

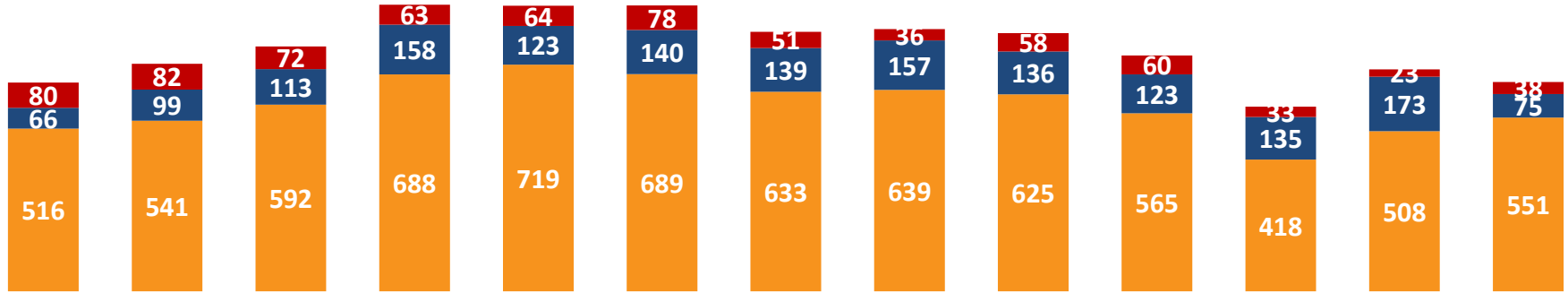


# White Rock/South Surrey Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

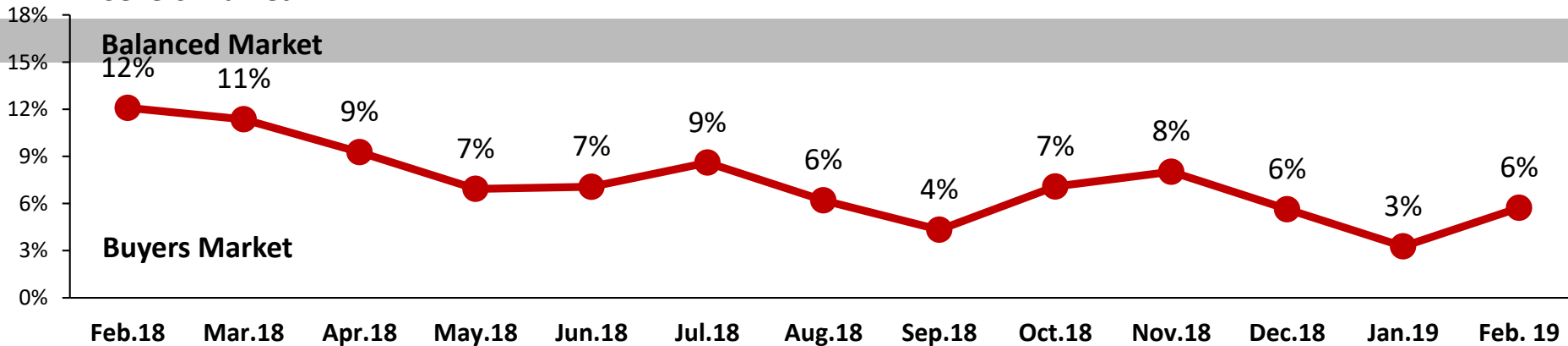
Active Listings Failed Sales



## Sellers Market

### Balanced Market

### Buyers Market



### Price Breakdown

800,000 & Below	2	1,500,001-2,000,000	7
800,001-900,000	1	2,000,001-2,500,000	3
900,001-1,000,000	2	2,500,001-3,000,000	1
1,000,001-1,200,000	11	3,000,001-3,500,000	0
1,200,001-1,500,000	11	3,500,001 & Above	0

### STR (Sell Through Rate) Formula

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

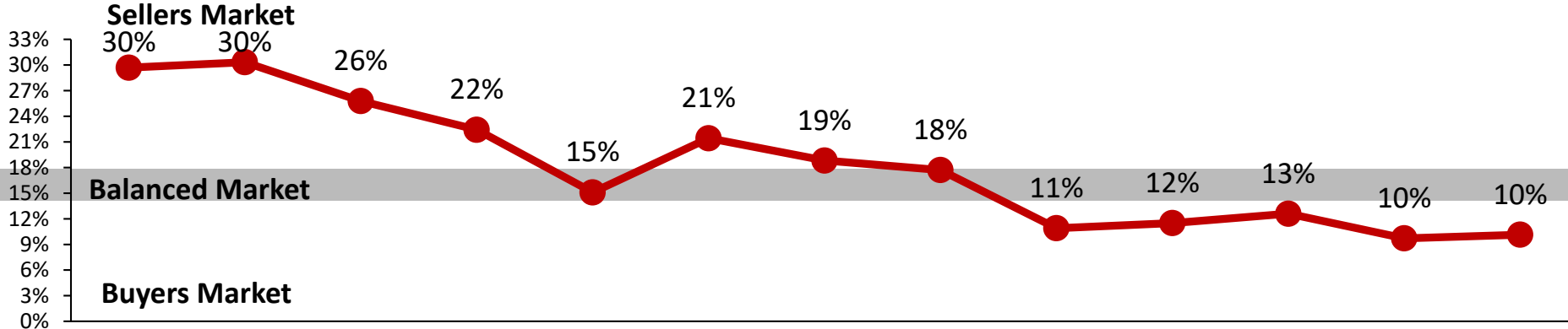
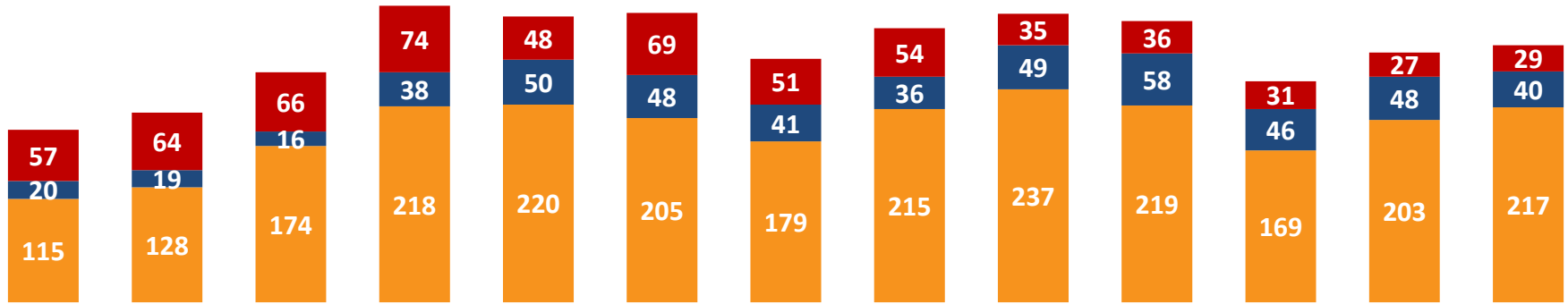


# White Rock/South Surrey Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

350,000 & Below	0	550,001-600,000	5
350,001-400,000	0	600,001-650,000	6
400,001-450,000	0	650,001-700,000	2
450,001-500,000	0	700,001-800,000	7
500,001-550,000	0	800,001 & Above	9

### STR (Sell Through Rate) Formula

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

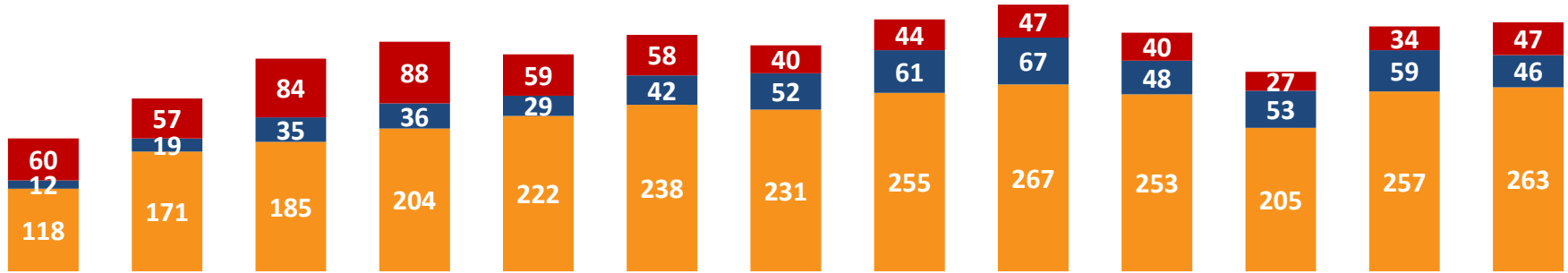


# White Rock/South Surrey Condo Sales/Listing Rates

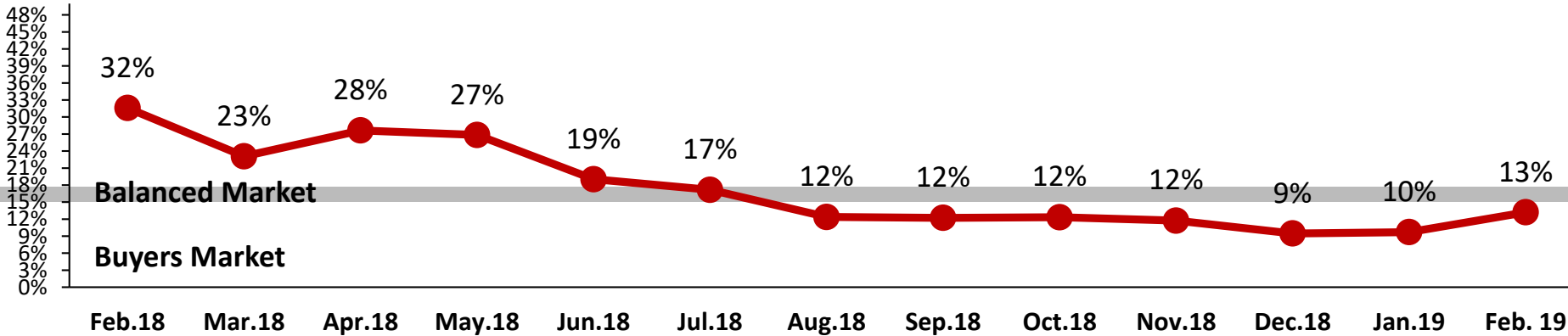
## STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed



### Sellers Market



### Price Breakdown

150,000 & Below	0	350,001-400,000	10
150,001-200,000	0	400,001-450,000	9
200,001-250,000	1	450,001-500,000	11
250,001-300,000	2	500,001-600,000	7
300,001-350,000	0	600,001 & Above	7

