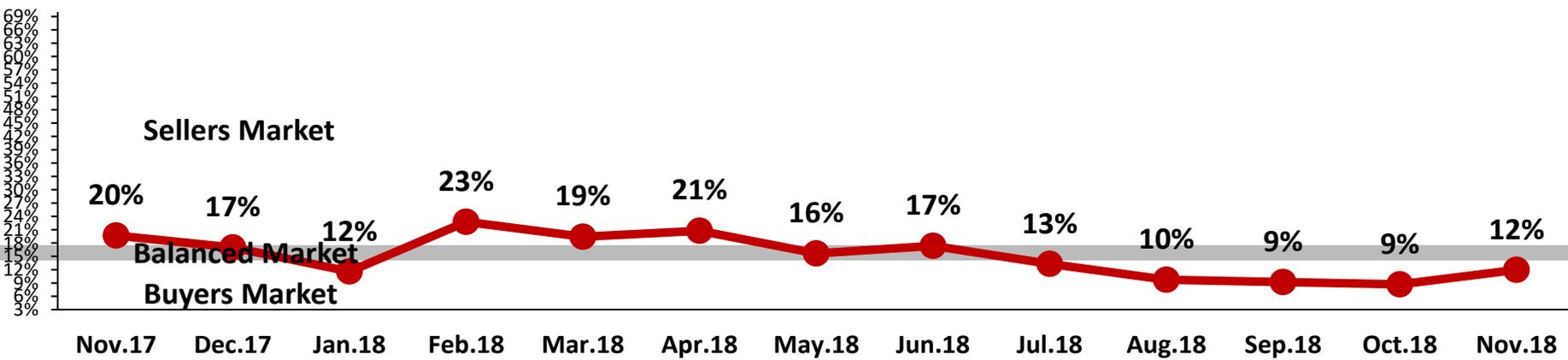
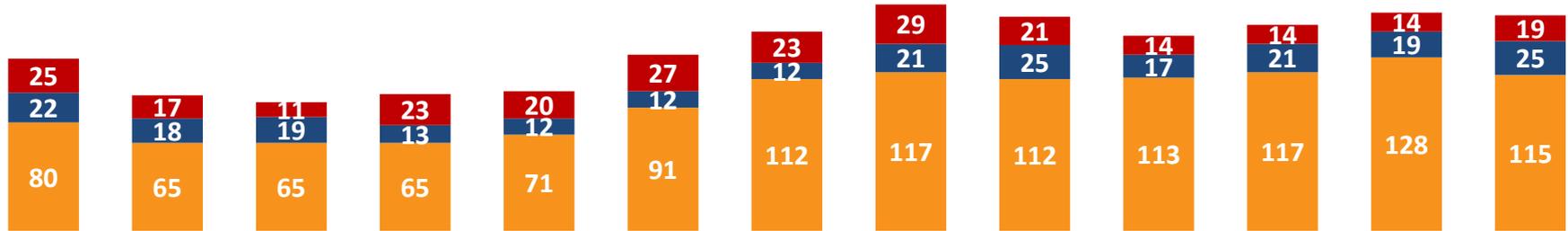


New Westminster Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

500,000 & Below	0	700,001-750,000	0
500,001-550,000	0	750,001-800,000	0
550,001-600,000	0	800,001-850,000	0
600,001-650,000	0	850,001-900,000	0
650,001-700,000	0	900,001 & Above	19

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

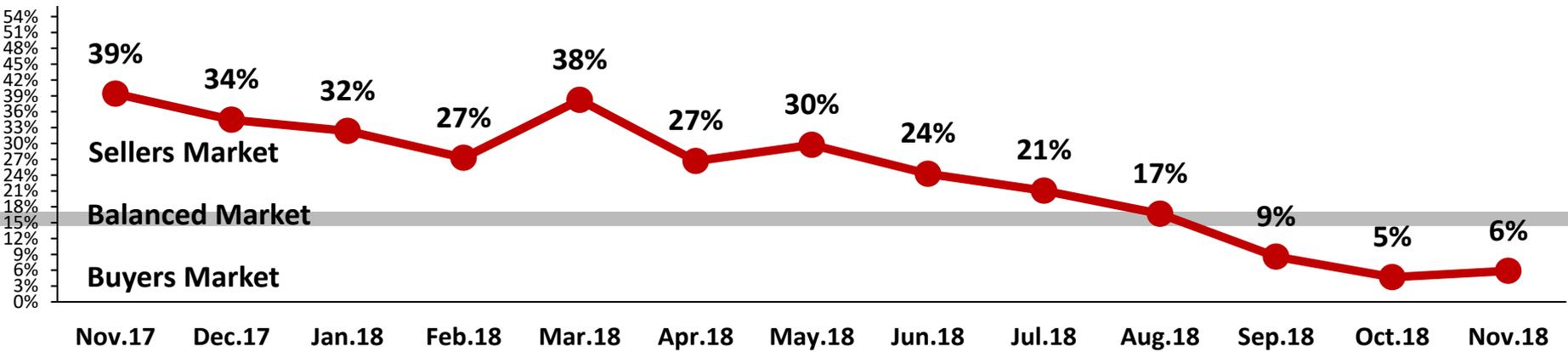
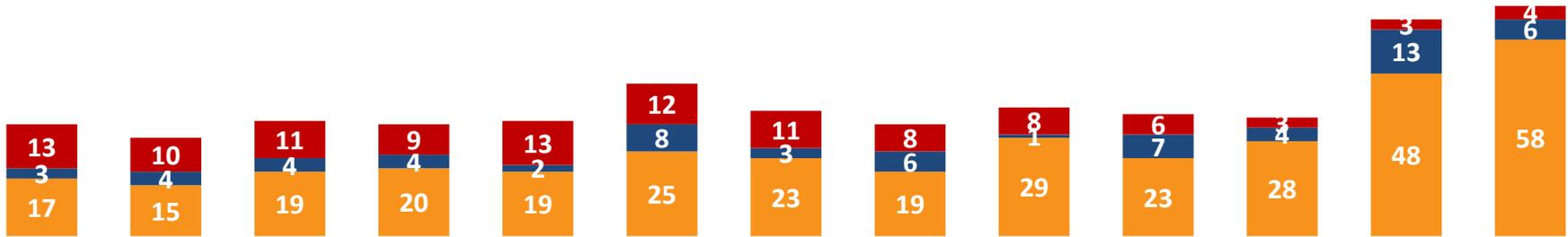


New Westminster Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

300,000 & Below	0	400,001-425,000	1
300,001-325,000	0	425,001-450,000	1
325,001-350,000	0	450,001-475,000	0
350,001-375,000	0	475,001-500,000	0
375,001-400,000	0	500,001 & Above	2

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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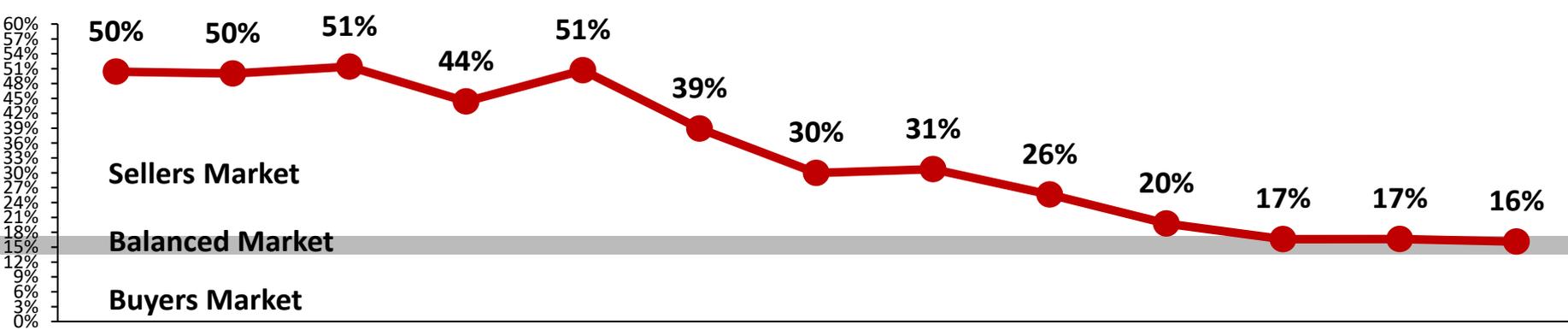
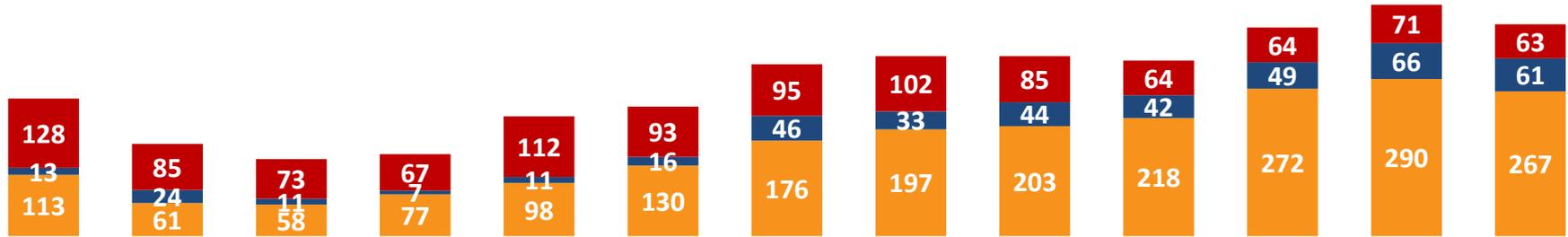


