

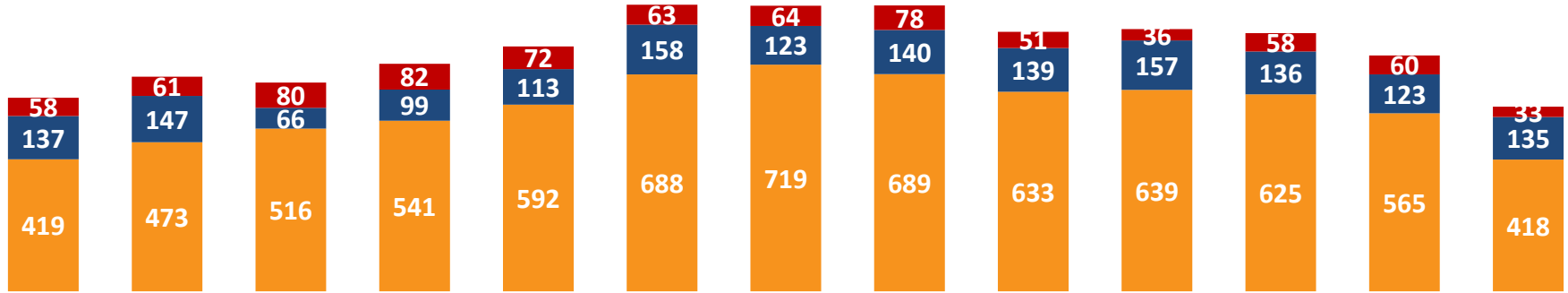


White Rock/South Surrey Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

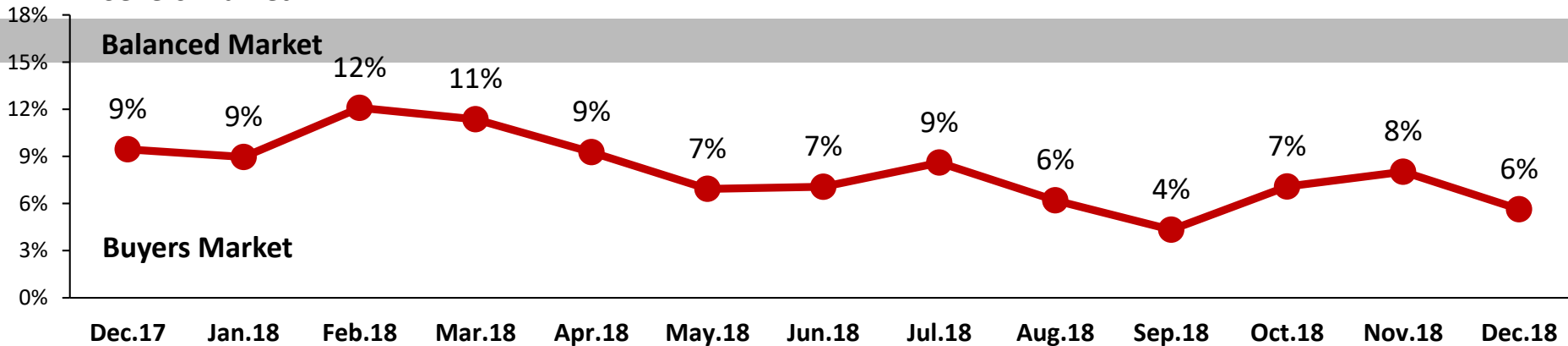
Active Listings Failed Sales



Sellers Market

Balanced Market

Buyers Market



Price Breakdown

800,000 & Below	0	1,500,001-2,000,000	1
800,001-900,000	2	2,000,001-2,500,000	5
900,001-1,000,000	6	2,500,001-3,000,000	2
1,000,001-1,200,000	11	3,000,001-3,500,000	1
1,200,001-1,500,000	5	3,500,001 & Above	0

STR (Sell Through Rate) Formula

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

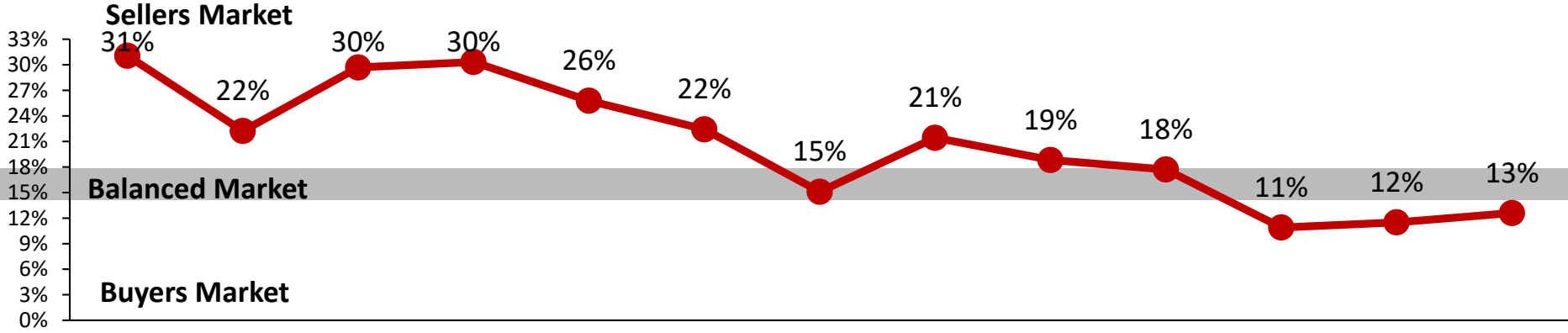
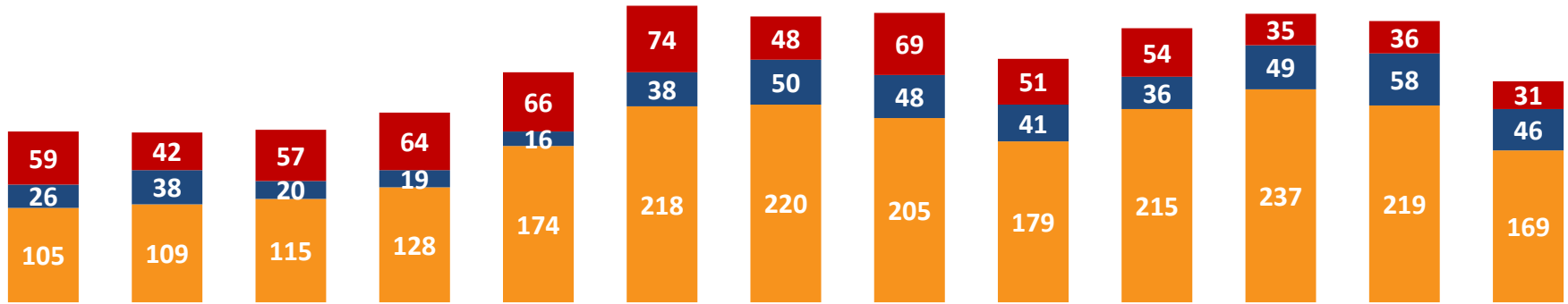


White Rock/South Surrey Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed



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

Price Breakdown

350,000 & Below	0	550,001-600,000	8
350,001-400,000	0	600,001-650,000	9
400,001-450,000	0	650,001-700,000	4
450,001-500,000	0	700,001-800,000	6
500,001-550,000	0	800,001 & Above	4

STR (Sell Through Rate) Formula

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

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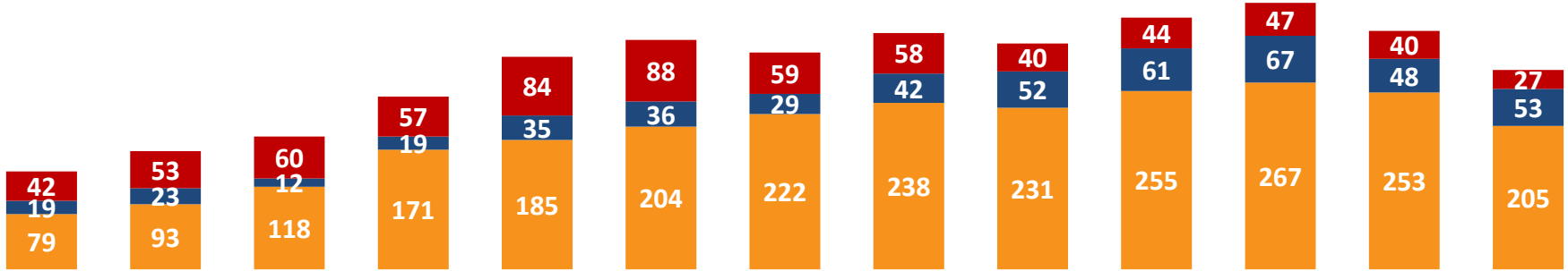


White Rock/South Surrey Condo Sales/Listing Rates

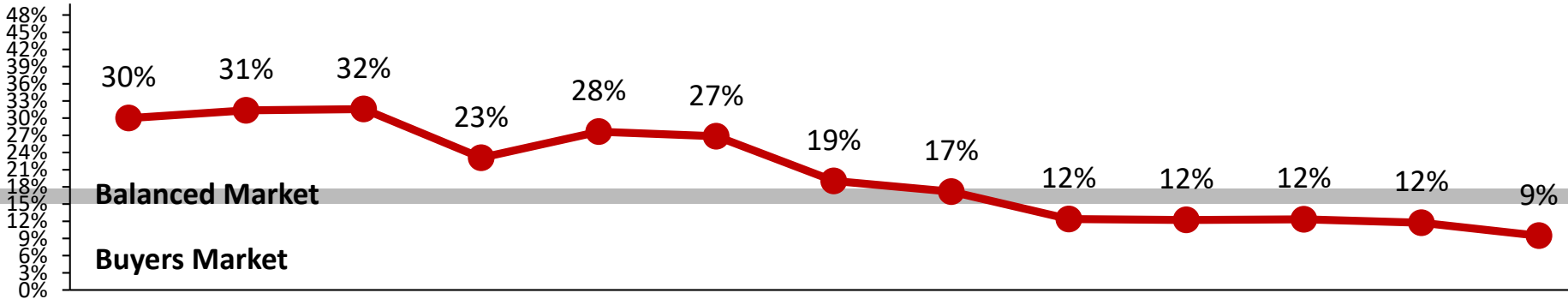
STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed



Sellers Market



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

Price Breakdown

150,000 & Below	0	350,001-400,000	6
150,001-200,000	0	400,001-450,000	8
200,001-250,000	0	450,001-500,000	6
250,001-300,000	1	500,001-600,000	2
300,001-350,000	3	600,001 & Above	1

