

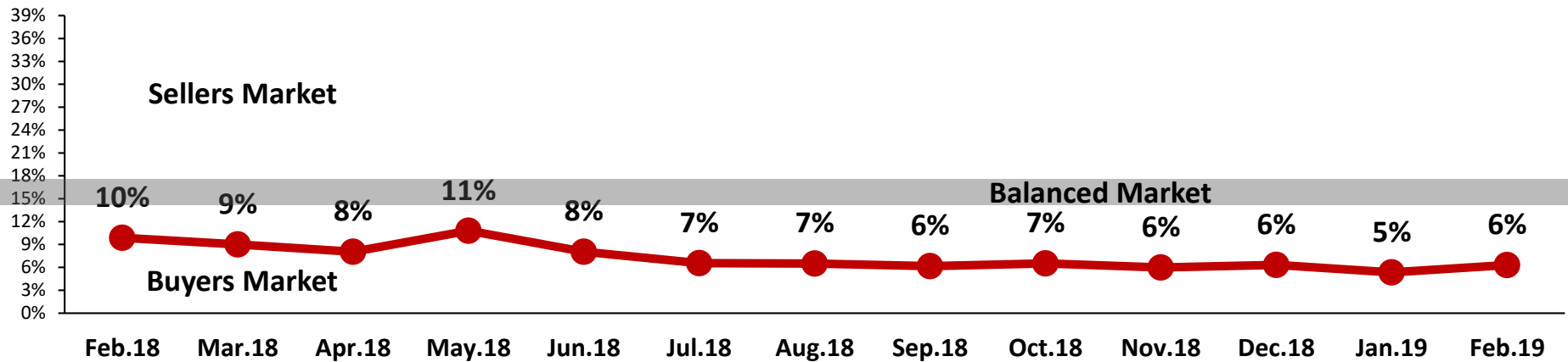
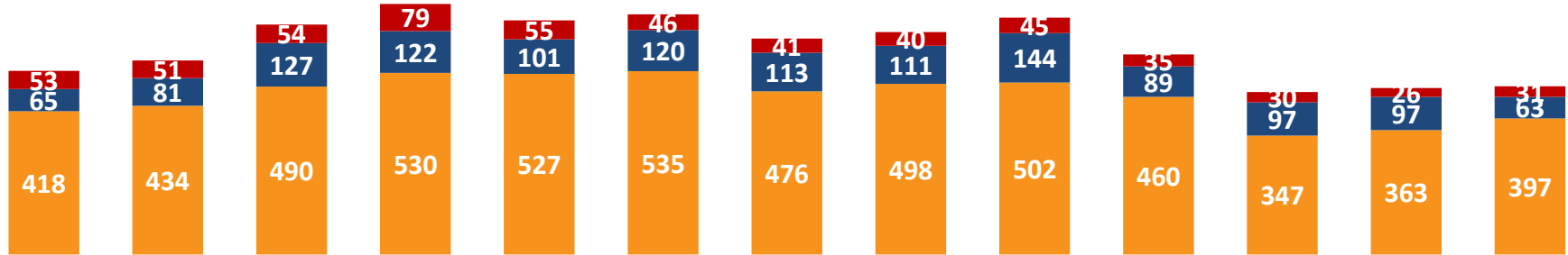


# Burnaby Detached Sales/Listing Rates

## 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	4
600,001-700,000	0	1,200,001-1,500,000	12
700,001-800,000	0	1,500,001-1,750,000	9
800,001-900,000	0	1,750,001-2,000,000	1
900,001-1,000,000	0	2,000,001 & Above	5

### STR (Sell Through Rate) Formula

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

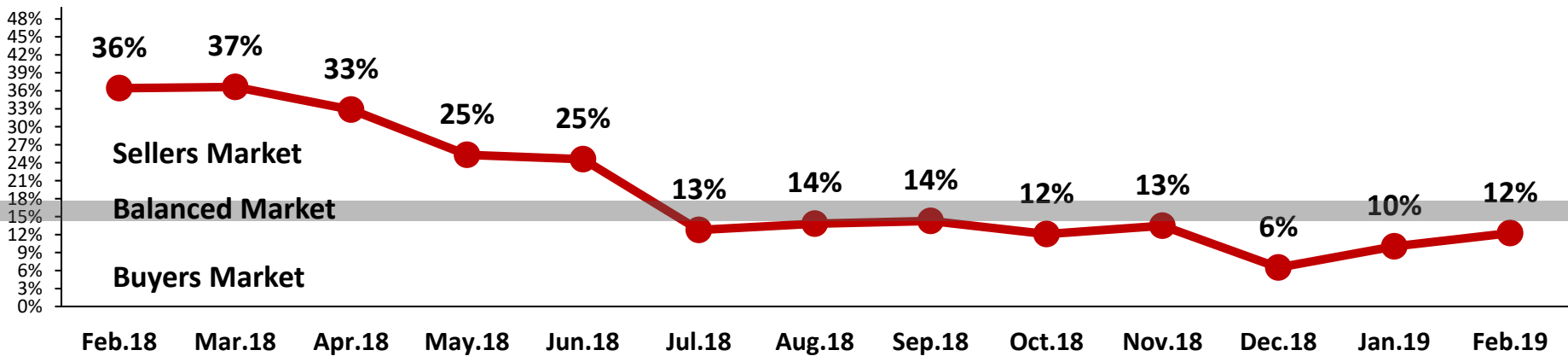
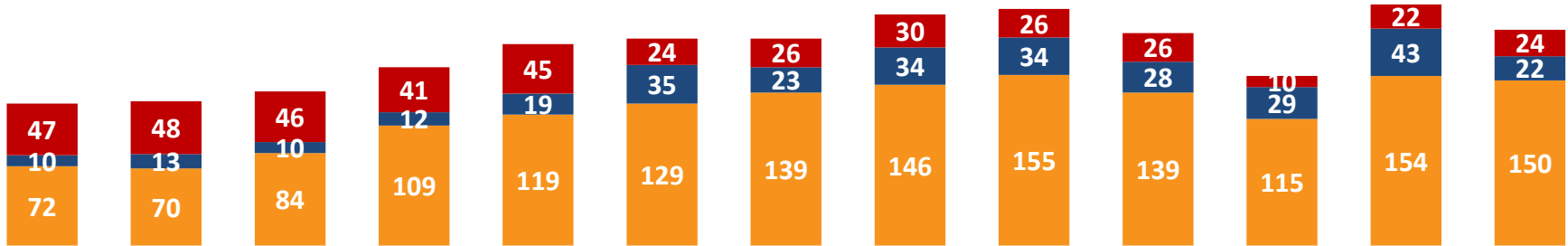


# Burnaby Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

300,000 & Below	0	550,001-600,000	2
300,001-350,000	0	600,001-650,000	3
350,001-400,000	0	650,001-700,000	2
400,001-450,000	0	700,001-850,000	7
450,001-500,000	2	850,001 & Above	4
500,001-550,000	4		

### STR (Sell Through Rate) Formula

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

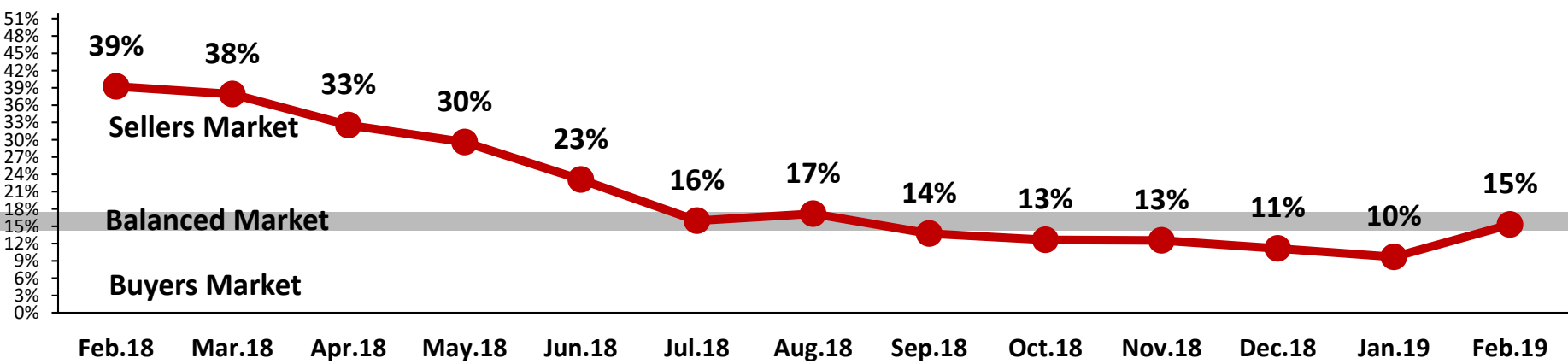
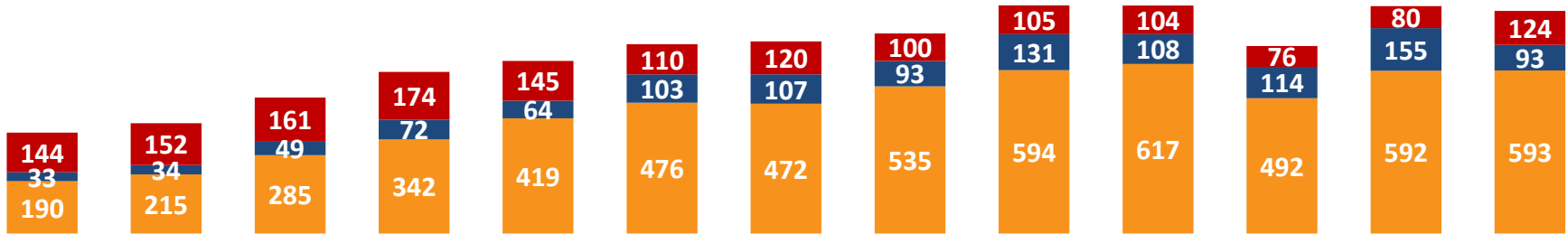


# Burnaby Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

250,000 & Below	1	500,001-550,000	15
250,001-300,000	0	550,001-600,000	16
300,001-350,000	1	600,001-700,000	27
350,001-400,000	15	700,001-800,000	6
400,001-450,000	9	800,001 & Above	16
450,001-500,000	18		

**STR (Sell Through Rate) Formula**

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

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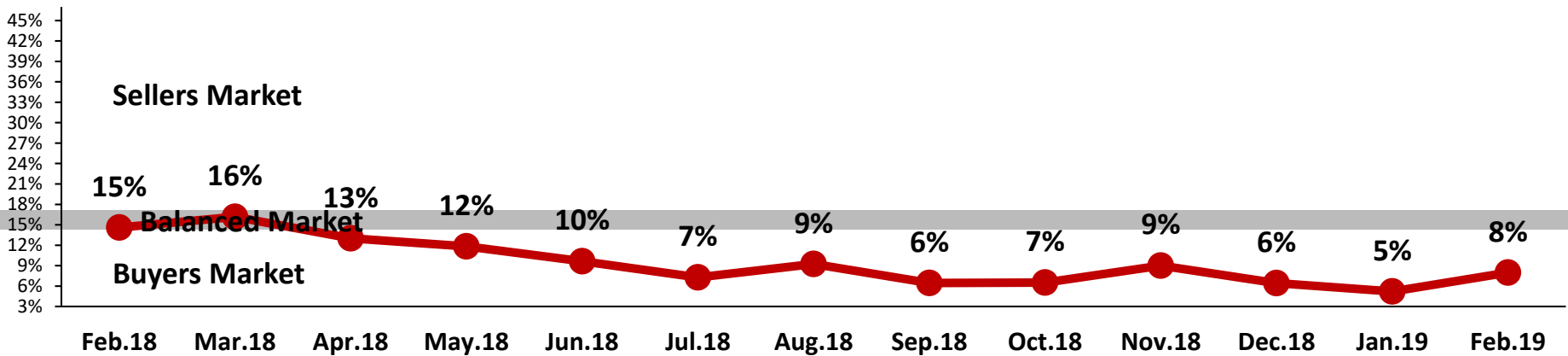
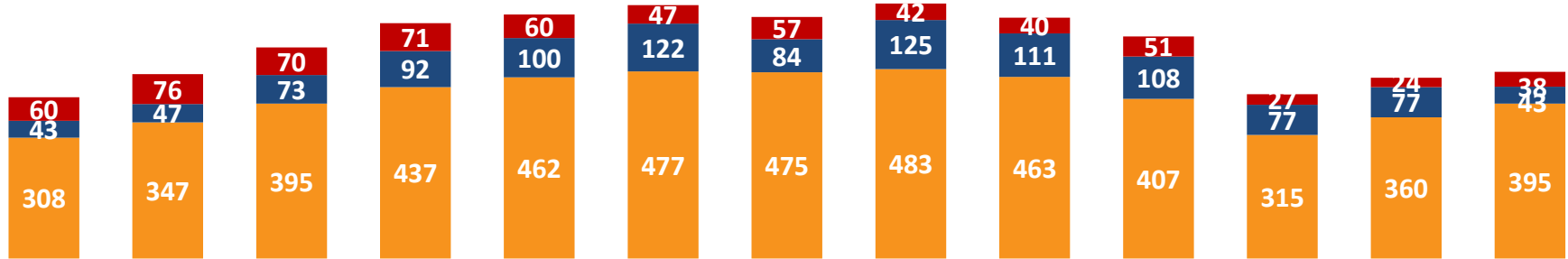


# Coquitlam Detached Sales/Listing Rates

## 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	9
700,001-775,000	1	1,200,001-1,400,000	6
775,001-850,000	3	1,400,001-1,600,000	2
850,001-925,000	2	1,600,001-1,800,000	5
925,001-1,000,000	4	1,800,001 & Above	6

### STR (Sell Through Rate) Formula

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

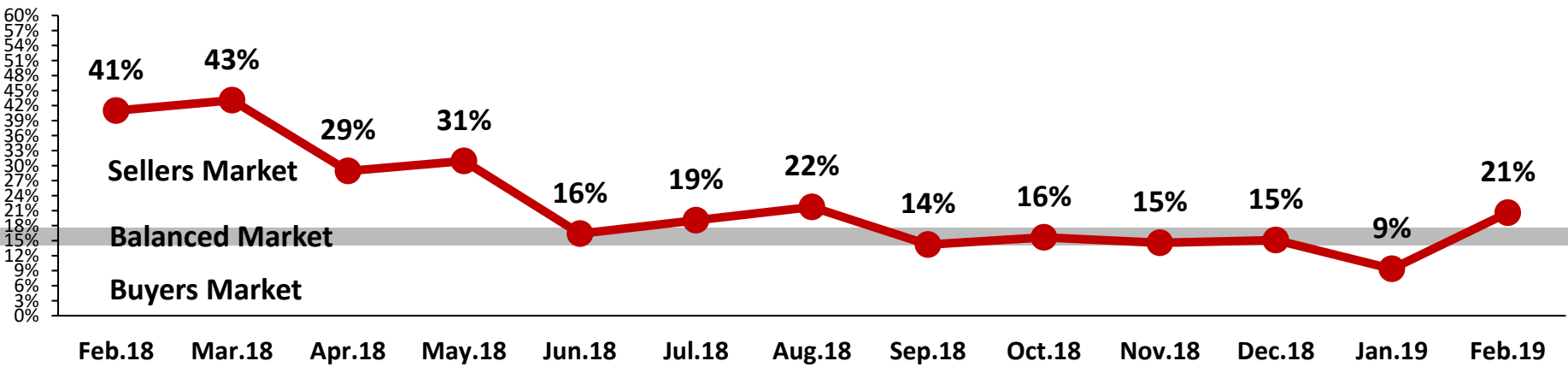
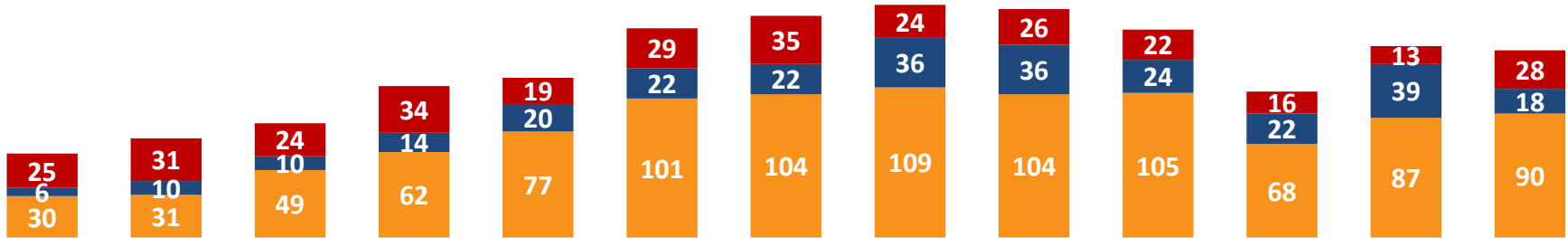