New Westminster Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Nov.17 Dec.17 Jan.18 Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18

Price Breakdown

200,000 & Below	0	400,001-450,000	12
200,001-250,000	0	450,001-500,000	15
250,001-300,000	0	500,001-600,000	10
300,001-350,000	6	600,001-700,000	6
350,001-400,000	11	700,001 & Above	3

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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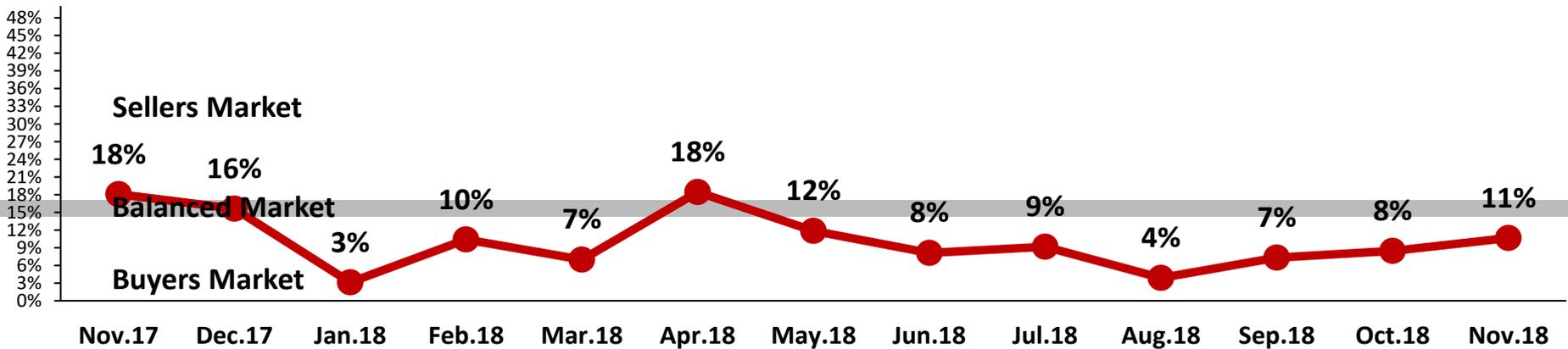
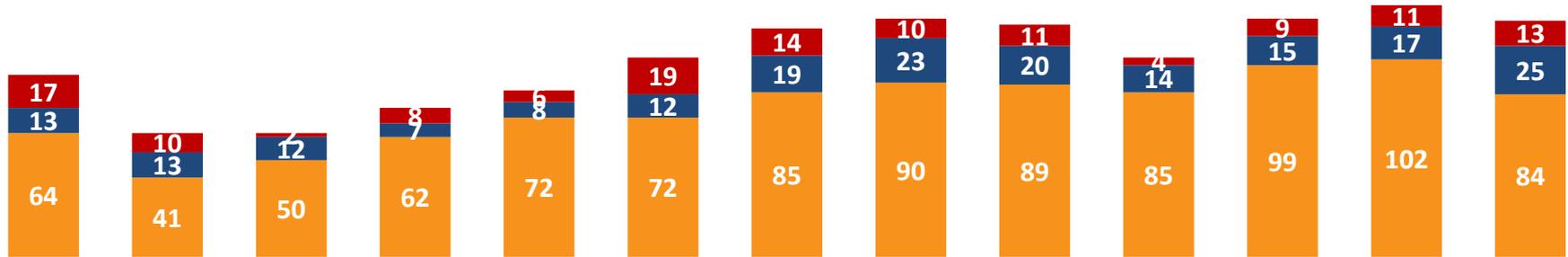


Port Moody Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

600,000 & Below	0	800,001-850,000	0
600,001-650,000	0	850,001-900,000	0
650,001-700,000	0	900,001-1,000,000	0
700,001-750,000	0	1,000,001-1,100,000	0
750,001-800,000	0	1,100,001 & Above	13

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

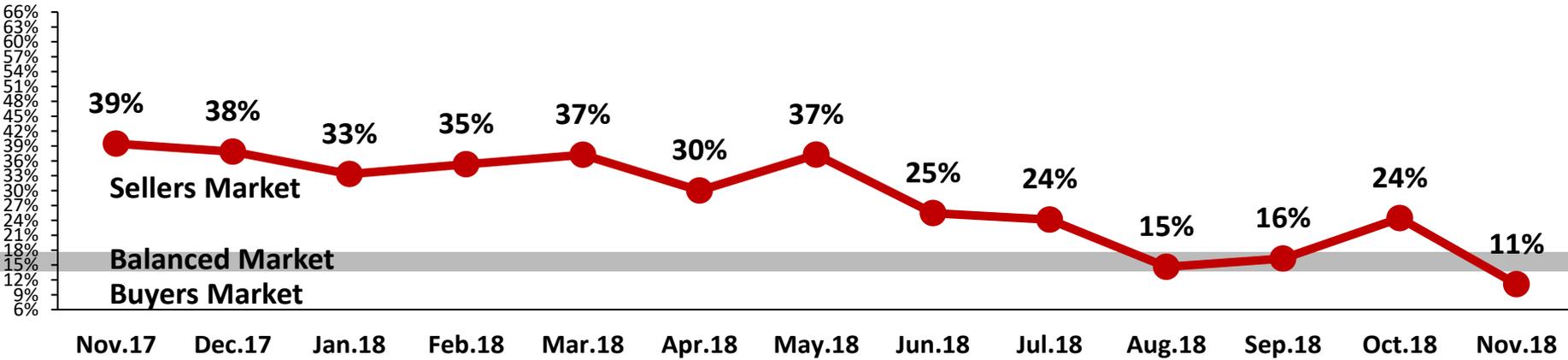
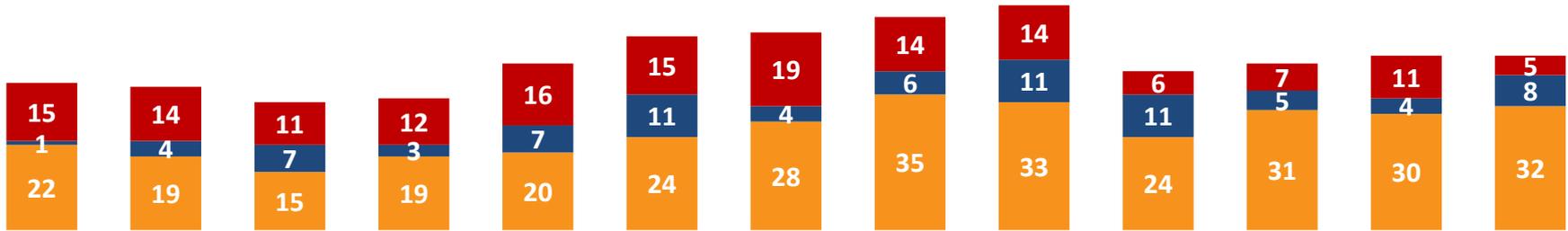


Port Moody Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

325,000 & Below	0	425,001-450,000	0
325,001-350,000	0	450,001-475,000	0
350,001-375,000	0	475,001-500,000	0
375,001-400,000	0	500,001-525,000	0
400,001-425,000	0	525,001 & Above	5