STR (Sell Through Rate) Formula

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

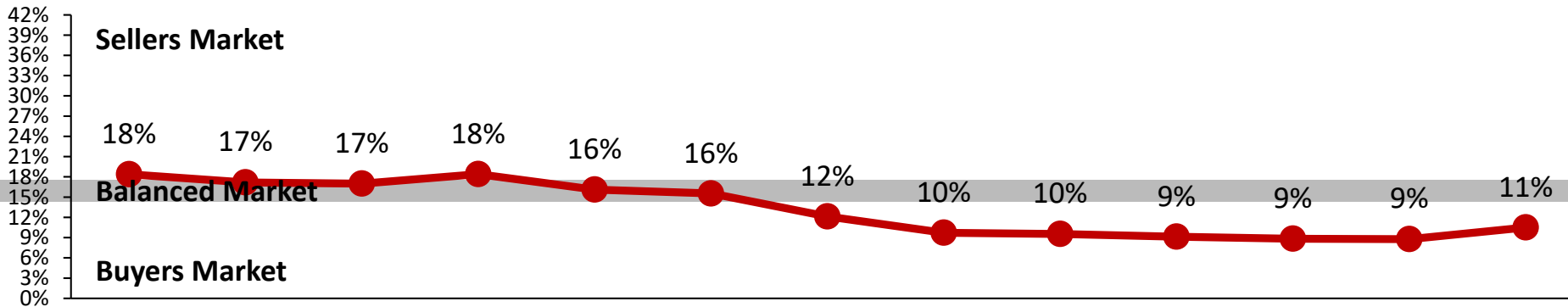
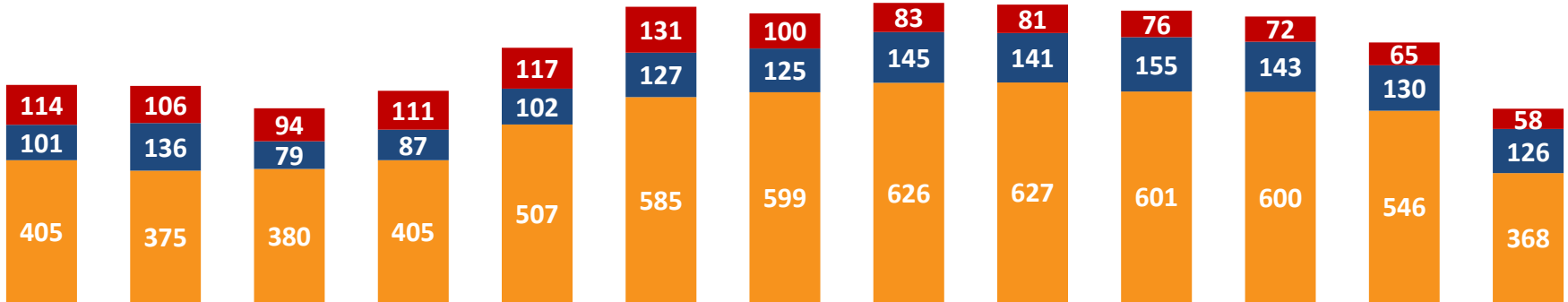


Surrey-Central Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

550,000 & Below	0	1,000,001-1,200,000	13
550,001-600,000	0	1,200,001-1,300,000	8
600,001-700,000	0	1,300,001-1,400,000	3
700,001-800,000	9	1,400,001 & Above	4
800,001-1,000,000	21		

STR (Sell Through Rate) Formula

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

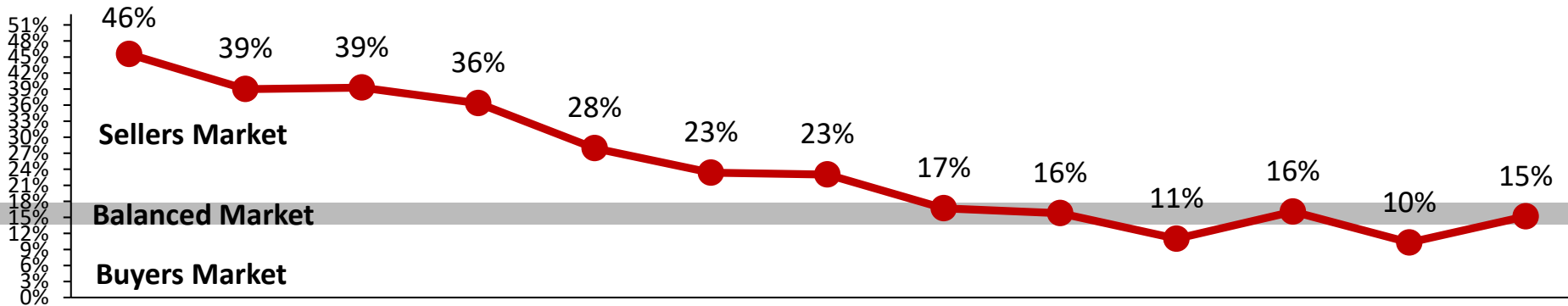
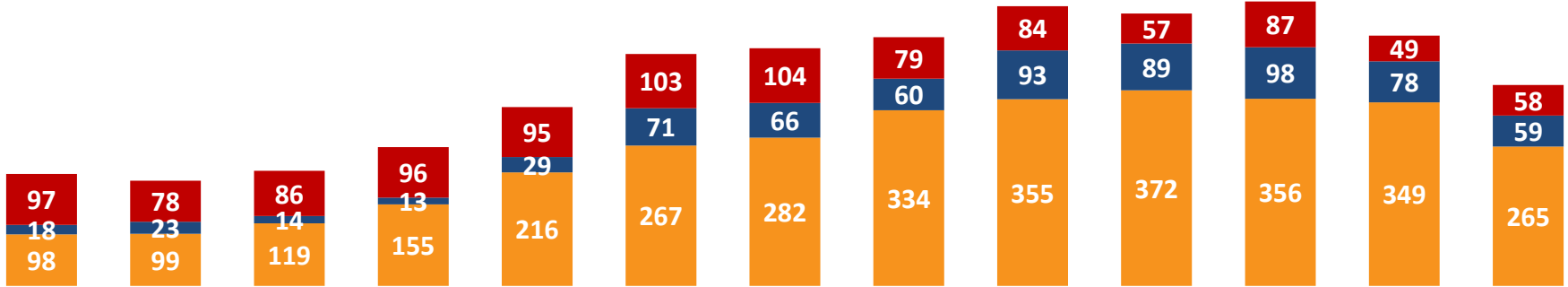


Surrey-Central Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

250,000 & Below	0	350,001-375,000	0
250,001-275,000	0	375,001-400,000	0
275,001-300,000	0	400,001-500,000	8
300,001-325,000	1	500,001-600,000	22
325,001-350,000	0	600,001 & Above	27

STR (Sell Through Rate) Formula

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

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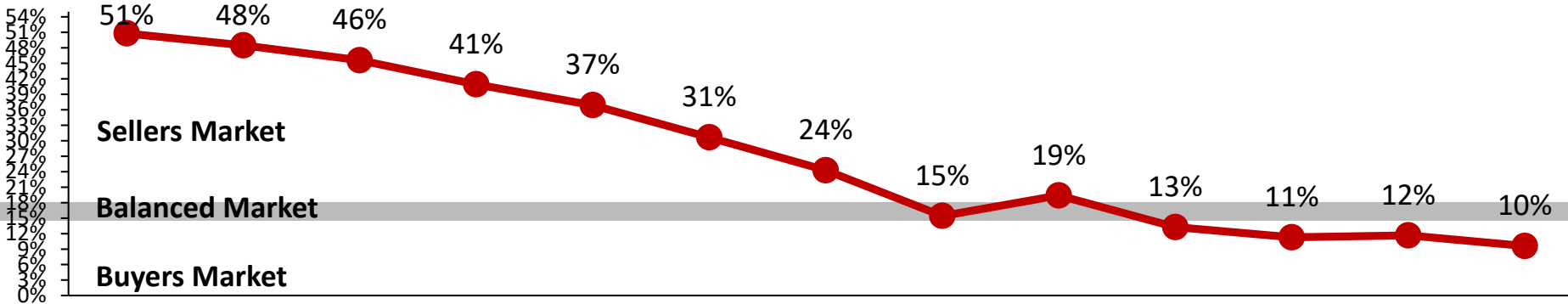
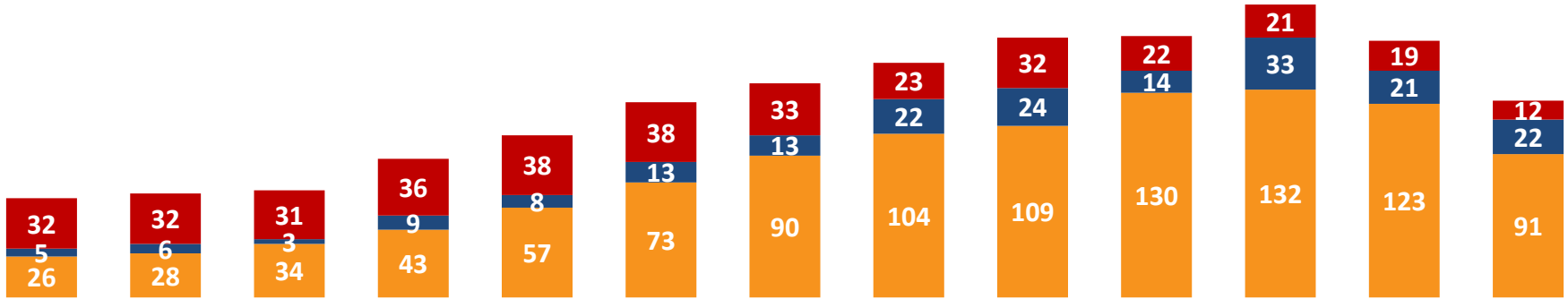


Surrey-Central Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

125,000 & Below	0	225,001-250,000	0
125,001-150,000	0	250,001-275,000	0
150,001-175,000	0	275,001-300,000	2
175,001-200,000	0	300,001-325,000	2
200,001-225,000	0	325,001 & Above	8

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

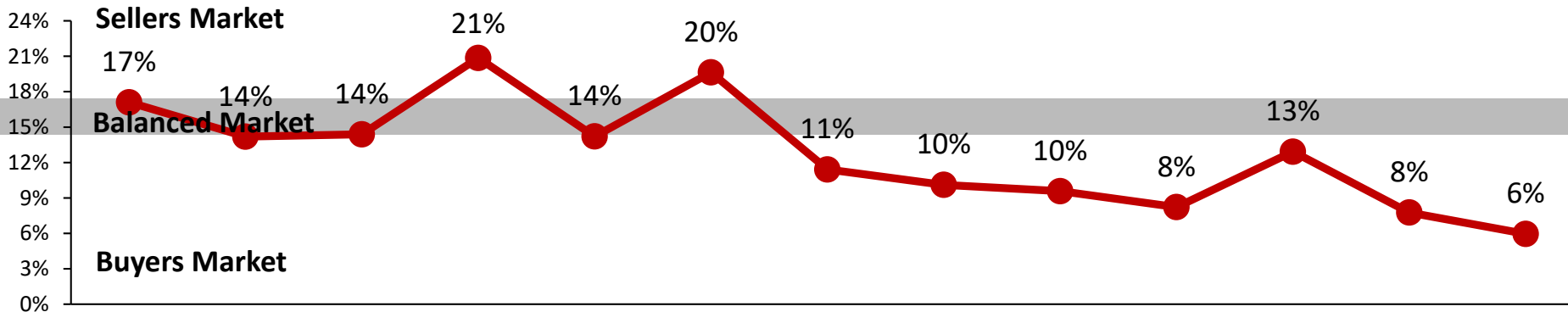
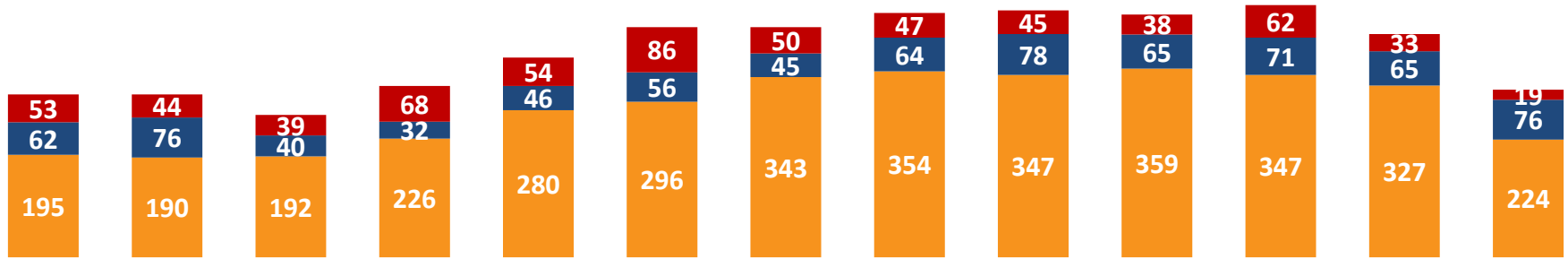