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

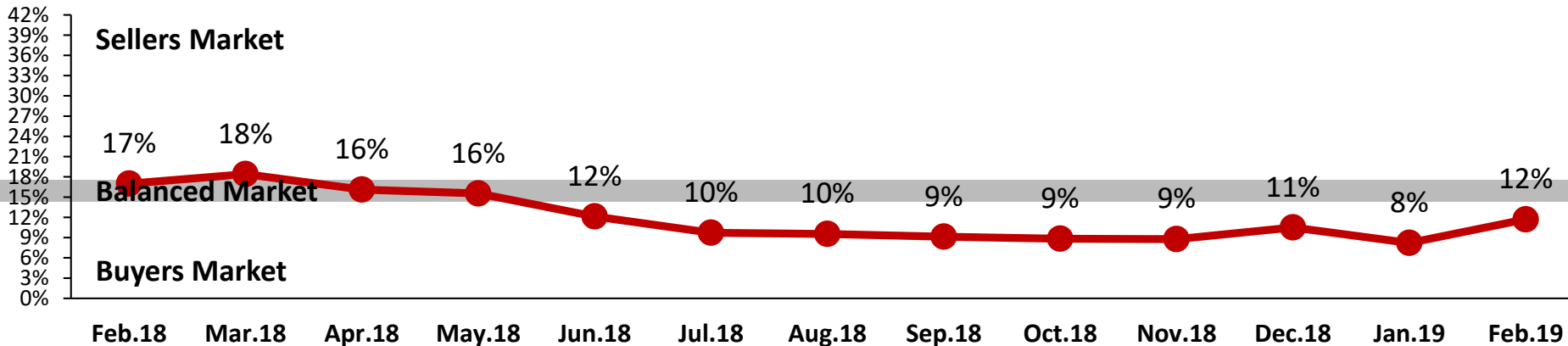
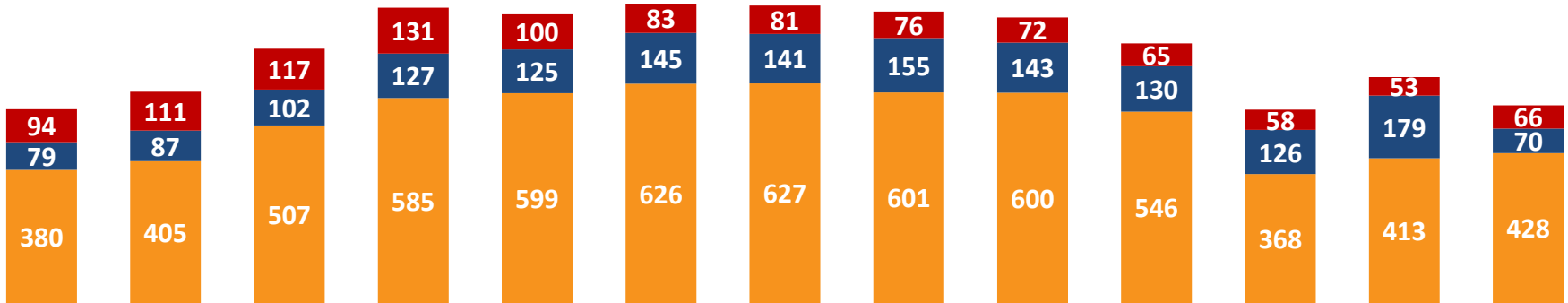


# Surrey-Central Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

550,000 & Below	0	1,000,001-1,200,000	21
550,001-600,000	0	1,200,001-1,300,000	6
600,001-700,000	0	1,300,001-1,400,000	4
700,001-800,000	5	1,400,001 & Above	6
800,001-1,000,000	24		

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

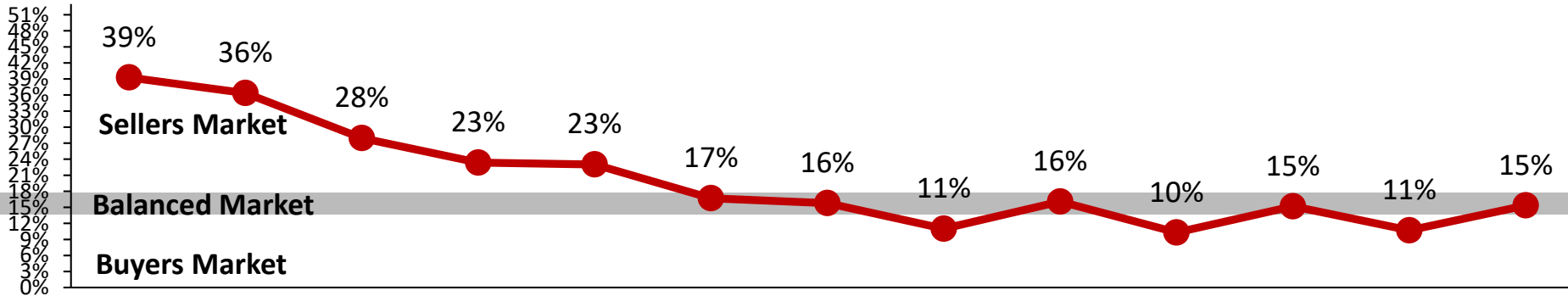
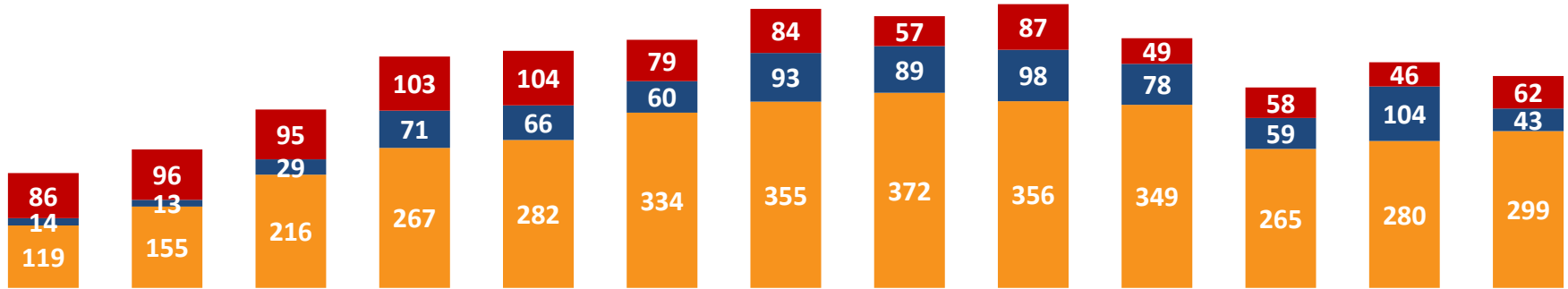


# Surrey-Central Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

250,000 & Below	1	350,001-375,000	2
250,001-275,000	0	375,001-400,000	2
275,001-300,000	0	400,001-500,000	9
300,001-325,000	0	500,001-600,000	30
325,001-350,000	0	600,001 & Above	18

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

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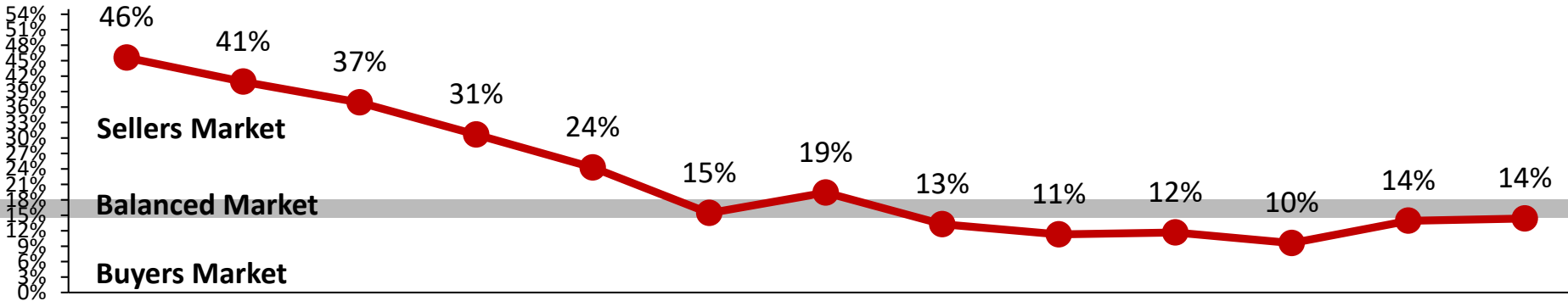
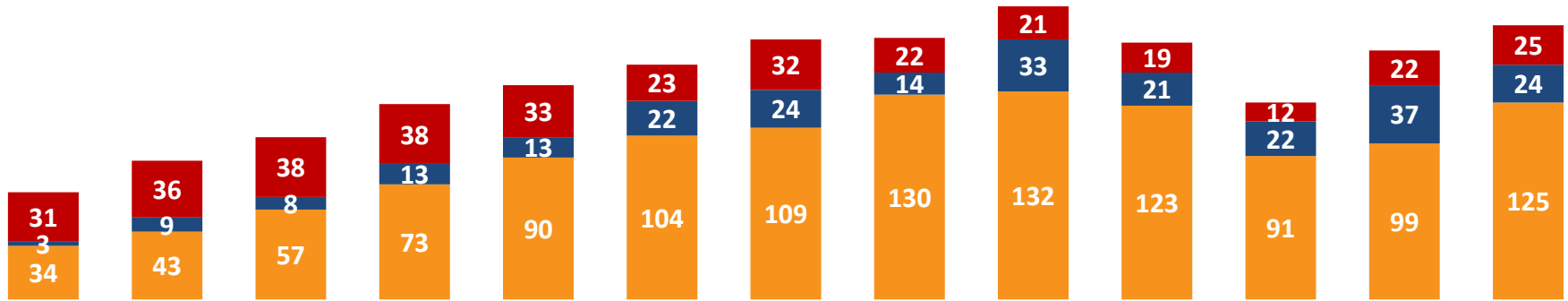


# Surrey-Central Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

125,000 & Below	0	225,001-250,000	0
125,001-150,000	0	250,001-275,000	1
150,001-175,000	0	275,001-300,000	3
175,001-200,000	0	300,001-325,000	3
200,001-225,000	0	325,001 & Above	18

**STR (Sell Through Rate) Formula**

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

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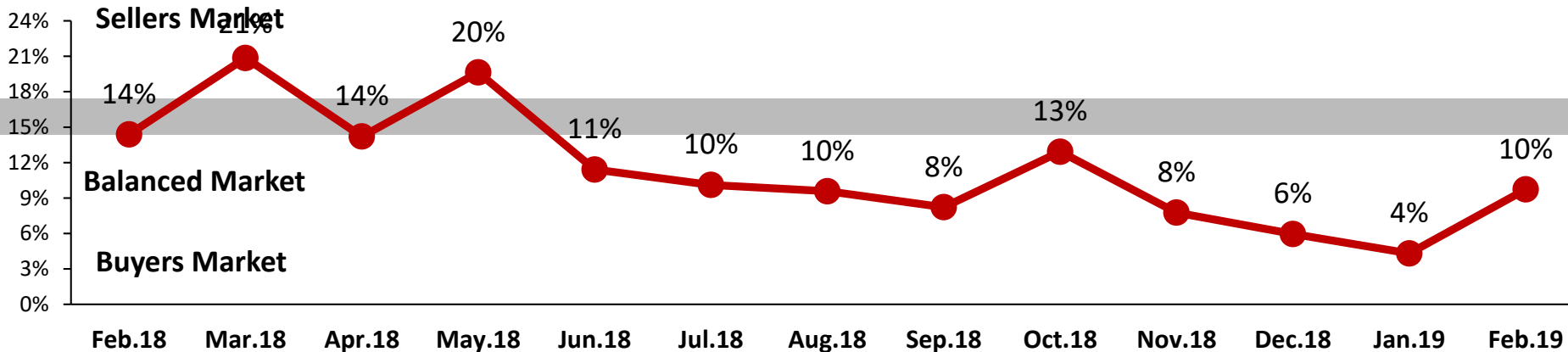
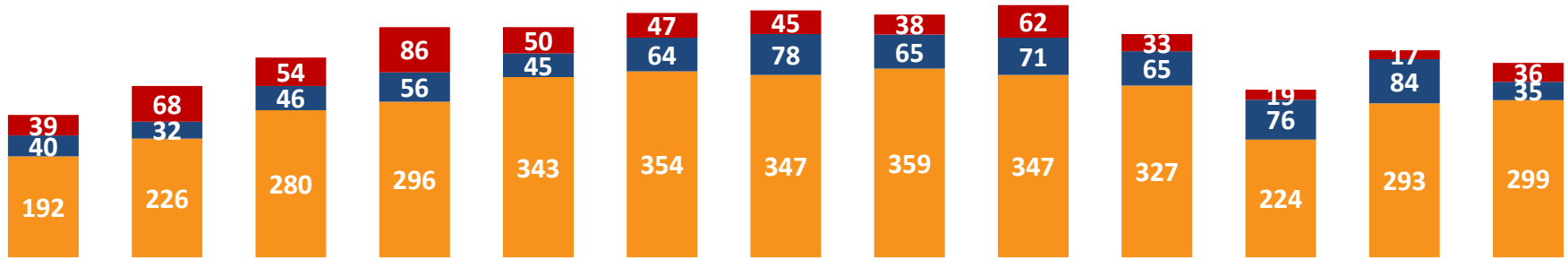


