

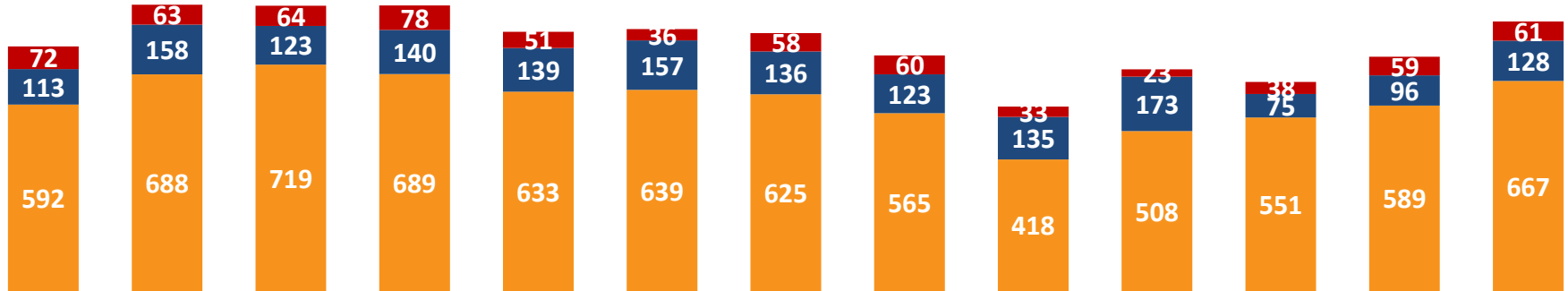


## White Rock/South Surrey Detached Sales/Listing Rates

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

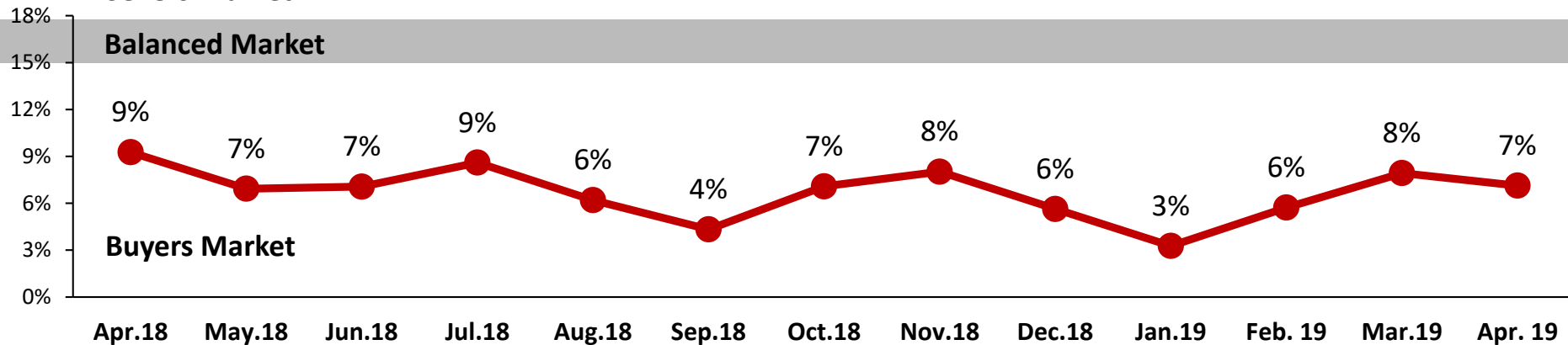
Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



**Sellers Market**

**Balanced Market**



**Buyers Market**

### Price Breakdown

800,000 & Below	0	1,500,001-2,000,000	7
800,001-900,000	1	2,000,001-2,500,000	7
900,001-1,000,000	16	2,500,001-3,000,000	0
1,000,001-1,200,000	16	3,000,001-3,500,000	0
1,200,001-1,500,000	14	3,500,001 & Above	0

### STR (Sell Through Rate) Formula

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

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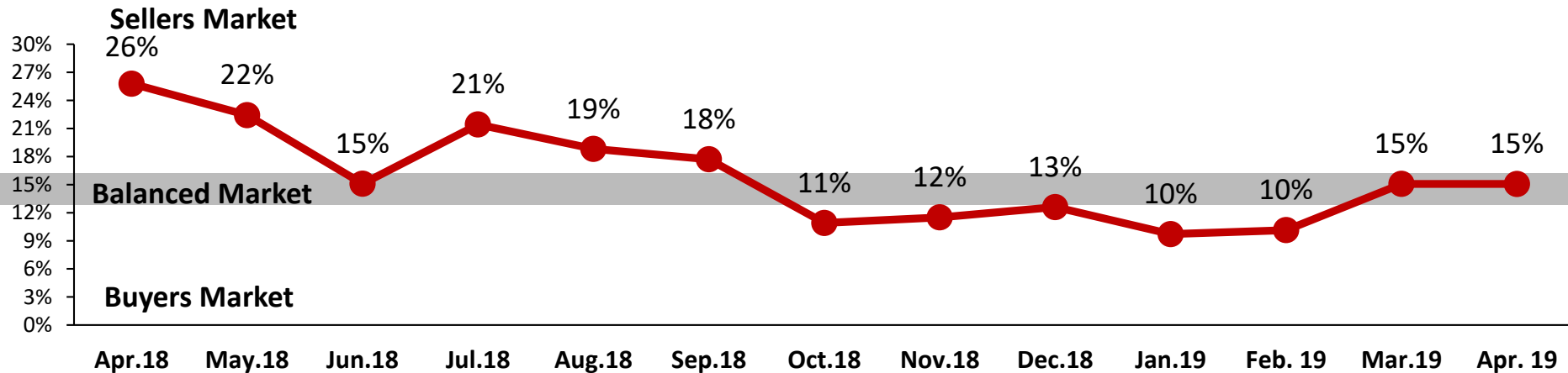
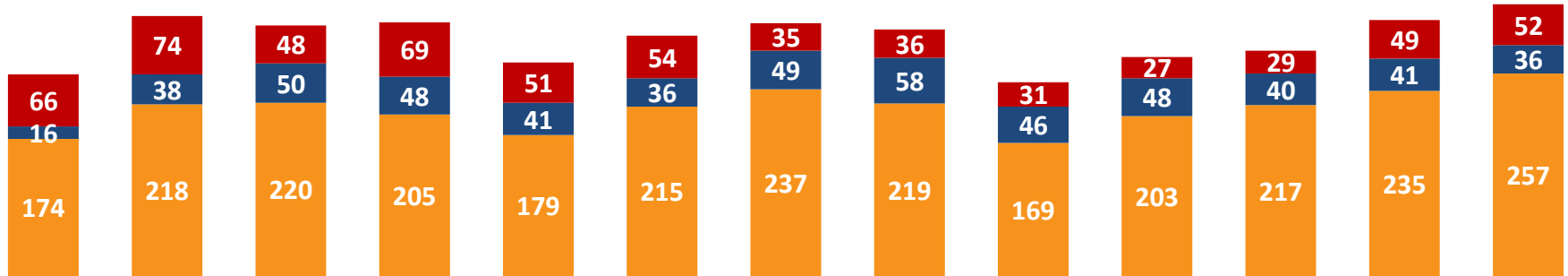


# White Rock/South Surrey Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed



## Price Breakdown

350,000 & Below	0	550,001-600,000	4
350,001-400,000	0	600,001-650,000	9
400,001-450,000	0	650,001-700,000	6
450,001-500,000	2	700,001-800,000	12
500,001-550,000	4	800,001 & Above	15

## STR (Sell Through Rate) Formula

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

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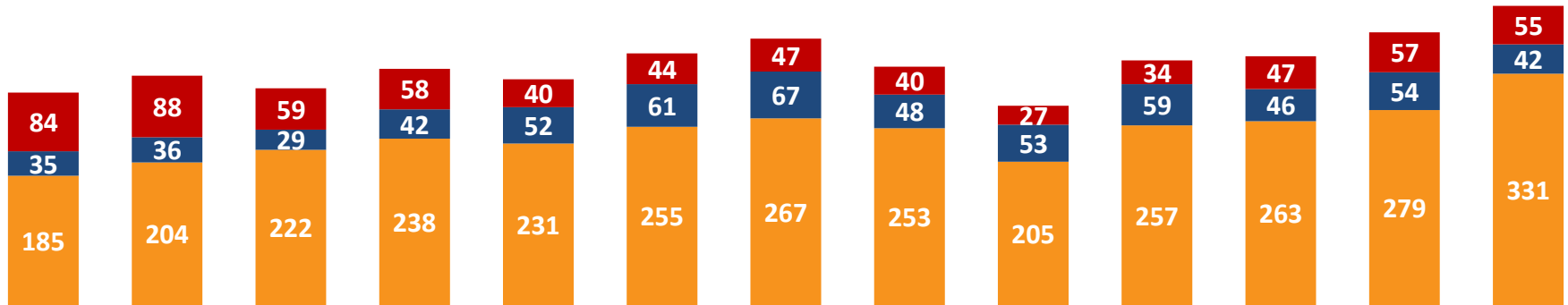