Surrey-North Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

500,000 & Below	0	700,001-800,000	4
500,001-550,000	0	800,001-900,000	4
550,001-600,000	0	900,001-1,000,000	3
600,001-650,000	0	1,000,001 & Above	7
650,001-700,000	1		

STR (Sell Through Rate) Formula

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

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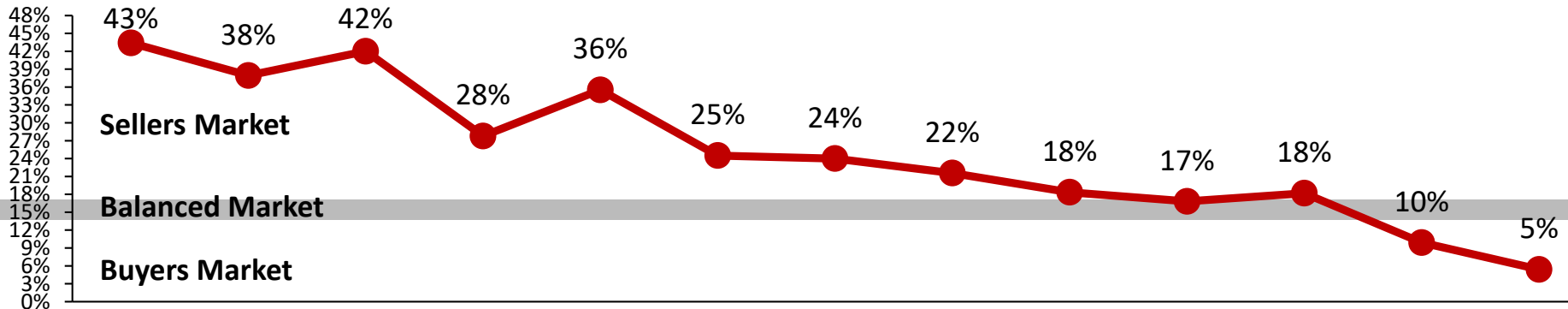
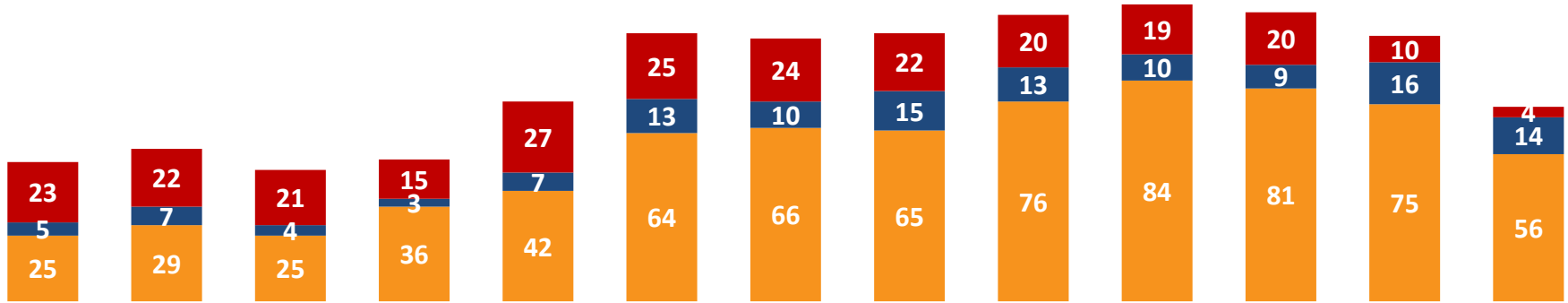


Surrey-North Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

■ Active Listings
 ■ Failed
 ■ Sales



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

Price Breakdown

225,000 & Below	0	325,001-350,000	0
225,001-250,000	0	350,001-375,000	0
250,001-275,000	0	375,001-400,000	0
275,001-300,000	0	400,001-450,000	1
300,001-325,000	0	450,001 & Above	3

STR (Sell Through Rate) Formula

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

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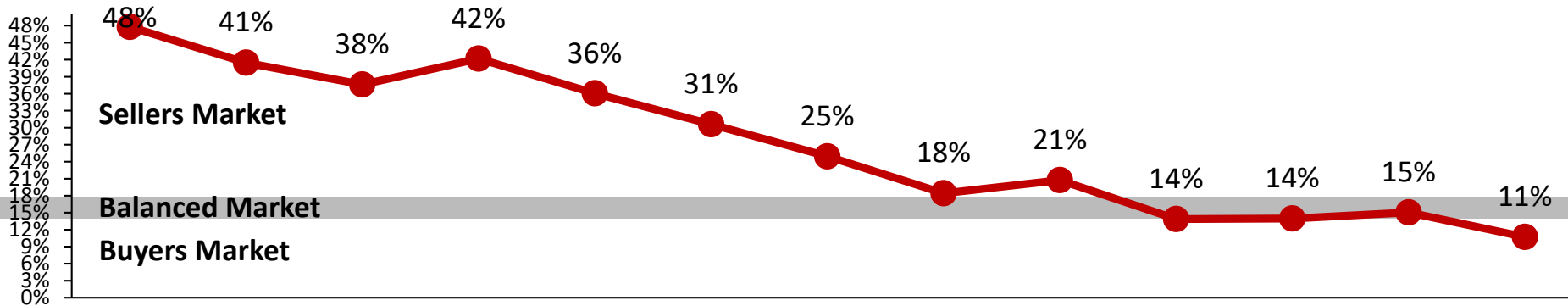
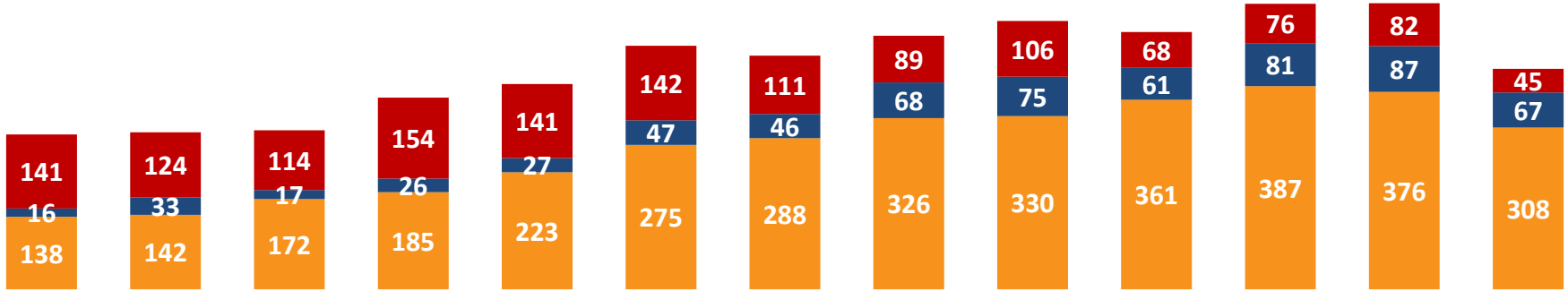


Surrey-North Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

125,000 & Below	0	225,001-250,000	0
125,001-150,000	0	250,001-275,000	0
150,001-175,000	0	275,001-300,000	2
175,001-200,000	0	300,001-325,000	6
200,001-225,000	1	325,001 & Above	36

STR (Sell Through Rate) Formula

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

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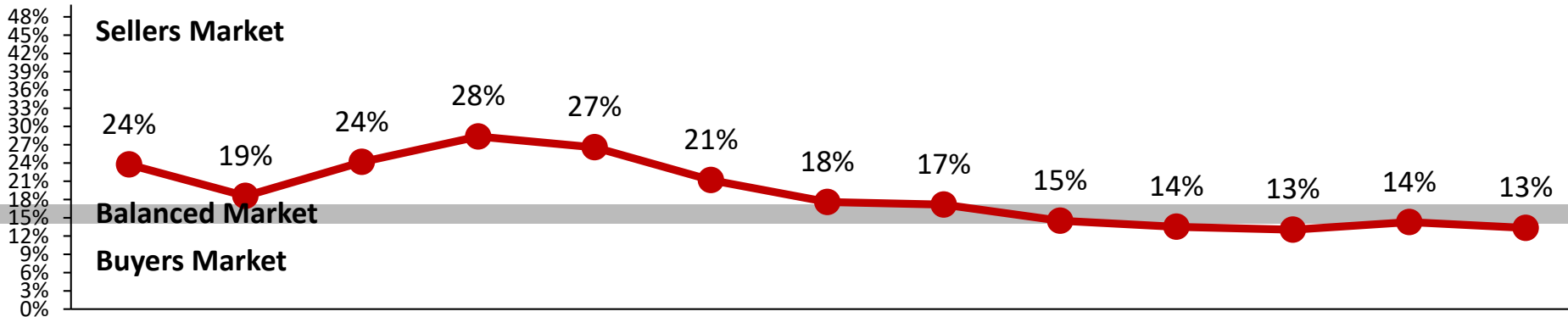
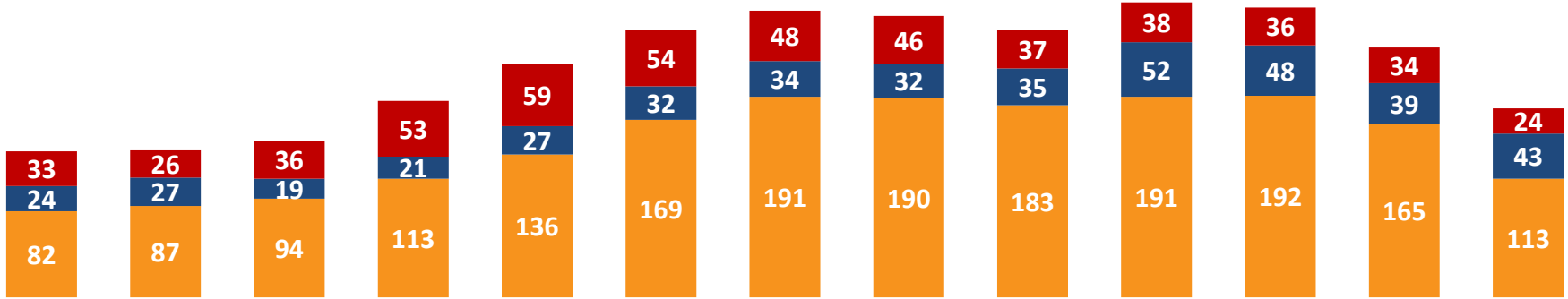