# Surrey-North Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

500,000 & Below	0	700,001-800,000	7
500,001-550,000	1	800,001-900,000	8
550,001-600,000	0	900,001-1,000,000	2
600,001-650,000	0	1,000,001 & Above	15
650,001-700,000	3		

**STR (Sell Through Rate) Formula**

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

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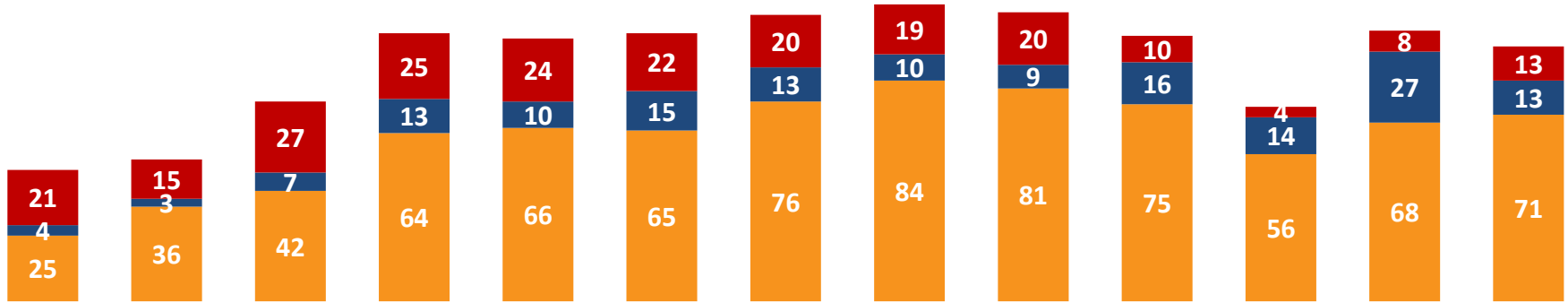


# Surrey-North Townhouse Sales/Listing Rates

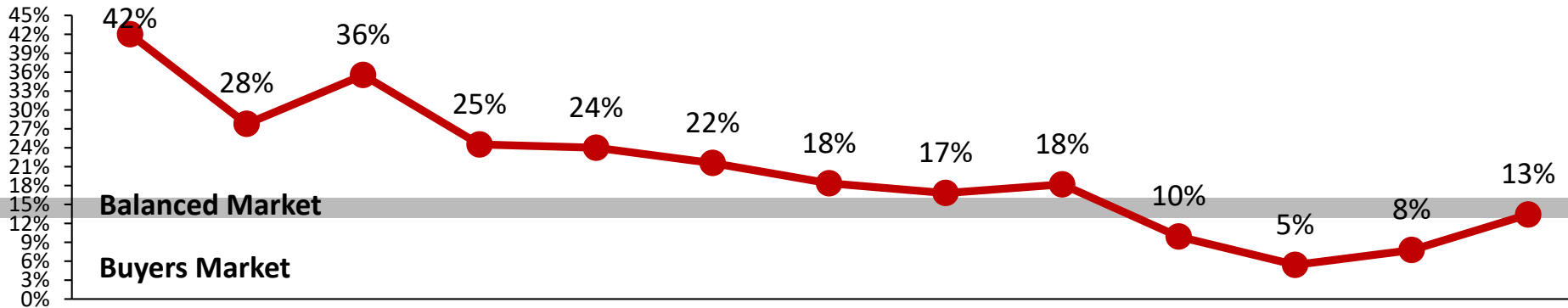
## STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Sellers Market



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

225,000 & Below	0	325,001-350,000	0
225,001-250,000	0	350,001-375,000	1
250,001-275,000	0	375,001-400,000	0
275,001-300,000	0	400,001-450,000	2
300,001-325,000	0	450,001 & Above	10

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

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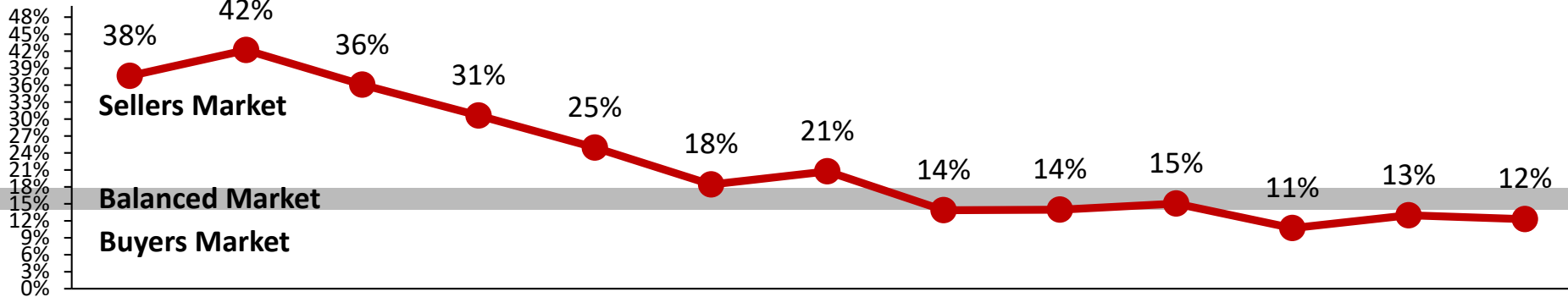
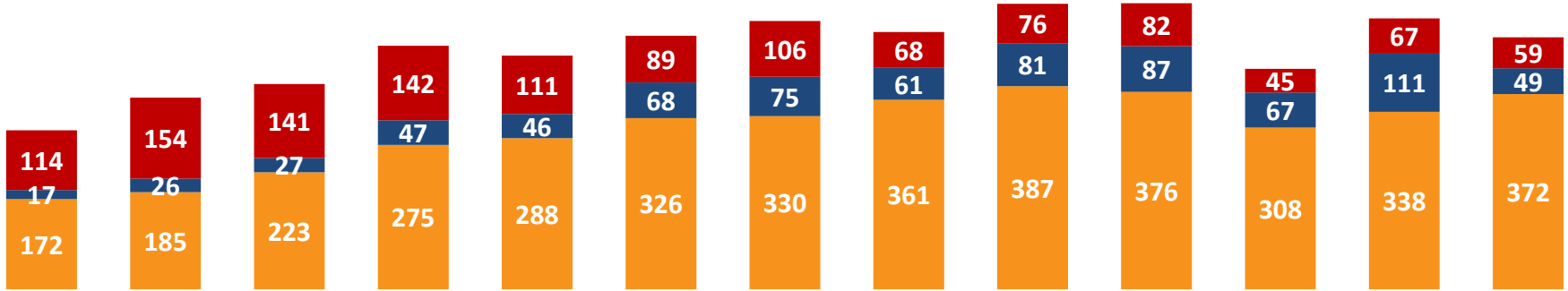


# Surrey-North Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

125,000 & Below	0	225,001-250,000	0
125,001-150,000	0	250,001-275,000	4
150,001-175,000	0	275,001-300,000	4
175,001-200,000	0	300,001-325,000	11
200,001-225,000	0	325,001 & Above	40

**STR (Sell Through Rate) Formula**

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

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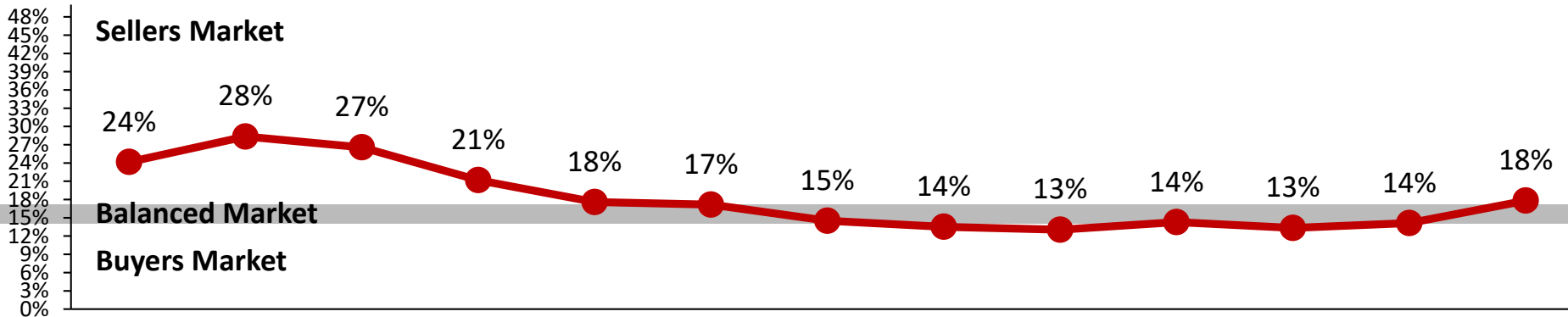
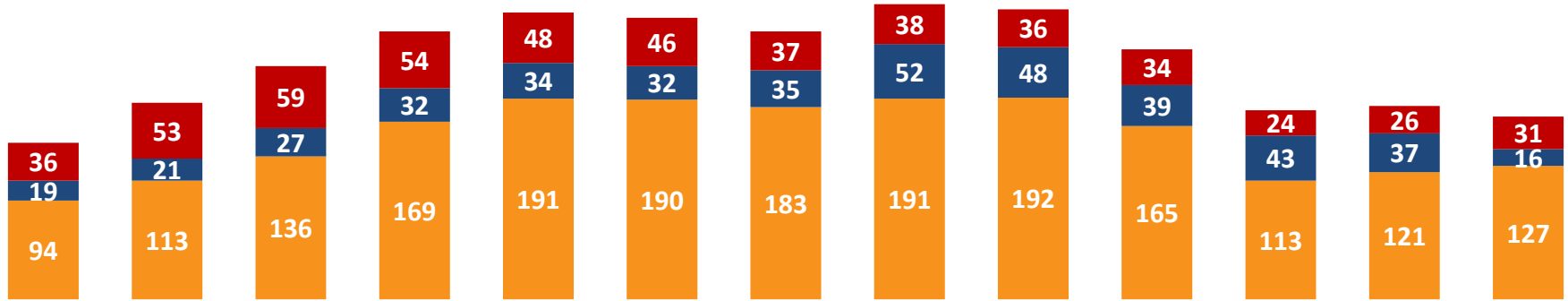