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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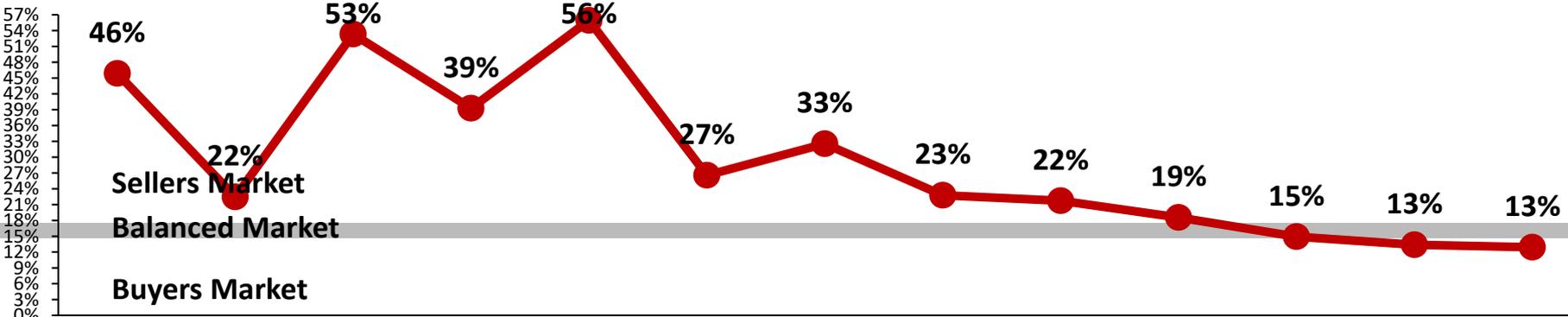
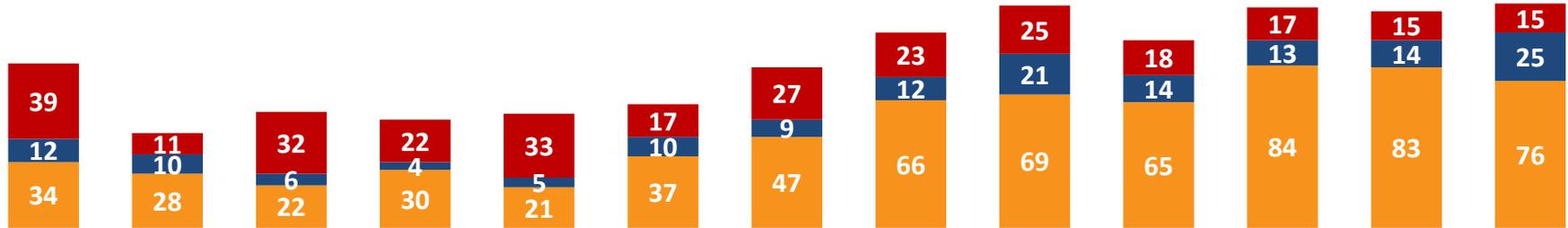


Port Moody Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Nov.17 Dec.17 Jan.18 Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18

Price Breakdown

225,000 & Below	0	425,001-475,000	1
225,001-275,000	0	475,001-525,000	5
275,001-325,000	0	525,001-575,000	2
325,001-375,000	1	575,001 & Above	6
375,001-425,000	0		

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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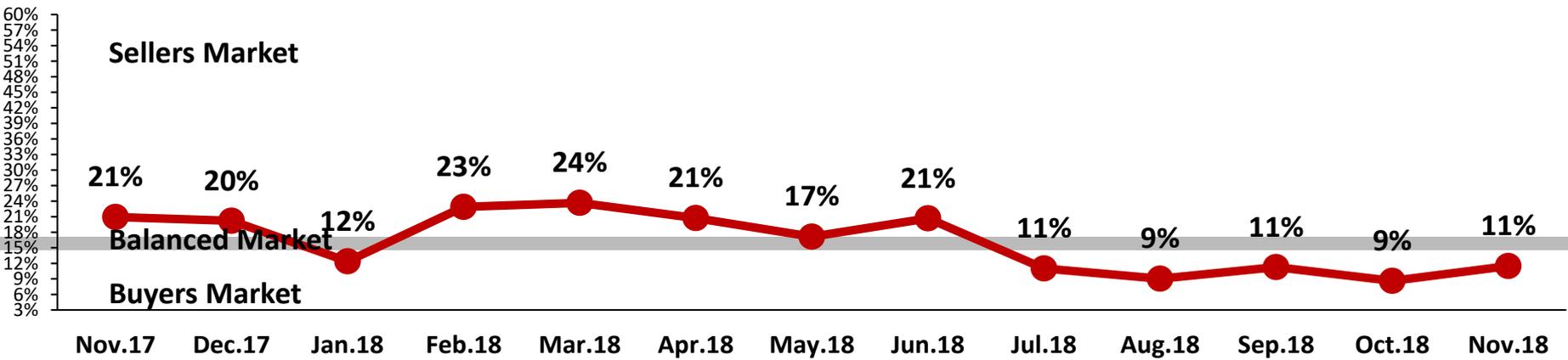
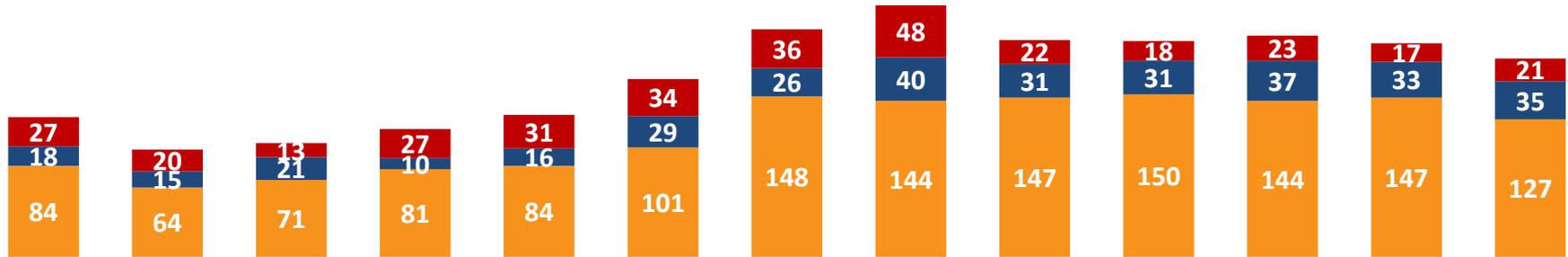


Port Coquitlam Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

650,001 & Below	0	1,000,000-1-100,000	3
650,001-700,000	0	1-100,001-1,300,000	5
700,001-800,000	2	1,300,000-1,500,000	0
800,001-900,000	7	1,500,000 & Above	0
900,001-1,000,000	4		

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

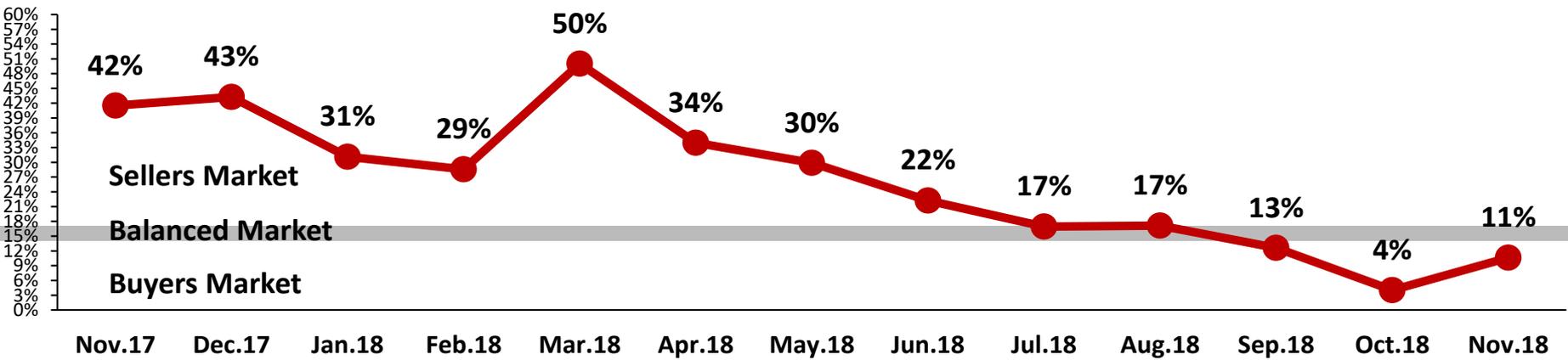
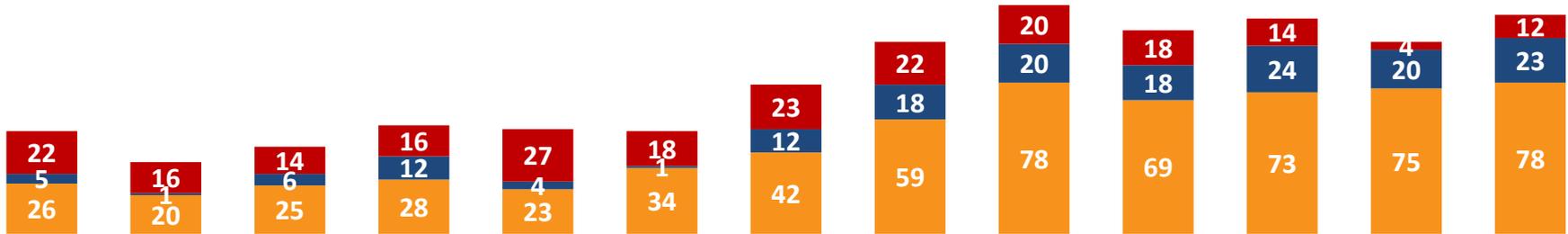