# Coquitlam Townhouse Sales/Listing Rates

## 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	1	575,001-650,000	1
375,001-425,000	0	650,001-750,000	5
425,001-475,000	0	750,001 & Above	19

**STR (Sell Through Rate) Formula**

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

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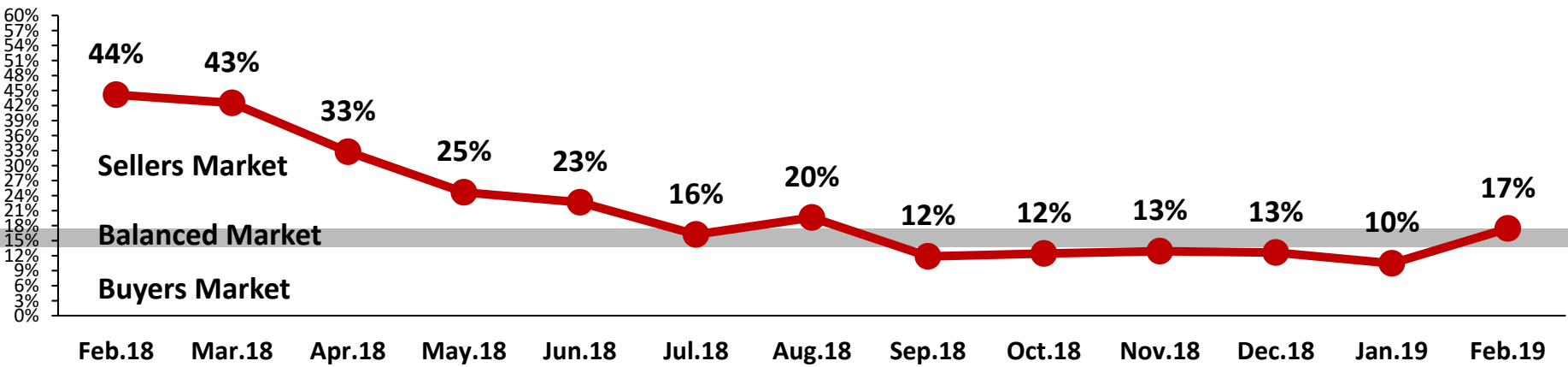
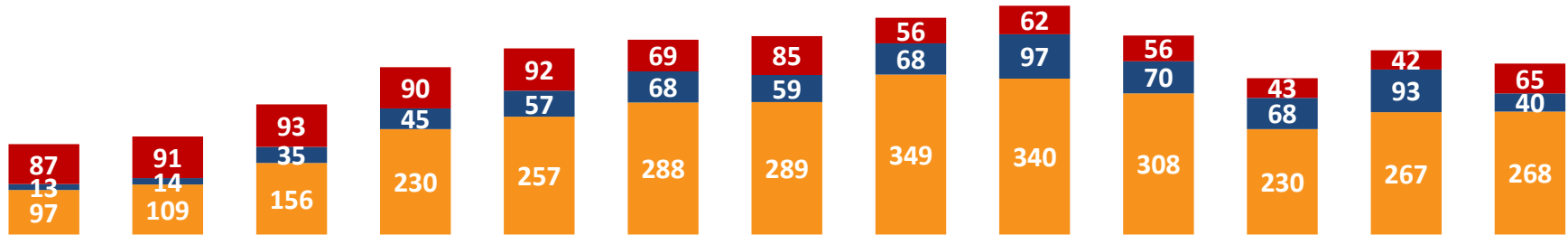


# Coquitlam Condo Sales/Listing Rates

## 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	25
250,001-300,000	0	500,001-600,000	15
300,001-350,000	3	600,001-700,000	11
350,001-400,000	8	700,001 & Above	3

### STR (Sell Through Rate) Formula

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

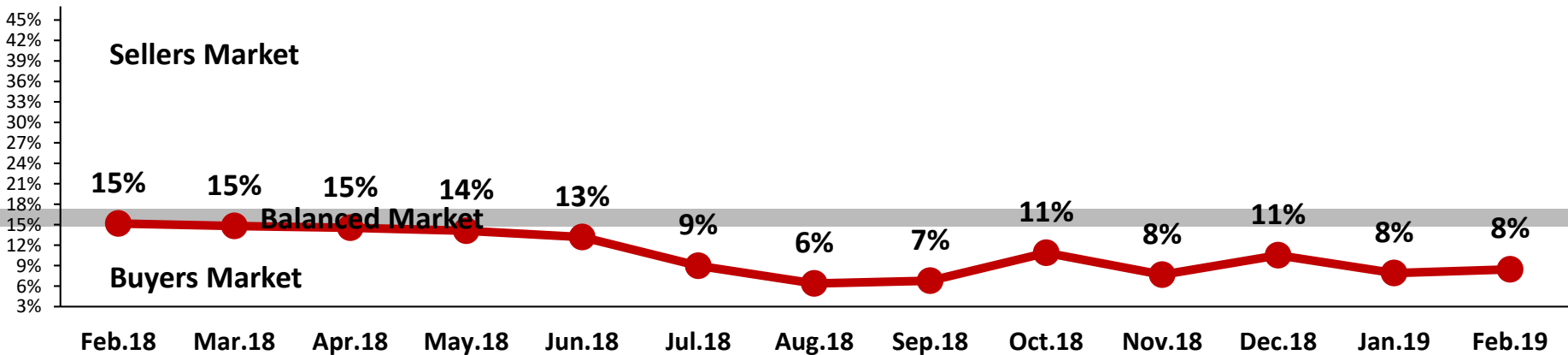
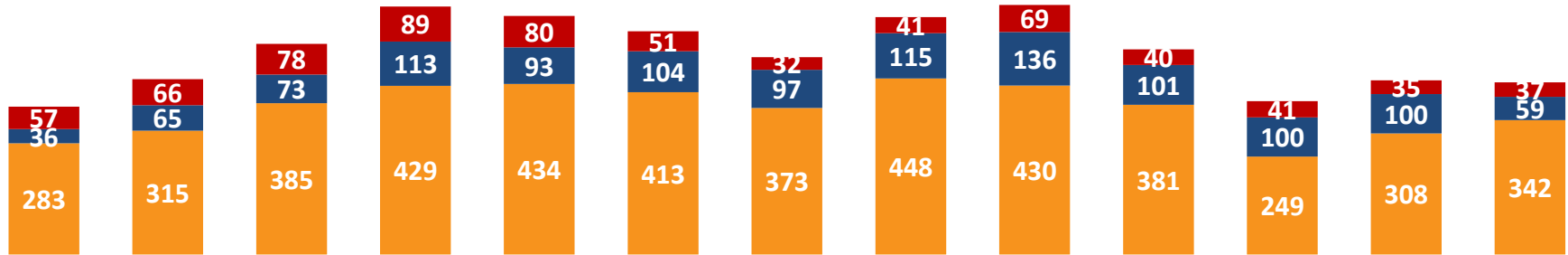


# North Vancouver Detached Sales/Listing Rates

## 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	3	1,700,001-1,850,000	4
1,100,001-1,250,000	3	1,850,001-2,000,000	2
1,250,001-1,400,000	9	2,000,001-2,225,000	2
1,400,001-1,550,000	6	2,225,001 & Above	5

### STR (Sell Through Rate) Formula

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

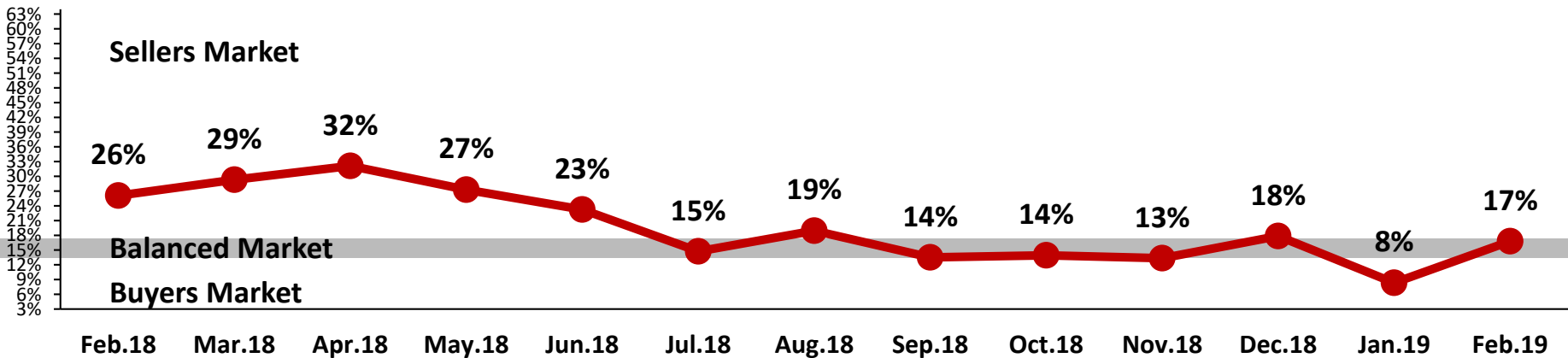
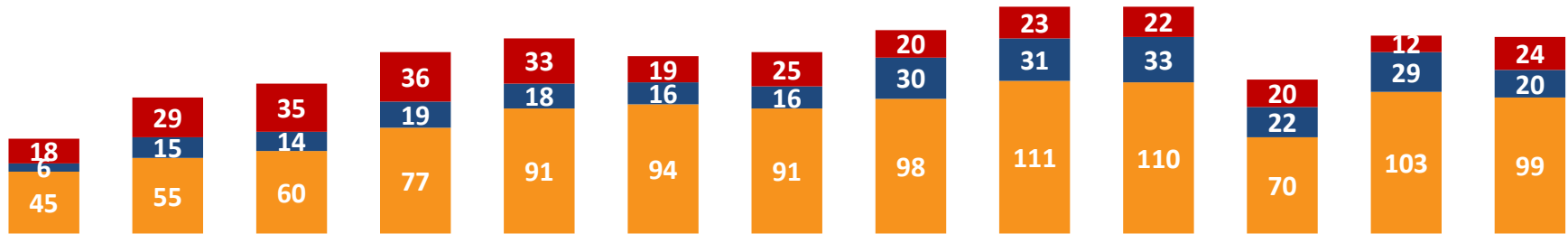


# North Vancouver Townhouse Sales/Listing Rates

## 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	2
500,001-550,000	0	750,001-800,000	1
550,001-600,000	0	800,001-900,000	1
600,001-650,000	2	900,001-1,000,000	4
650,001-700,000	1	1,000,001 & Above	13

### STR (Sell Through Rate) Formula

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



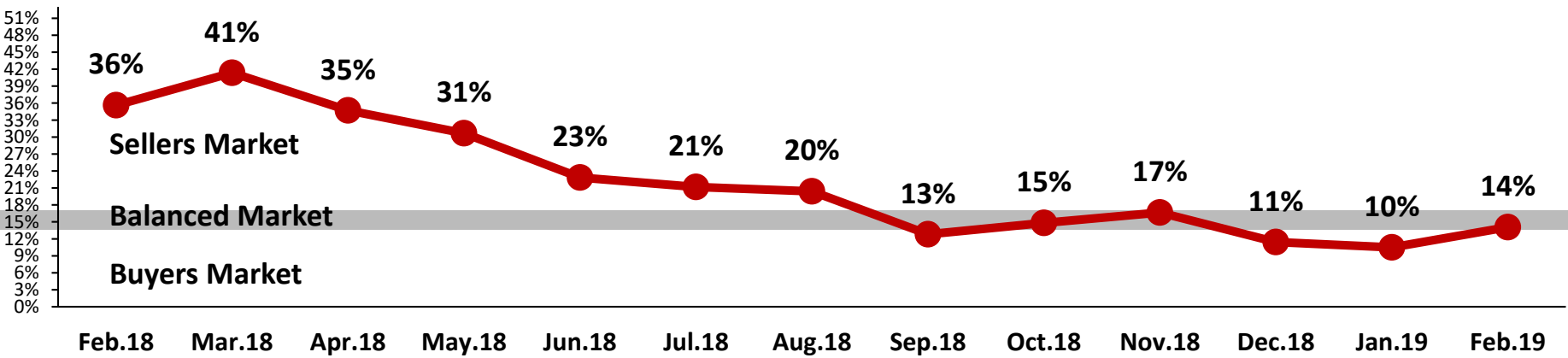
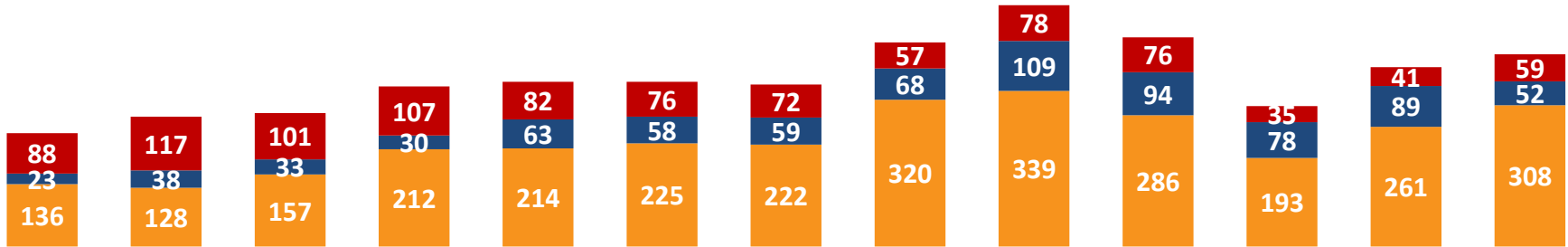


# North Vancouver Condo Sales/Listing Rates

## 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	10
225,001-300,000	0	600,001-675,000	9
300,001-375,000	0	675,001-750,000	7
375,001-450,000	5	750,001-825,000	7
450,001-525,000	11	825,001 & Above	10

### STR (Sell Through Rate) Formula

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

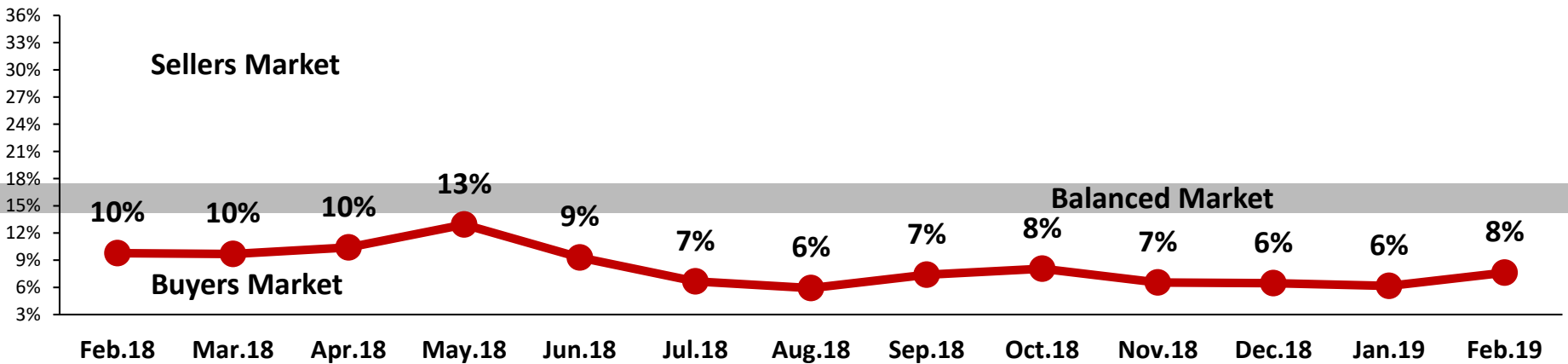
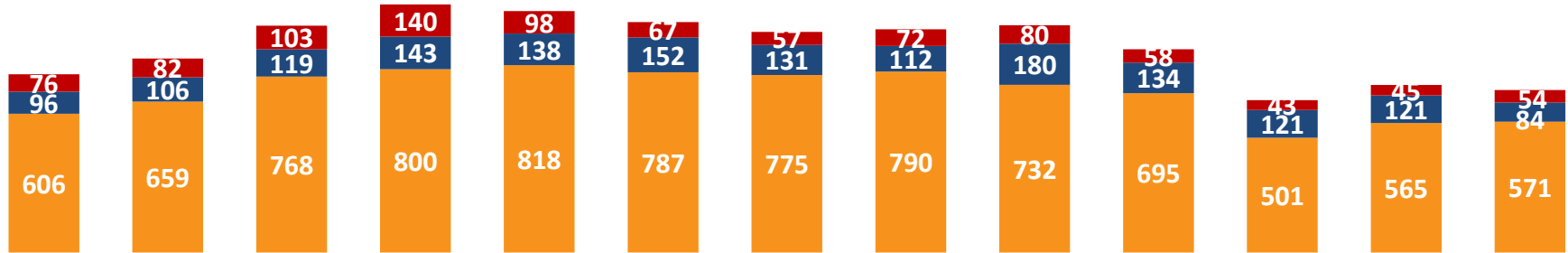