# Surrey-Cloverdale Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

450,000 & Below	0	700,001-800,000	3
450,001-500,000	0	800,001-1,100,000	21
500,001-550,000	0	1,100,001-1,200,000	3
550,001-600,000	0	1,200,001 & Above	4
600,001-700,000	0		

**STR (Sell Through Rate) Formula**

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

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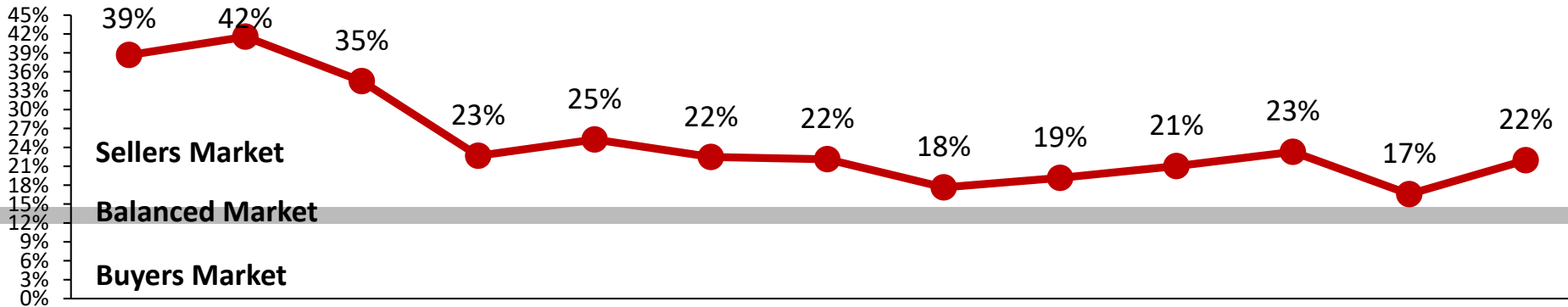
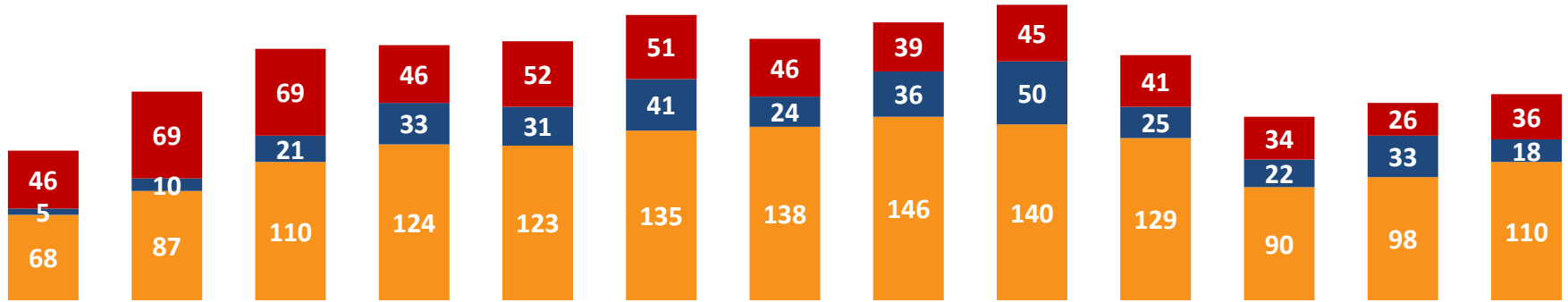


# Surrey-Cloverdale Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### 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	9
325,001-350,000	0	500,001-600,000	14
350,001-375,000	0	600,001 & Above	12

**STR (Sell Through Rate) Formula**

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

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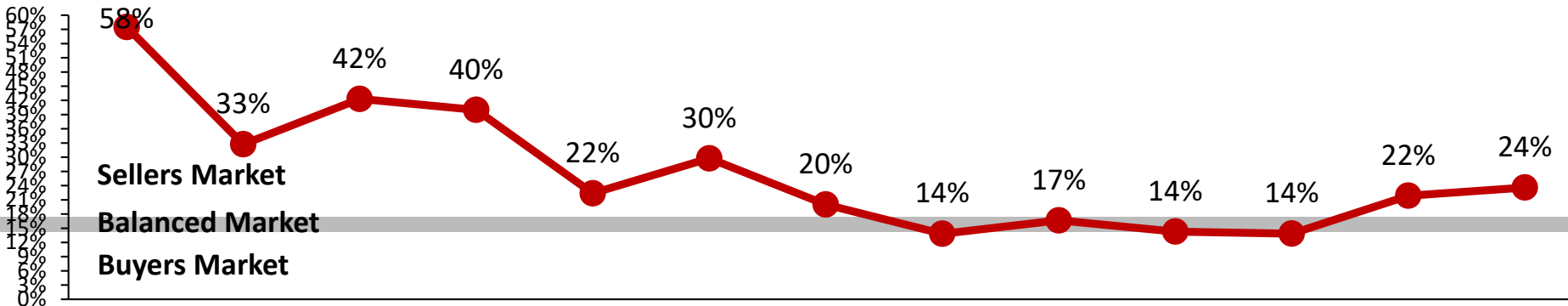
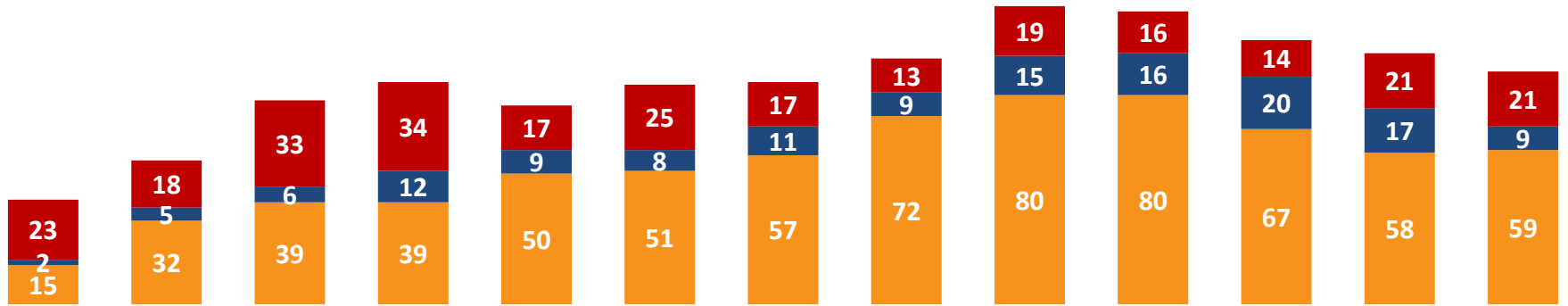


# Surrey-Cloverdale Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### 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	1
175,001-200,000	0	300,001-325,000	4
200,001-225,000	0	325,001 & Above	16

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

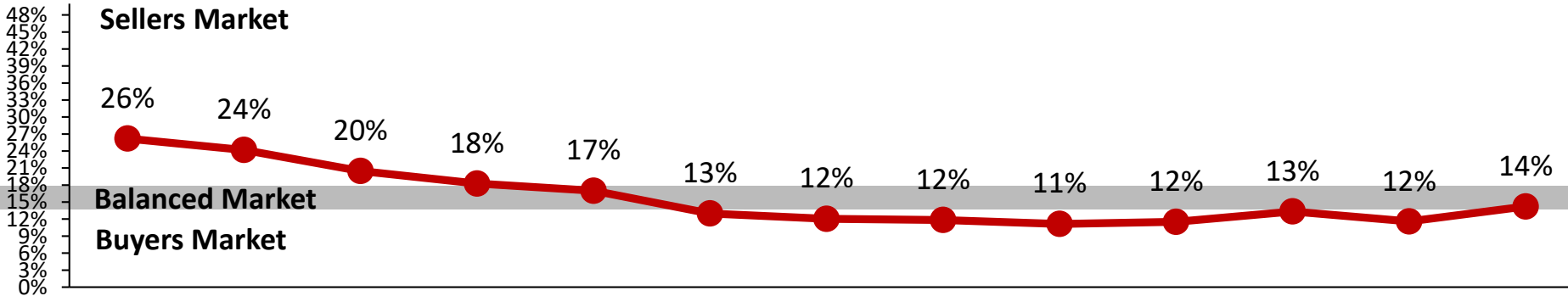
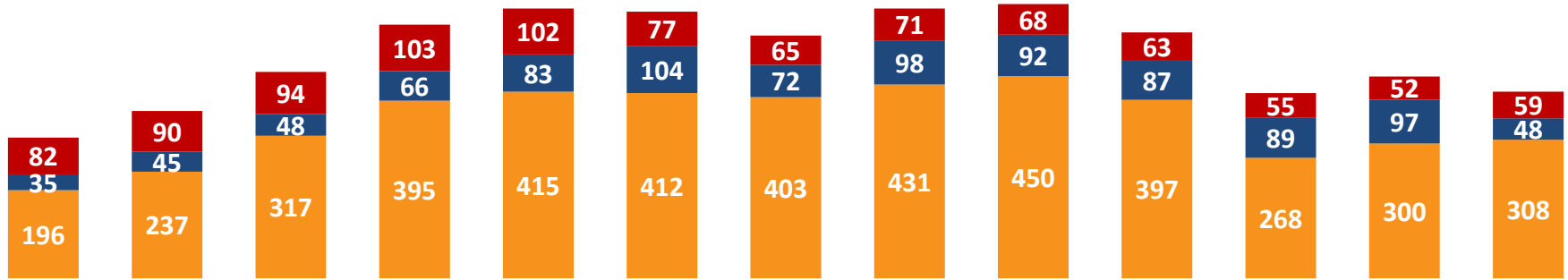


# Langley Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

450,000 & Below	0	700,001-800,000	6
450,001-500,000	0	800,001-1,000,000	21
500,001-550,000	1	1,000,001-1,200,000	16
550,001-600,000	0	1,200,001 & Above	13
600,001-700,000	2		