# White Rock/South Surrey Condo Sales/Listing Rates

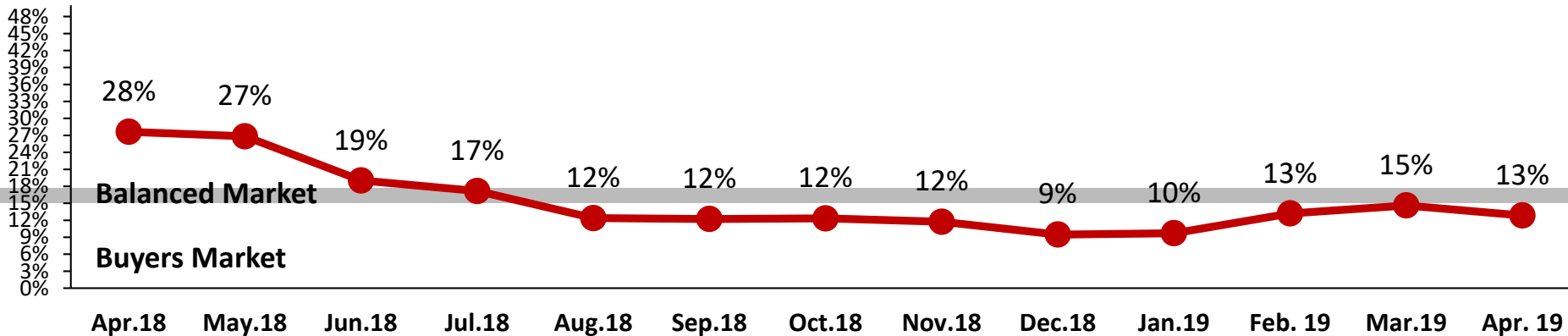
## STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed



### Sellers Market



### Price Breakdown

150,000 & Below	0	350,001-400,000	9
150,001-200,000	0	400,001-450,000	5
200,001-250,000	1	450,001-500,000	12
250,001-300,000	4	500,001-600,000	4
300,001-350,000	9	600,001 & Above	11

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

**STR (Sell Through Rate) Formula**

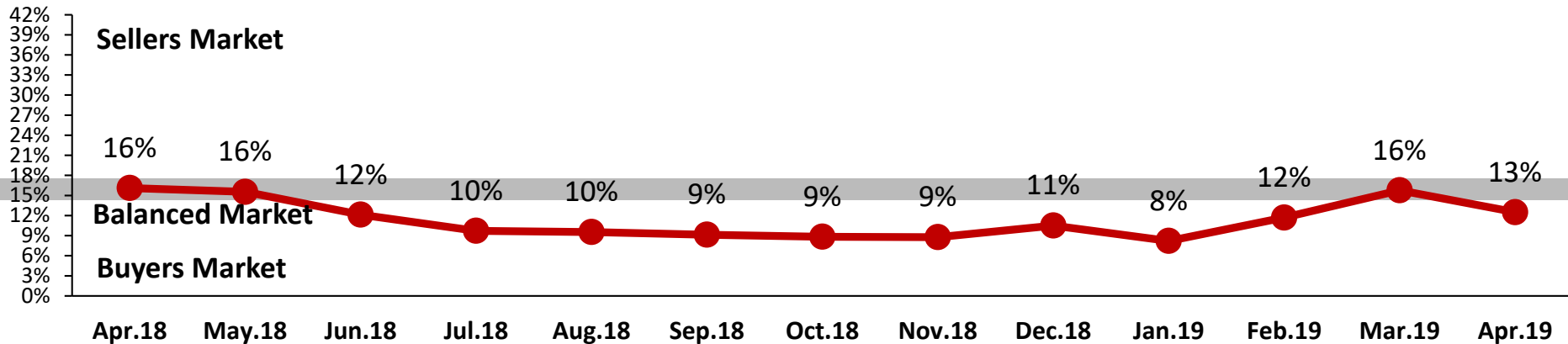
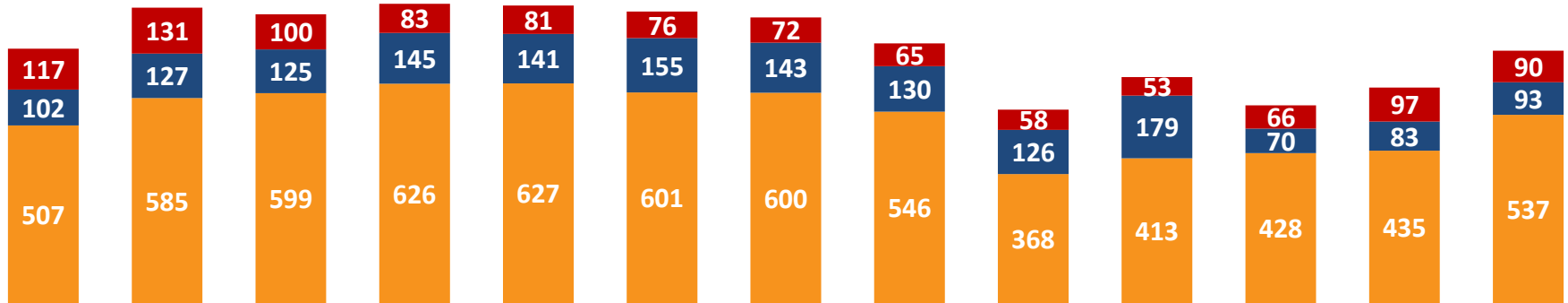


## Surrey-Central Detached Sales/Listing Rates

### 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	28
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	7	1,400,001 & Above	8
800,001-1,000,000	37		

#### STR (Sell Through Rate) Formula

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

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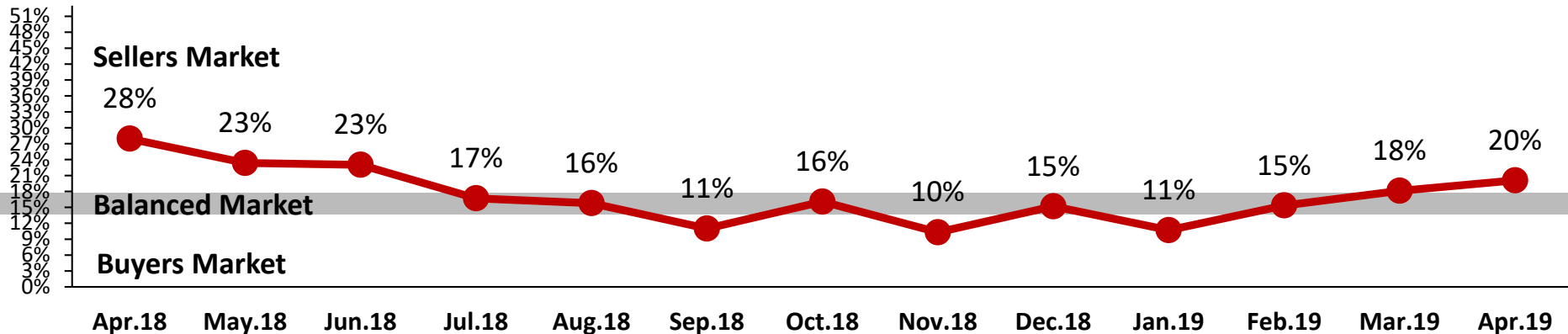
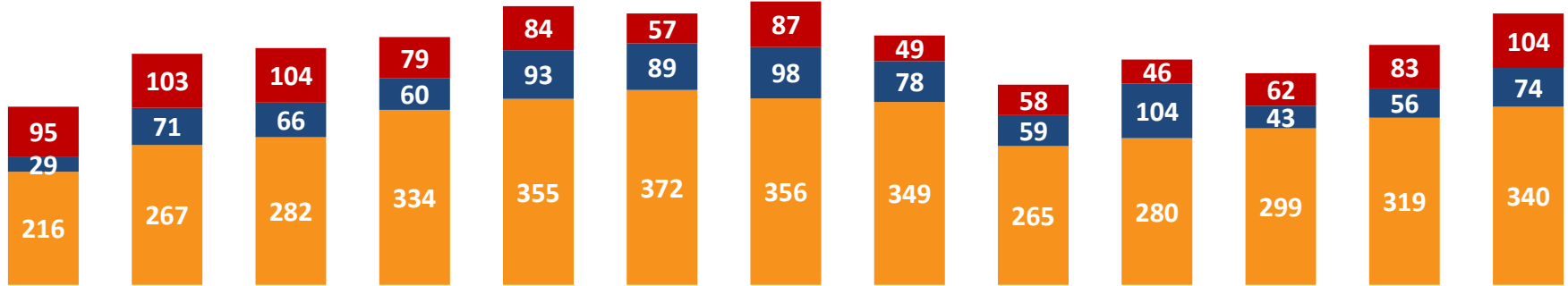


# Surrey-Central Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

250,000 & Below	0	350,001-375,000	2
250,001-275,000	0	375,001-400,000	1
275,001-300,000	0	400,001-500,000	13
300,001-325,000	0	500,001-600,000	51
325,001-350,000	0	600,001 & Above	37