# Vancouver East Detached Sales/Listing Rates

## 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	3	1,400,001-1,500,000	3
1,000,001-1,100,000	9	1,500,001-1,600,000	6
1,100,001-1,200,000	9	1,600,001-1,700,000	2
1,200,001-1,300,000	10	1,700,001-1,800,000	3
1,300,001-1,400,000	4	1,800,001 & Above	5

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

**STR (Sell Through Rate) Formula**

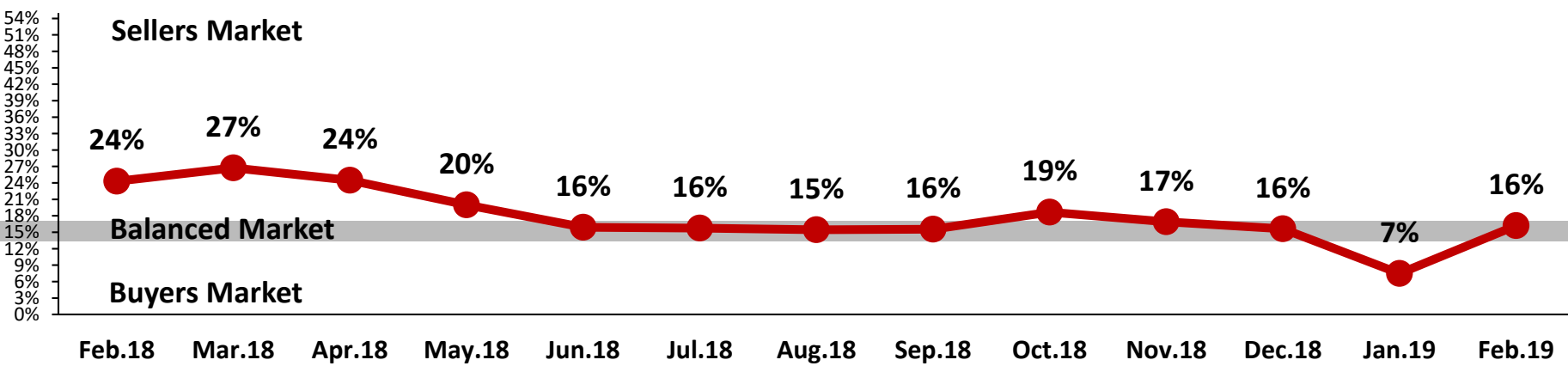
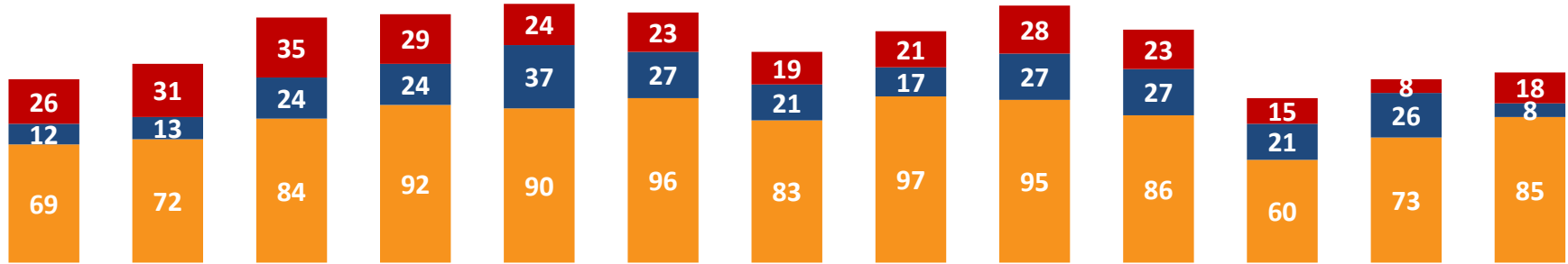


# Vancouver East Townhouse Sales/Listing Rates

## 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	0
500,001-550,000	0	750,001-800,000	3
550,001-600,000	1	800,001-900,000	5
600,001-650,000	0	900,001-1,000,000	2
650,001-700,000	1	1,000,001 & Above	6

**STR (Sell Through Rate) Formula**

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

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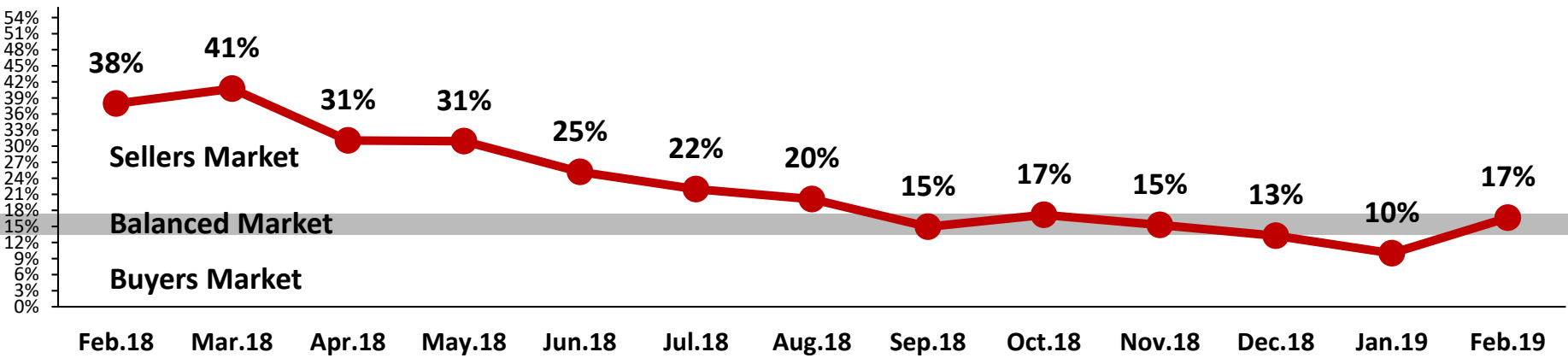
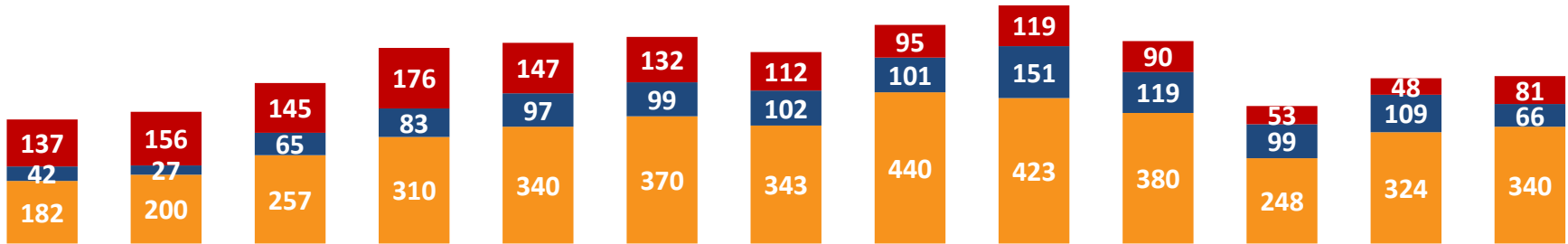


# Vancouver East Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

250,000 & Below	0	450,001-500,000	14
250,001-300,000	0	500,001-550,000	8
300,001-350,000	1	550,001-600,000	9
350,001-400,000	4	600,001-700,000	19
400,001-450,000	9	700,001-800,000	6
		800,000 & Above	11

**STR (Sell Through Rate) Formula**

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

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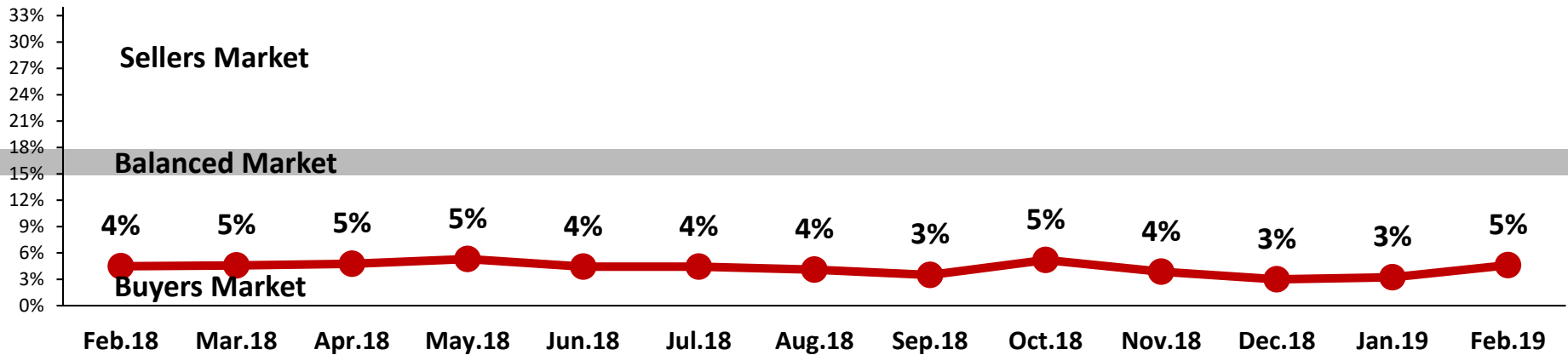
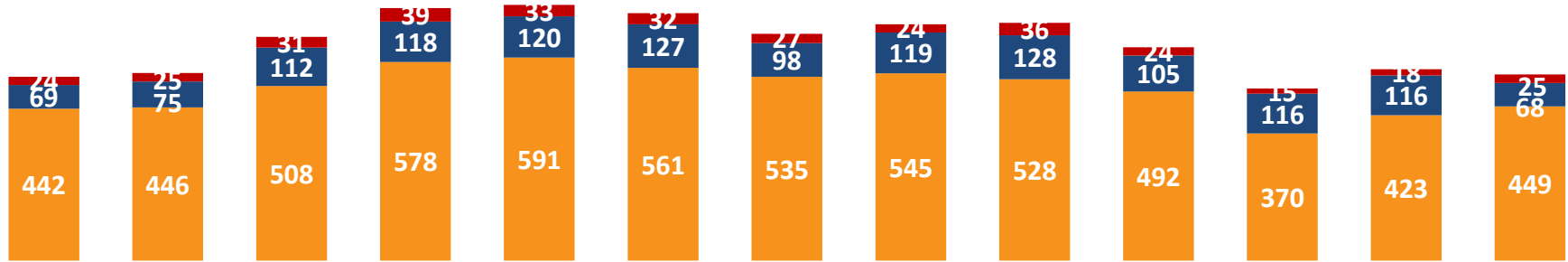


## West Vancouver Detached Sales/Listing Rates

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

### STR (Sell Through Rate) Formula

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

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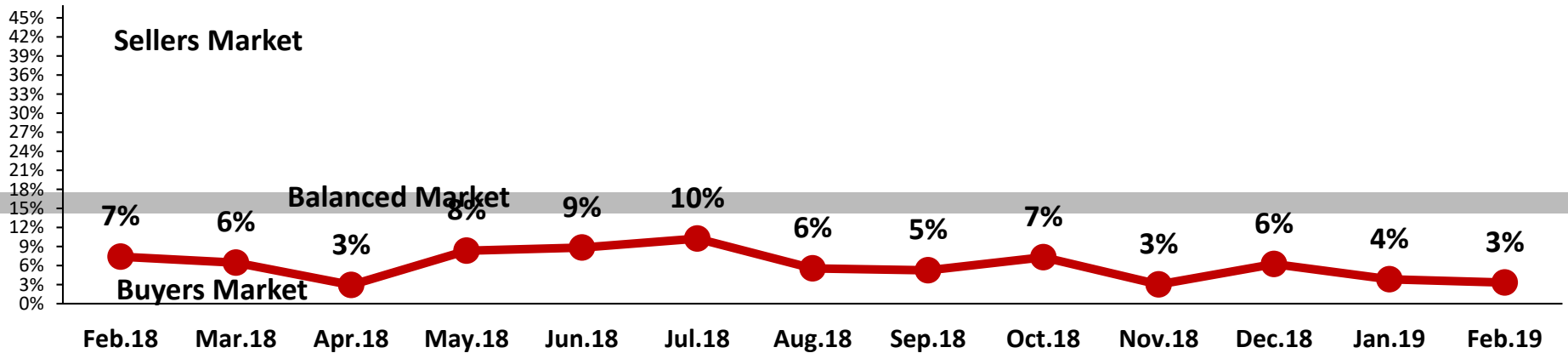
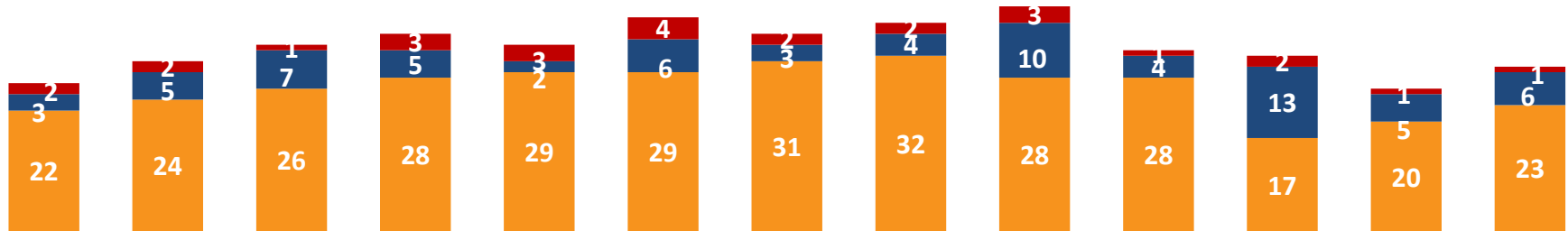