**STR (Sell Through Rate) Formula**

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

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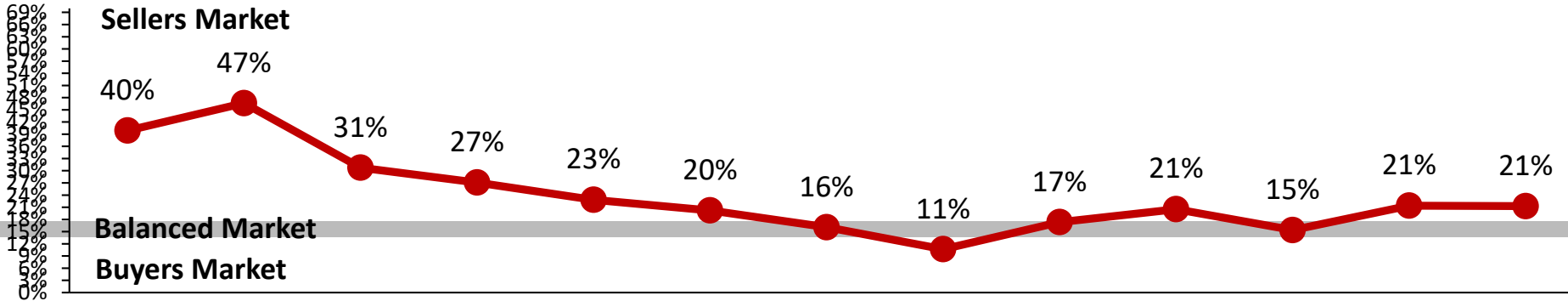
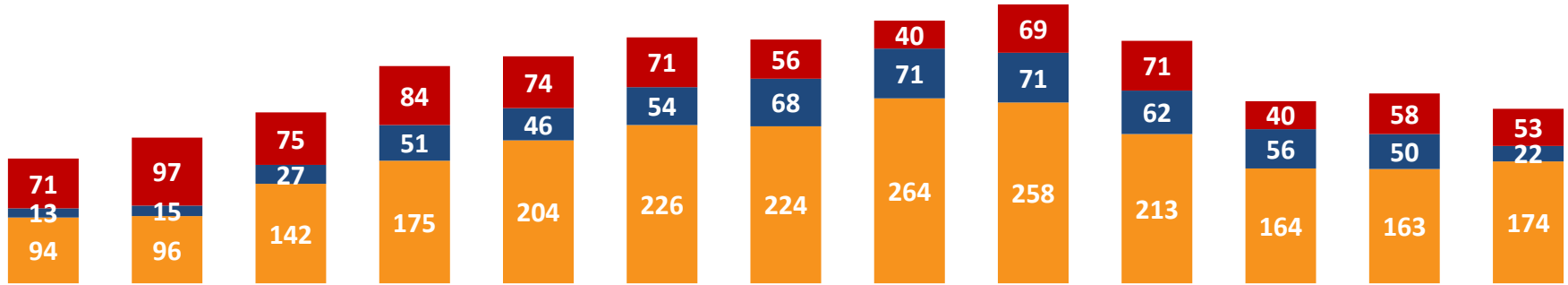


# Langley Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

275,000 & Below	0	375,001-400,000	0
275,001-300,000	0	400,001-500,000	6
300,001-325,000	0	500,001-600,000	29
325,001-350,000	0	600,001-700,000	14
350,001-375,000	1	700,001 & Above	3

**STR (Sell Through Rate) Formula**

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

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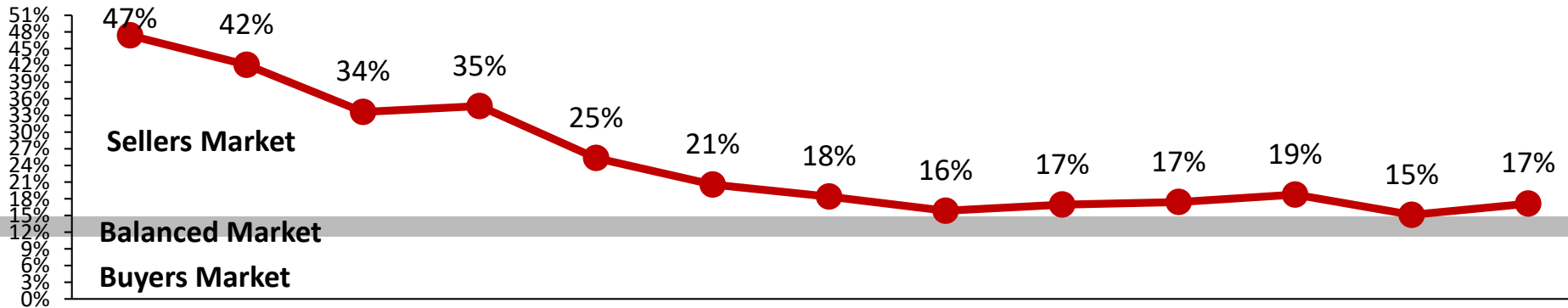
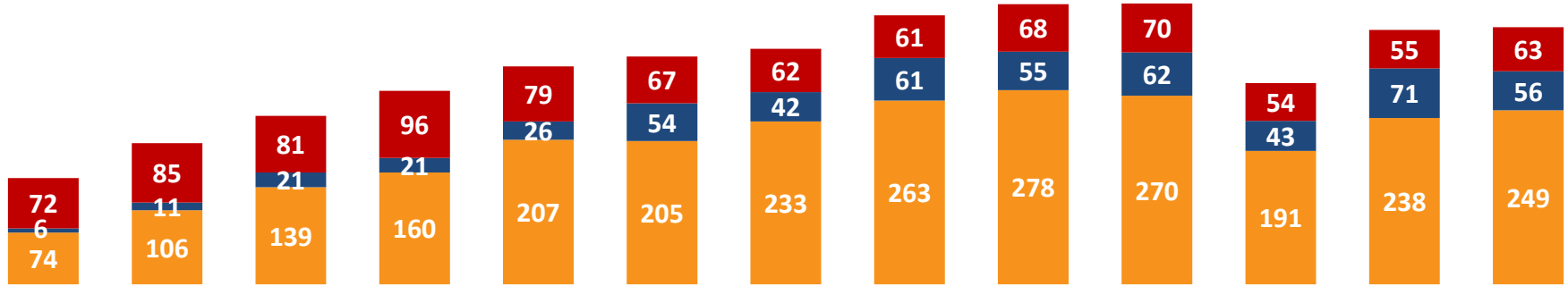


# Langley Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

150,000 & Below	0	250,001-275,000	0
150,001-175,000	0	275,001-300,000	3
175,001-200,000	0	300,001-325,000	2
200,001-225,000	0	325,001-375,000	17
225,001-250,000	0	375,001 & Above	41

### STR (Sell Through Rate) Formula

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

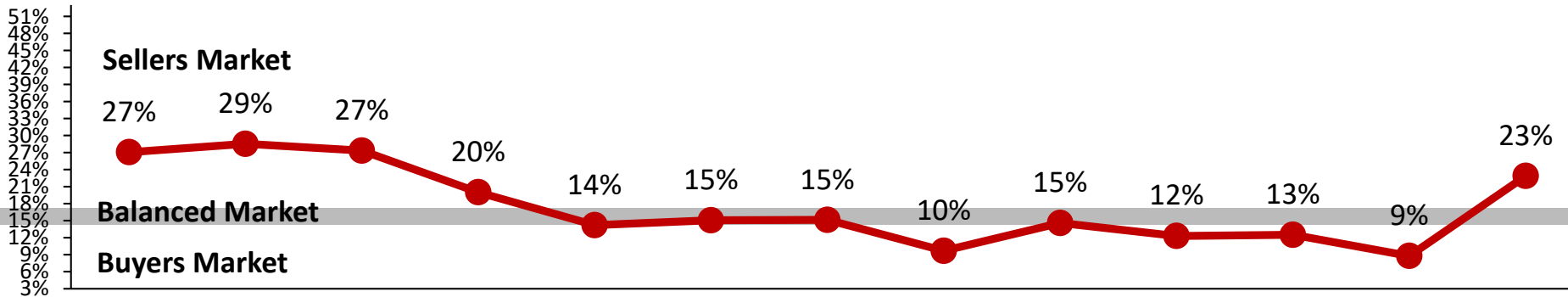
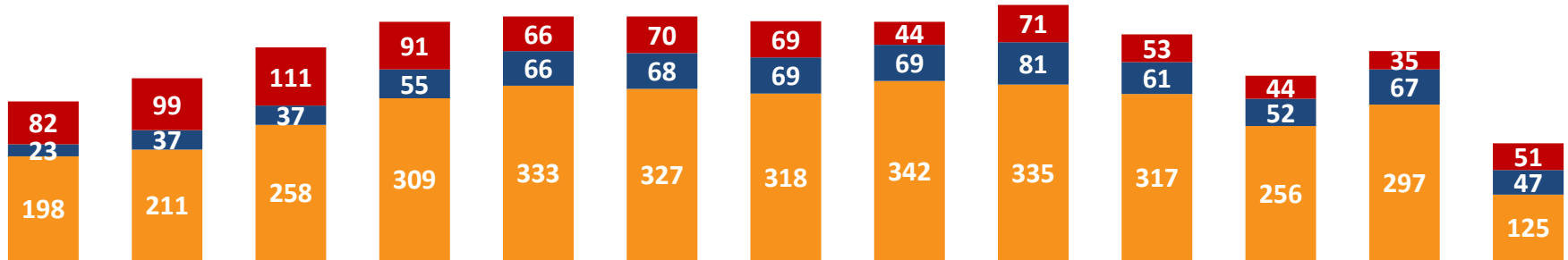


# Maple Ridge & Pitt Meadows Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

400,000 & Below	0	600,001-700,000	14
400,001-450,000	0	700,001-800,000	11
450,001-500,000	0	800,001-1,000,000	17
500,001-550,000	0	1,000,001-1,200,000	4
550,001-600,000	1	1,200,001 & Above	4

**STR (Sell Through Rate) Formula**

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

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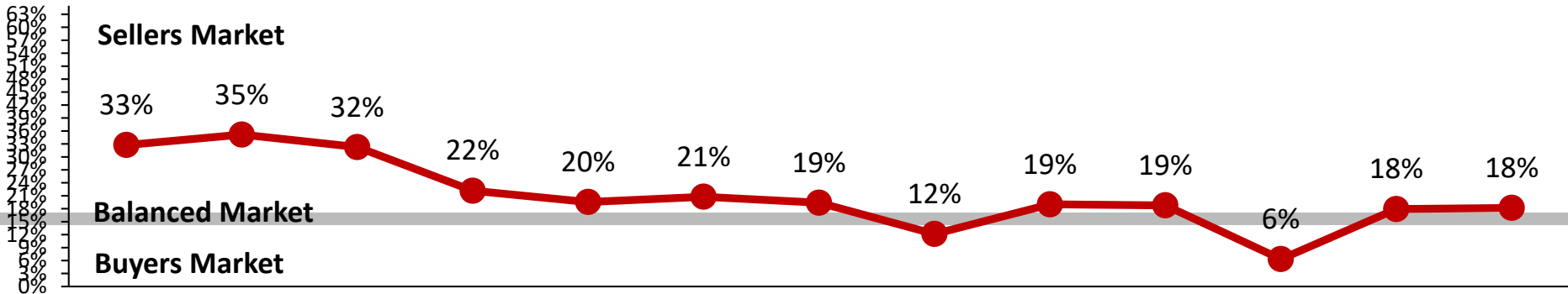
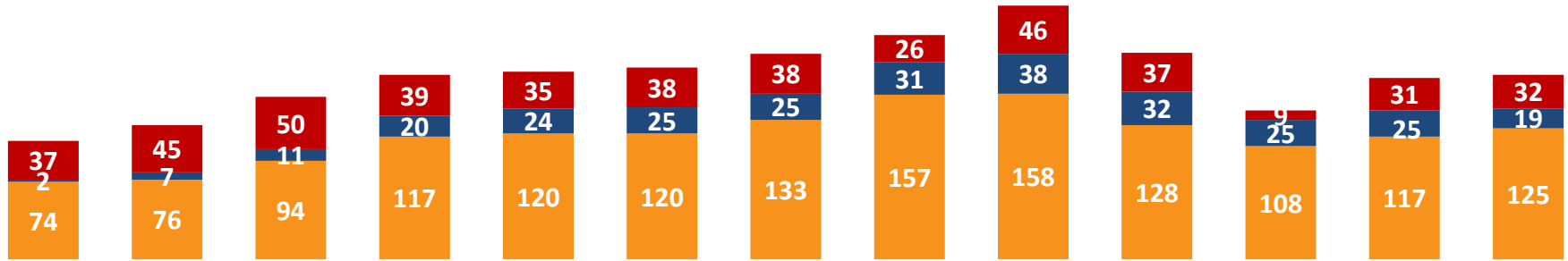