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

**STR (Sell Through Rate) Formula**

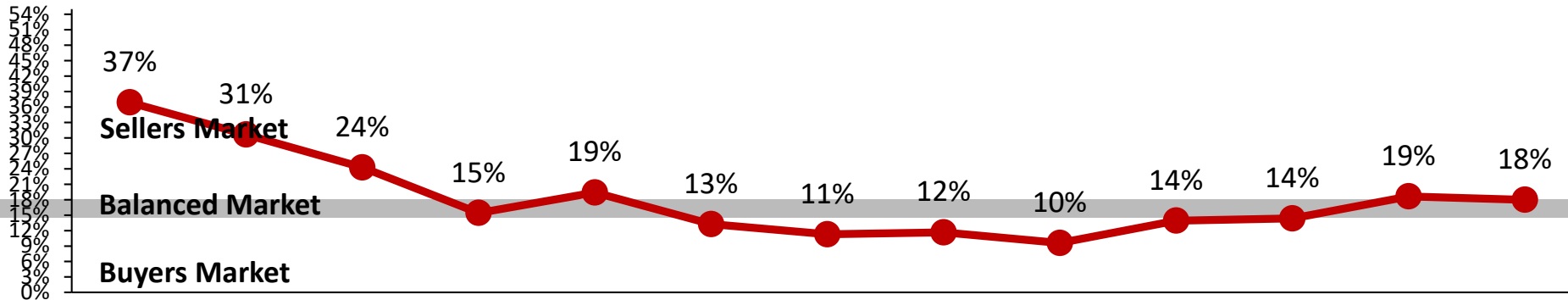
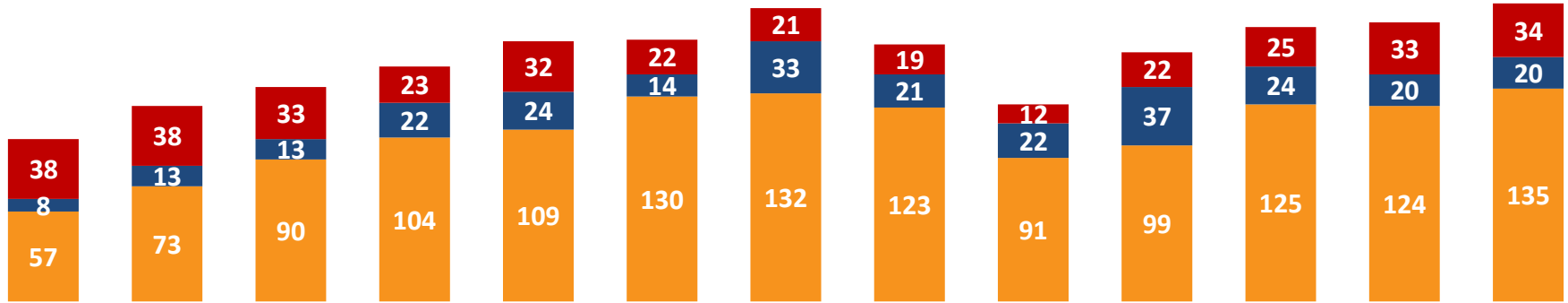


# Surrey-Central Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Apr.18 May.18 Jun.18 Jul.18 Aug.18 Sep.18 Oct.18 Nov.18 Dec.18 Jan.19 Feb.19 Mar.19 Apr.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	4
175,001-200,000	0	300,001-325,000	4
200,001-225,000	2	325,001 & Above	24

### STR (Sell Through Rate) Formula

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

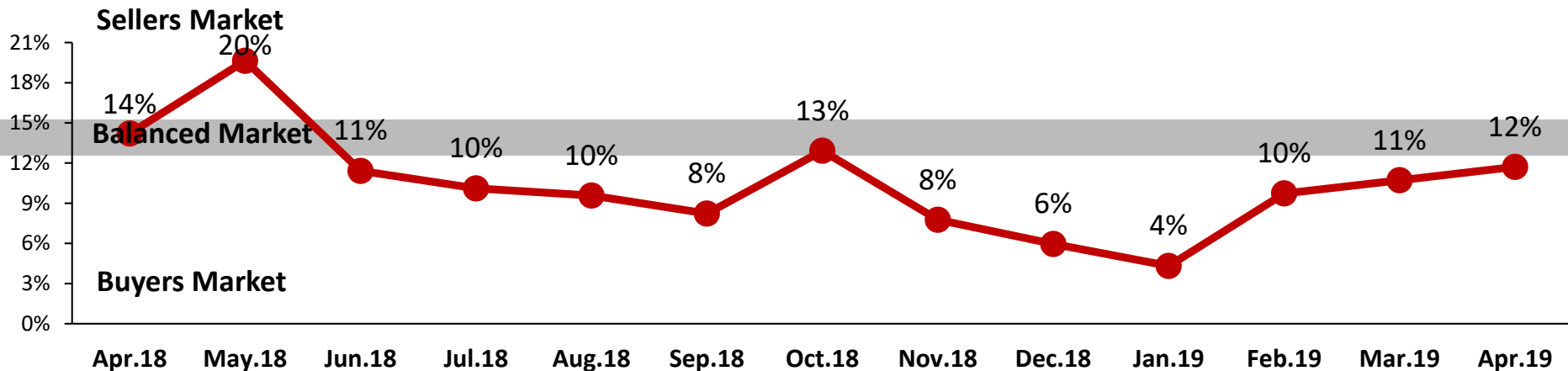
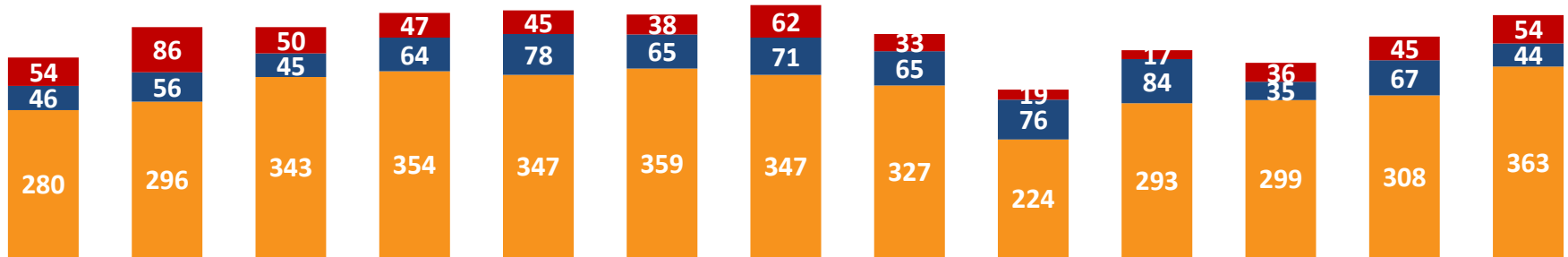


# Surrey-North Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

500,000 & Below	0	700,001-800,000	8
500,001-550,000	3	800,001-900,000	11
550,001-600,000	0	900,001-1,000,000	6
600,001-650,000	1	1,000,001 & Above	24
650,001-700,000	1		

### STR (Sell Through Rate) Formula

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

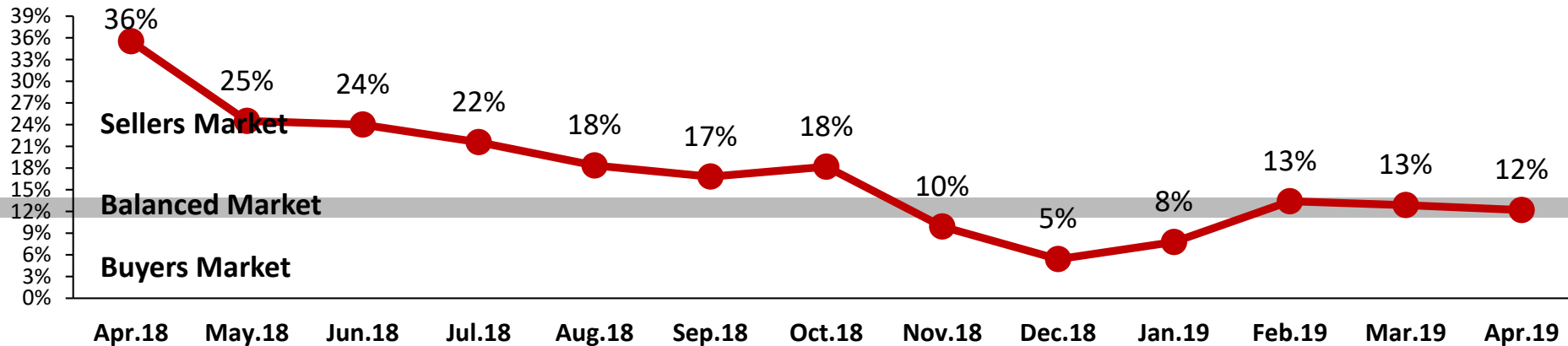
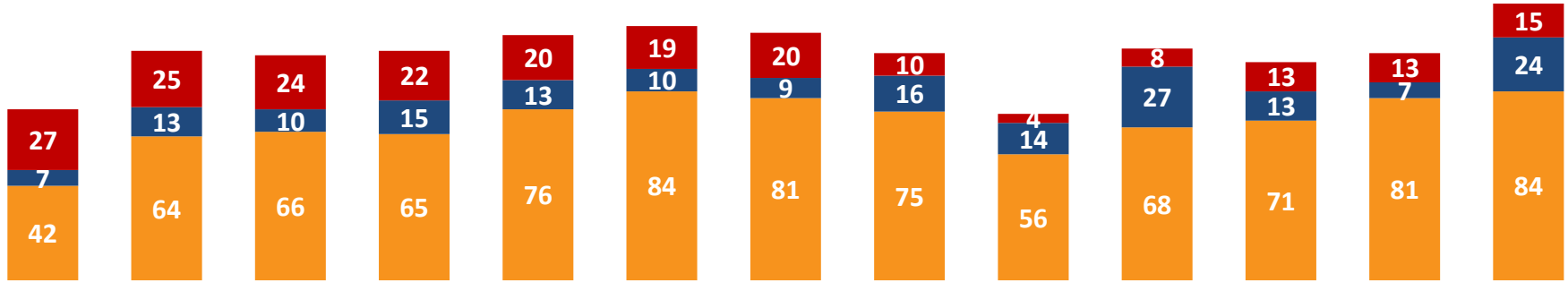