Port Coquitlam Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

350,000 & Below	0	450,001-475,000	0
350,001-375,000	0	475,001-550,000	1
375,001-400,000	0	550,001-650,000	5
400,001-425,000	0	650,001-750,000	3
425,001-450,000	0	750,000 & Above	3

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

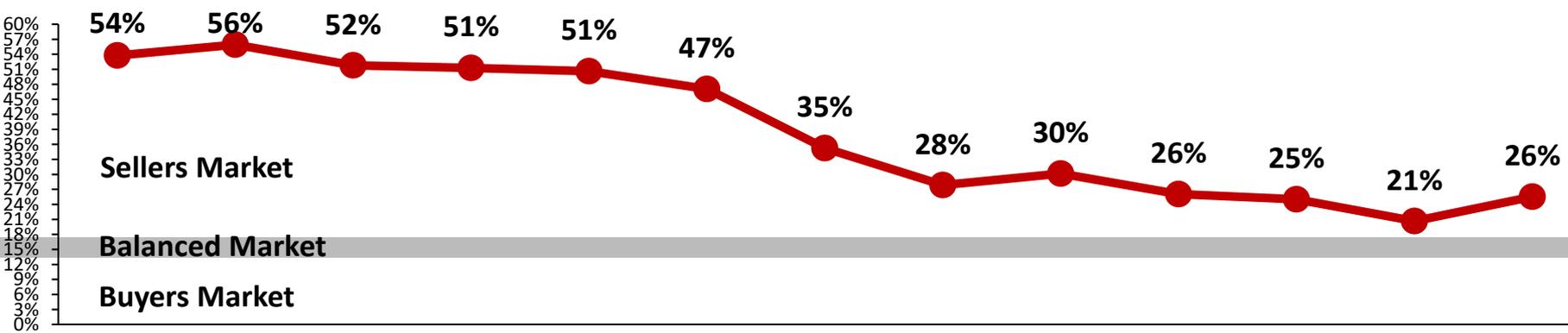
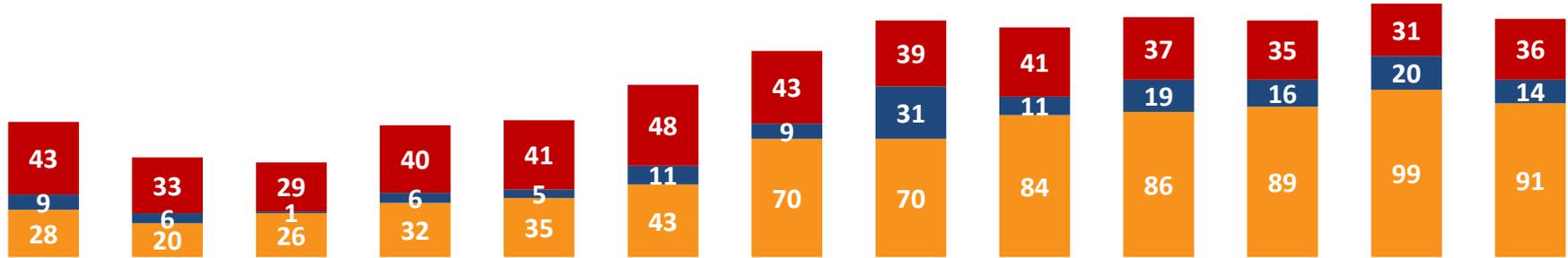


Port Coquitlam Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Nov.17 Dec.17 Jan.18 Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18

Price Breakdown

150,000 & Below	0	250,001-275,000	0
150,001-175,000	0	275,001-300,000	0
175,001-200,000	0	300,001-325,000	2
200,001-225,000	0	325,001-350,000	6
225,001-250,000	2	350,001 & Above	26

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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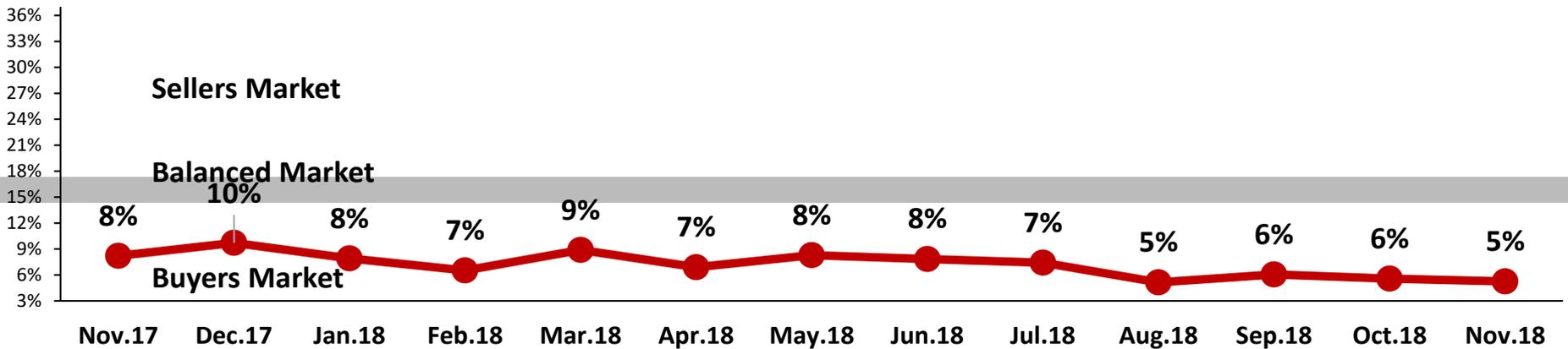
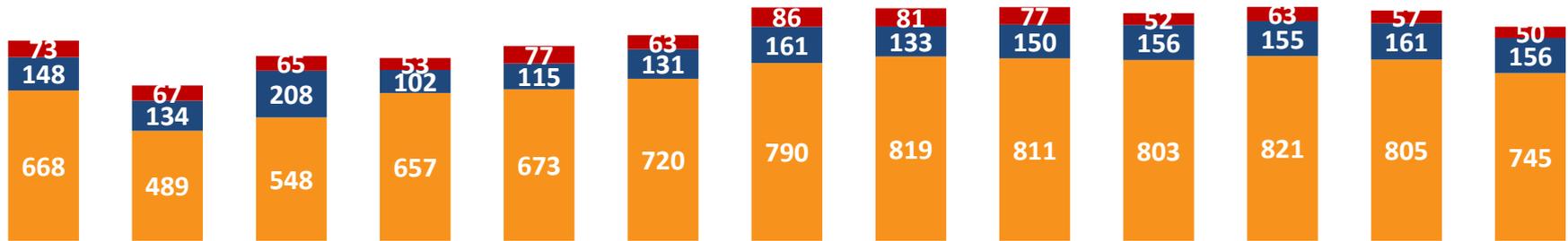


Richmond Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

600,000 & Below	1	1,400,001-1,600,000	5
600,001-800,000	0	1,600,001-1,800,000	9
800,001-1,000,000	1	1,800,001-2,000,000	3
1,000,001-1,200,000	5	2,000,001-2,200,000	4
1,200,001-1,400,000	8	2,200,001 & Above	14