# West Vancouver Townhouse Sales/Listing Rates

## 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

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

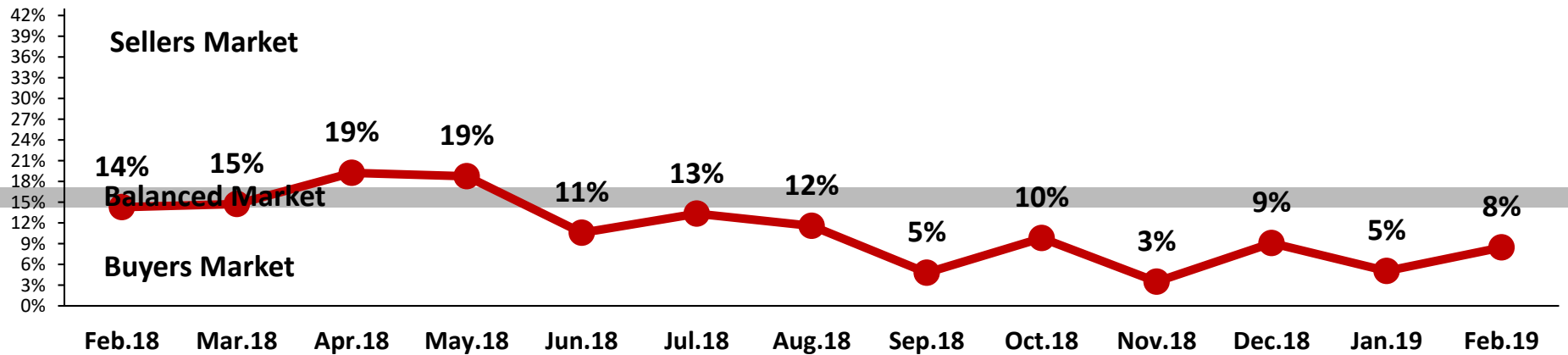
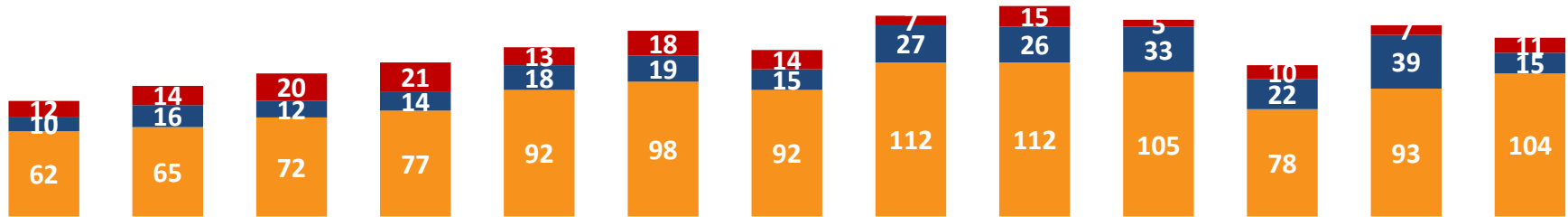


# West Vancouver Condo Sales/Listing Rates

## 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	1	750,001-800,000	0
550,001-600,000	3	800,001-850,000	0
600,001-650,000	0	850,001 & Above	7

### STR (Sell Through Rate) Formula

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

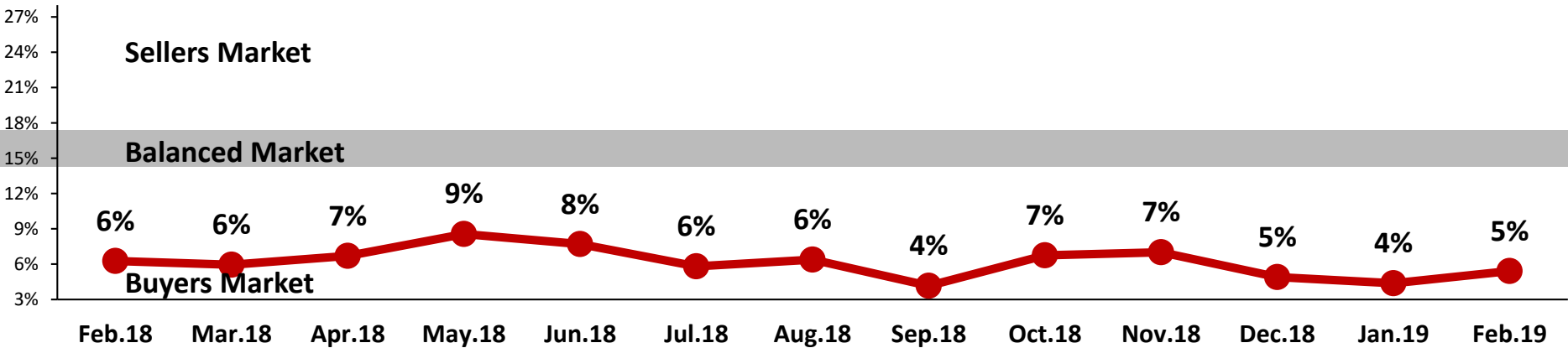
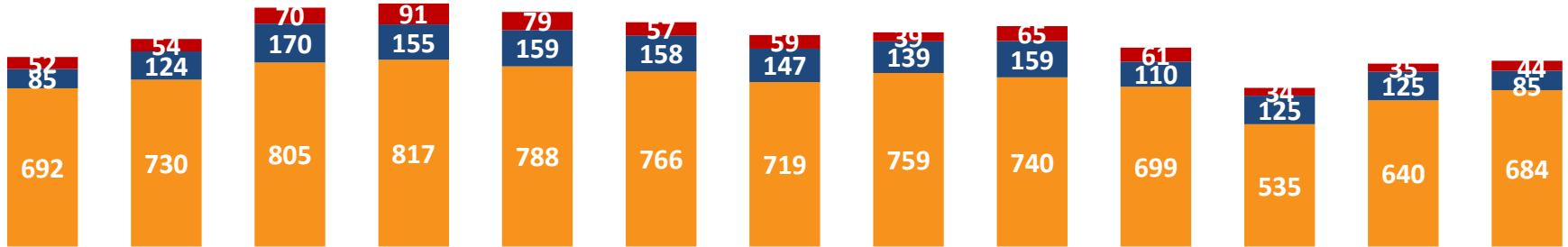


# Vancouver West Detached Sales/Listing Rates

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

**STR (Sell Through Rate) Formula**

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

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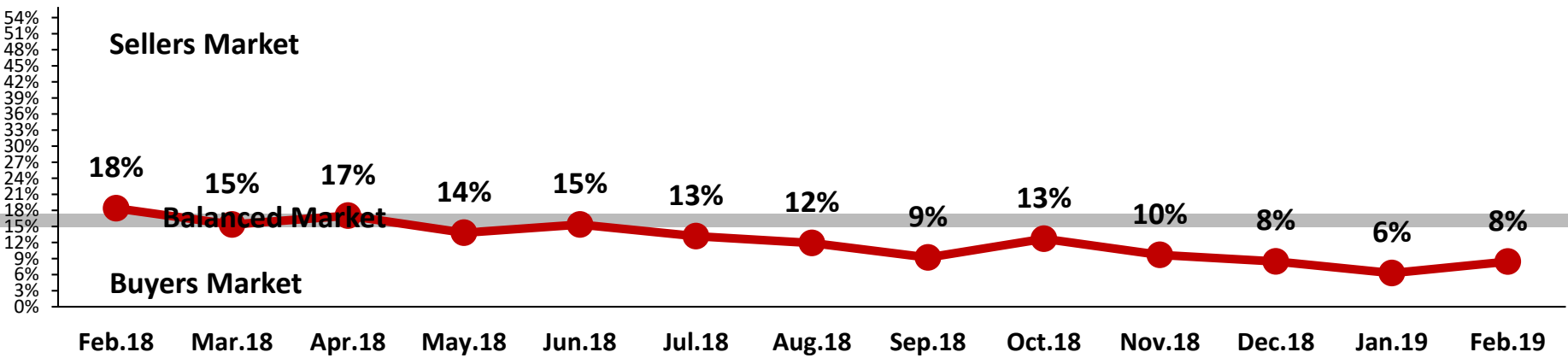
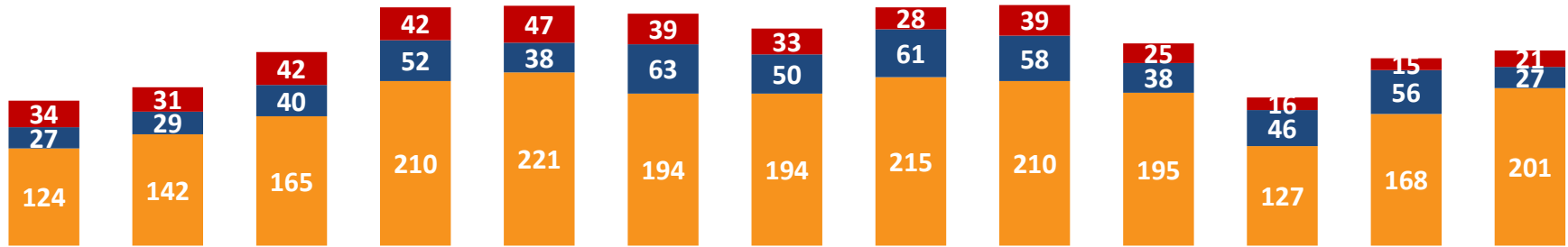


# Vancouver West Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

500,000 & Below	1	900,001-1,000,000	2
500,001-600,000	0	1,000,001-1,100,000	5
600,001-700,000	2	1,100,001-1,200,000	0
700,001-800,000	2	1,200,001-1,300,000	2
800,001-900,000	1	1,300,001 & Above	6

**STR (Sell Through Rate) Formula**

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

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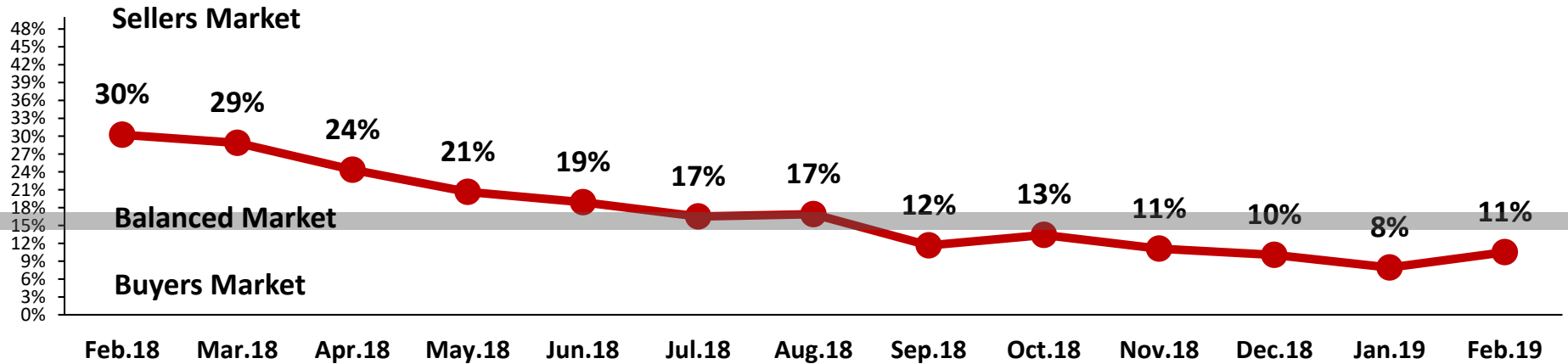
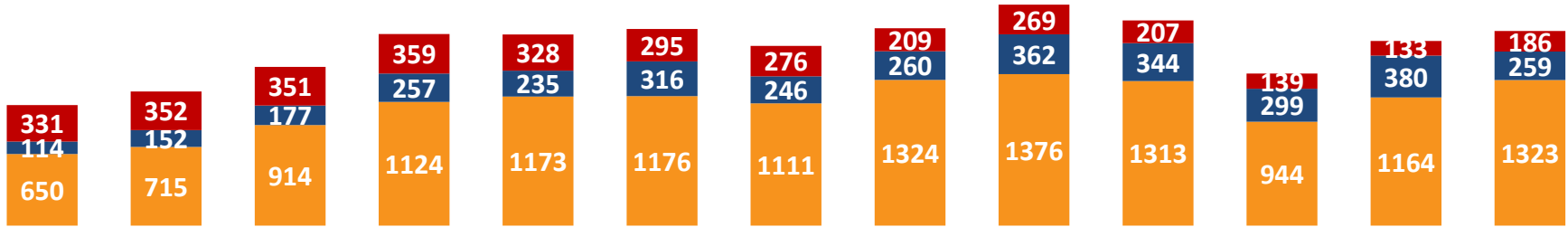


# Vancouver West Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

350,000 & Below	1	950,001-1,100,000	19
350,001-500,000	12	1,100,001-1,500,000	31
500,001-650,000	47	1,500,001-1,600,000	0
650,001-800,000	37	1,600,001-1,800,000	0
800,001-950,000	22	1,800,001 & Above	17

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

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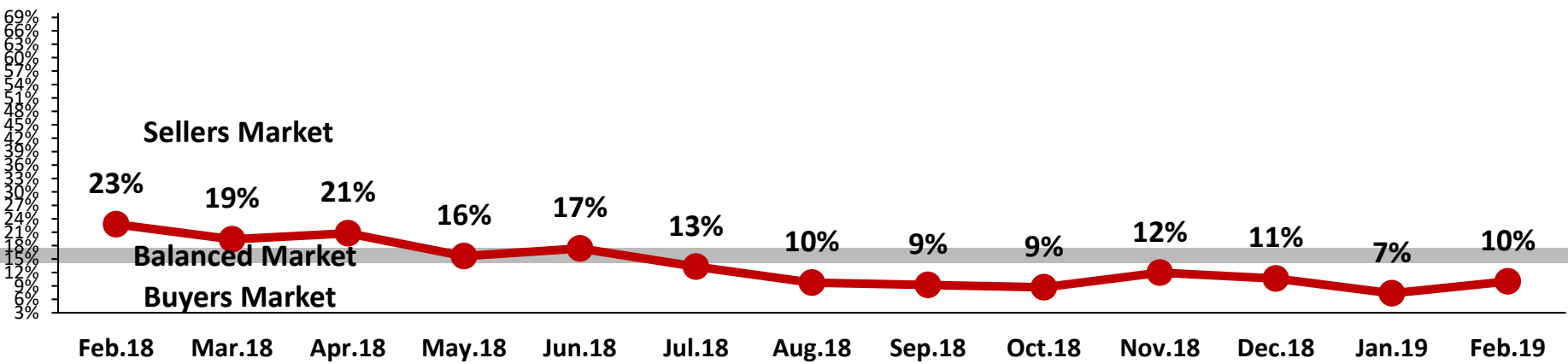
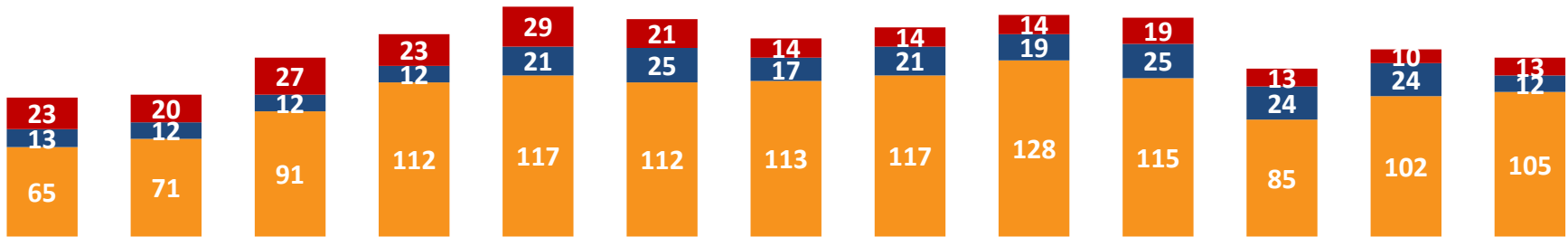


# New Westminster Detached Sales/Listing Rates

## 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	1
600,001-650,000	0	850,001-900,000	1
650,001-700,000	0	900,001 & Above	11