Surrey-Cloverdale Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

450,000 & Below	0	700,001-800,000	2
450,001-500,000	0	800,001-1,100,000	17
500,001-550,000	0	1,100,001-1,200,000	1
550,001-600,000	1	1,200,001 & Above	2
600,001-700,000	1		

STR (Sell Through Rate) Formula

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

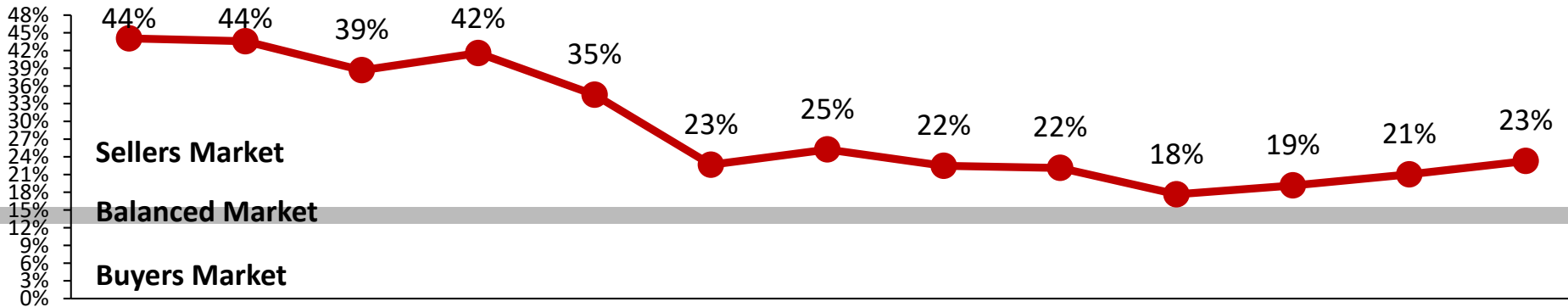
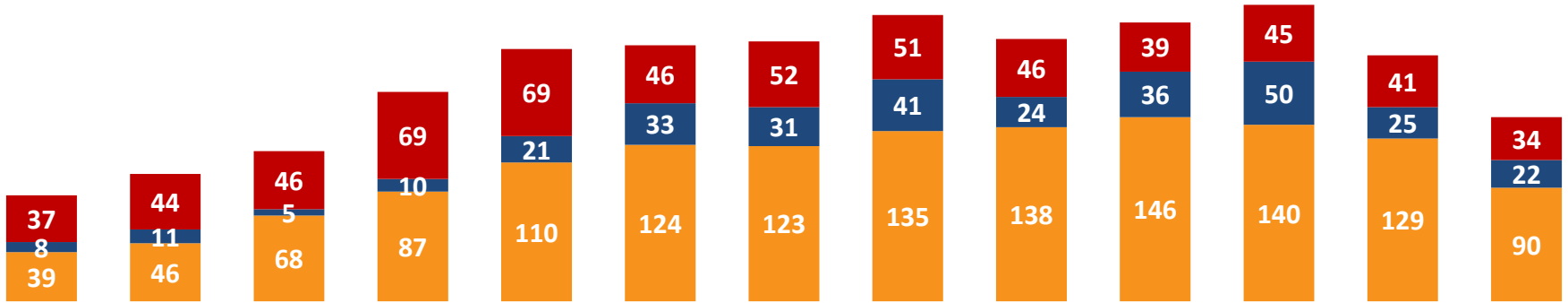


Surrey-Cloverdale Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

275,000 & Below	0	375,001-400,000	0
275,001-300,000	0	400,001-450,000	1
300,001-325,000	0	450,001-500,000	6
325,001-350,000	0	500,001-600,000	17
350,001-375,000	0	600,001 & Above	10

STR (Sell Through Rate) Formula

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

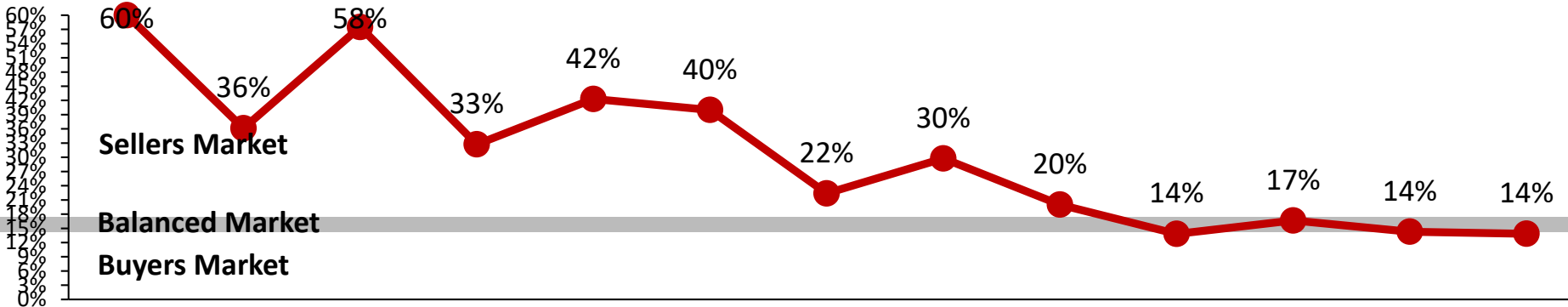
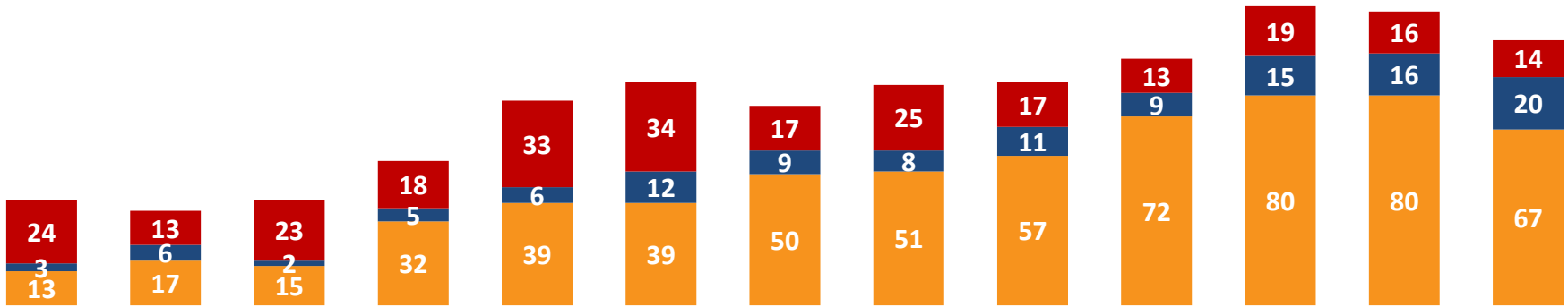


Surrey-Cloverdale Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

125,000 & Below	0	225,001-250,000	0
125,001-150,000	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	3
200,001-225,000	0	325,001 & Above	11

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

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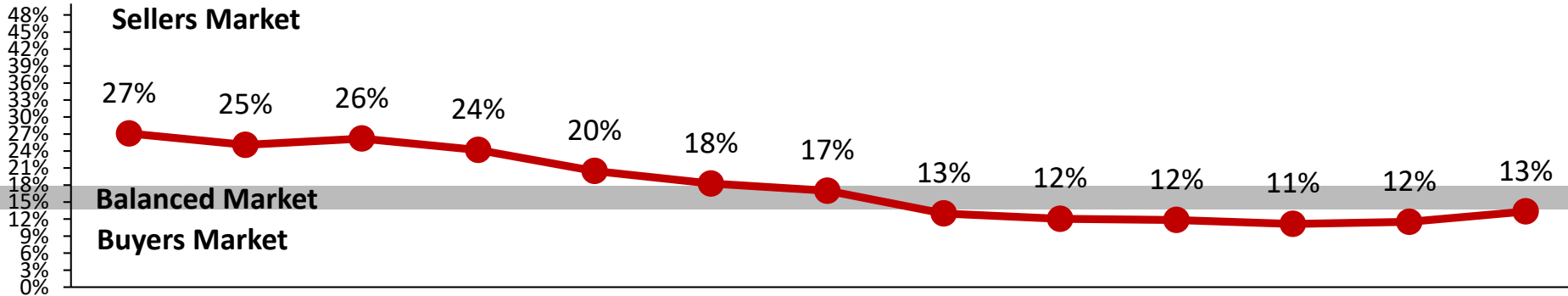
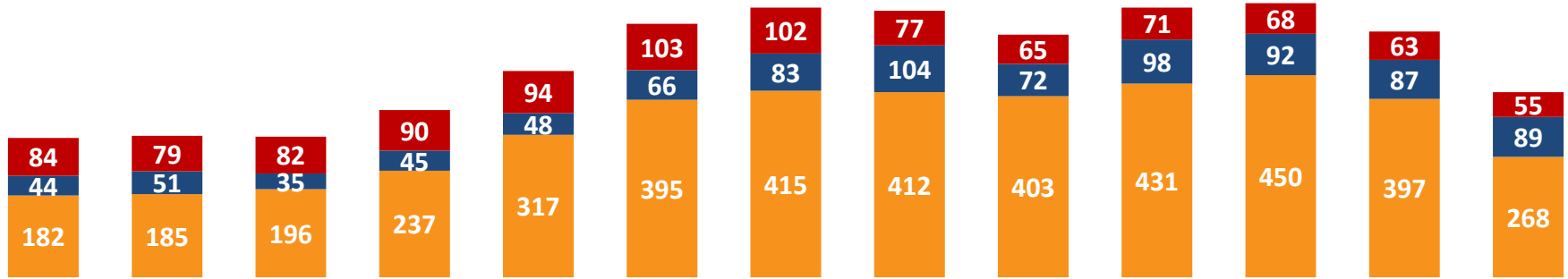


Langley Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

450,000 & Below	0	700,001-800,000	8
450,001-500,000	0	800,001-1,000,000	21
500,001-550,000	0	1,000,001-1,200,000	15
550,001-600,000	0	1,200,001 & Above	9
600,001-700,000	2		