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

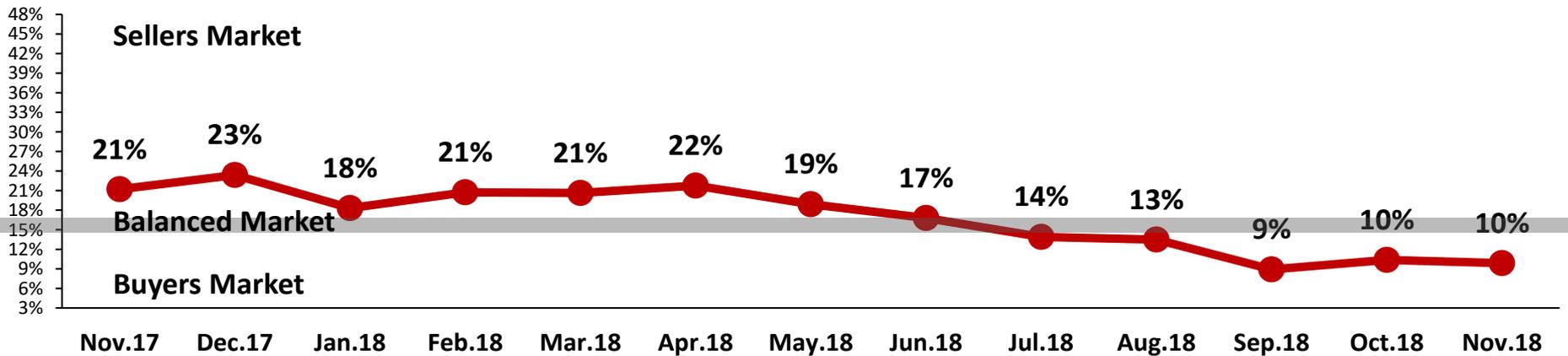
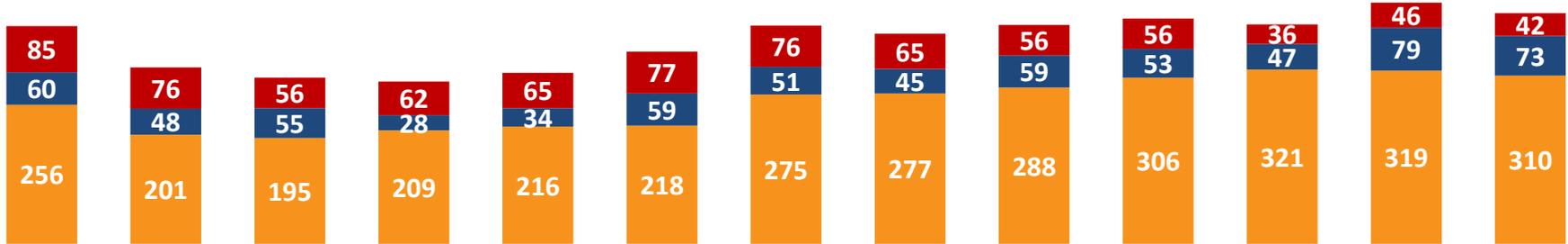


Richmond Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

325,000 & Below	0	525,001-575,000	1
325,001-375,000	0	575,001-625,000	4
375,001-425,000	0	625,001-675,000	4
425,001-475,000	0	675,001-725,000	6
475,001-525,000	0	725,001 & Above	27

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

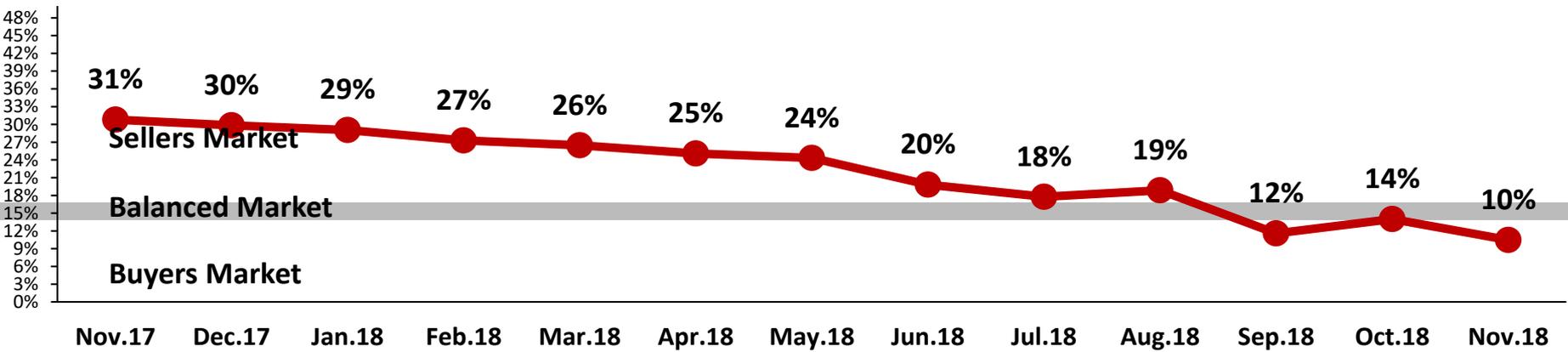
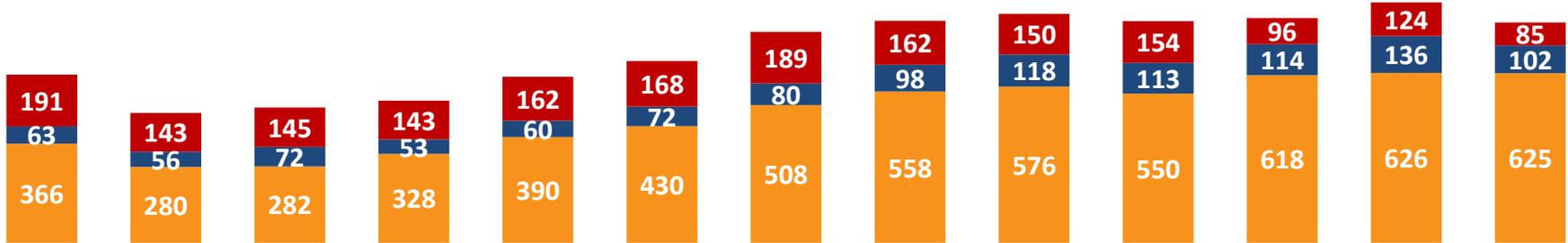


Richmond Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

50,000 & Below	0	450,001-550,000	25
50,001-150,000	0	550,001-650,000	21
150,001-250,000	0	650,001-750,000	9
250,001-350,000	6	750,001 & Above	13
350,001-450,000	11		

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

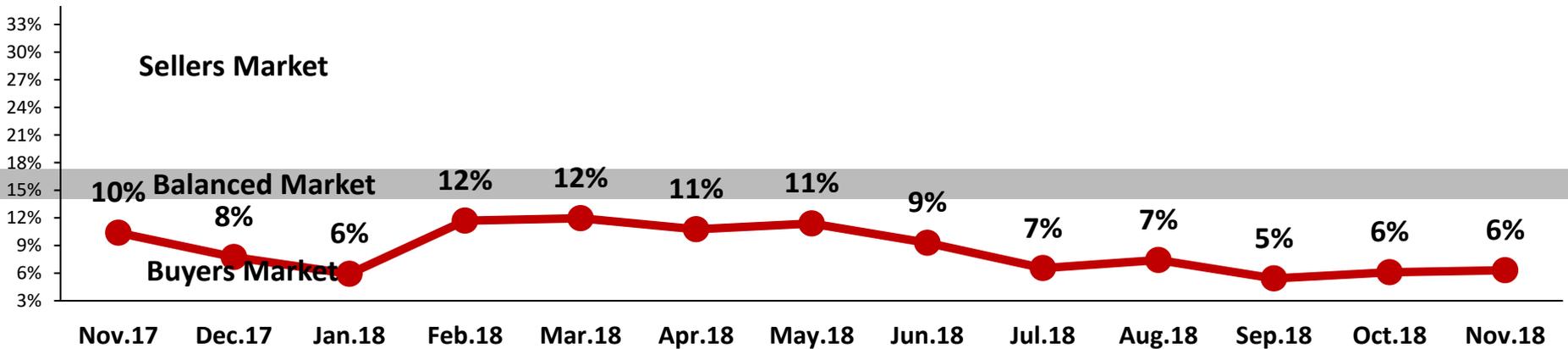
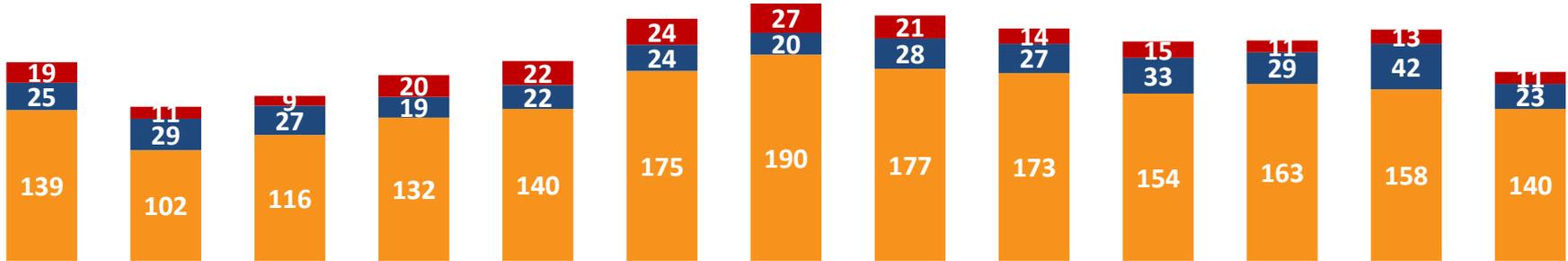


Tsawwassen Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

650,000 & Below	0	850,001-900,000	0
650,001-700,000	0	900,001-1,000,000	2
700,001-750,000	0	1,000,001-1,100,000	4
750,001-800,000	0	1,100,001-1,300,000	3
800,001-850,000	0	1,300,000 & Above	2