### STR (Sell Through Rate) Formula

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

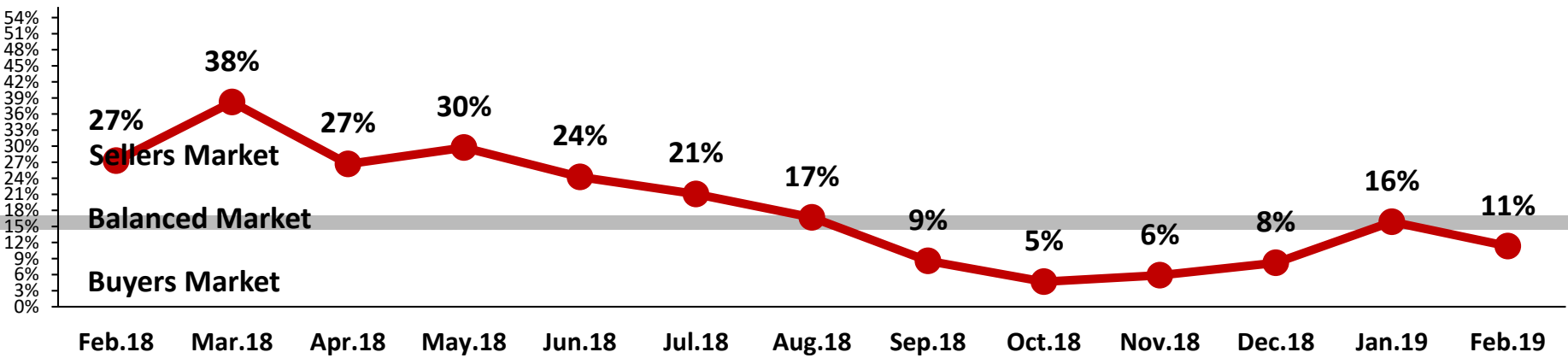
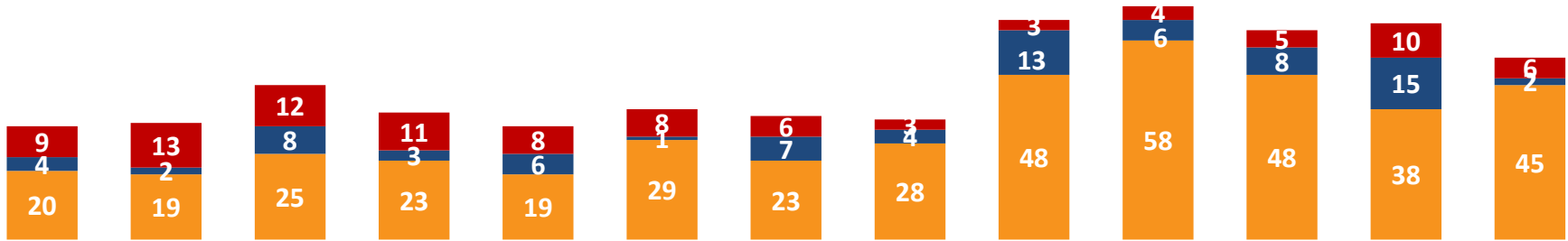


# New Westminster Townhouse Sales/Listing Rates

## 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	0
300,001-325,000	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	1
375,001-400,000	0	500,001 & Above	5

**STR (Sell Through Rate) Formula**

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

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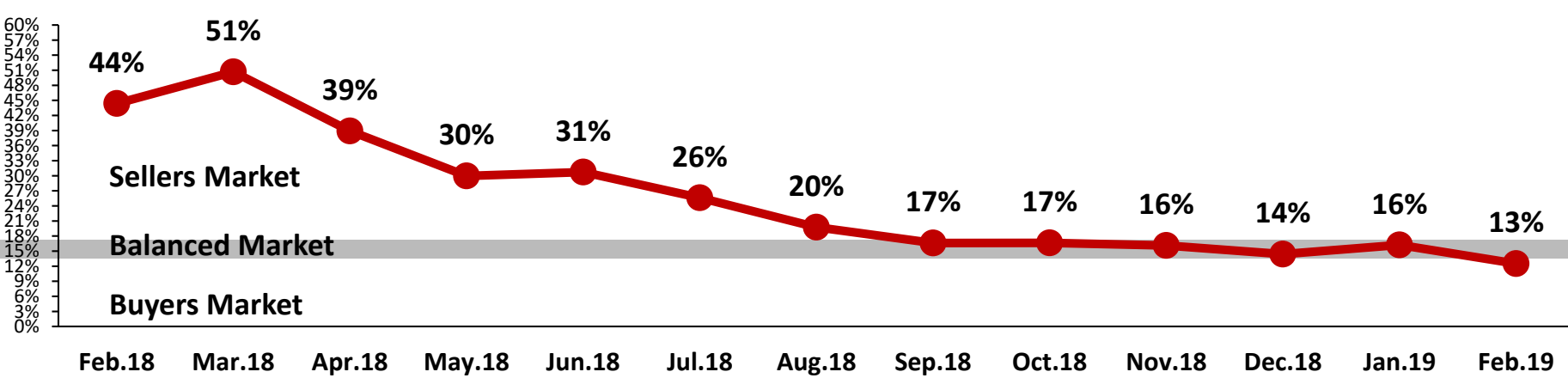
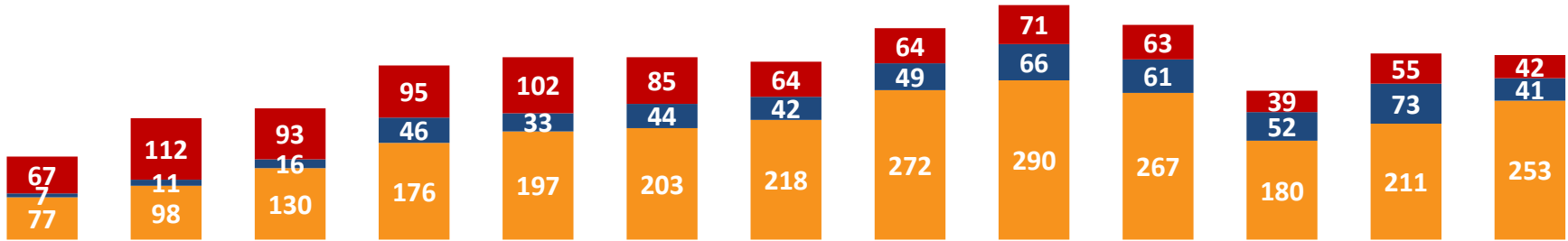


# New Westminster Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

200,000 & Below	1	400,001-450,000	3
200,001-250,000	0	450,001-500,000	9
250,001-300,000	0	500,001-600,000	8
300,001-350,000	6	600,001-700,000	6
350,001-400,000	4	700,001 & Above	5

**STR (Sell Through Rate) Formula**

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

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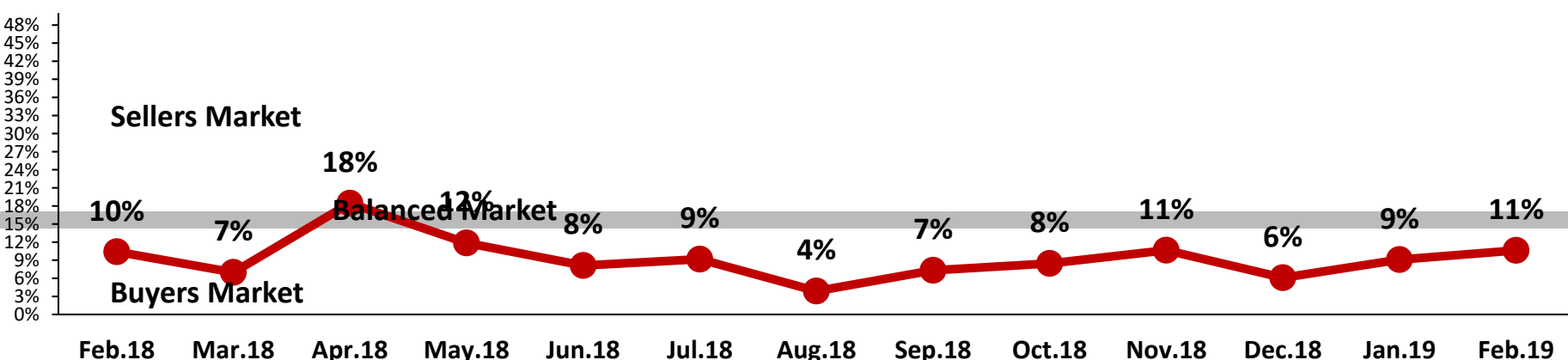
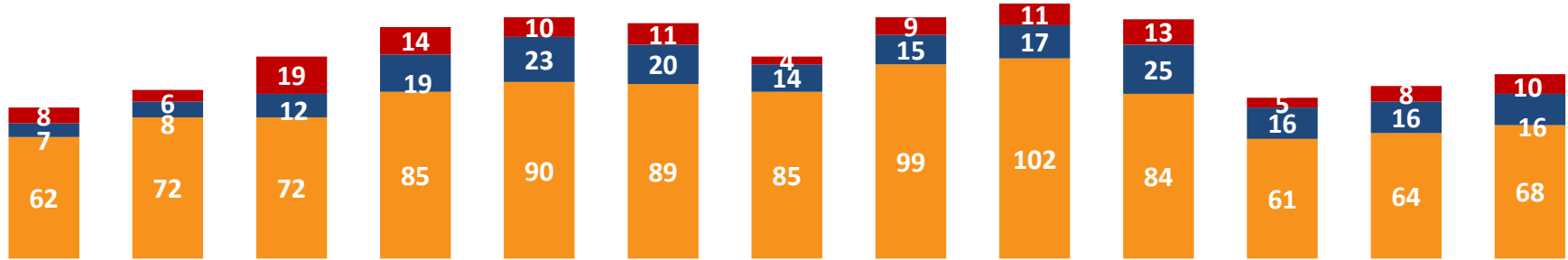


# Port Moody Detached Sales/Listing Rates

## 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	2
700,001-750,000	0	1,000,001-1,100,000	2
750,001-800,000	0	1,100,001 & Above	6

**STR (Sell Through Rate) Formula**

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

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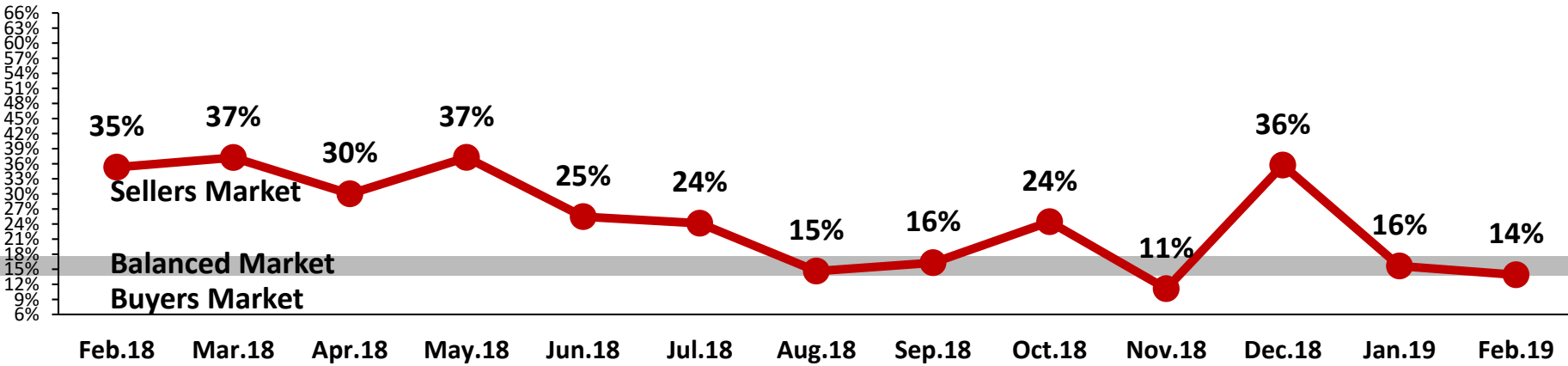
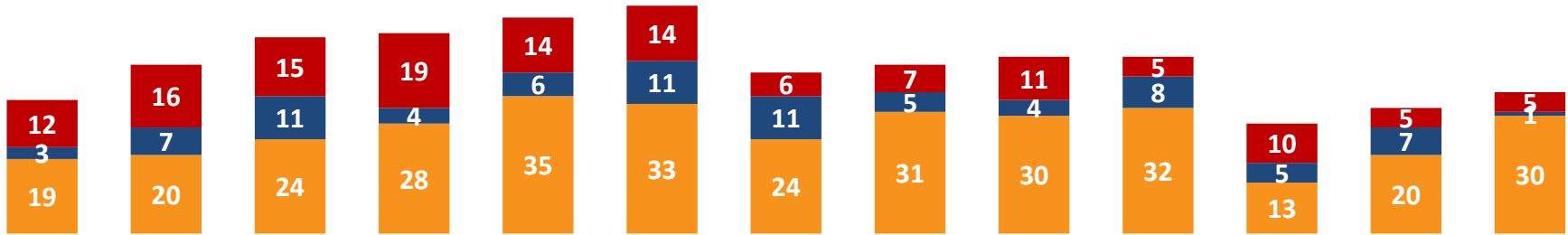


# Port Moody Townhouse Sales/Listing Rates

## 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**

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

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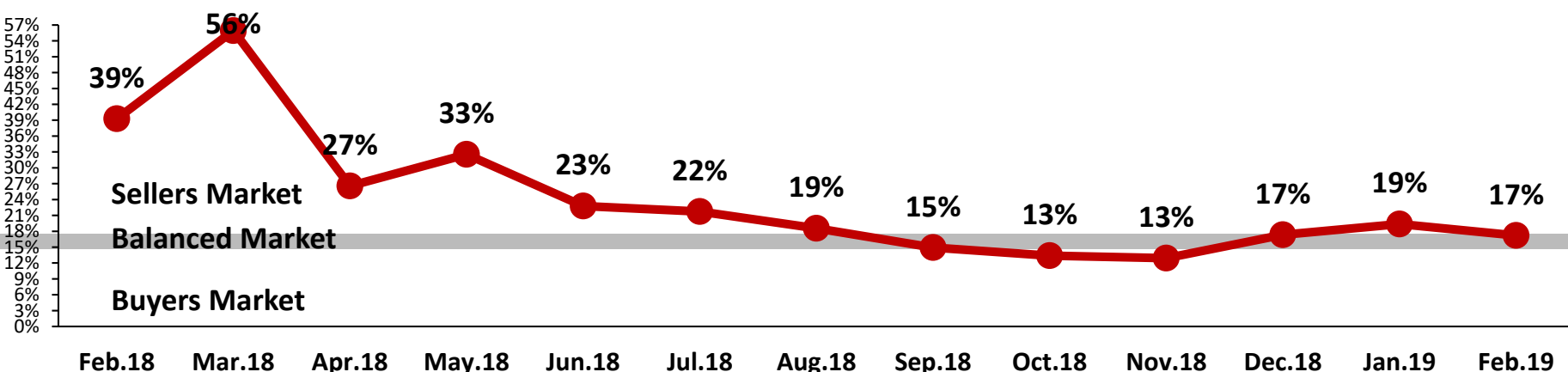
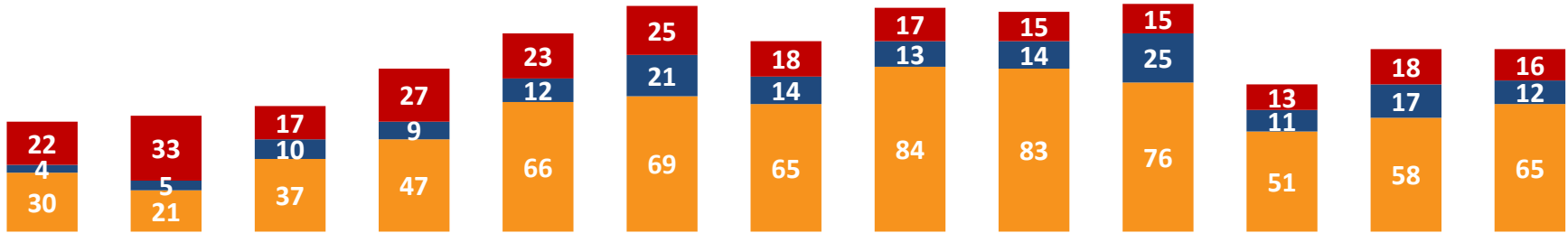


# Port Moody Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

225,000 & Below	0	425,001-475,000	1
225,001-275,000	0	475,001-525,000	1
275,001-325,000	1	525,001-575,000	3
325,001-375,000	0	575,001 & Above	10
375,001-425,000	0		