## Surrey-North Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



#### 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	1
275,001-300,000	0	400,001-450,000	3
300,001-325,000	0	450,001 & Above	11

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

**STR (Sell Through Rate) Formula**



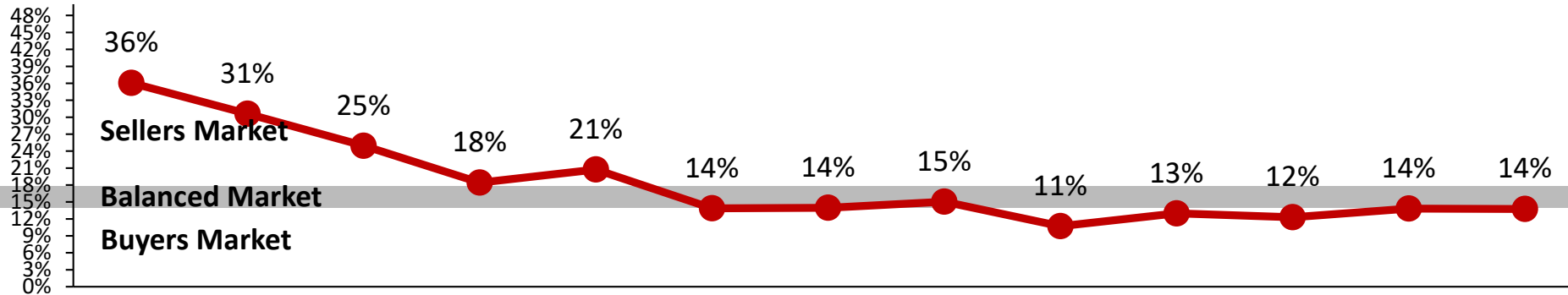
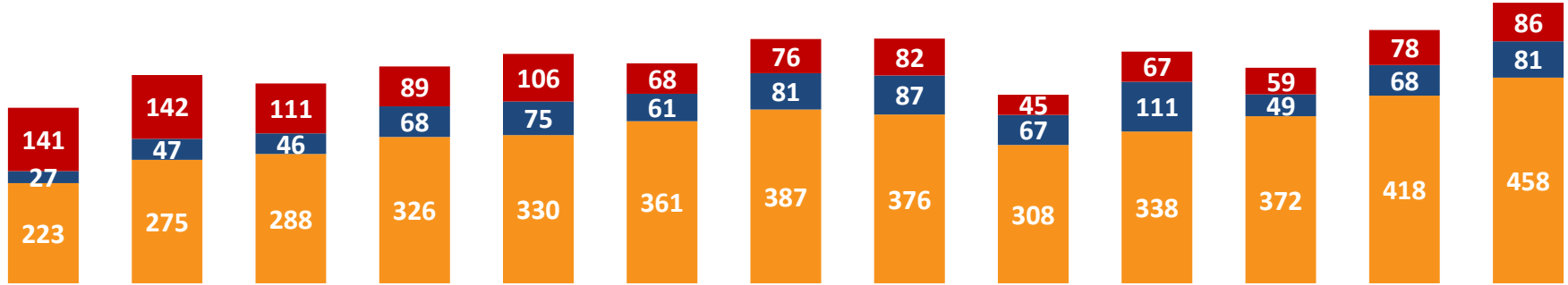


# Surrey-North Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

125,000 & Below	0	225,001-250,000	1
125,001-150,000	0	250,001-275,000	5
150,001-175,000	0	275,001-300,000	10
175,001-200,000	0	300,001-325,000	14
200,001-225,000	0	325,001 & Above	56

### STR (Sell Through Rate) Formula

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

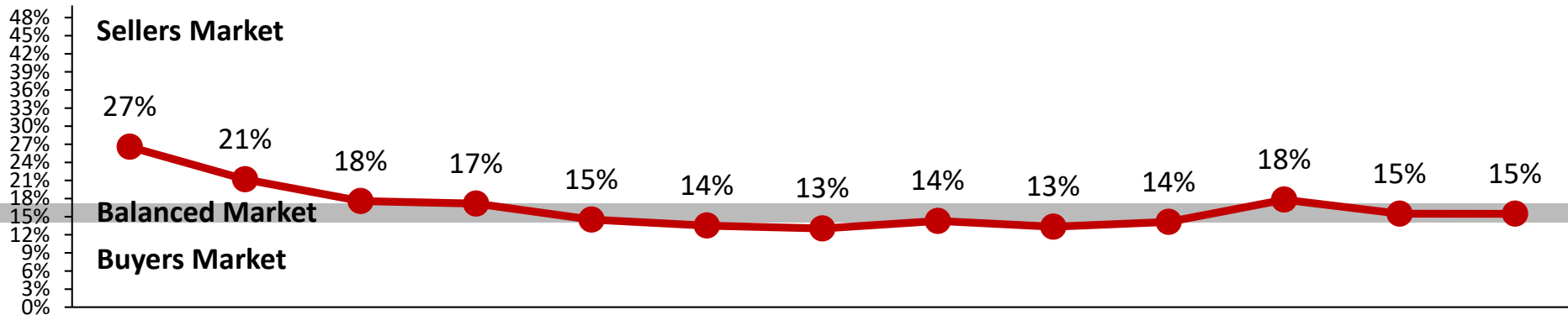
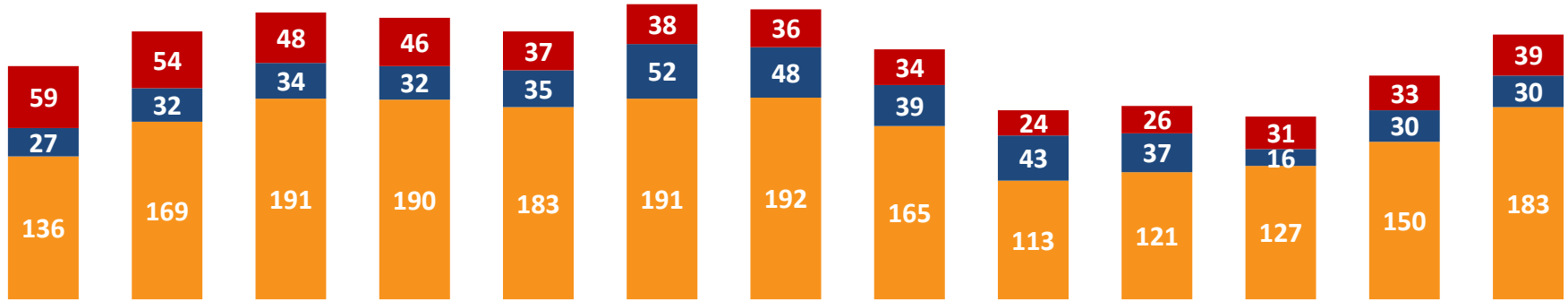


## Surrey-Cloverdale Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

#### Price Breakdown

450,000 & Below	0	700,001-800,000	2
450,001-500,000	0	800,001-1,100,000	28
500,001-550,000	0	1,100,001-1,200,000	3
550,001-600,000	0	1,200,001 & Above	6
600,001-700,000	0		