STR (Sell Through Rate) Formula

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

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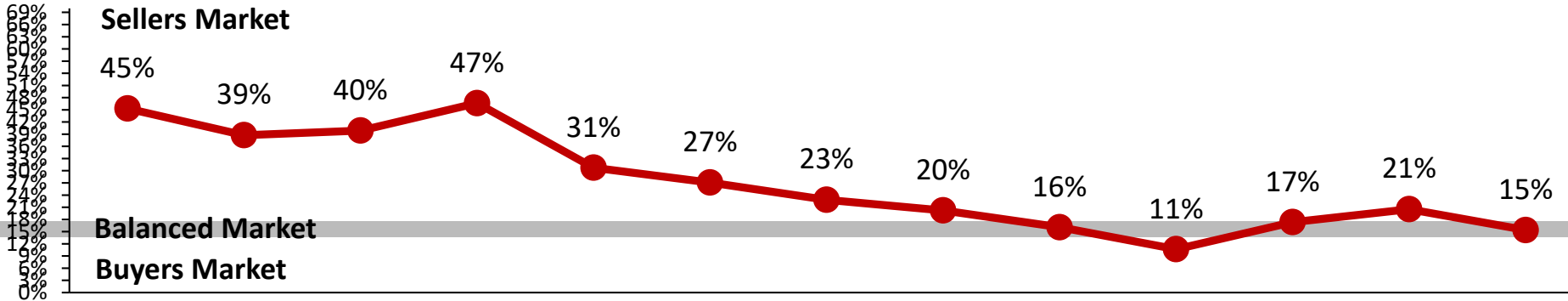
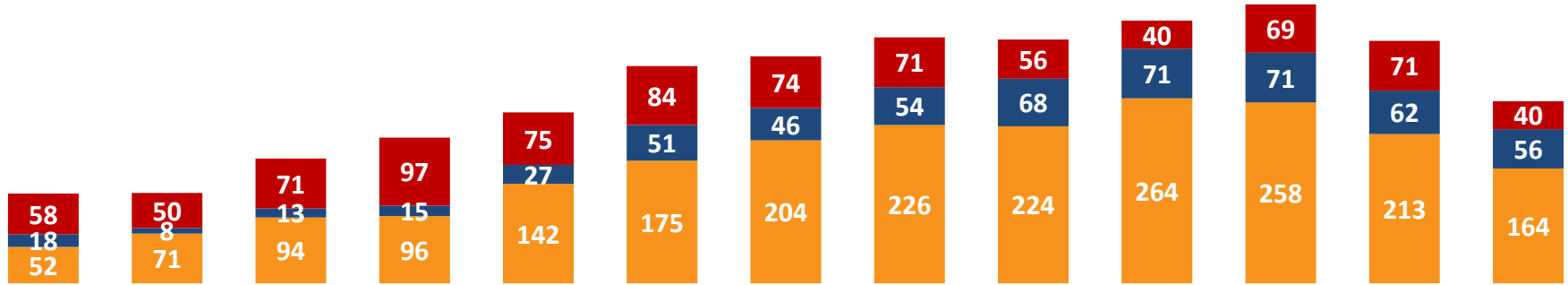


Langley Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

275,000 & Below	0	375,001-400,000	3
275,001-300,000	0	400,001-500,000	13
300,001-325,000	0	500,001-600,000	18
325,001-350,000	0	600,001-700,000	6
350,001-375,000	0	700,001 & Above	0

STR (Sell Through Rate) Formula

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

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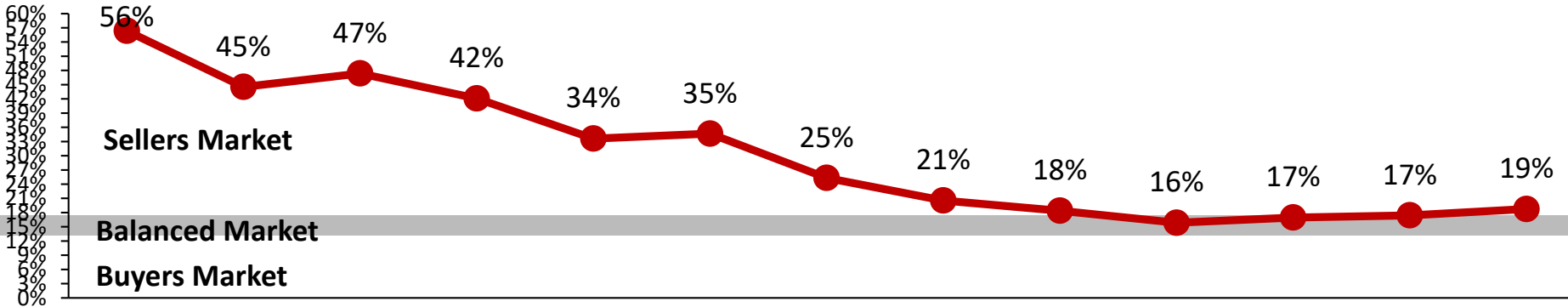
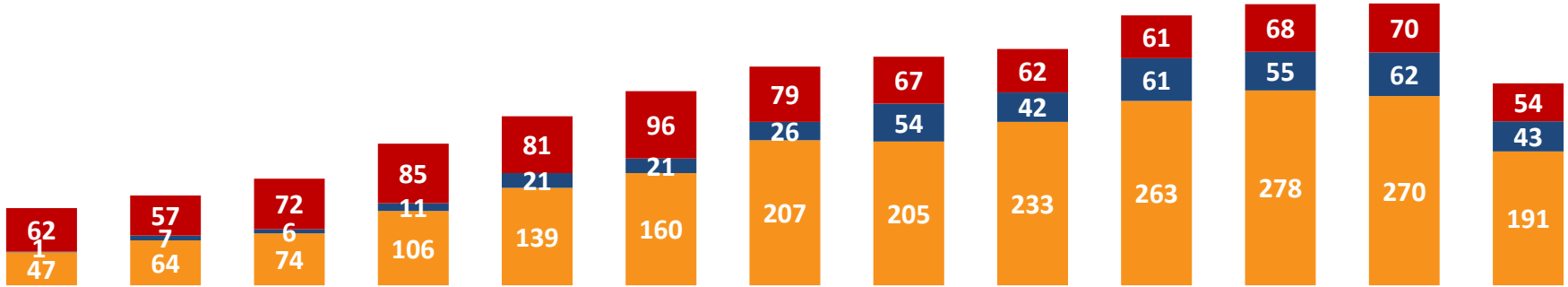


Langley Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

150,000 & Below	0	250,001-275,000	1
150,001-175,000	0	275,001-300,000	1
175,001-200,000	0	300,001-325,000	4
200,001-225,000	0	325,001-375,000	18
225,001-250,000	0	375,001 & Above	30

STR (Sell Through Rate) Formula

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

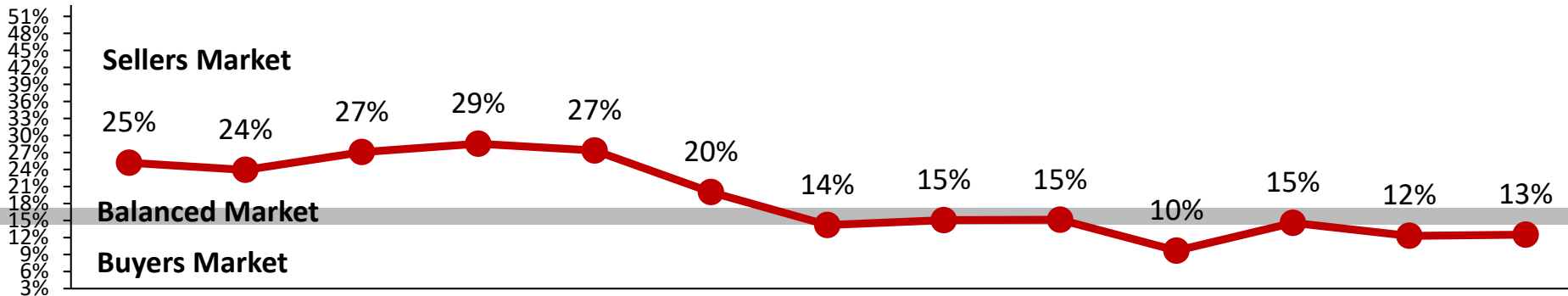
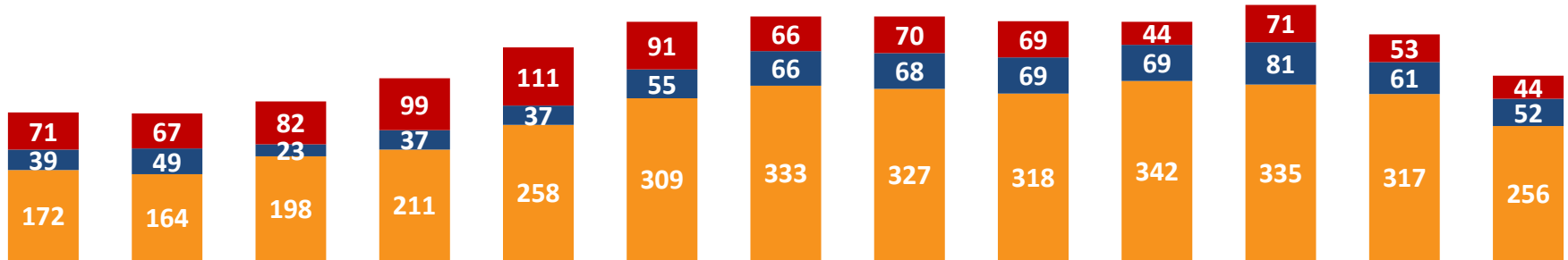


Maple Ridge & Pitt Meadows Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

400,000 & Below	0	600,001-700,000	8
400,001-450,000	0	700,001-800,000	9
450,001-500,000	0	800,001-1,000,000	16
500,001-550,000	1	1,000,001-1,200,000	8
550,001-600,000	0	1,200,001 & Above	2

STR (Sell Through Rate) Formula

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

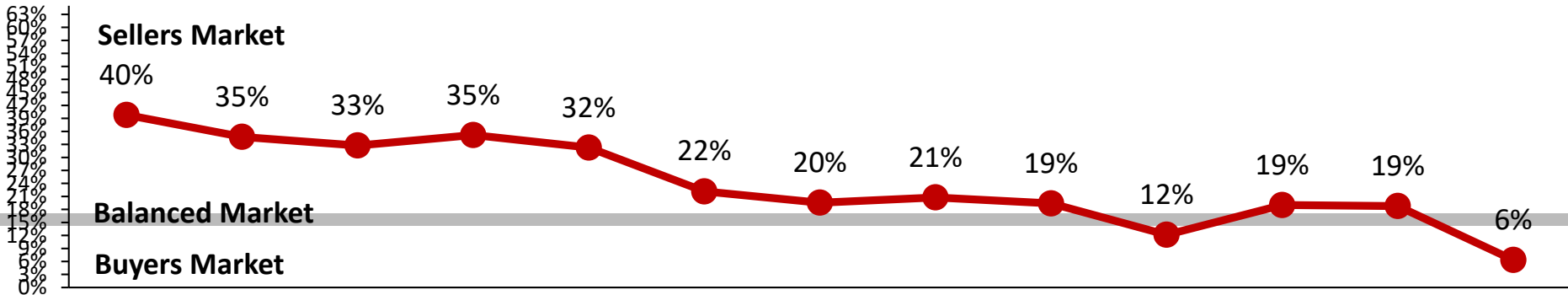
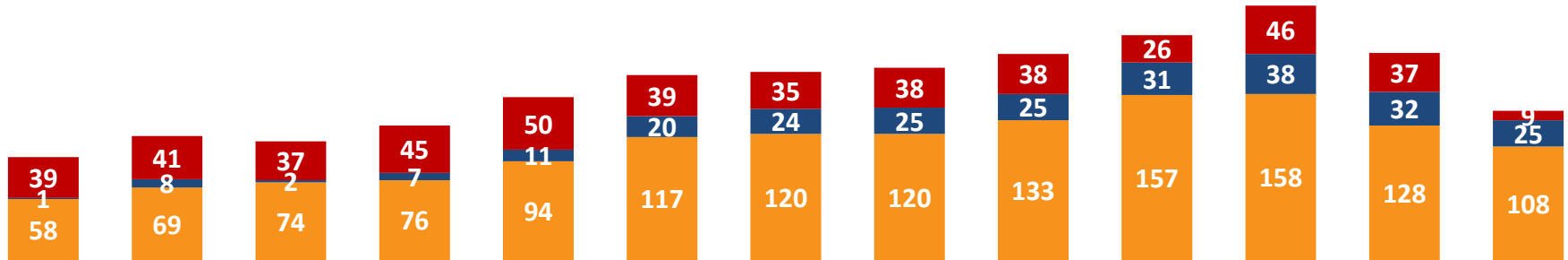