**STR (Sell Through Rate) Formula**

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

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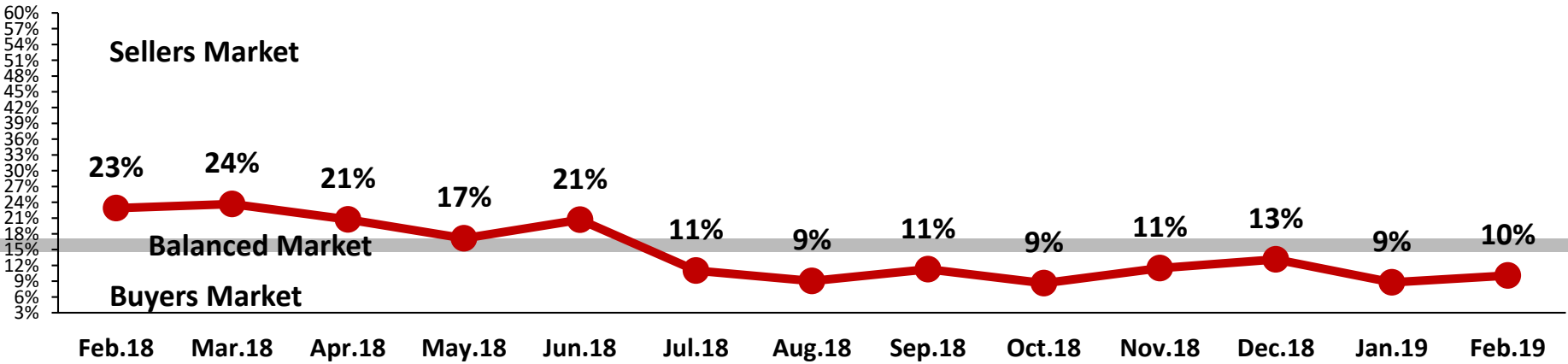
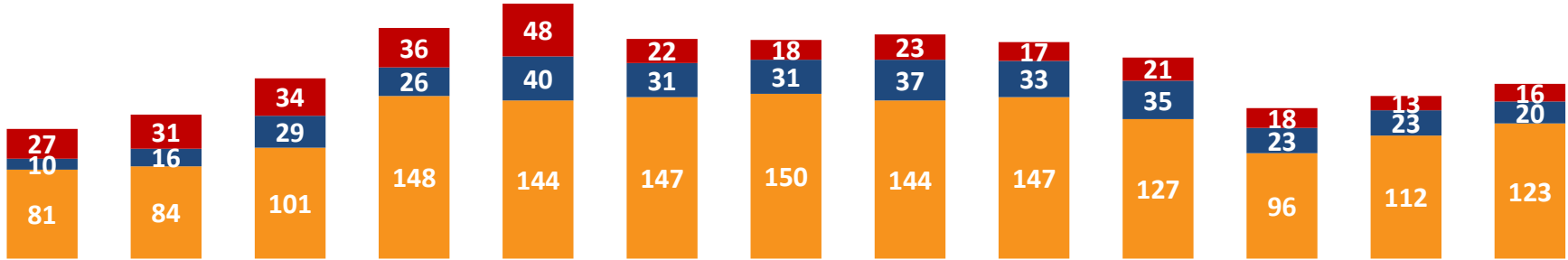


# Port Coquitlam Detached Sales/Listing Rates

## 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	0
650,001-700,000	0	1-100,001-1,300,000	0
700,001-800,000	4	1,300,000-1,500,000	0
800,001-900,000	6	1,500,000 & Above	0
900,001-1,000,000	6		

**STR (Sell Through Rate) Formula**

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

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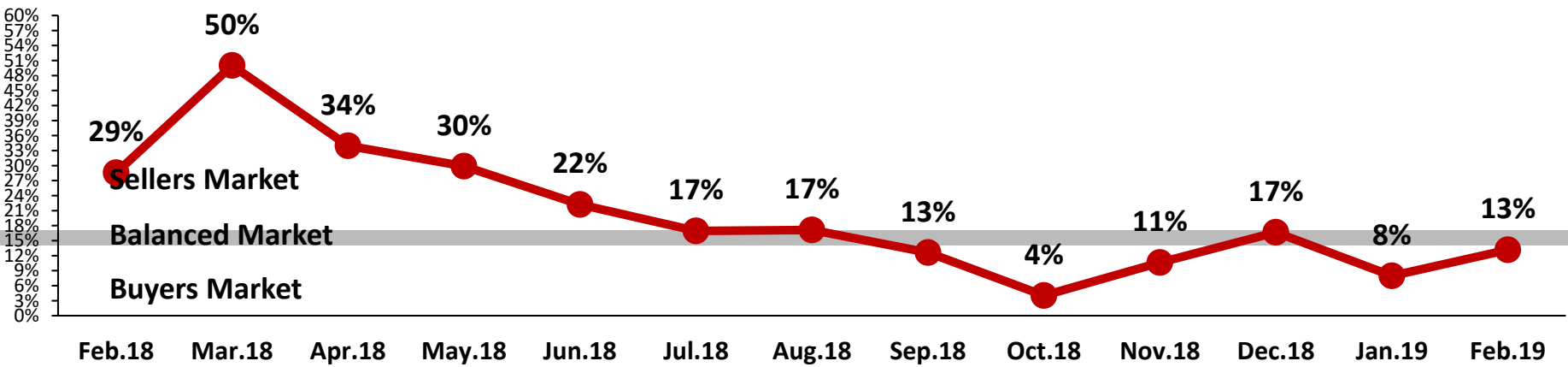
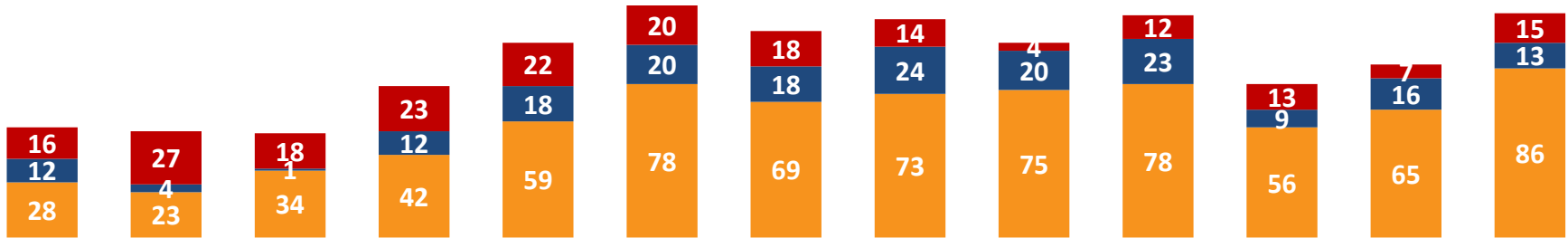


# Port Coquitlam Townhouse Sales/Listing Rates

## 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	2
350,001-375,000	0	475,001-550,000	5
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	0

### STR (Sell Through Rate) Formula

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

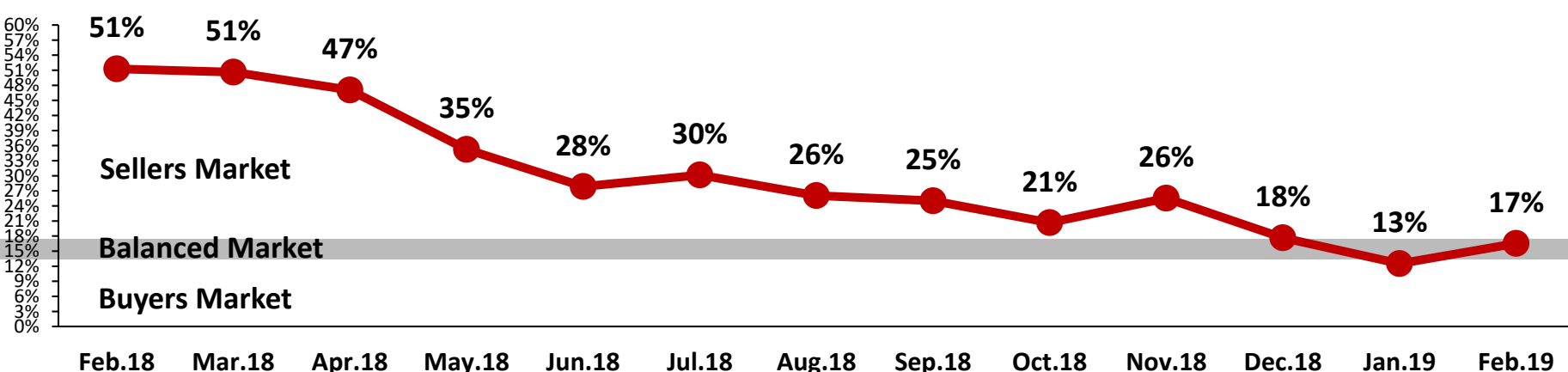
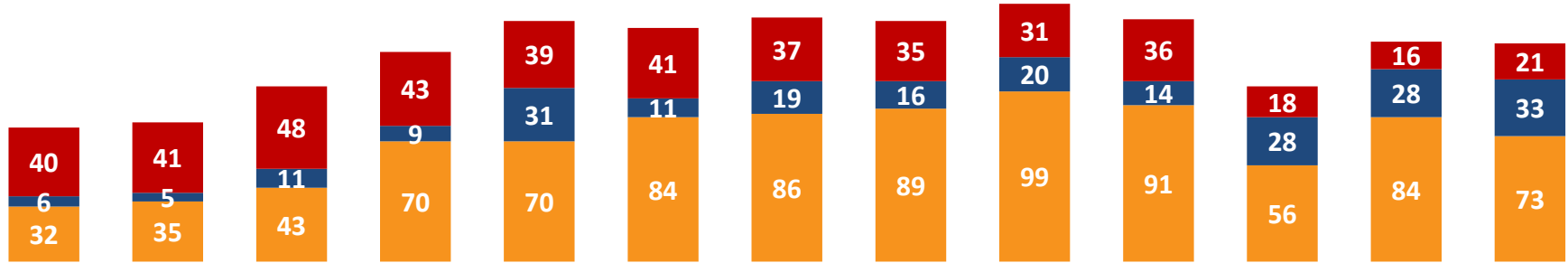


# Port Coquitlam Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### 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	1
200,001-225,000	0	325,001-350,000	2
225,001-250,000	0	350,001 & Above	18

### STR (Sell Through Rate) Formula

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

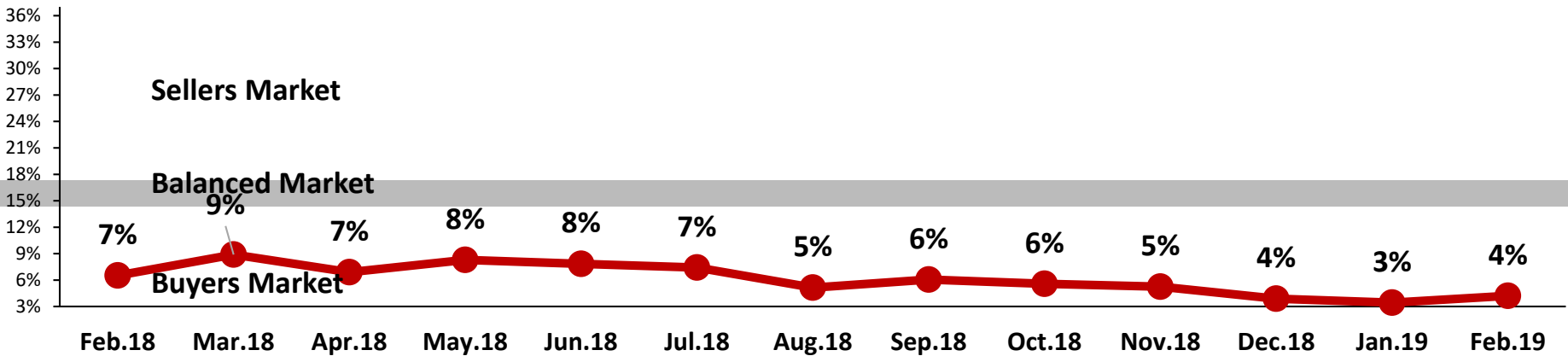
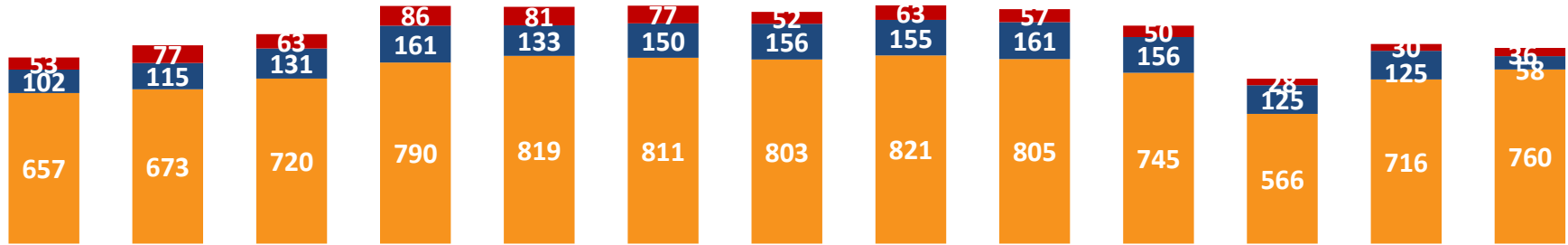


# Richmond Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

■ Active Listings   
 ■ Failed   
 ■ Sales



### Price Breakdown

600,000 & Below	0	1,400,001-1,600,000	10
600,001-800,000	0	1,600,001-1,800,000	2
800,001-1,000,000	0	1,800,001-2,000,000	7
1,000,001-1,200,000	2	2,000,001-2,200,000	2
1,200,001-1,400,000	9	2,200,001 & Above	4

**STR (Sell Through Rate) Formula**

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

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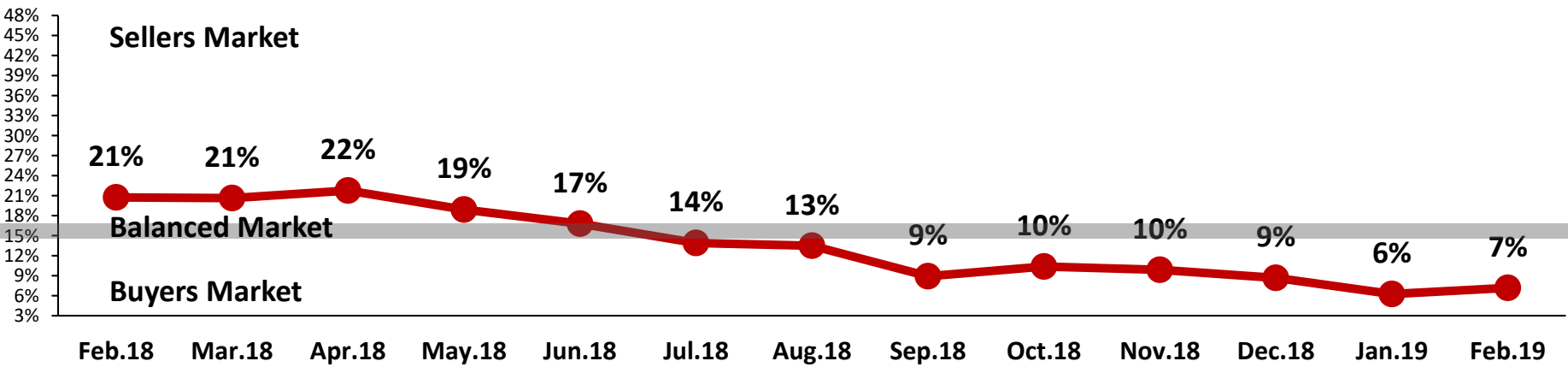
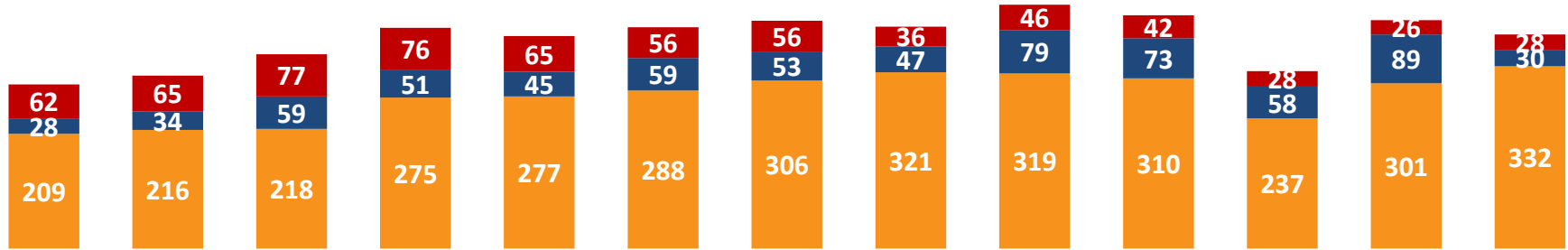