# Maple Ridge & Pitt Meadows Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

225,000 & Below	0	400,001-450,000	2
225,001-250,000	0	450,001-500,000	7
250,001-300,000	1	500,001-550,000	5
300,001-350,000	0	550,001-650,000	13
350,001-400,000	2	650,001 & Above	2

### STR (Sell Through Rate) Formula

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

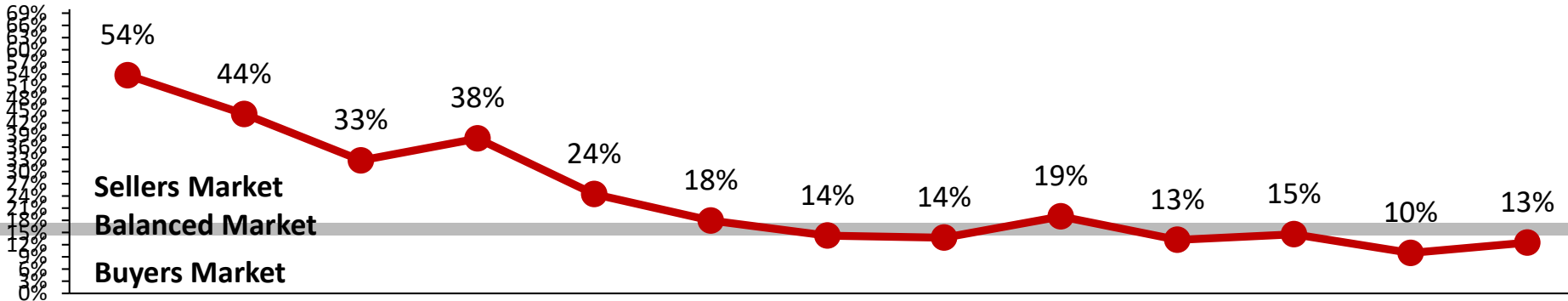
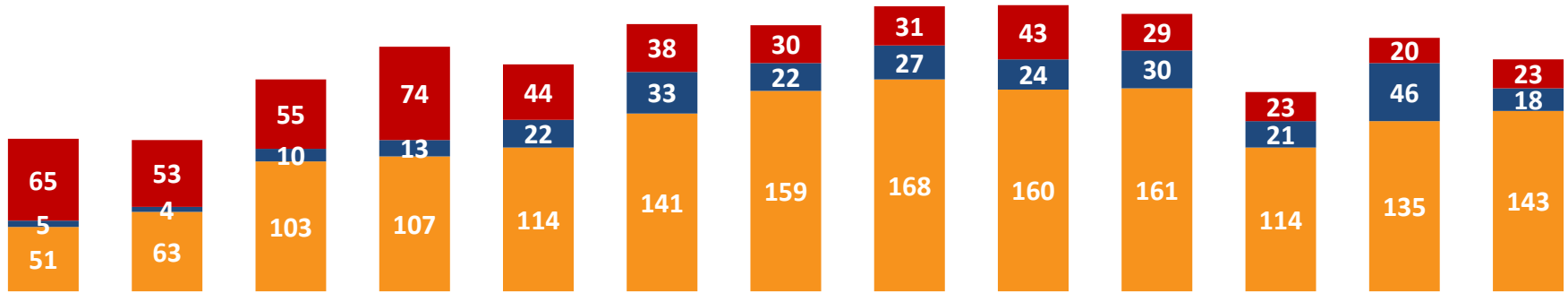


# Maple Ridge & Pitt Meadows Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

150,000 & Below	0	250,001-275,000	0
150,001-175,000	0	275,001-300,000	4
175,001-200,000	0	300,001-325,000	1
200,001-225,000	0	325,001-350,000	3
225,001-250,000	1	350,001 & Above	14

### STR (Sell Through Rate) Formula

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

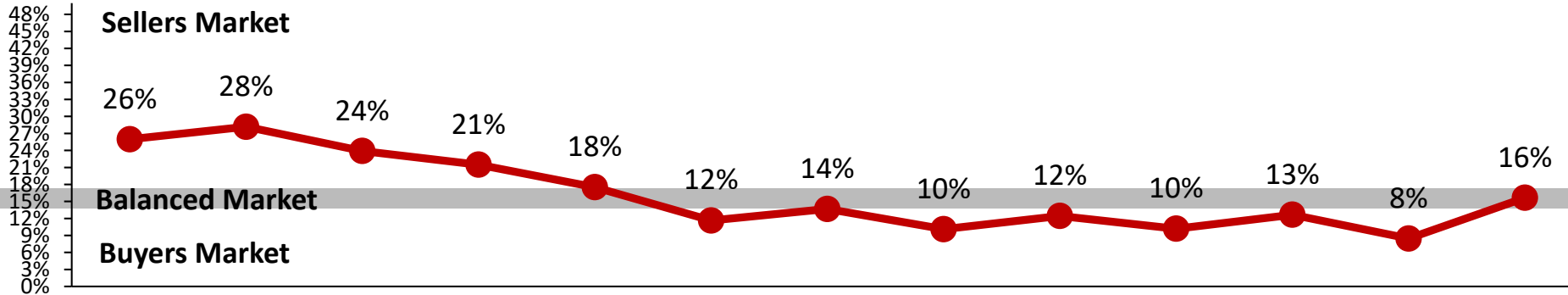
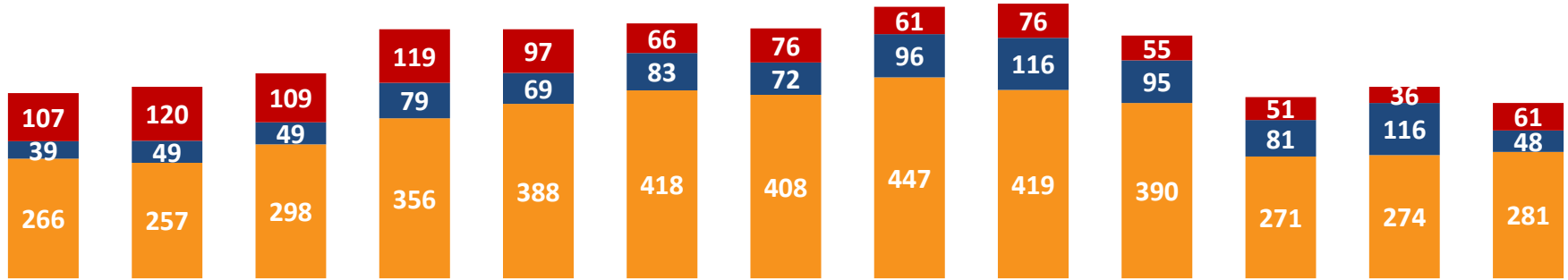


# Abbotsford Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

400,000 & Below	0	600,001-700,000	14
400,001-450,000	0	700,001-800,000	16
450,001-500,000	2	800,001-1,000,000	17
500,001-550,000	2	1,000,001 & Above	7
550,001-600,000	3		

### STR (Sell Through Rate) Formula

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

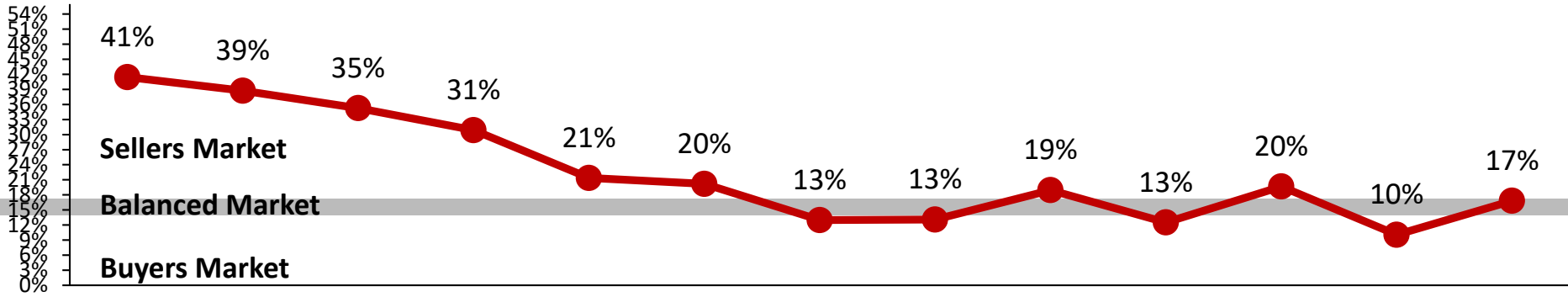
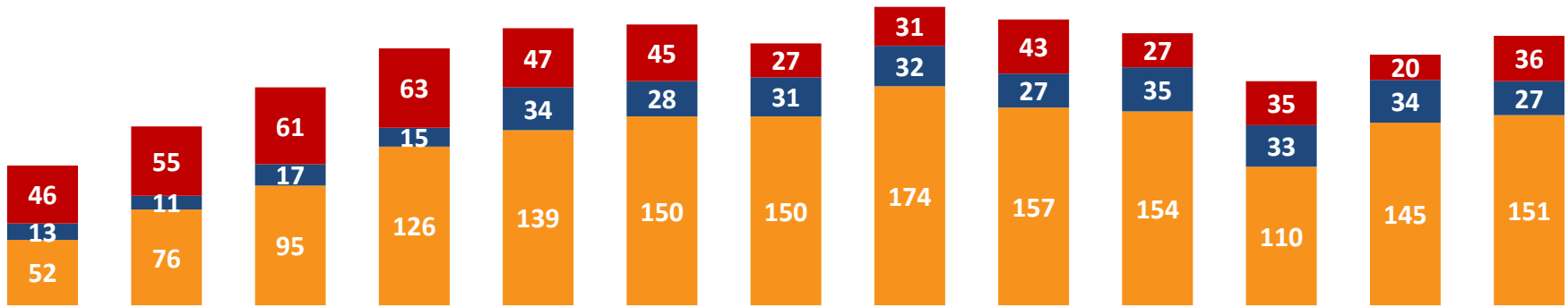


# Abbotsford Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

Price Breakdown

200,000 & Below	0	350,001-400,000	7
200,001-225,000	0	400,001-450,000	5
225,001-250,000	0	450,001-500,000	6
250,001-300,000	1	500,001-600,000	14
300,001-350,000	2	600,000 & Above	1