Maple Ridge & Pitt Meadows Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

225,000 & Below	0	400,001-450,000	1
225,001-250,000	0	450,001-500,000	1
250,001-300,000	0	500,001-550,000	3
300,001-350,000	1	550,001-650,000	3
350,001-400,000	0	650,001 & Above	0

STR (Sell Through Rate) Formula

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

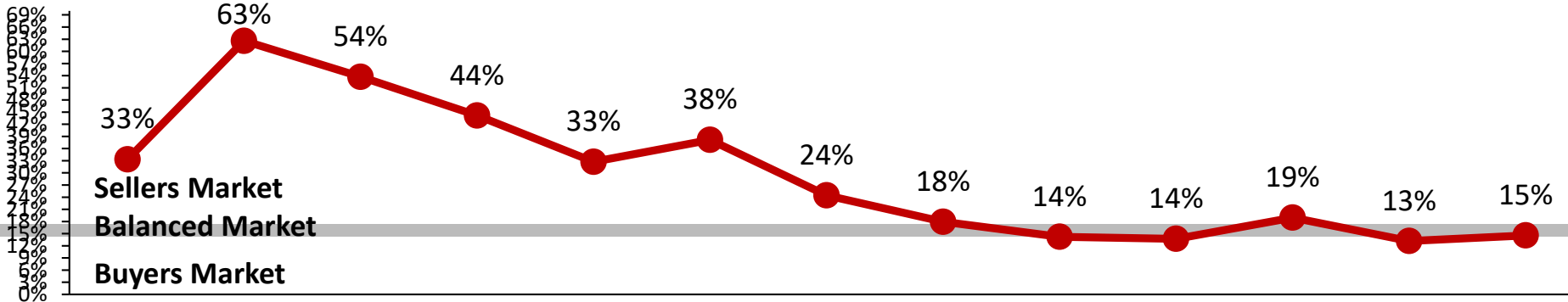
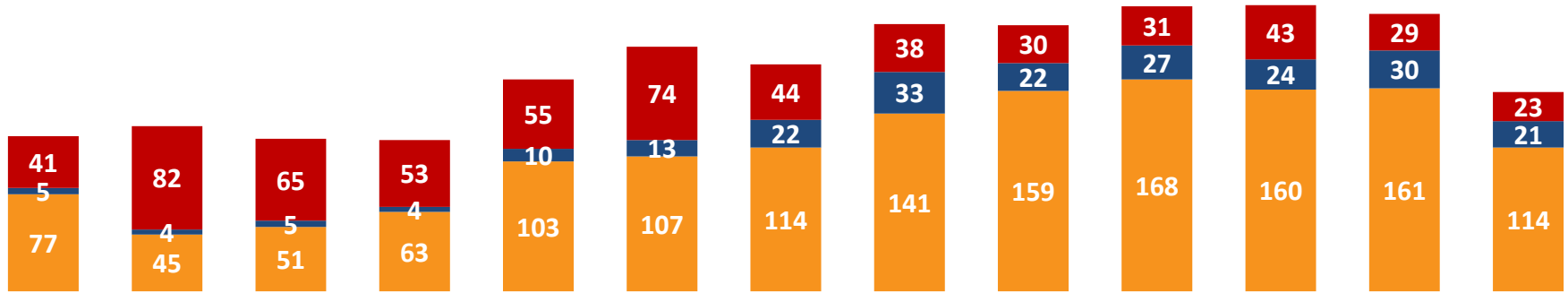


Maple Ridge & Pitt Meadows Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

150,000 & Below	0	250,001-275,000	1
150,001-175,000	0	275,001-300,000	2
175,001-200,000	0	300,001-325,000	5
200,001-225,000	1	325,001-350,000	4
225,001-250,000	0	350,001 & Above	10

STR (Sell Through Rate) Formula

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

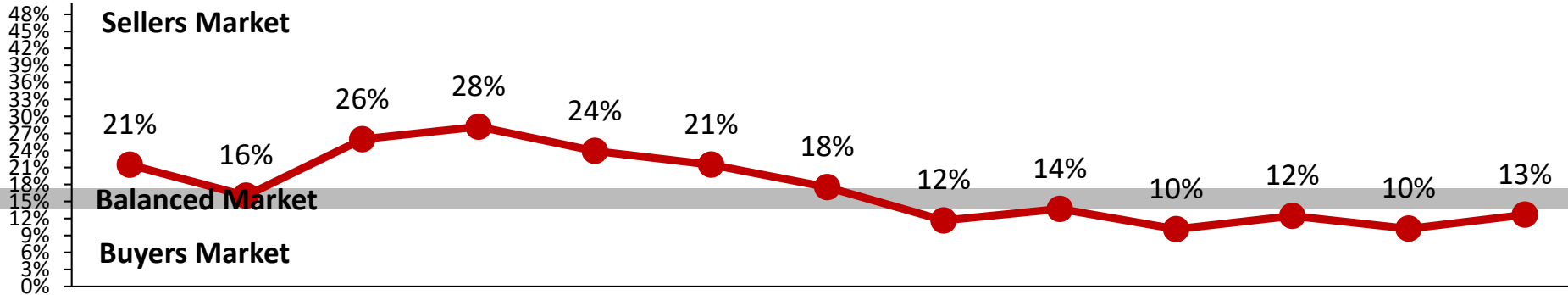
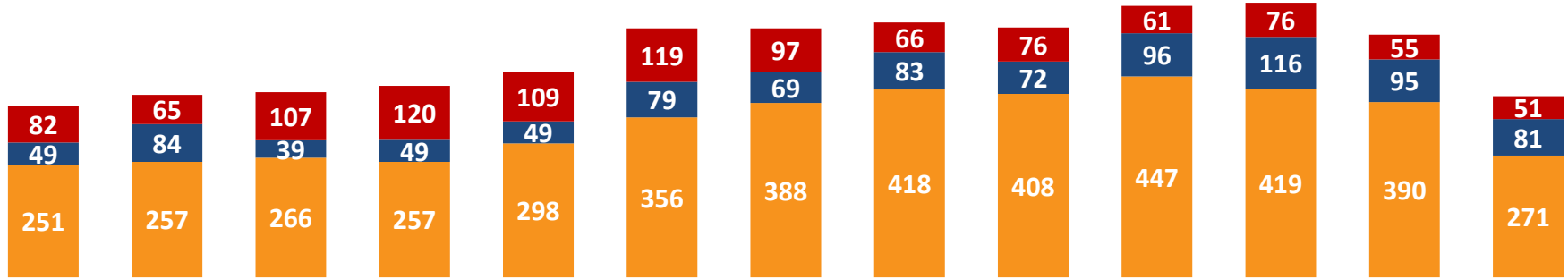


Abbotsford Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

400,000 & Below	0	600,001-700,000	15
400,001-450,000	0	700,001-800,000	14
450,001-500,000	0	800,001-1,000,000	13
500,001-550,000	0	1,000,001 & Above	8
550,001-600,000	1		

STR (Sell Through Rate) Formula

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

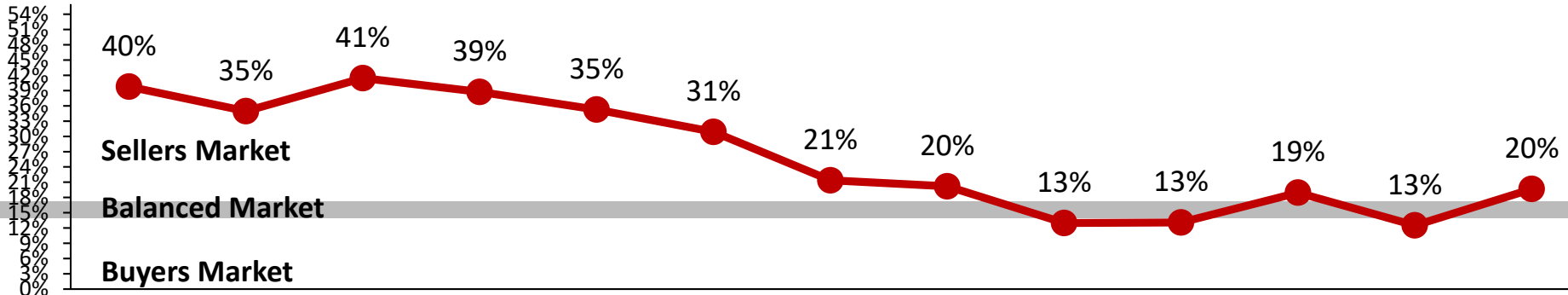
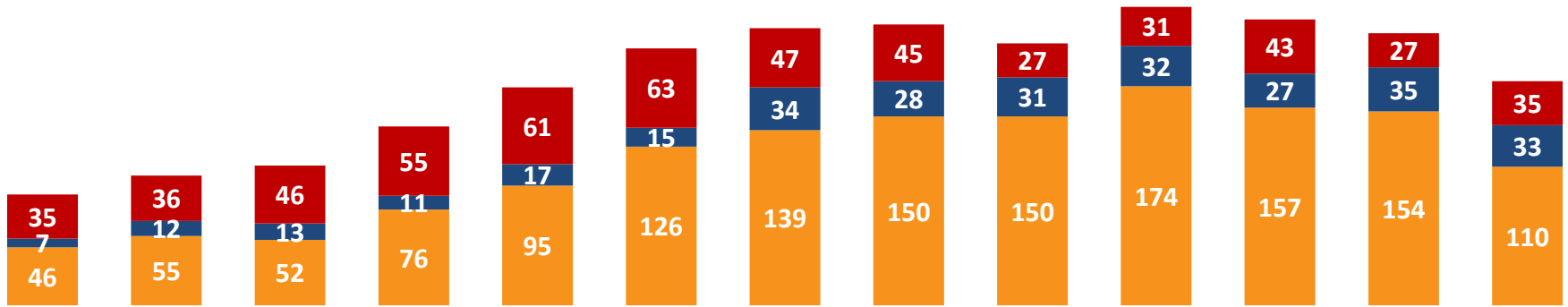


Abbotsford Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

200,000 & Below	0	350,001-400,000	2
200,001-225,000	0	400,001-450,000	5
225,001-250,000	0	450,001-500,000	11
250,001-300,000	4	500,001-600,000	11
300,001-350,000	1	600,000 & Above	1