# Richmond Townhouse Sales/Listing Rates

## 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	0
325,001-375,000	0	575,001-625,000	1
375,001-425,000	0	625,001-675,000	3
425,001-475,000	0	675,001-725,000	3
475,001-525,000	1	725,001 & Above	20

### STR (Sell Through Rate) Formula

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

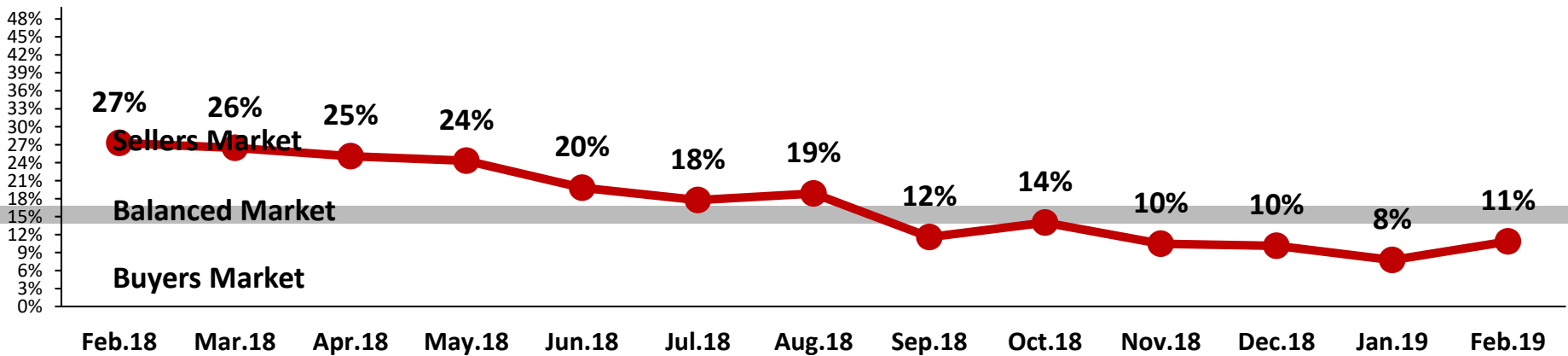
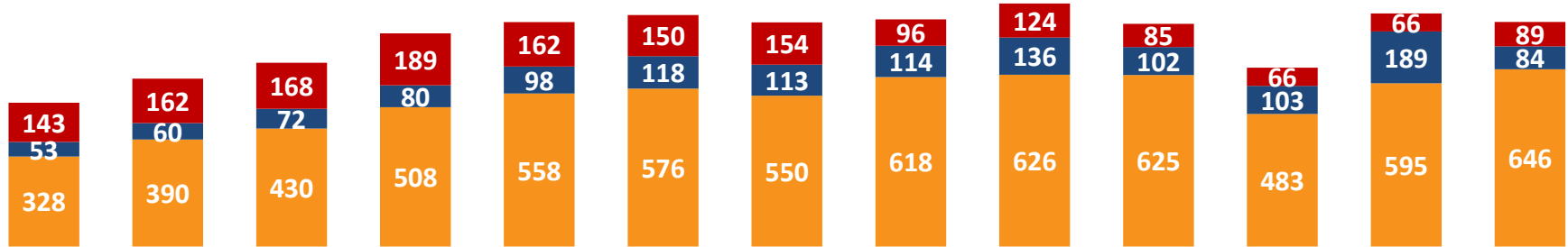


# Richmond Condo Sales/Listing Rates

## 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	26
50,001-150,000	0	550,001-650,000	14
150,001-250,000	2	650,001-750,000	14
250,001-350,000	7	750,001 & Above	13
350,001-450,000	13		

**STR (Sell Through Rate) Formula**

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

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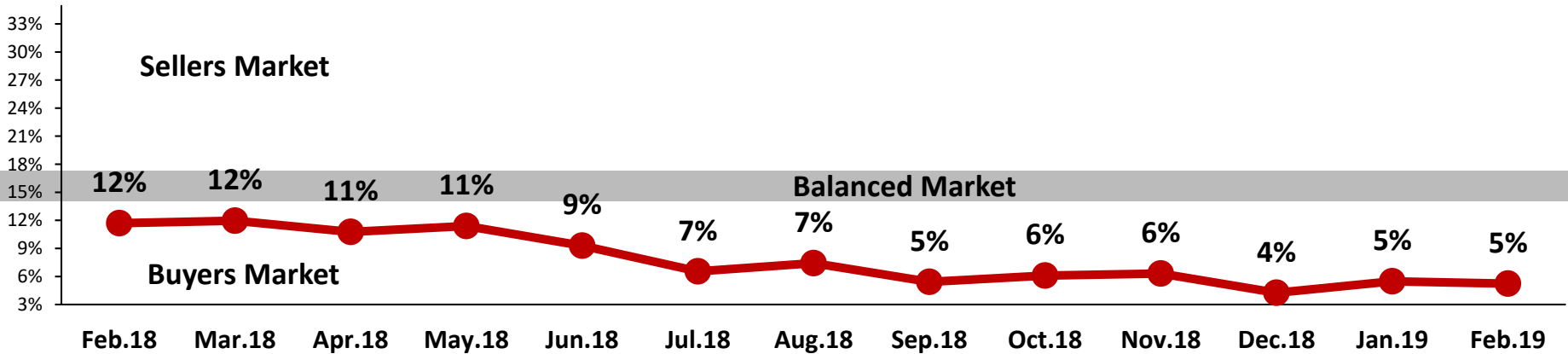
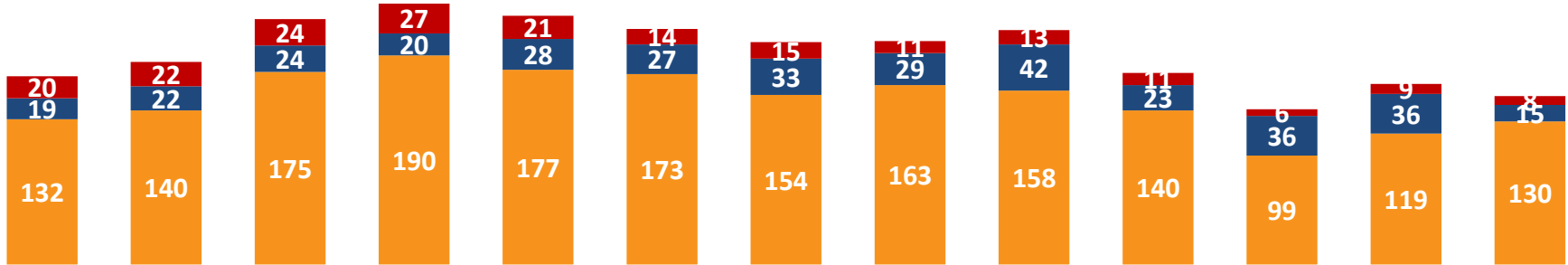


# Tsawwassen Detached Sales/Listing Rates

## 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	1
700,001-750,000	0	1,000,001-1,100,000	3
750,001-800,000	0	1,100,001-1,300,000	2
800,001-850,000	1	1,300,000 & Above	1

### STR (Sell Through Rate) Formula

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

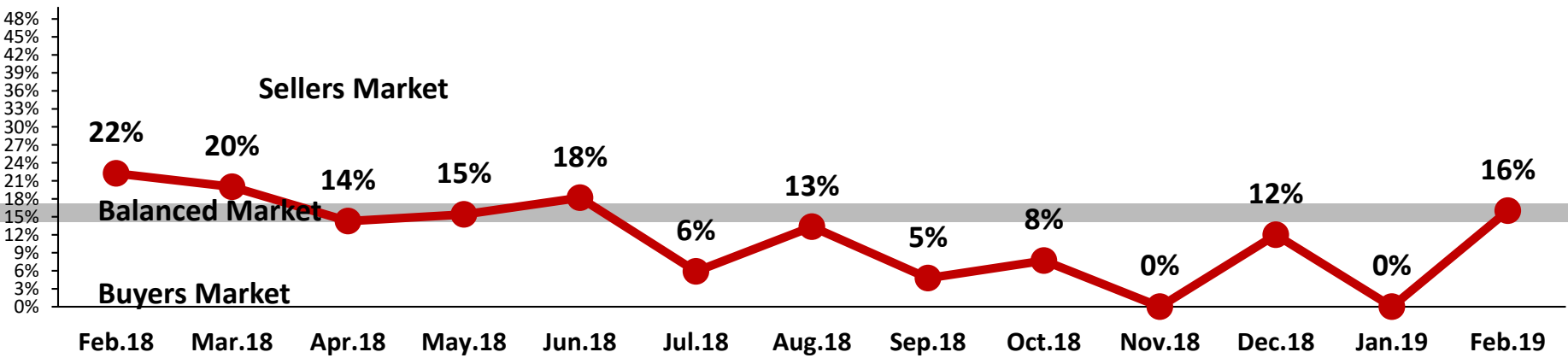
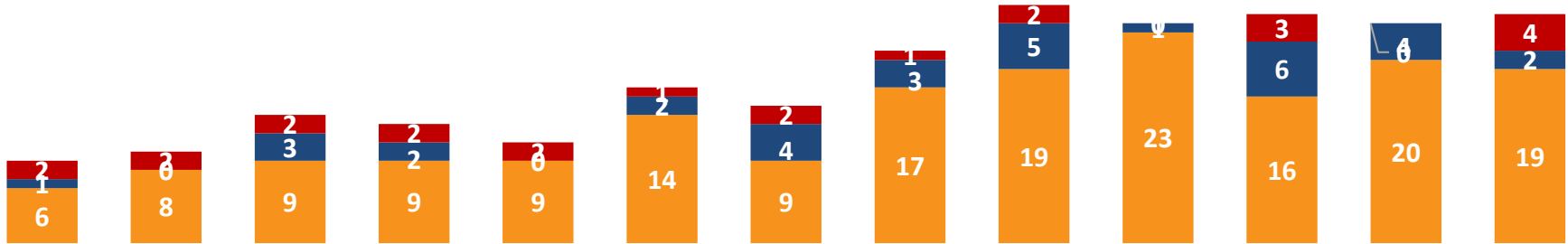


# Tsawwassen Townhouse Sales/Listing Rates

## 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	4

**STR (Sell Through Rate) Formula**

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

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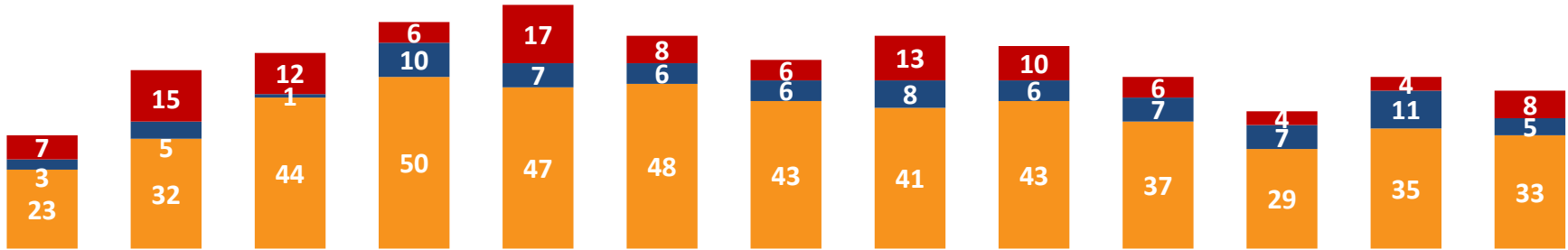


# Tsawwassen Condo Sales/Listing Rates

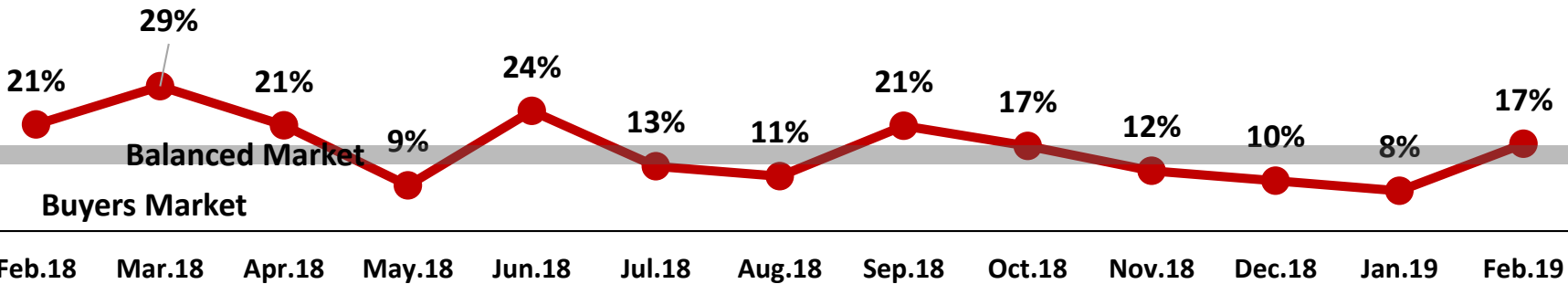
## STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Sellers Market



Price Breakdown

250,000 & Below	0	350,001-375,000	0
250,001-275,000	0	375,001-450,000	3
275,001-300,000	0	450,001-475,000	0
300,001-325,000	0	475,001-500,000	0
325,001-350,000	0	500,001 & Above	5

**STR (Sell Through Rate) Formula**

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

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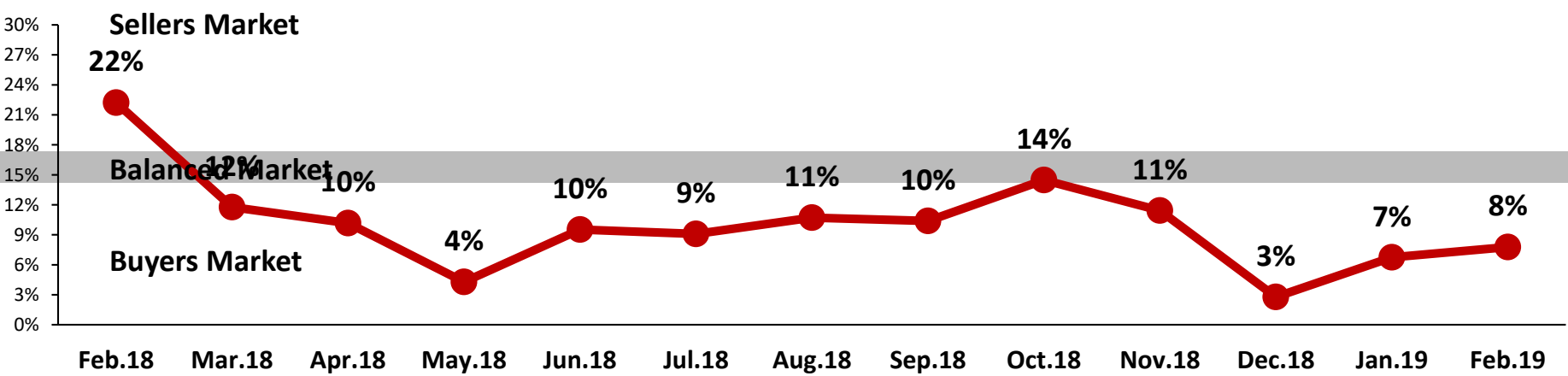
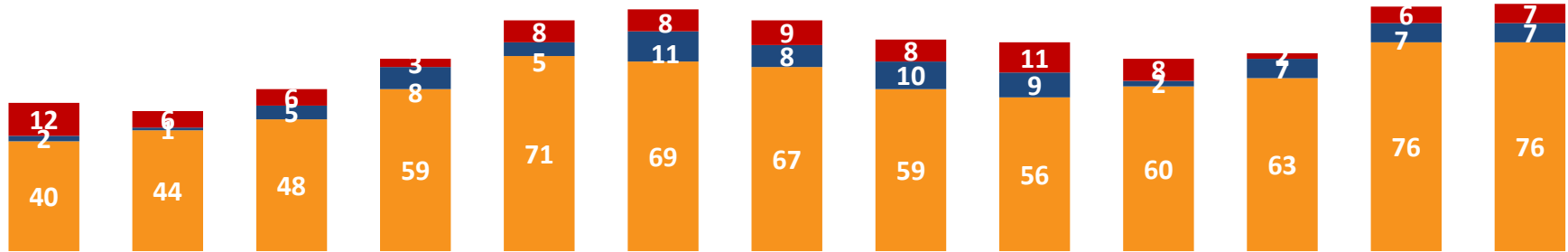