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

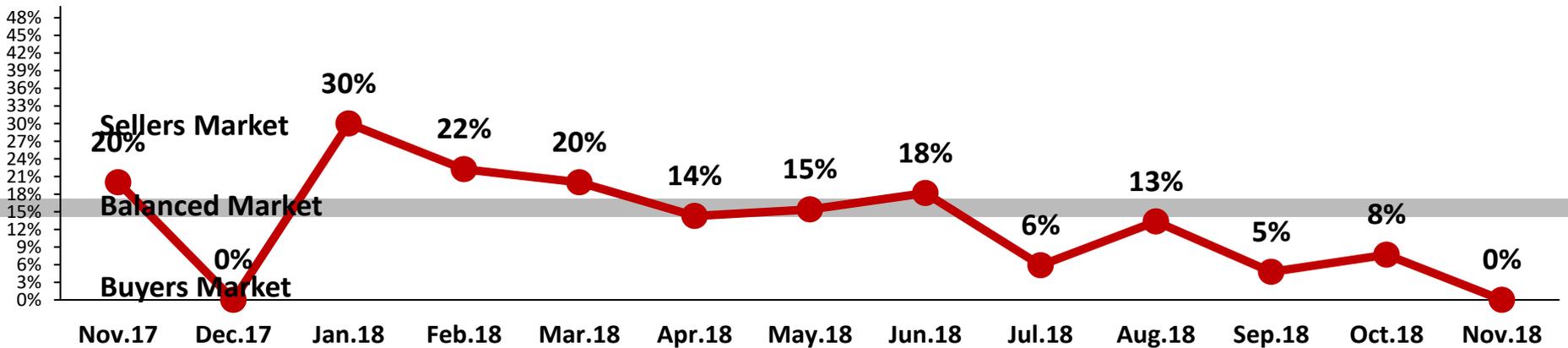
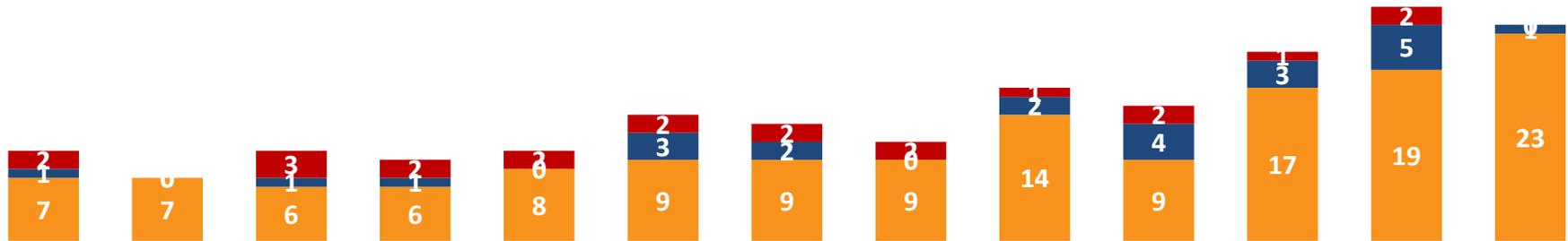


Tsawwassen Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

300,000 & Below	0
300,001-325,000	0
325,001-350,000	0
350,001-400,000	0
400,001-500,000	0
500,001 & Above	0

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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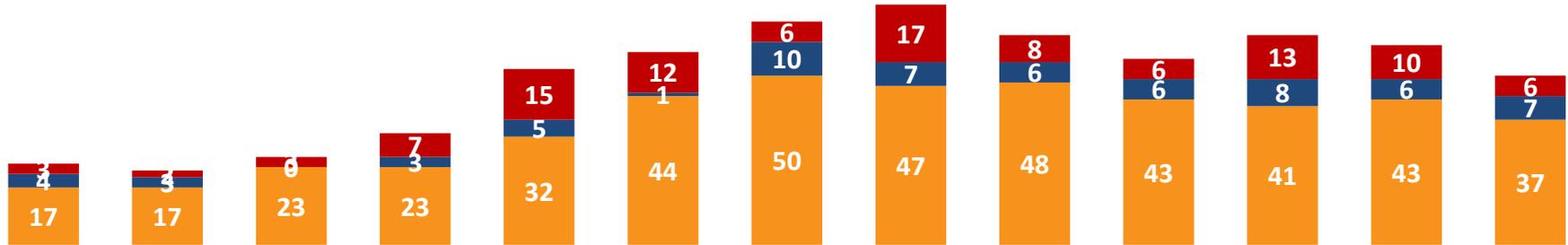


Tsawwassen Condo Sales/Listing Rates

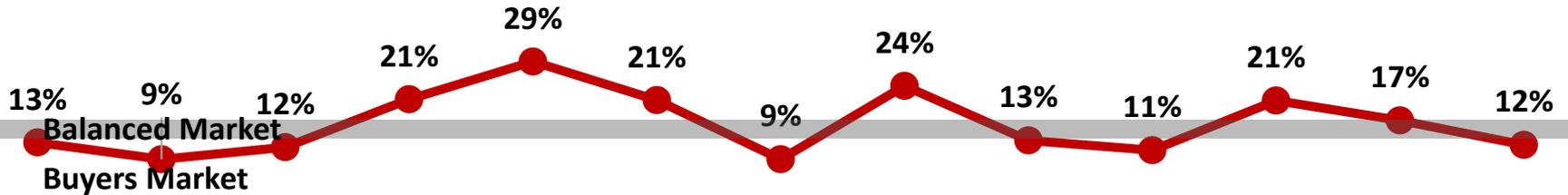
STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Sellers Market



Nov.17 Dec.17 Jan.18 Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18

Price Breakdown

250,000 & Below	0	350,001-375,000	0
250,001-275,000	0	375,001-450,000	2
275,001-300,000	0	450,001-475,000	2
300,001-325,000	0	475,001-500,000	0
325,001-350,000	0	500,001 & Above	2

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

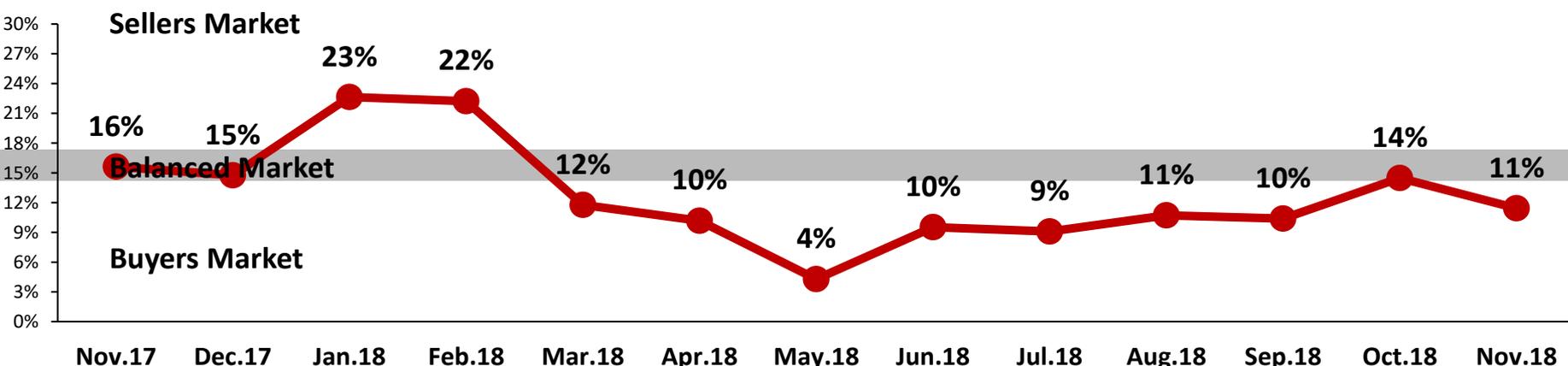
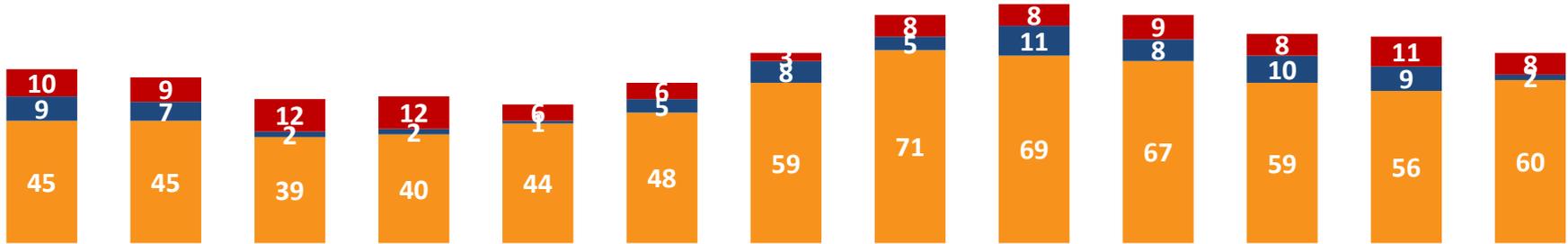