STR (Sell Through Rate) Formula

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

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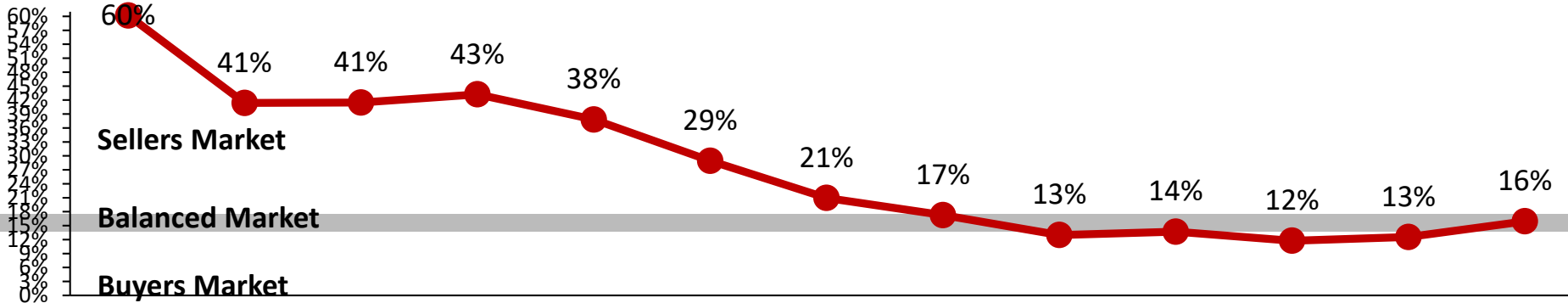
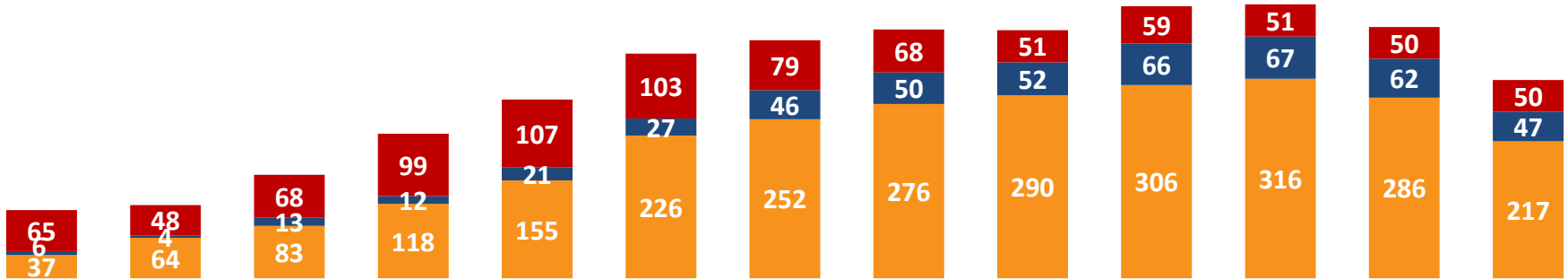


Abbotsford Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

100,000 & Below	0	200,001-225,000	2
100,001-125,000	0	225,001-250,000	6
125,001-150,000	0	250,001-275,000	6
150,001-175,000	0	275,001-300,000	12
175,001-200,000	3	300,001 & Above	21

STR (Sell Through Rate) Formula

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

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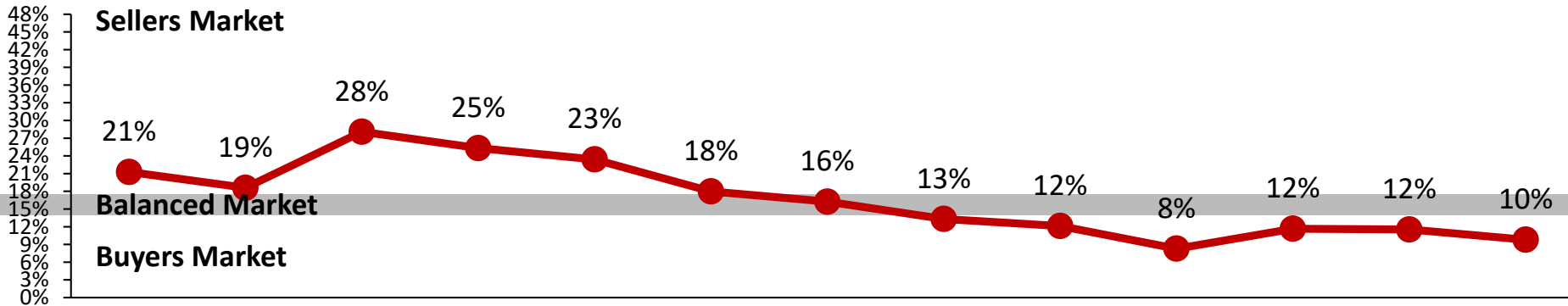
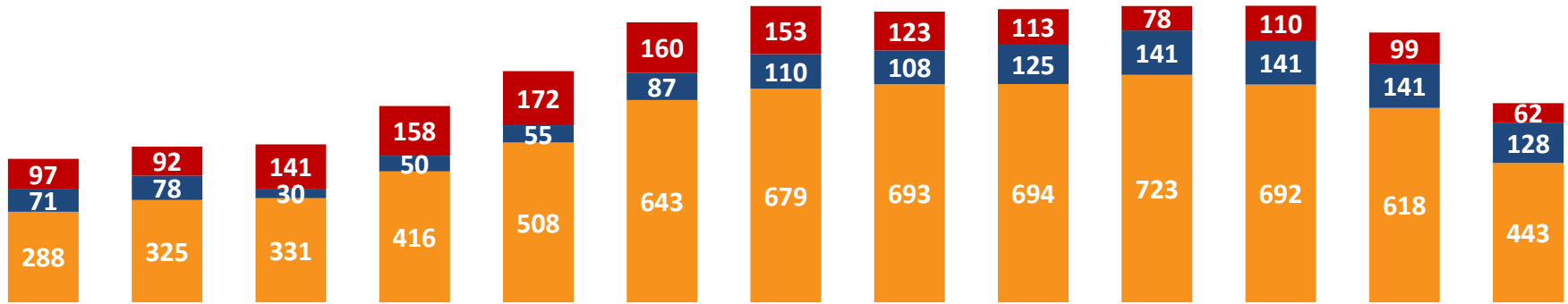


Chilliwack Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

250,000 & Below	0	450,001-500,000	8
250,001-300,000	1	500,001-550,000	9
300,001-350,000	1	550,001-600,000	12
350,001-400,000	0	600,000-700,000	20
400,001-450,000	2	700,000 & Above	9

STR (Sell Through Rate) Formula

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

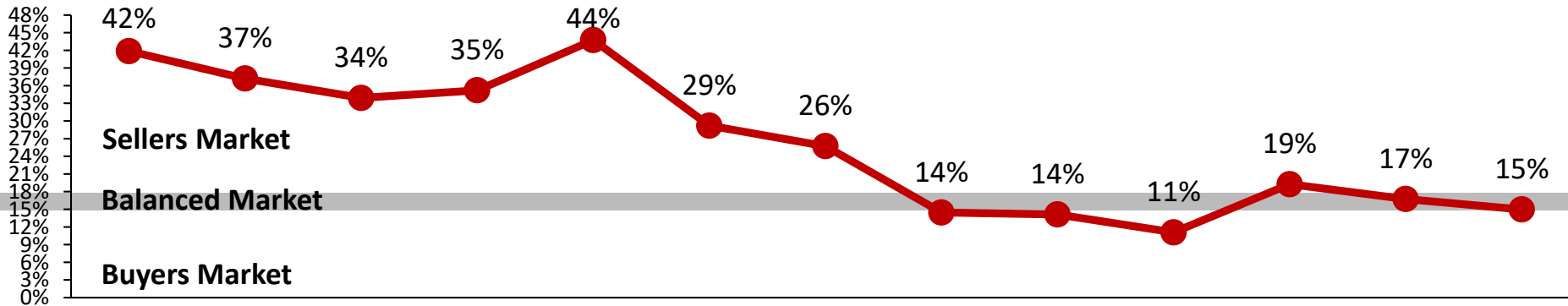
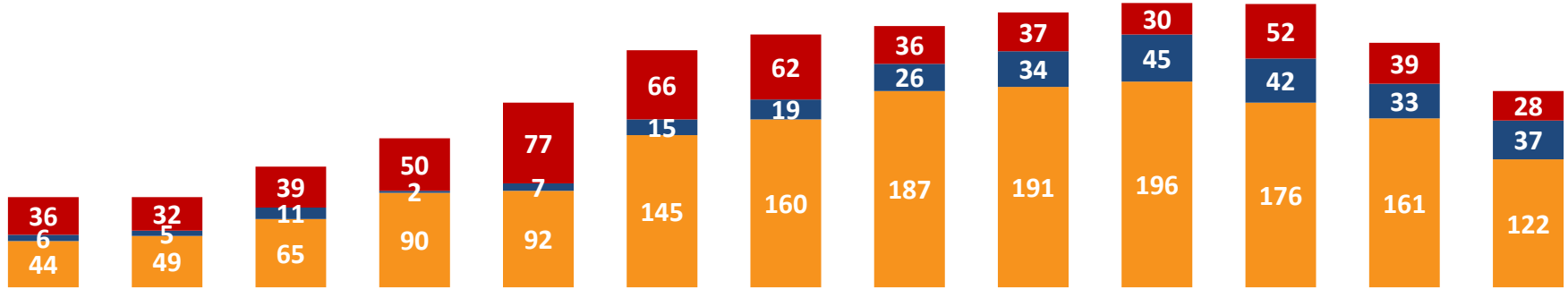


Chilliwack Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

200,000 & Below	1	300,001-325,000	2
200,001-225,000	1	325,001-350,000	3
225,001-250,000	1	350,001-400,000	4
250,001-275,000	2	400,001-500,000	11
275,001-300,000	1	500,000 & Above	2

STR (Sell Through Rate) Formula

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

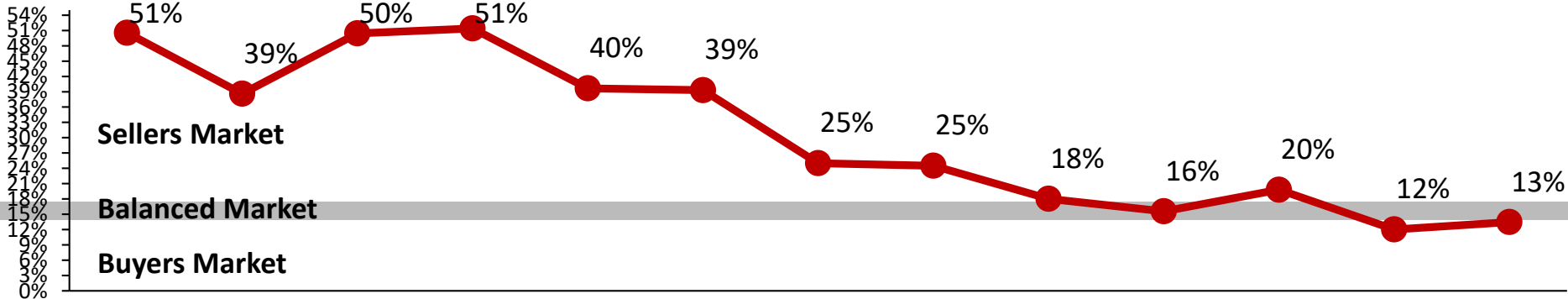
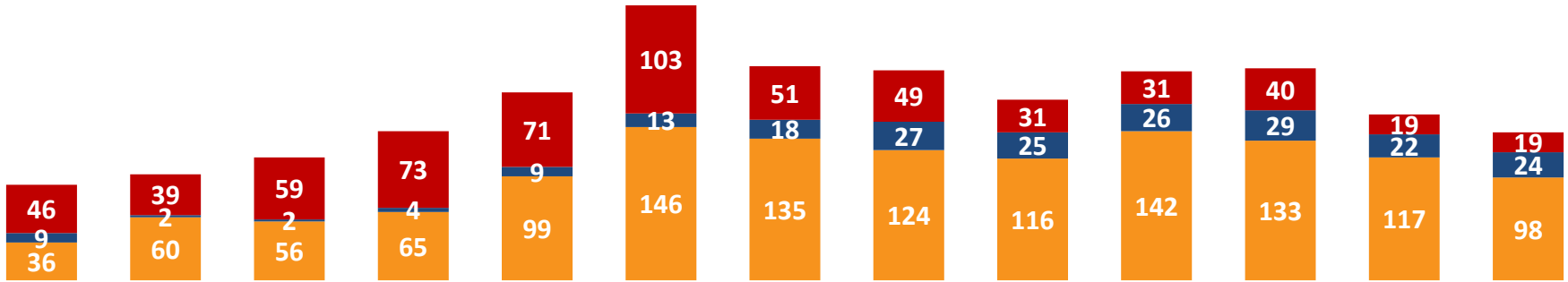