#### STR (Sell Through Rate) Formula

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

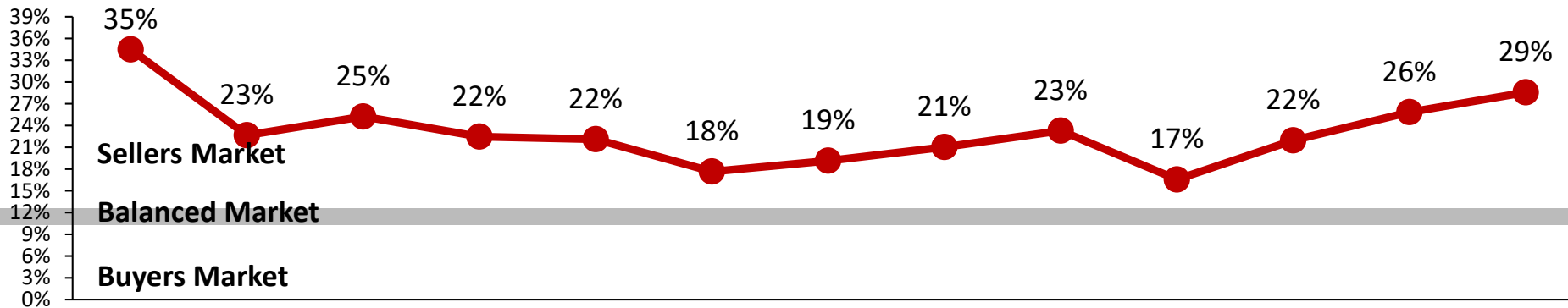
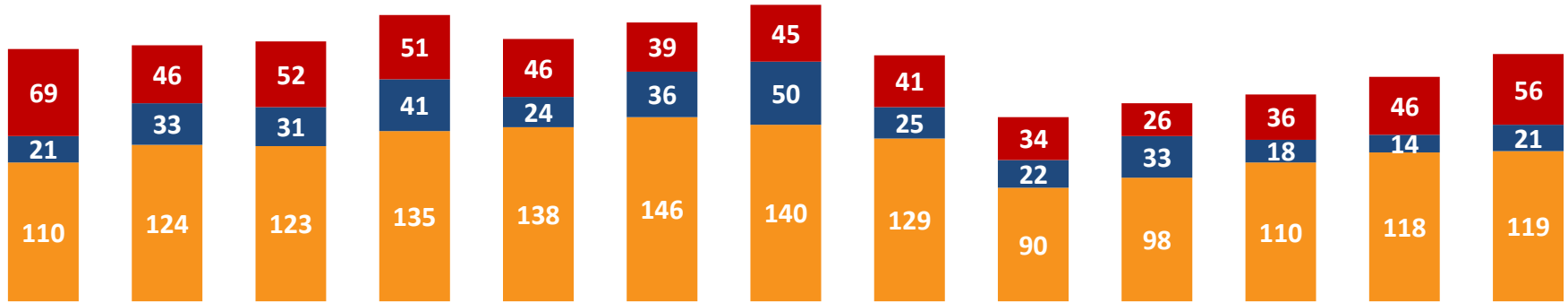


# Surrey-Cloverdale Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

275,000 & Below	0	375,001-400,000	1
275,001-300,000	0	400,001-450,000	0
300,001-325,000	1	450,001-500,000	10
325,001-350,000	1	500,001-600,000	27
350,001-375,000	0	600,001 & Above	16

$$\frac{\text{STR (Sell Through Rate) Formula}}{\text{SALES}} = \text{STR}$$

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

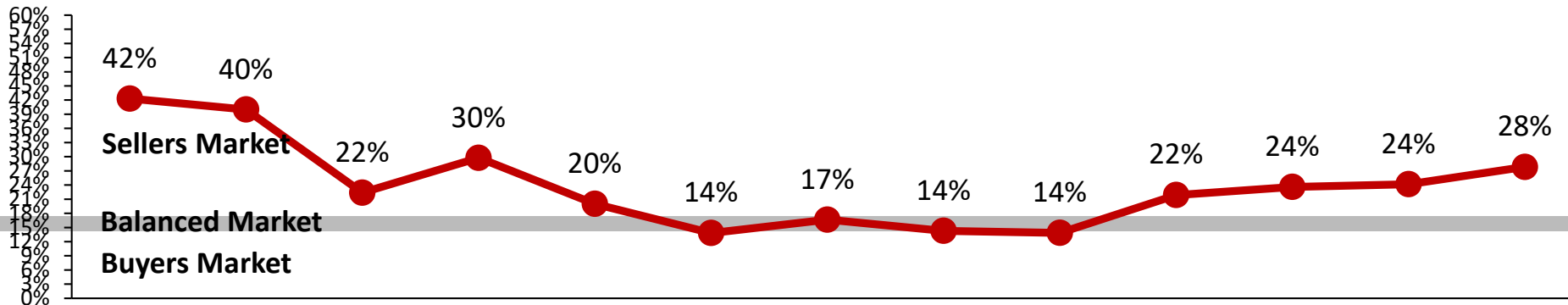
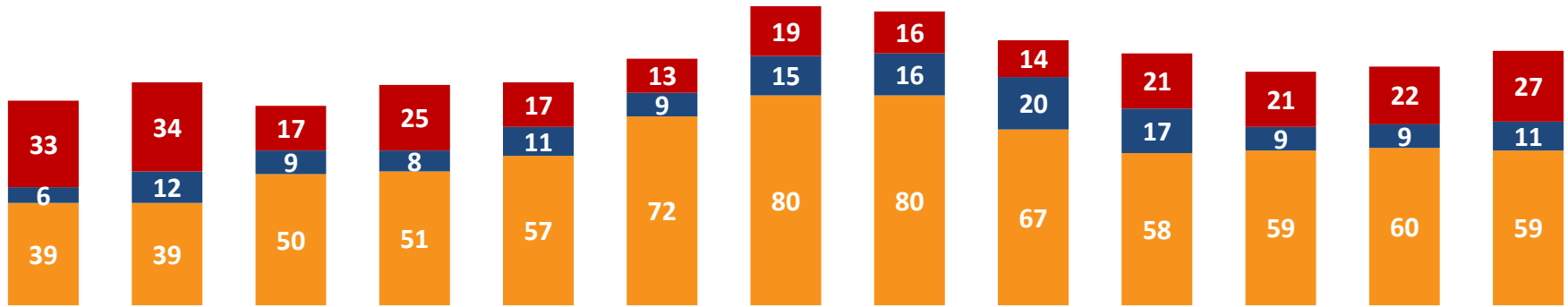


# Surrey-Cloverdale Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

125,000 & Below	0	225,001-250,000	1
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	1	325,001 & Above	22

### STR (Sell Through Rate) Formula

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

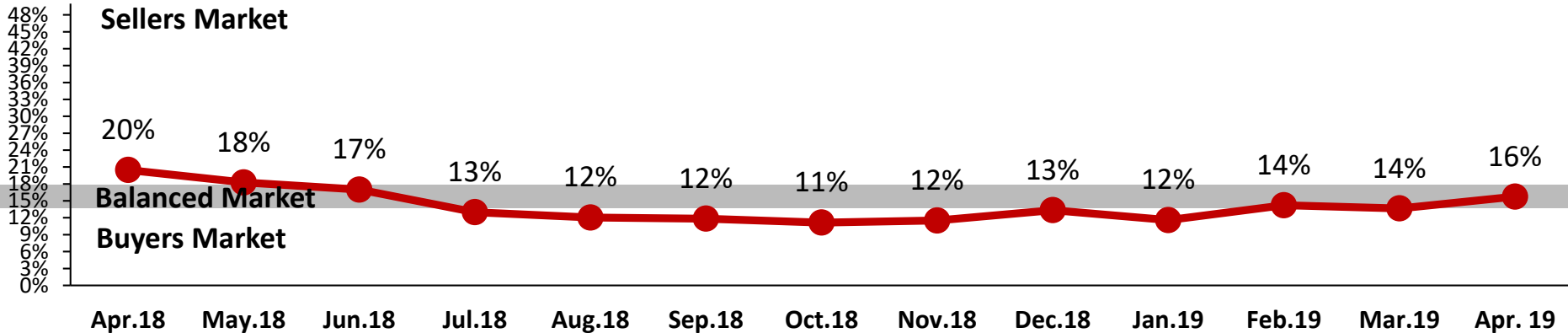
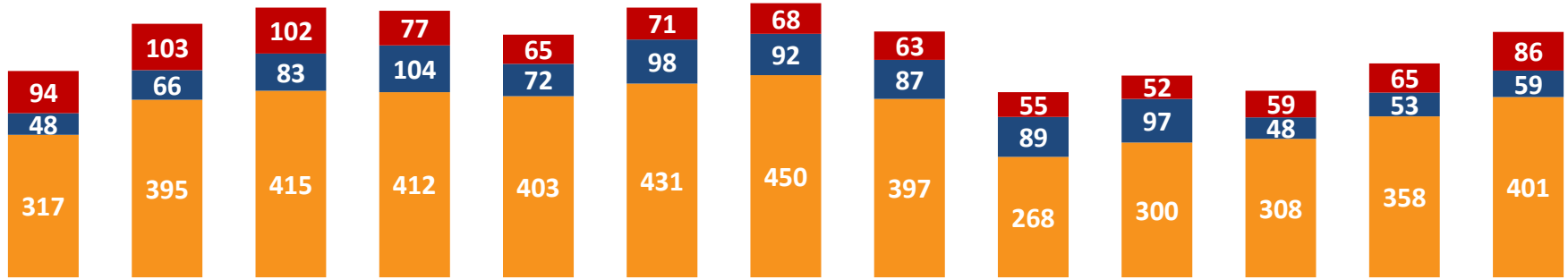