Whistler Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

600,000 & Below	0	1,000,001-1,100,000	0
600,001-700,000	0	1,100,001-1,200,000	0
700,001-800,000	0	1,200,001-1,300,000	0
800,001-900,000	0	1,300,001-1,400,000	1
900,001-1,000,000	0	1,400,001 & Above	7

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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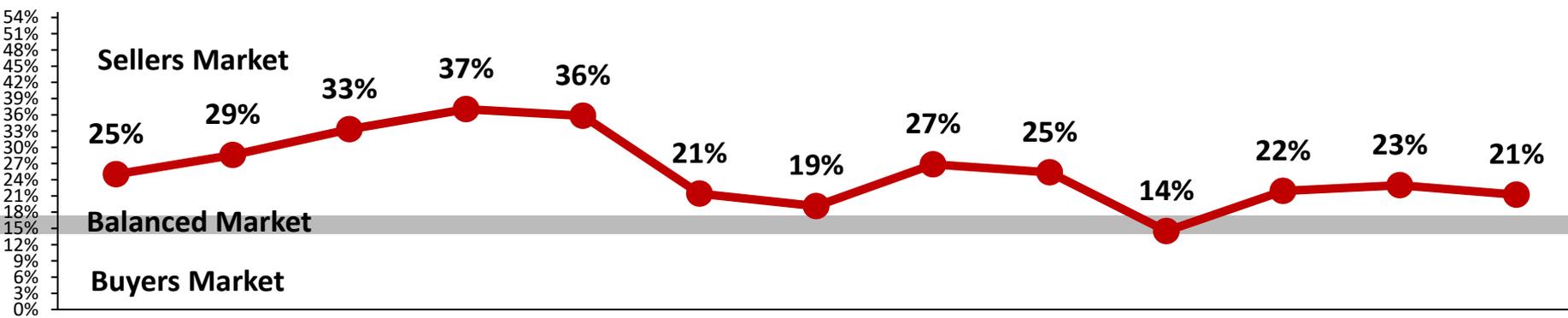
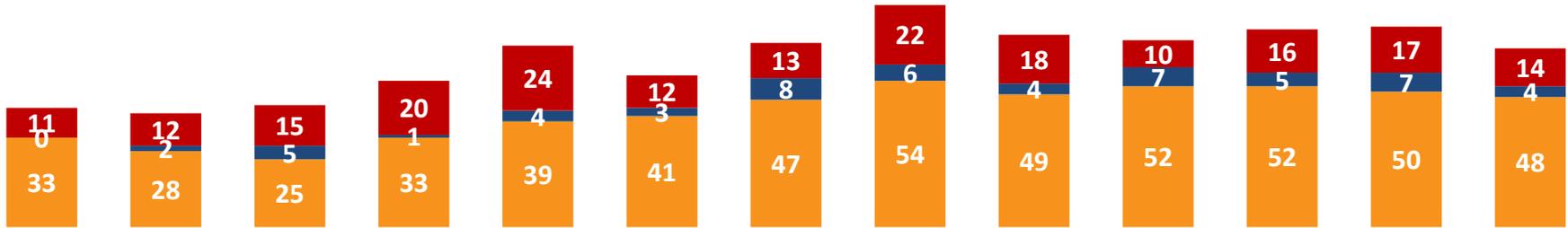


Whistler Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Nov.17 Dec.17 Jan.18 Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18

Price Breakdown

300,000 & Below	0	600,000-650,000	2
300,001-350,000	0	650,001-750,000	2
350,001-400,000	0	750,001-850,000	0
400,001-500,000	0	850,000-1,000,000	0
500,001-600,000	1	1,000,001 & Above	9
600,000-650,000	2		

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

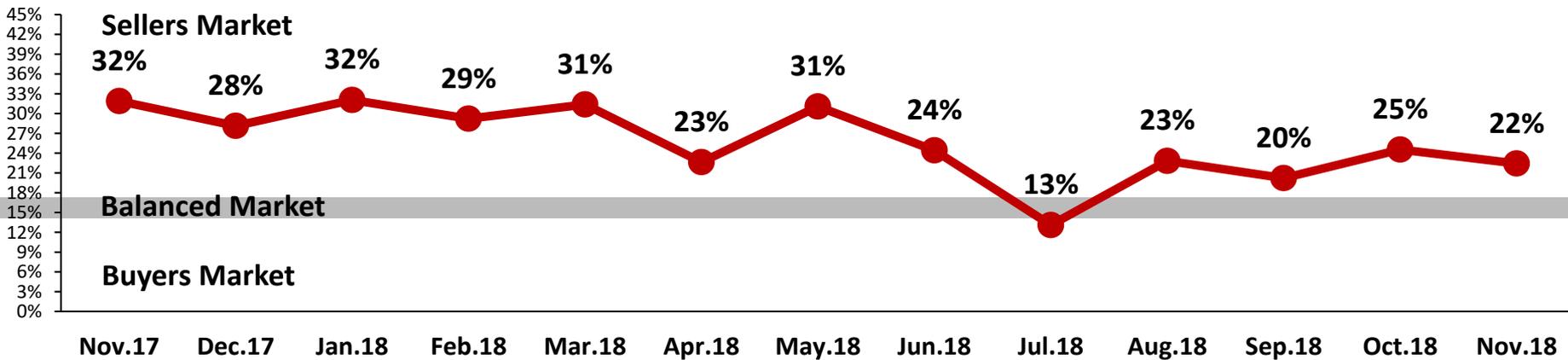
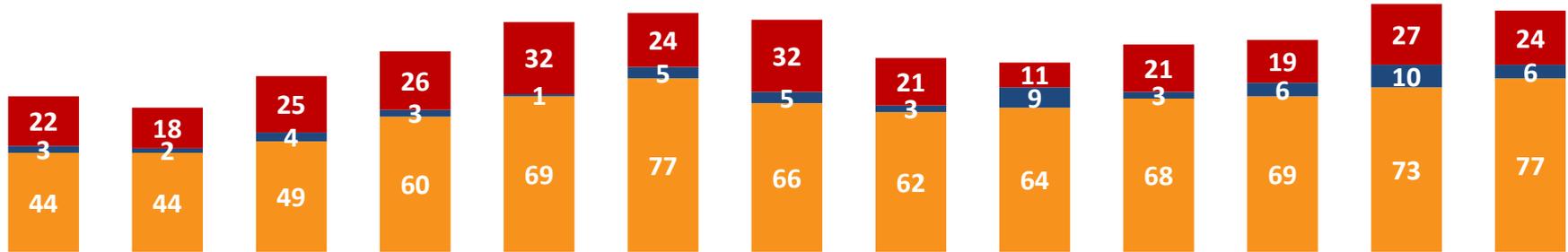


Whistler Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

125,000 & Below	0	475,001-525,000	0
125,001-225,000	11	525,001-600,000	1
225,001-325,000	3	600,001-700,000	0
325,001-425,000	2	700,001-800,000	1
425,001-475,000	1	800,001 & Above	5