Chilliwack Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

100,000 & Below	0	200,001-225,000	1
100,001-125,000	2	225,001-250,000	5
125,001-150,000	1	250,001-275,000	2
150,001-175,000	1	275,001-300,000	3
175,001-200,000	3	300,001 & Above	1

STR (Sell Through Rate) Formula

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

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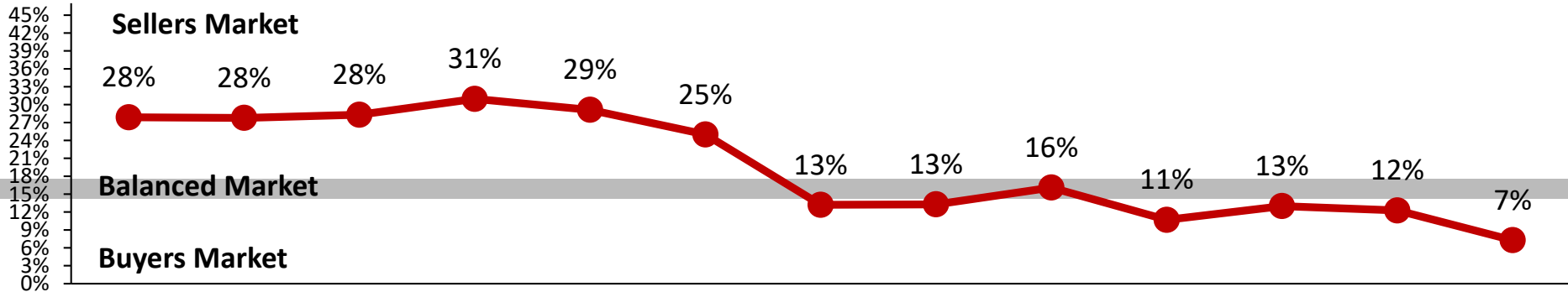
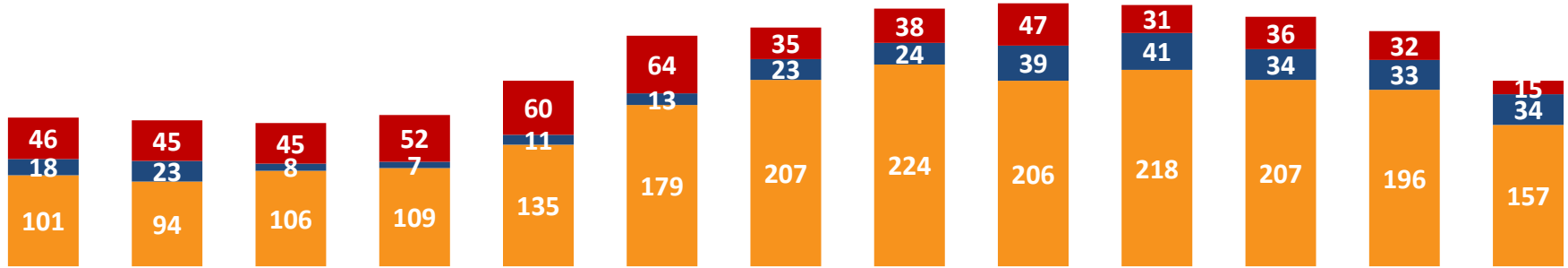


Mission Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

250,000 & Below	0	450,001-500,000	0
250,001-300,000	1	500,001-550,000	0
300,001-350,000	0	550,001-600,000	6
350,001-400,000	0	600,000-700,000	3
400,001-450,000	0	700,000 & Above	5

STR (Sell Through Rate) Formula

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

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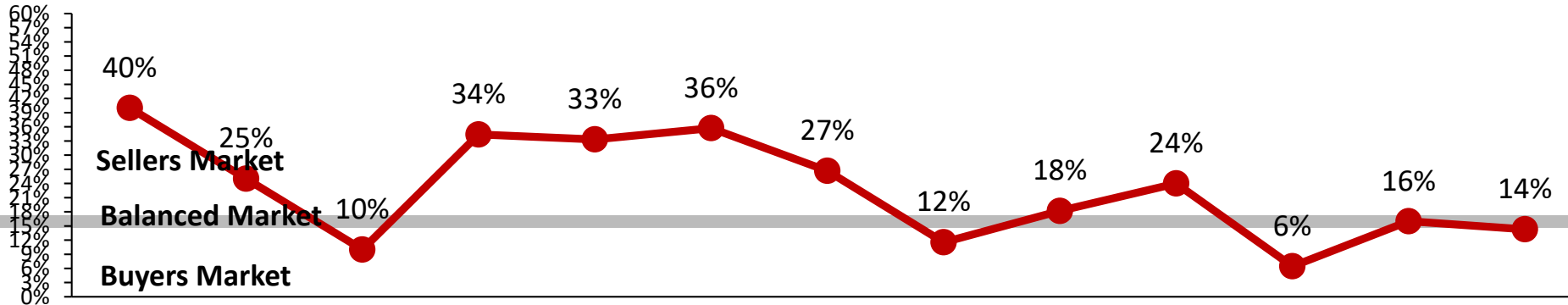
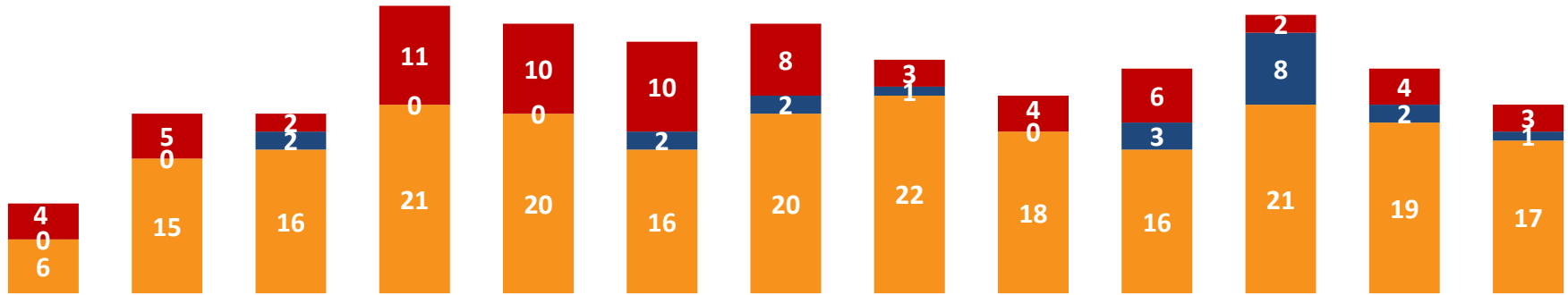


Mission Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

200,000 & Below	1	300,001-325,000	0
200,001-225,000	0	325,001-350,000	0
225,001-250,000	1	350,001-400,000	0
250,001-275,000	0	400,001-500,000	0
275,001-300,000	1	500,000 & Above	0

STR (Sell Through Rate) Formula

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

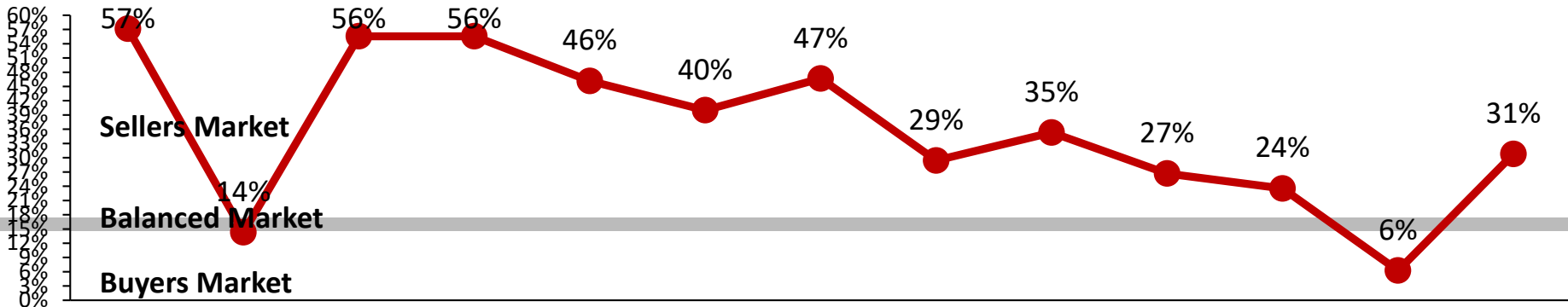
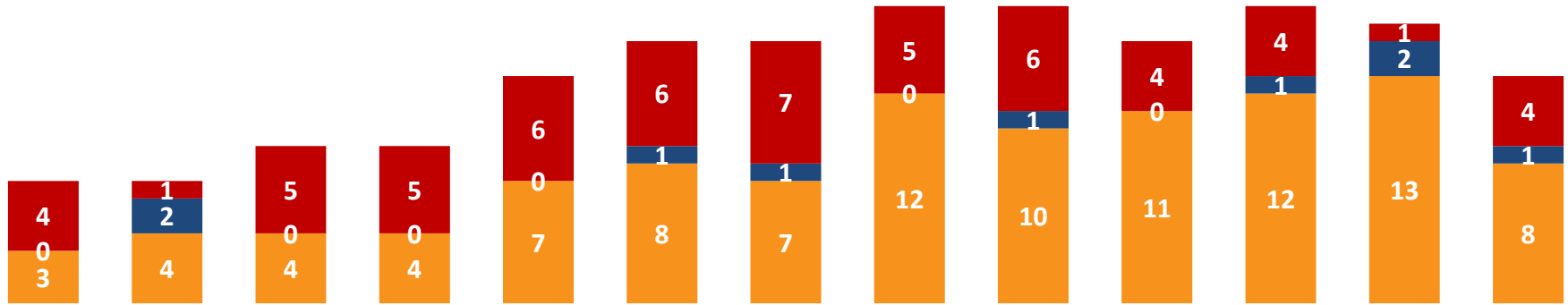


Mission Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

100,000 & Below	0	200,001-225,000	1
100,001-125,000	0	225,001-250,000	2
125,001-150,000	1	250,001-275,000	0
150,001-175,000	0	275,001-300,000	0
175,001-200,000	0	300,001 & Above	0

STR (Sell-Through Rate) Formula

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