**STR (Sell Through Rate) Formula**

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

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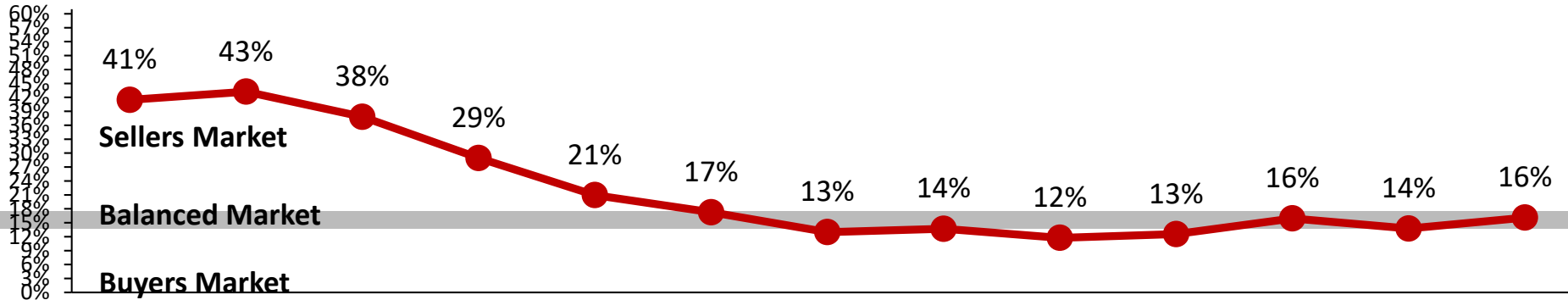
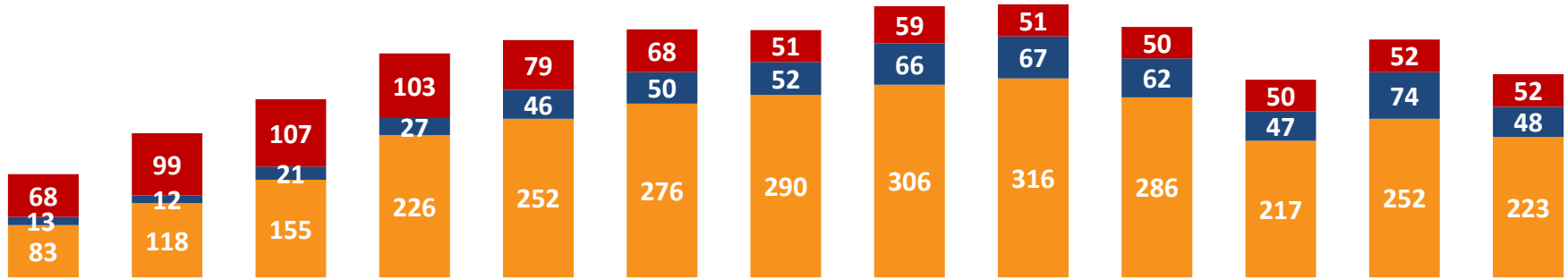


# Abbotsford Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

100,000 & Below	0	200,001-225,000	2
100,001-125,000	0	225,001-250,000	8
125,001-150,000	0	250,001-275,000	6
150,001-175,000	2	275,001-300,000	4
175,001-200,000	0	300,001 & Above	30

### STR (Sell Through Rate) Formula

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

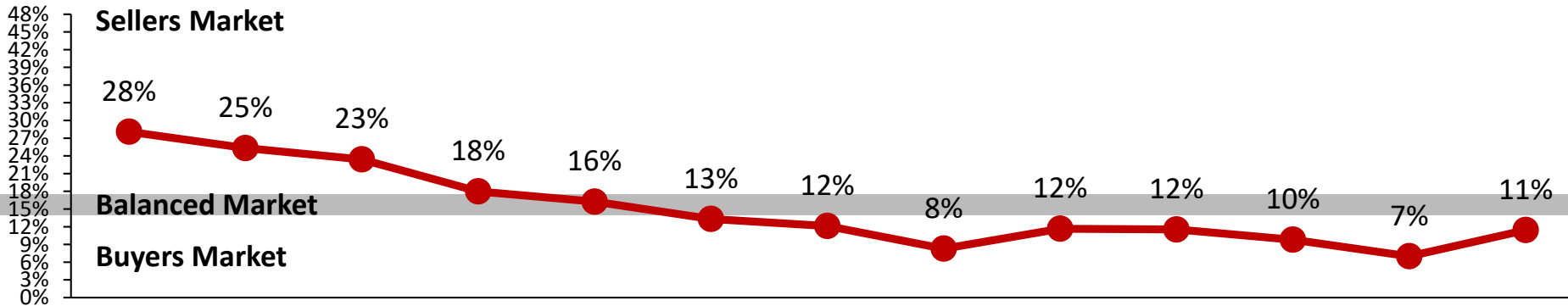
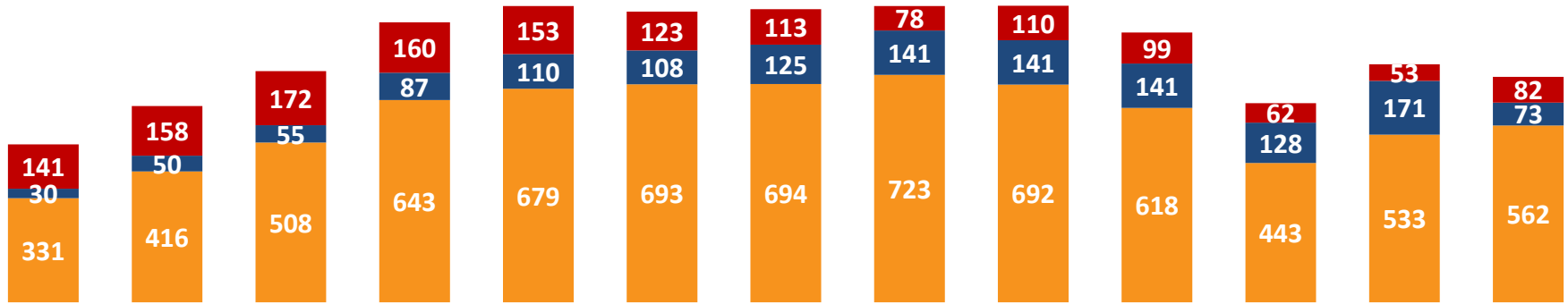


# Chilliwack Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

250,000 & Below	1	450,001-500,000	6
250,001-300,000	0	500,001-550,000	7
300,001-350,000	2	550,001-600,000	13
350,001-400,000	3	600,000-700,000	20
400,001-450,000	6	700,000 & Above	24

**STR (Sell Through Rate) Formula**

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

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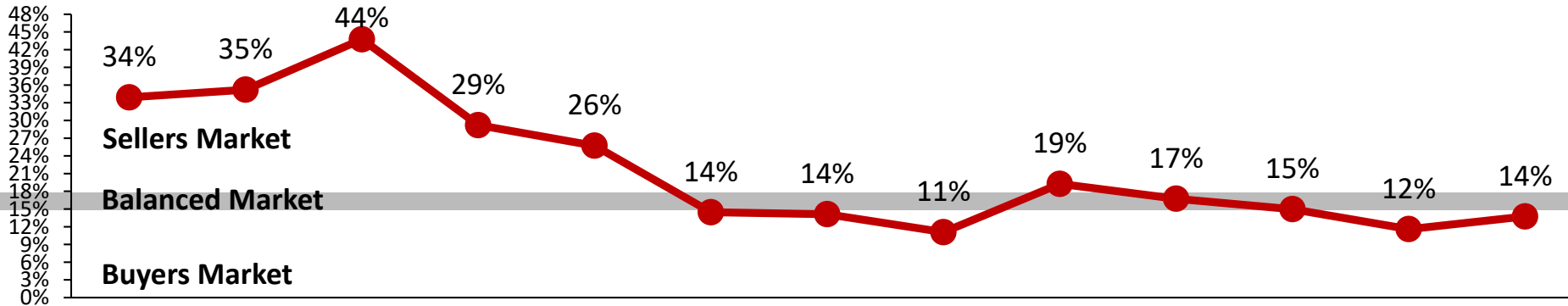
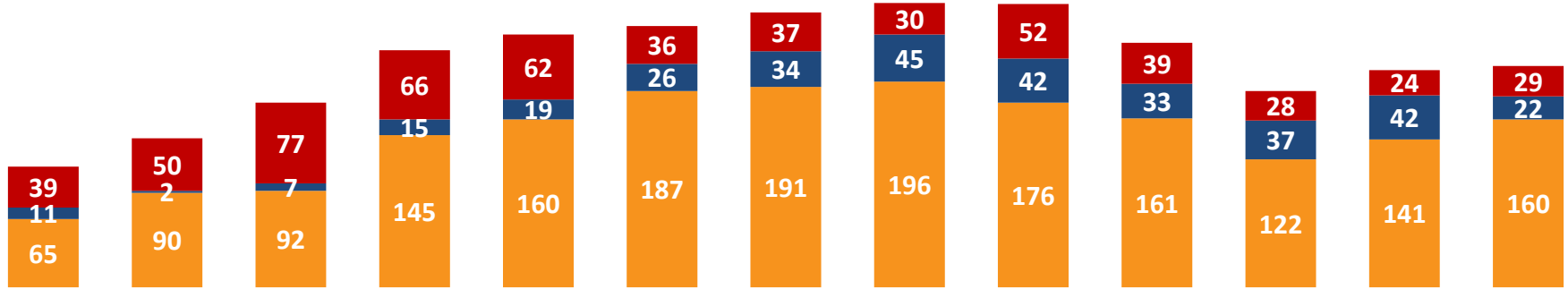


# Chilliwack Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### 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	3	350,001-400,000	7
250,001-275,000	0	400,001-500,000	14
275,001-300,000	2	500,000 & Above	2

**STR (Sell Through Rate) Formula**

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

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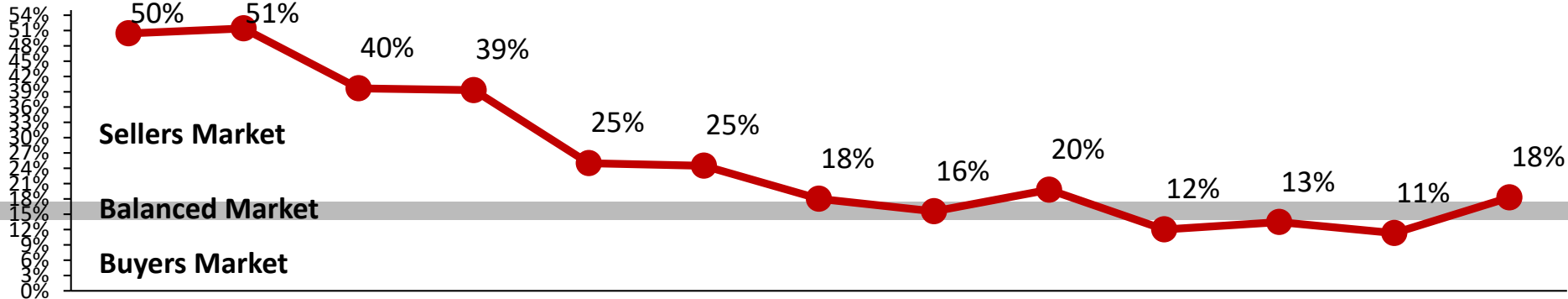
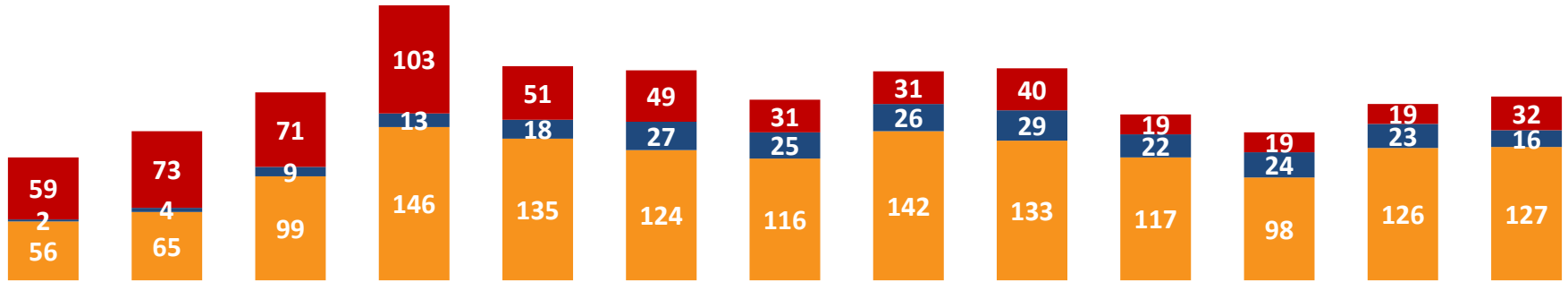