# Whistler Detached Sales/Listing Rates

## 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	2
800,001-900,000	0	1,300,001-1,400,000	0
900,001-1,000,000	0	1,400,001 & Above	5

### STR (Sell Through Rate) Formula

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

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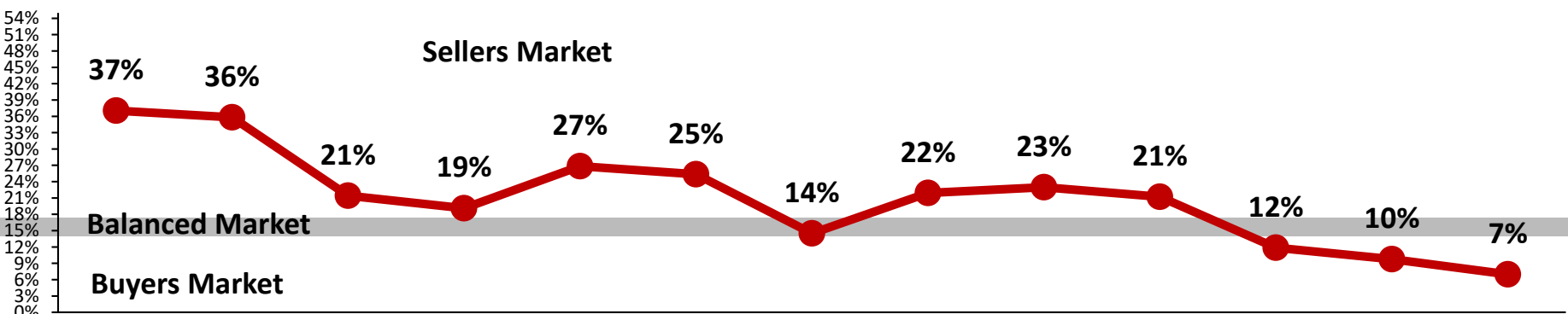
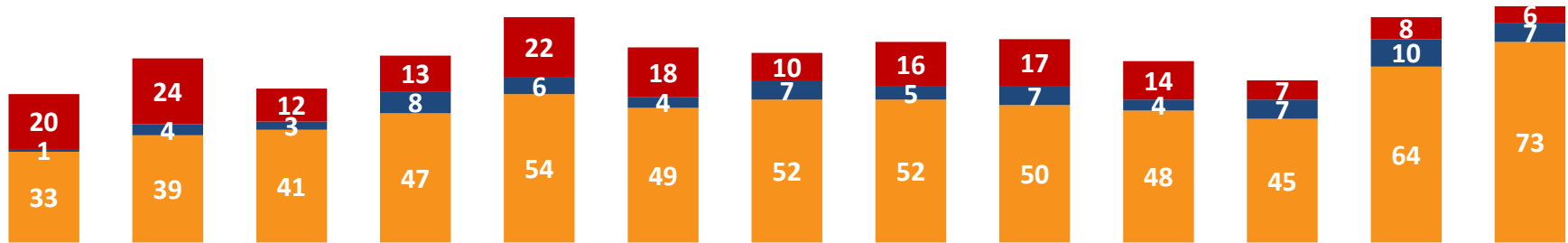


# Whistler Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

300,000 & Below	0	600,000-650,000	0
300,001-350,000	0	650,001-750,000	0
350,001-400,000	0	750,001-850,000	0
400,001-500,000	1	850,000-1,000,000	0
500,001-600,000	0	1,000,001 & Above	5
600,000-650,000	0		

**STR (Sell Through Rate) Formula**

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

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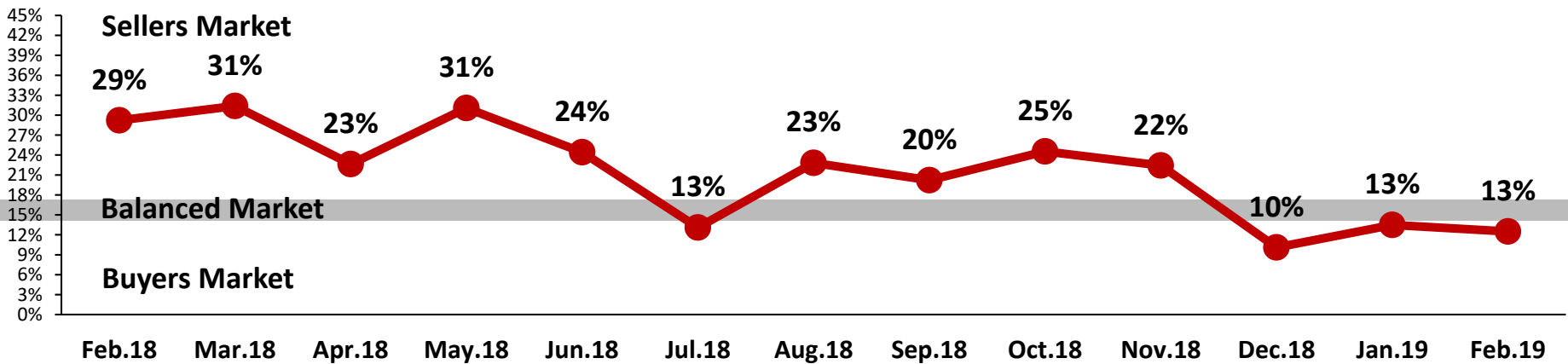
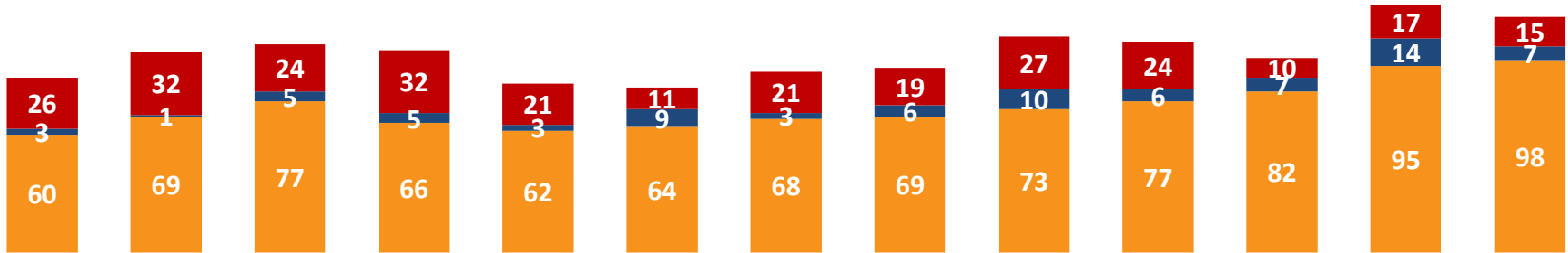


# Whistler Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

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

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

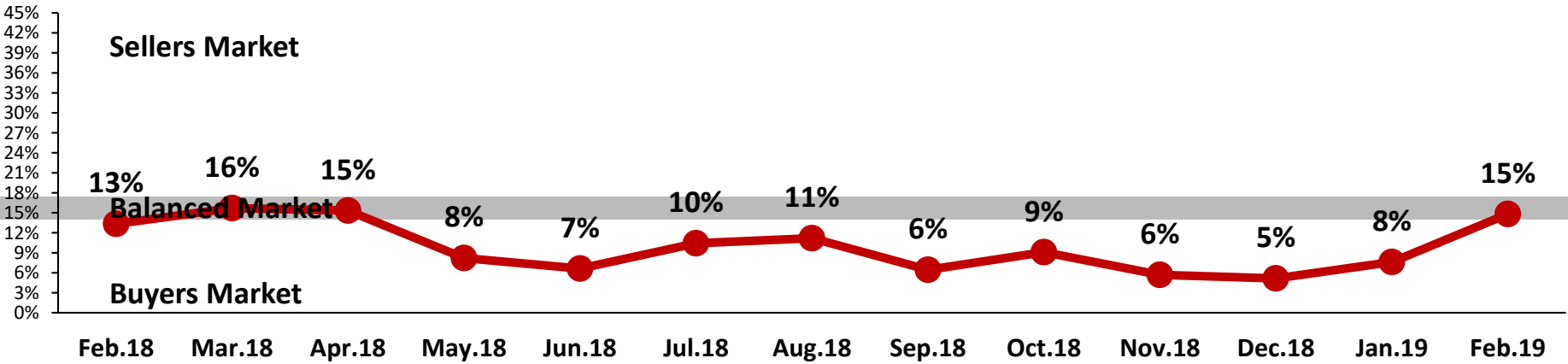
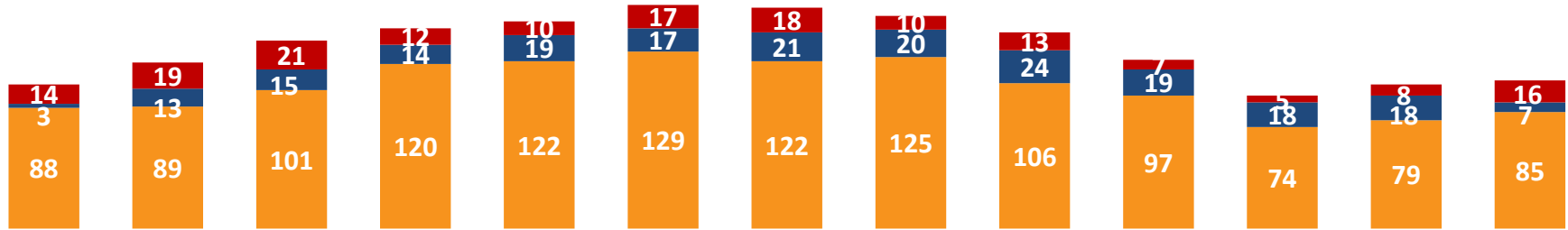


# Squamish Detached Sales/Listing Rates

## 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	1
525,001-550,000	0	800,001-900,000	3
550,001-575,000	0	900,001 & Above	11
575,001-600,000	1		

**STR (Sell Through Rate) Formula**

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

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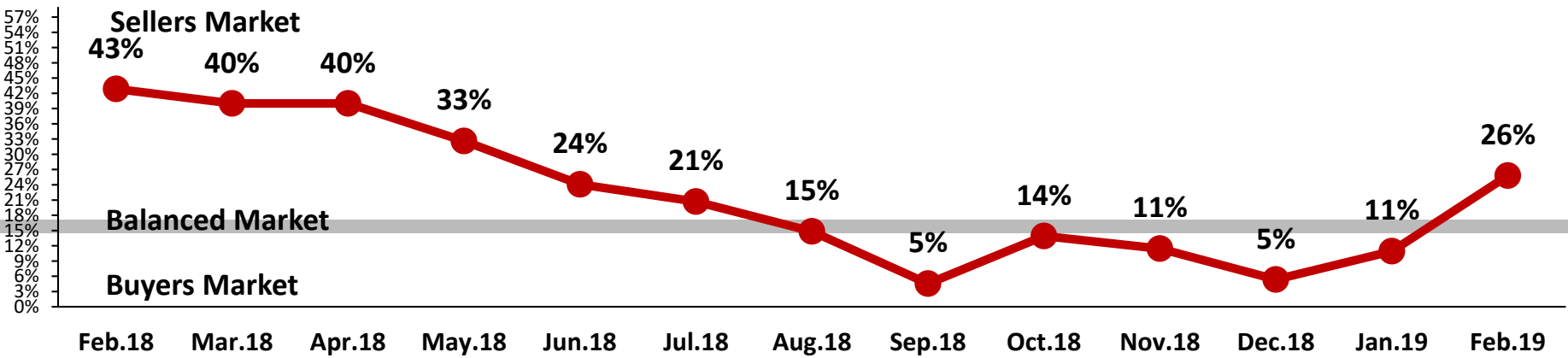
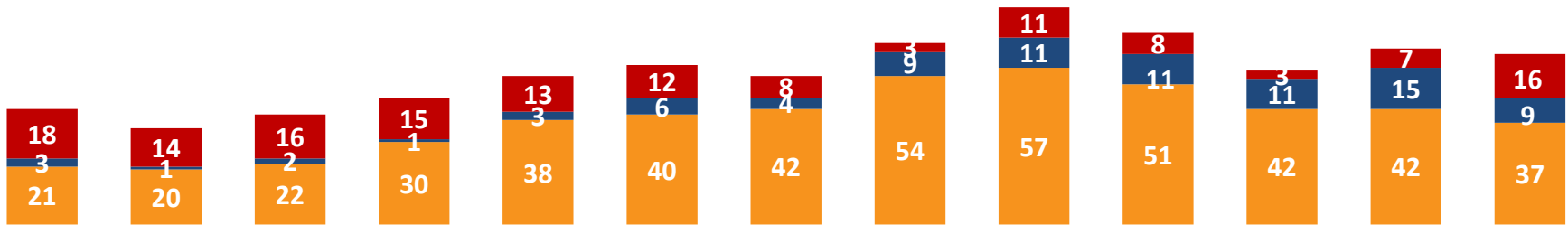


# Squamish Townhouse Sales/Listing Rates

## 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	6
350,001-375,000	0	600,001-700,000	7
375,001-400,000	0	700,000 & Above	3
400,001-425,000	0		

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

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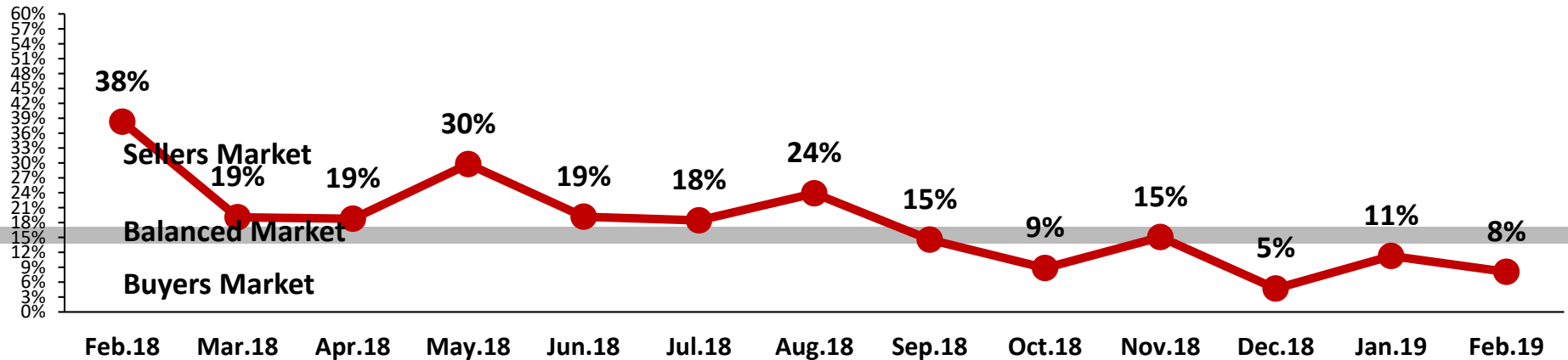
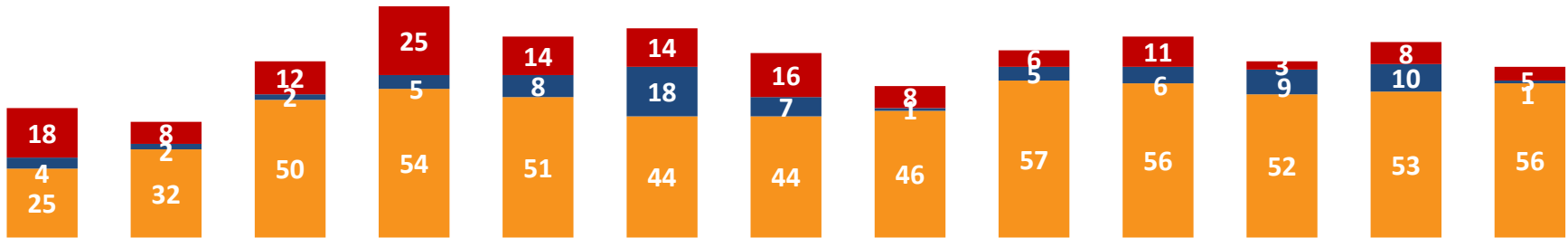


# Squamish Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

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

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

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