# Langley Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

450,000 & Below	0	700,001-800,000	14
450,001-500,000	0	800,001-1,000,000	39
500,001-550,000	0	1,000,001-1,200,000	14
550,001-600,000	0	1,200,001 & Above	15
600,001-700,000	4		

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

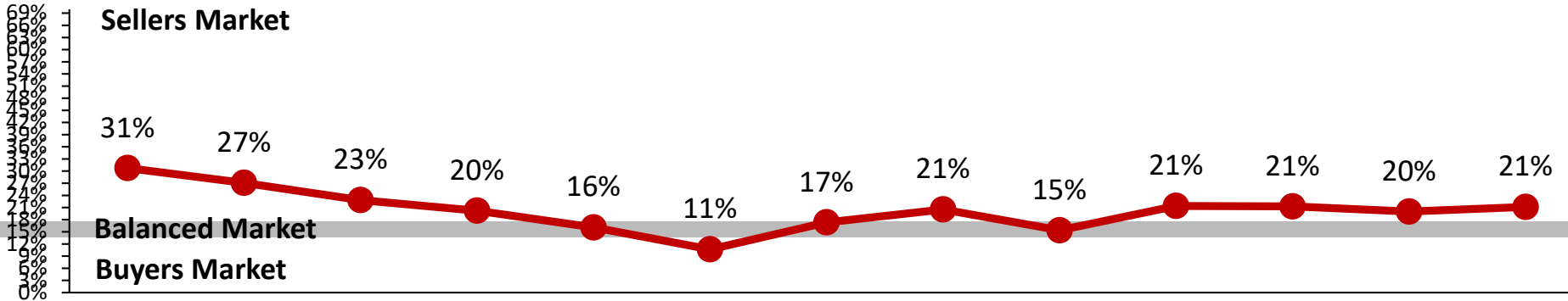
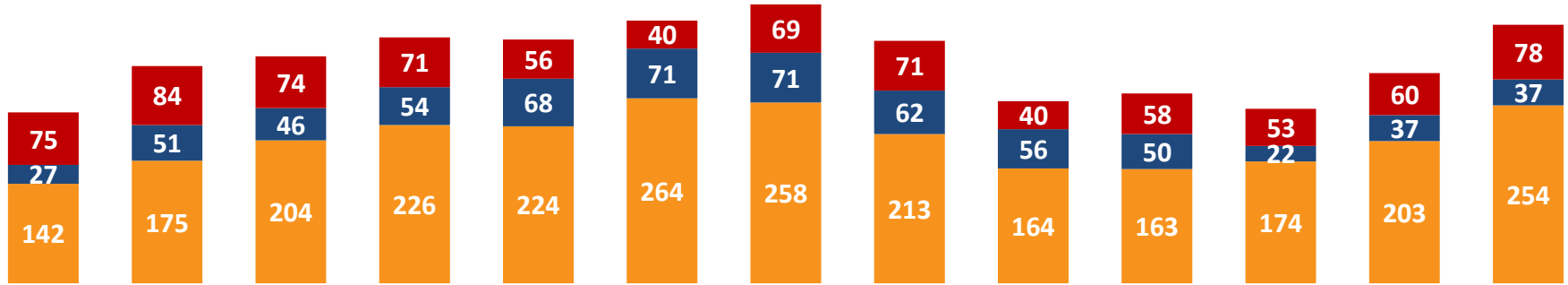


# Langley Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

275,000 & Below	0	375,001-400,000	1
275,001-300,000	0	400,001-500,000	15
300,001-325,000	0	500,001-600,000	37
325,001-350,000	0	600,001-700,000	18
350,001-375,000	0	700,001 & Above	7

### STR (Sell Through Rate) Formula

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

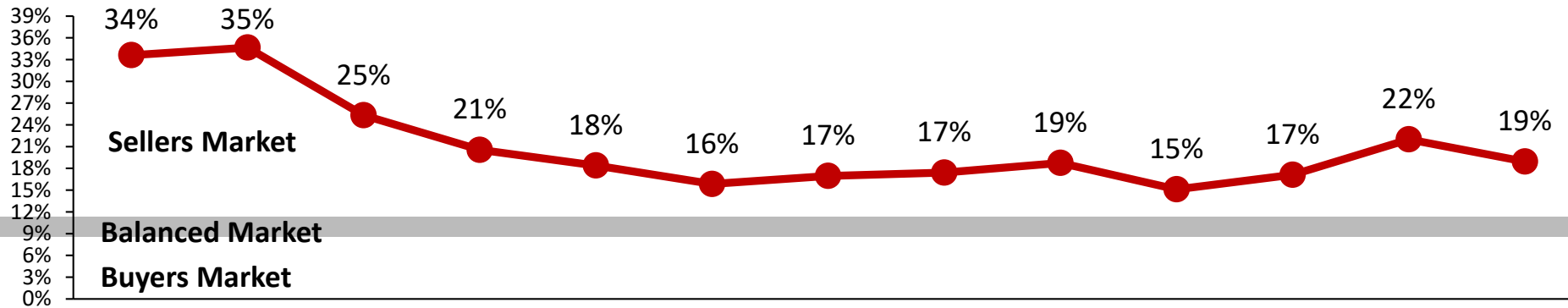
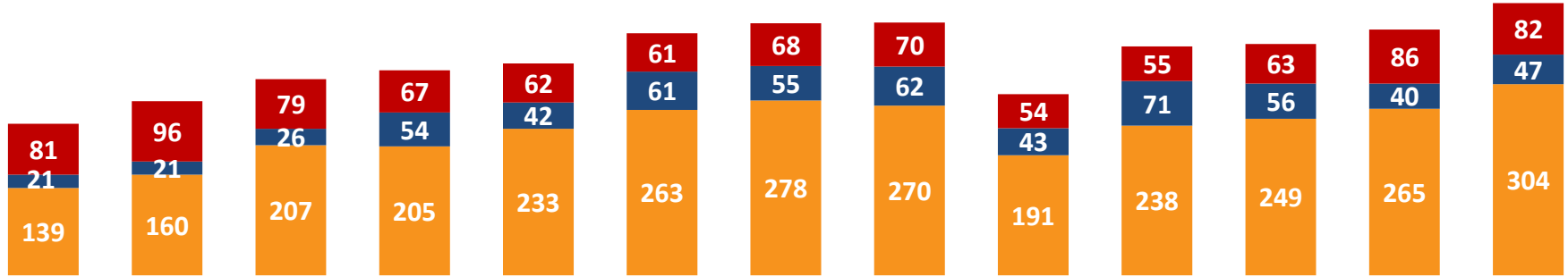


# Langley Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

150,000 & Below	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	6
200,001-225,000	0	325,001-375,000	29
225,001-250,000	0	375,001 & Above	43

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

**STR (Sell Through Rate) Formula**

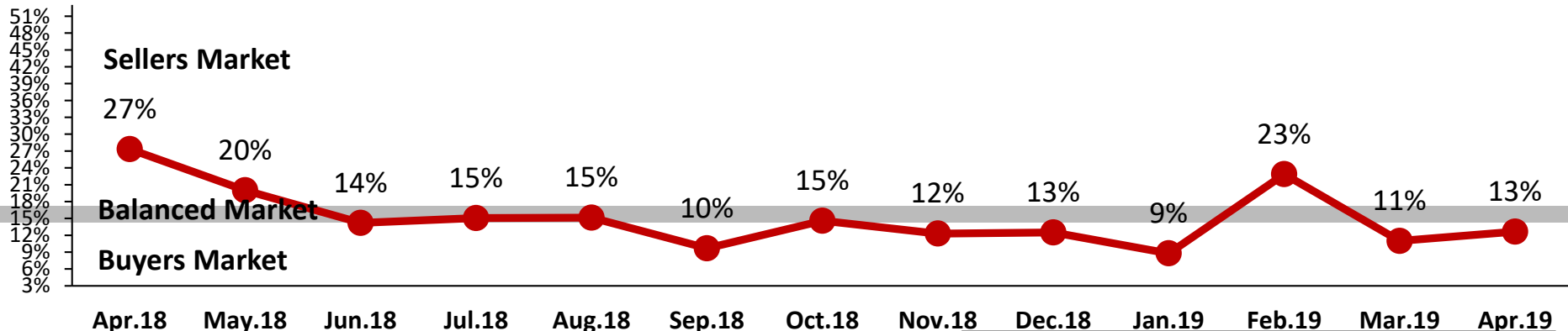
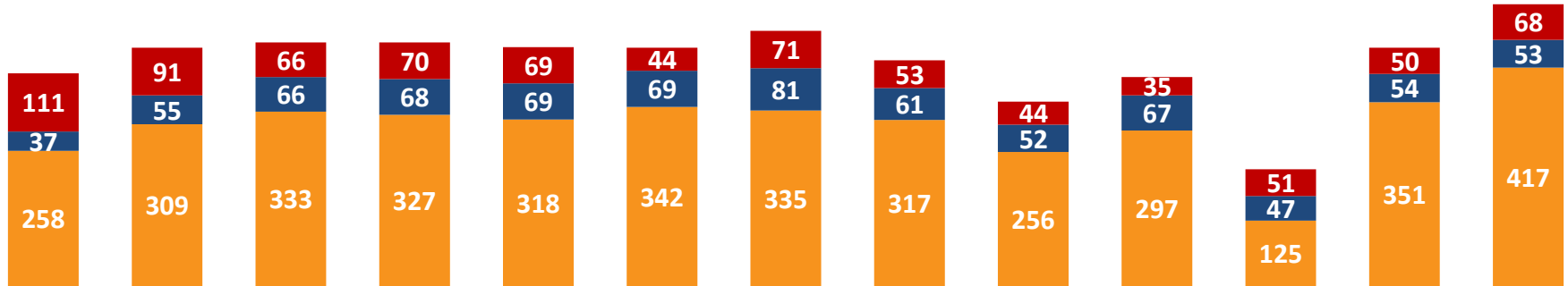