# Chilliwack Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

100,000 & Below	0	200,001-225,000	6
100,001-125,000	0	225,001-250,000	5
125,001-150,000	1	250,001-275,000	3
150,001-175,000	5	275,001-300,000	1
175,001-200,000	4	300,001 & Above	7

### STR (Sell Through Rate) Formula

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



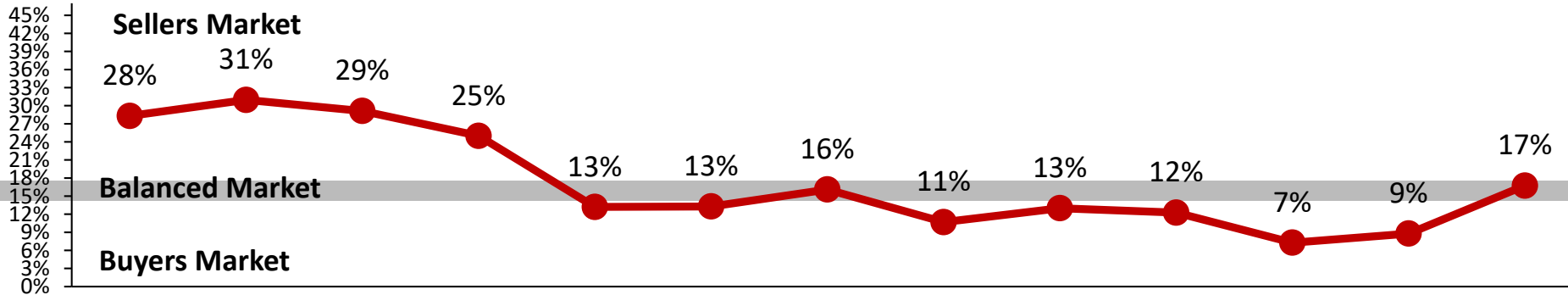
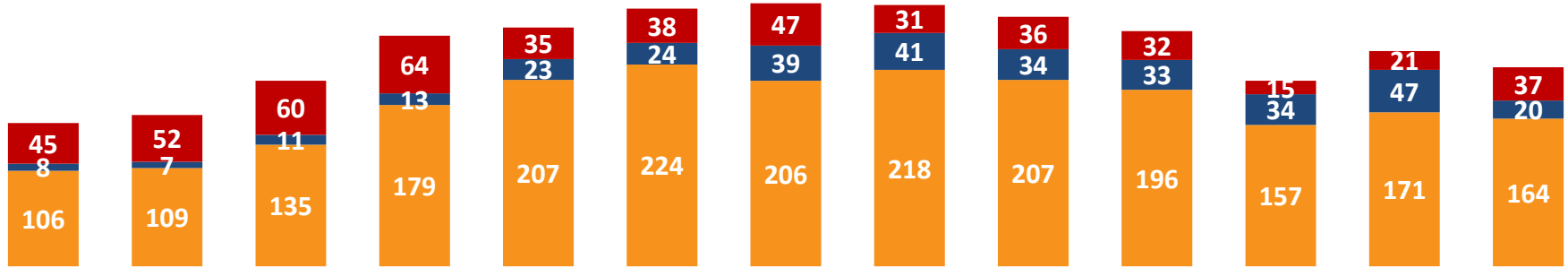


# Mission Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

250,000 & Below	0	450,001-500,000	1
250,001-300,000	0	500,001-550,000	4
300,001-350,000	1	550,001-600,000	2
350,001-400,000	0	600,000-700,000	14
400,001-450,000	1	700,000 & Above	14

**STR (Sell Through Rate) Formula**

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

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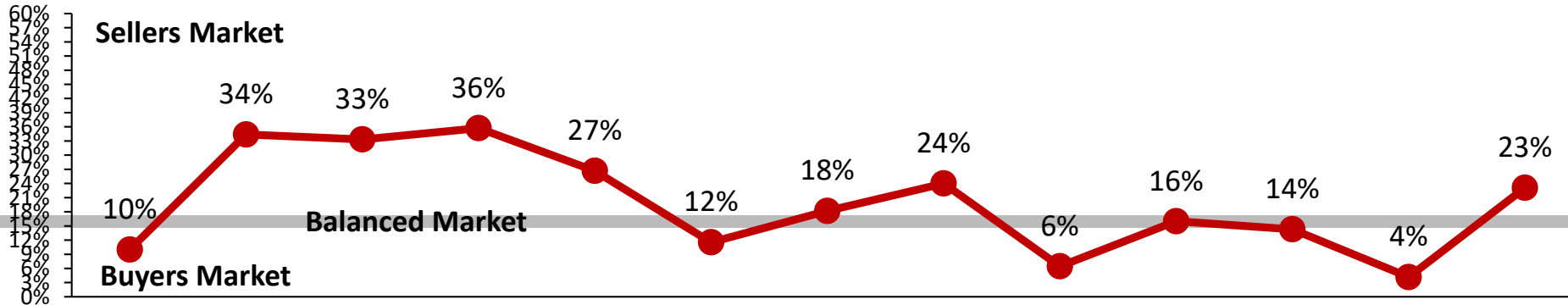
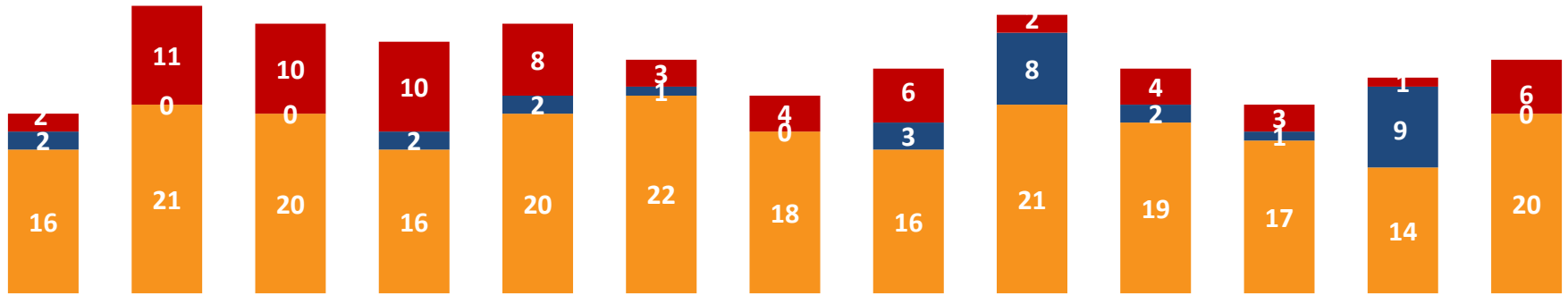


# Mission Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

200,000 & Below	0	300,001-325,000	0
200,001-225,000	0	325,001-350,000	0
225,001-250,000	0	350,001-400,000	1
250,001-275,000	0	400,001-500,000	5
275,001-300,000	0	500,000 & Above	0

**STR (Sell Through Rate) Formula**

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

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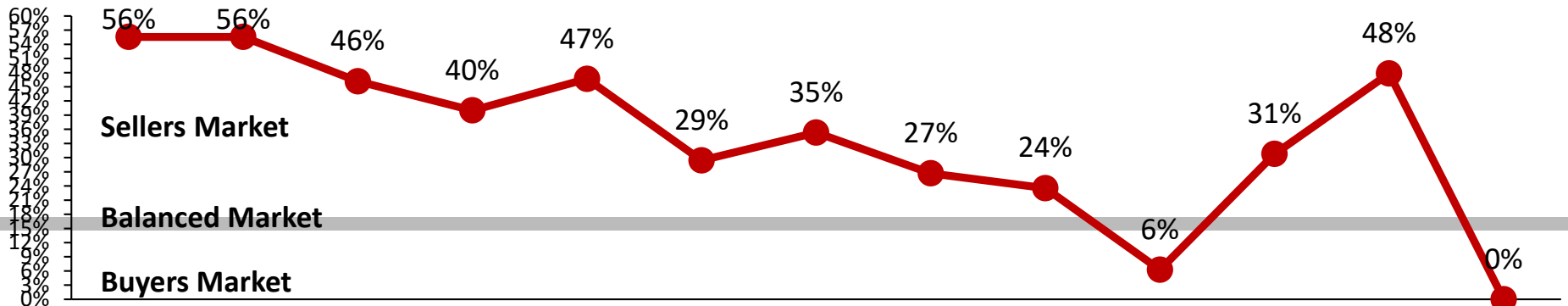
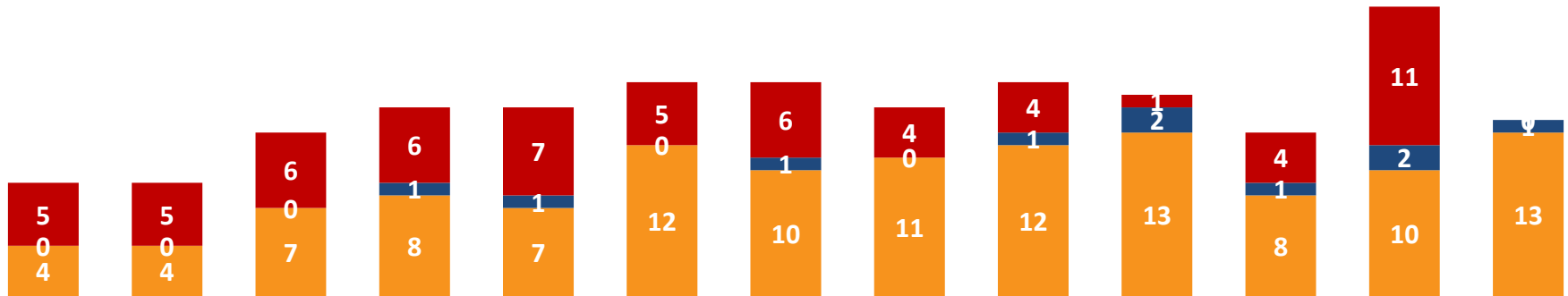


# Mission Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Feb.18 Mar.18 Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19

### Price Breakdown

100,000 & Below	0	200,001-225,000	0
100,001-125,000	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 & Above	0

**STR (Sell-Through Rate) Formula**

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

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