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

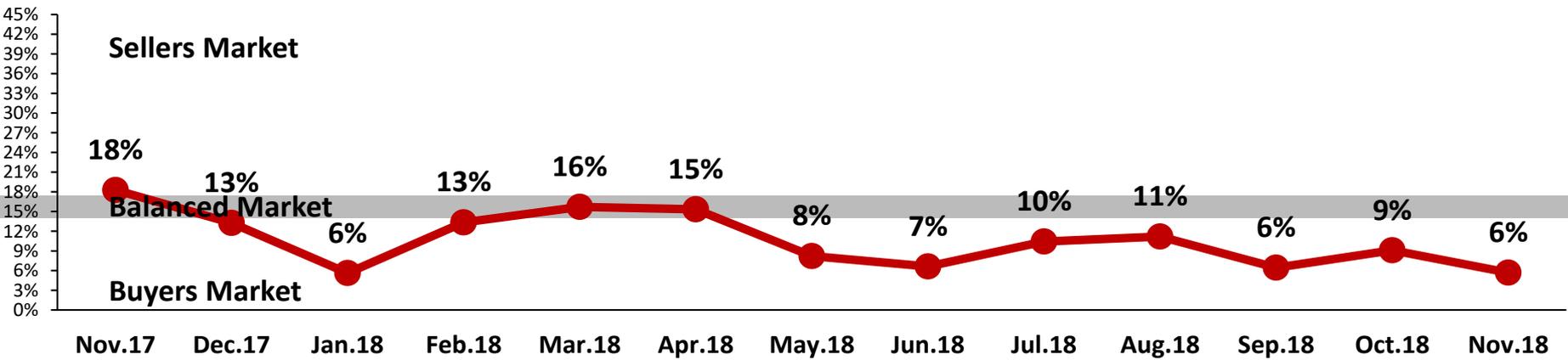
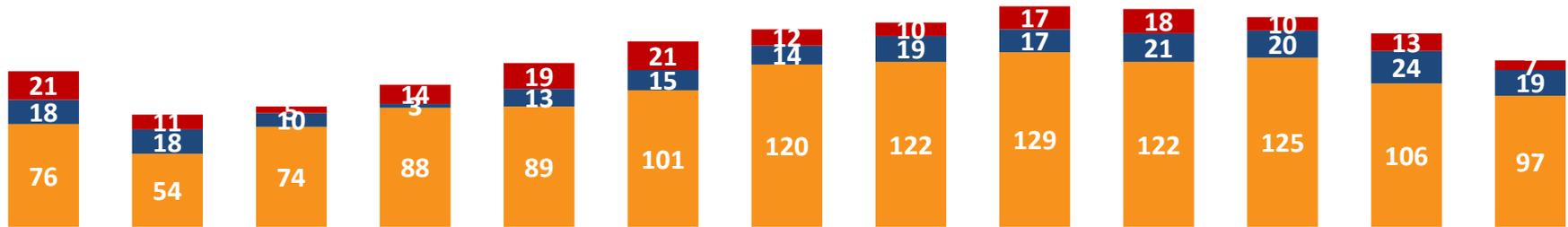


Squamish Detached Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

475,000 & Below	0	600,001-650,000	0
475,001-500,000	0	650,001-700,000	0
500,001-525,000	0	700,001-800,000	0
525,001-550,000	0	800,001-900,000	0
550,001-575,000	0	900,001 & Above	7
575,001-600,000	0		

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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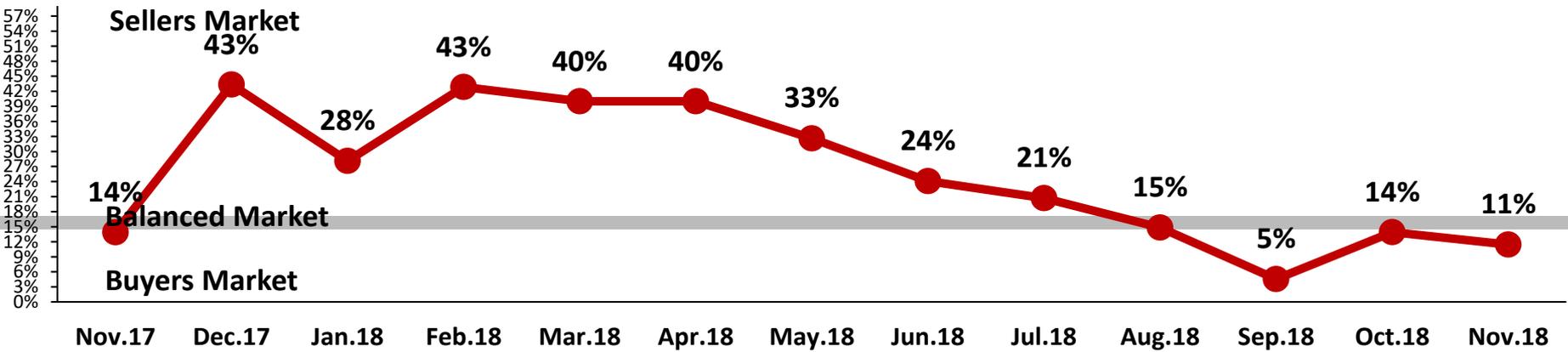
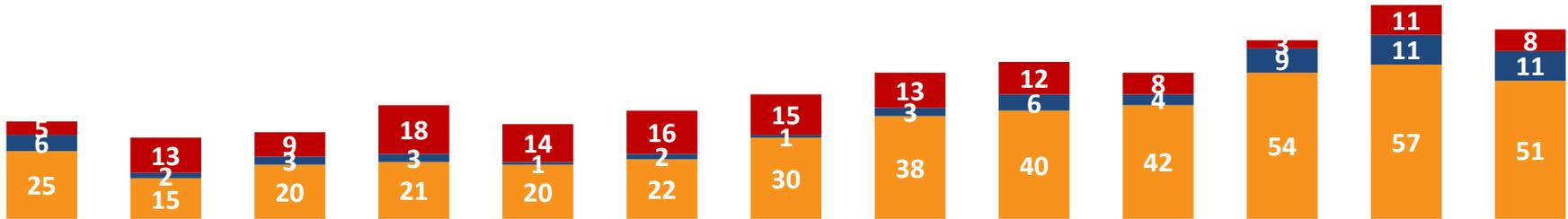


Squamish Townhouse Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

325,000 & Below	0	425,001-500,000	0
325,001-350,000	0	500,001-600,000	3
350,001-375,000	0	600,001-700,000	2
375,001-400,000	0	700,000 & Above	2
400,001-425,000	1		

$$\frac{\text{SALES}}{\text{ACTIVE} + \text{FAILED} + \text{SALES}} = \text{STR}$$

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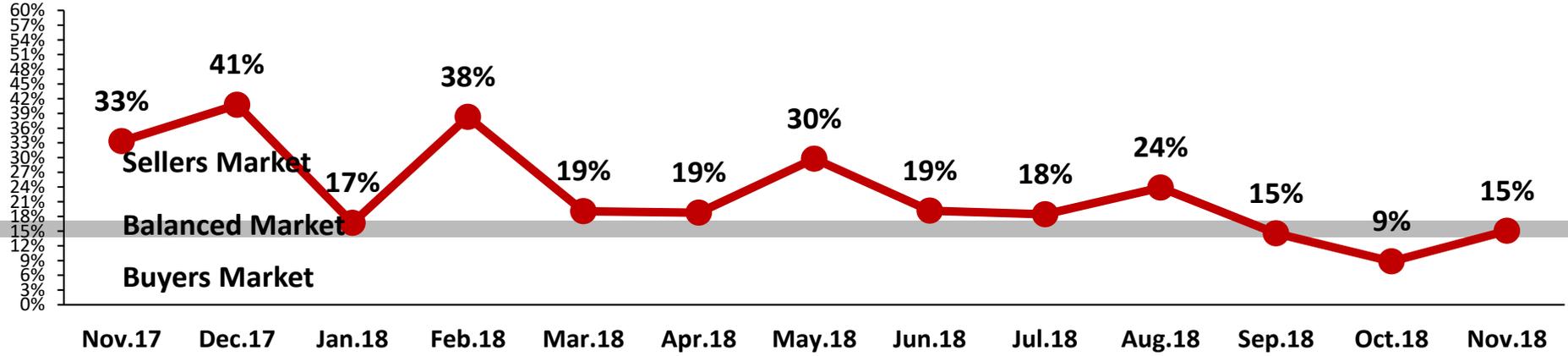
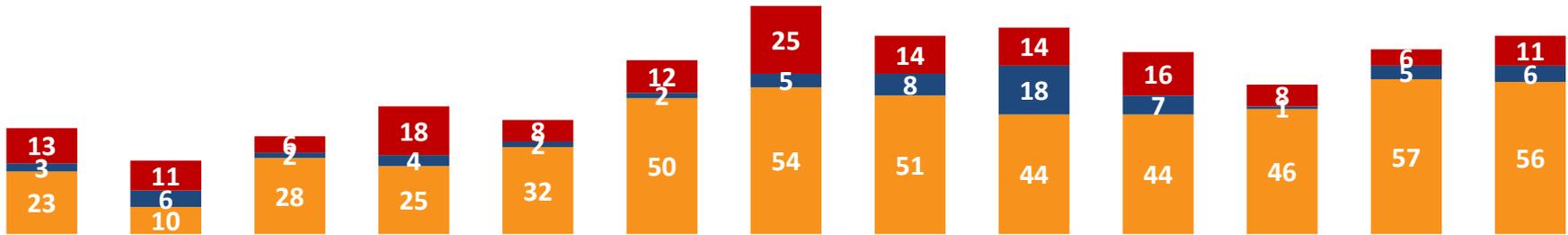


Squamish Condo Sales/Listing Rates

STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

250,000 & Below	1	350,001-400,000	1
250,001-275,000	0	400,001-450,000	2
275,001-300,000	0	450,001 & Above	7
300,001-325,000	0		
325,001-350,000	0		

STR (Sell Through Rate) Formula

$$\frac{\text{SALES}}{\text{ACTIVE + FAILED + SALES}} = \text{STR}$$

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