## Maple Ridge & Pitt Meadows Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

400,000 & Below	0	600,001-700,000	11
400,001-450,000	0	700,001-800,000	13
450,001-500,000	0	800,001-1,000,000	31
500,001-550,000	0	1,000,001-1,200,000	9
550,001-600,000	0	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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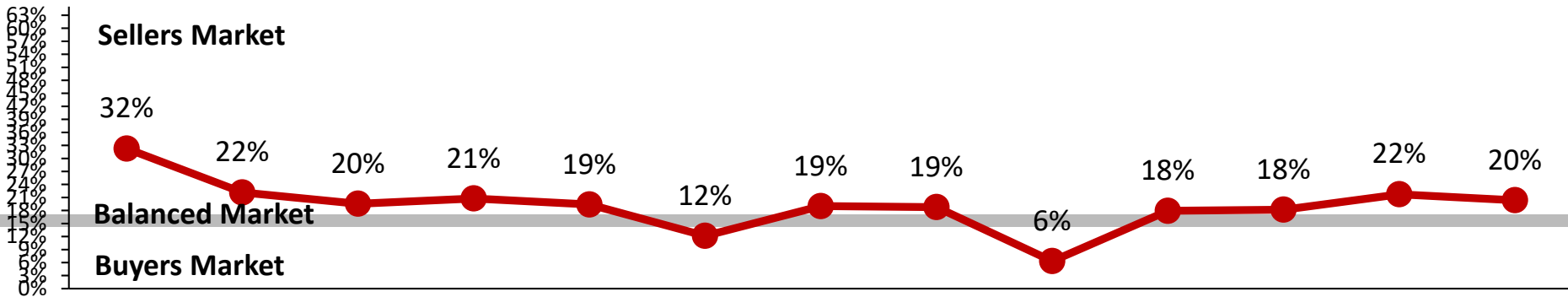
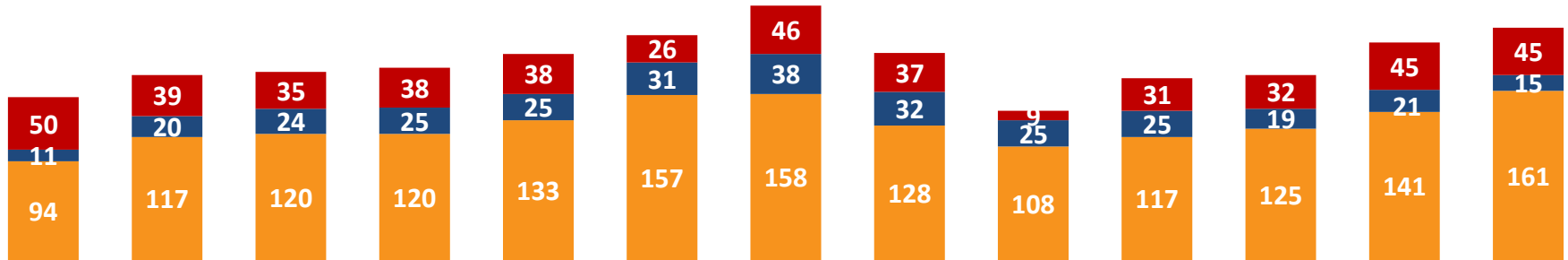


## Maple Ridge & Pitt Meadows Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

225,000 & Below	0	400,001-450,000	4
225,001-250,000	0	450,001-500,000	11
250,001-300,000	1	500,001-550,000	7
300,001-350,000	3	550,001-650,000	10
350,001-400,000	3	650,001 & Above	6

**STR (Sell Through Rate) Formula**

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

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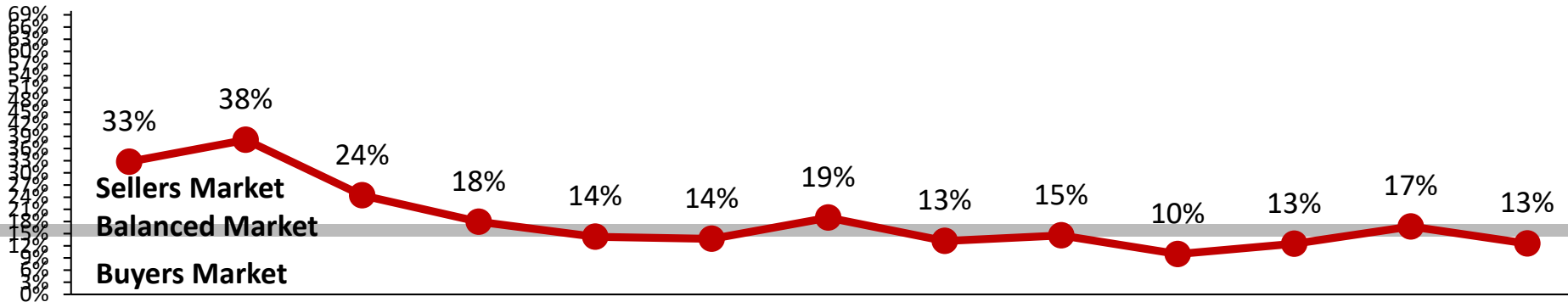
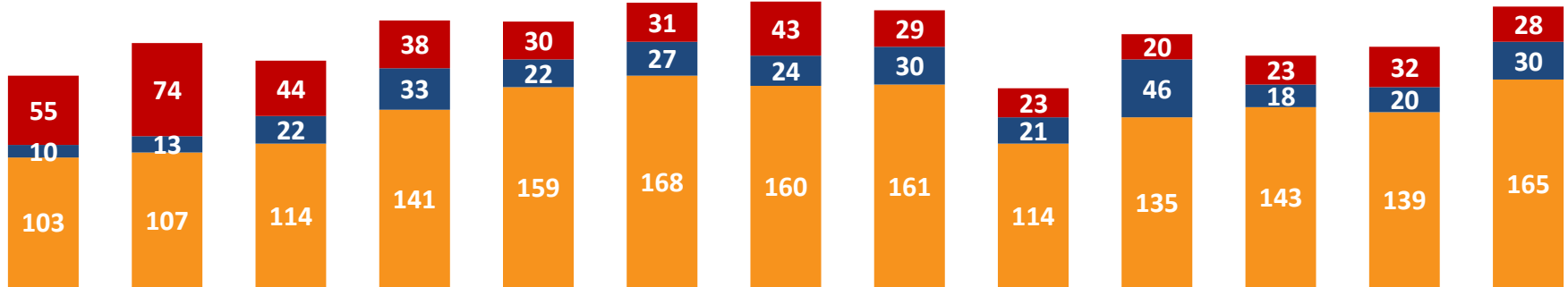


## Maple Ridge & Pitt Meadows Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

150,000 & Below	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	2
200,001-225,000	0	325,001-350,000	3
225,001-250,000	4	350,001 & Above	15

**STR (Sell Through Rate) Formula**

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

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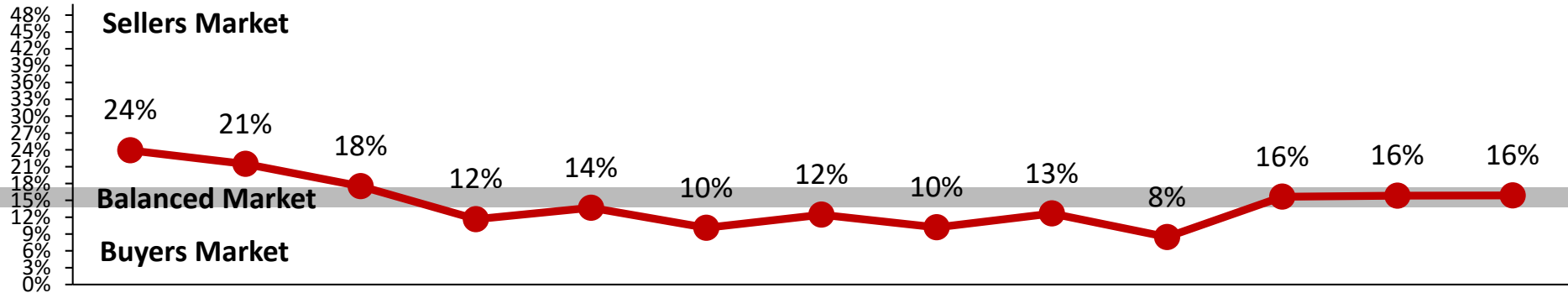
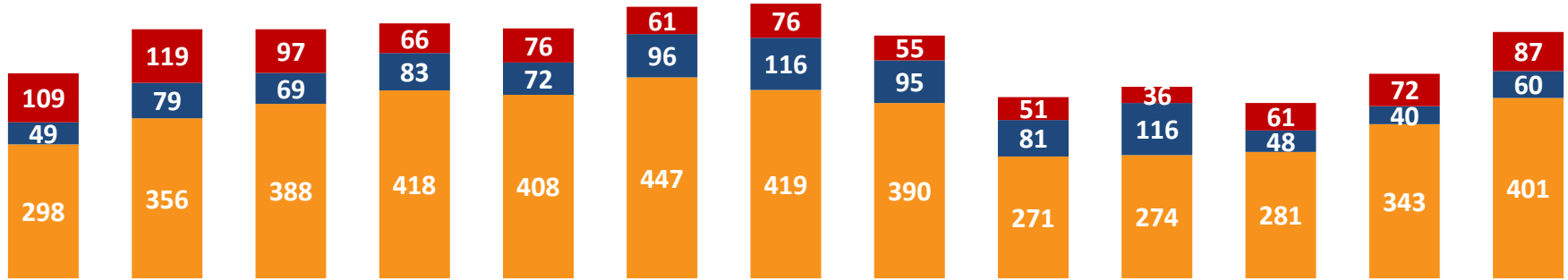


# Abbotsford Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Apr.18	May.18	Jun.18	Jul.18	Aug.18	Sep.18	Oct.18	Nov.18	Dec.18	Jan.19	Feb.19	Mar.19	Apr.19
Price Breakdown												
400,000 & Below	0	600,001-700,000	22									
400,001-450,000	0	700,001-800,000	25									
450,001-500,000	0	800,001-1,000,000	22									
500,001-550,000	4	1,000,001 & Above	12									
550,001-600,000	2											

$$\frac{\text{STR (Sell Through Rate) Formula}}{\text{SALES}} = \text{STR}$$

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

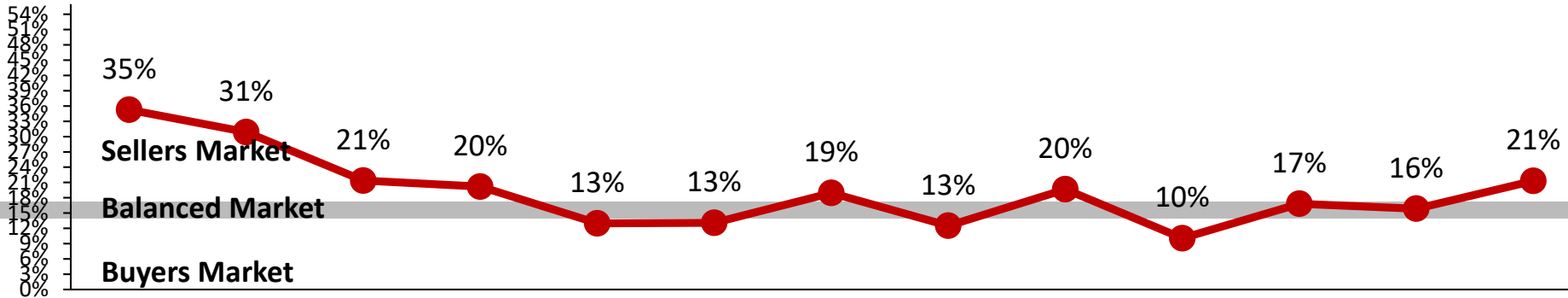
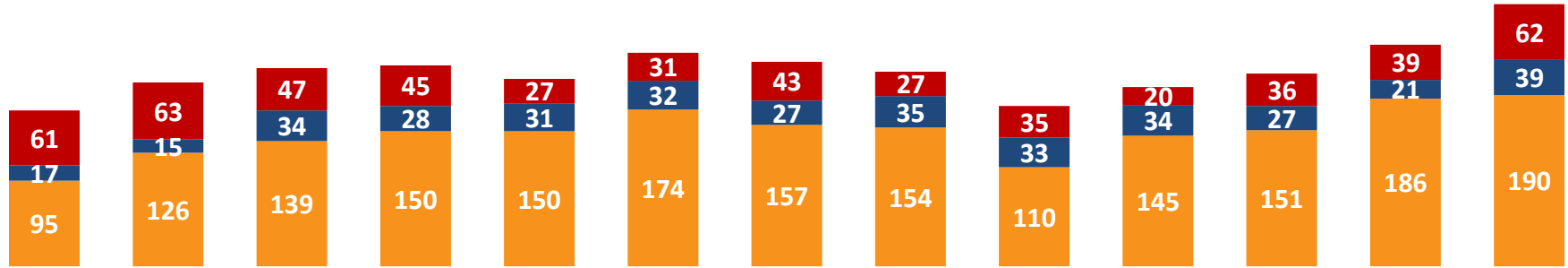


# Abbotsford Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

200,000 & Below	1	350,001-400,000	5
200,001-225,000	0	400,001-450,000	10
225,001-250,000	0	450,001-500,000	14
250,001-300,000	4	500,001-600,000	16
300,001-350,000	5	600,000 & Above	7

$$\frac{\text{STR (Sell Through Rate) Formula}}{\text{SALES}} = \text{STR}$$

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

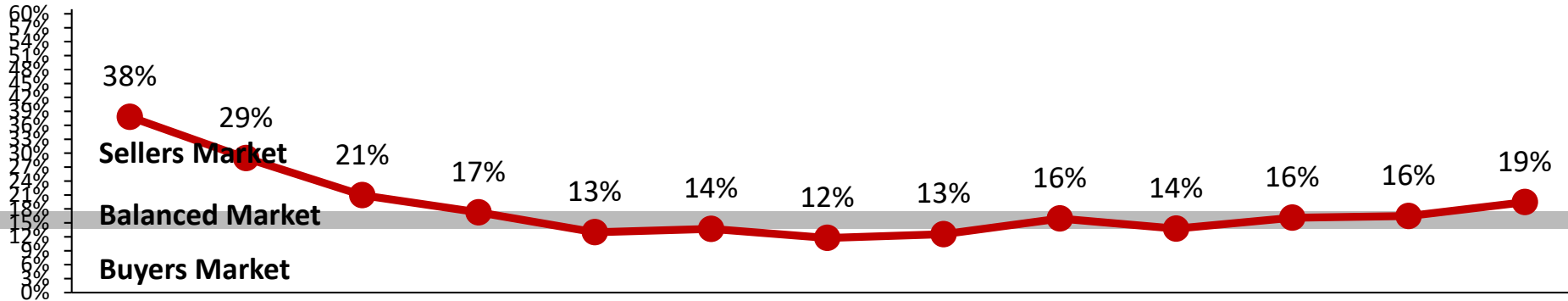
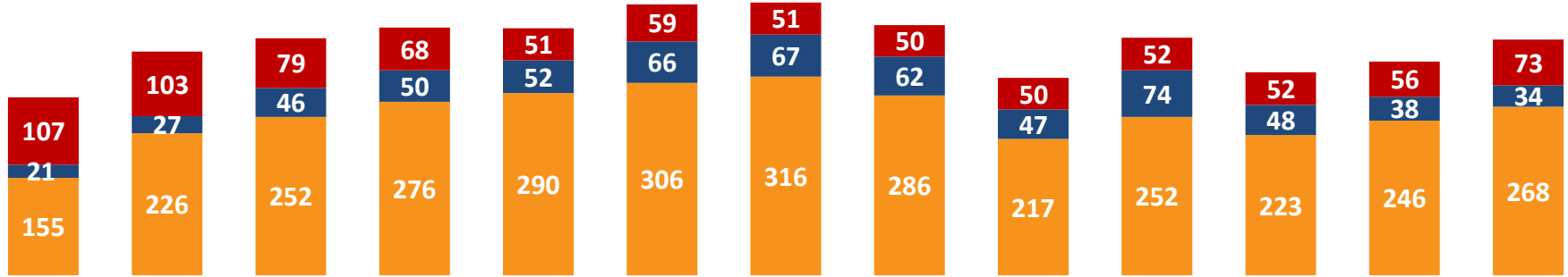


# Abbotsford Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

Price Breakdown

100,000 & Below	0	200,001-225,000	3
100,001-125,000	0	225,001-250,000	11
125,001-150,000	0	250,001-275,000	8
150,001-175,000	1	275,001-300,000	16
175,001-200,000	1	300,001 & Above	33

### STR (Sell Through Rate) Formula

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

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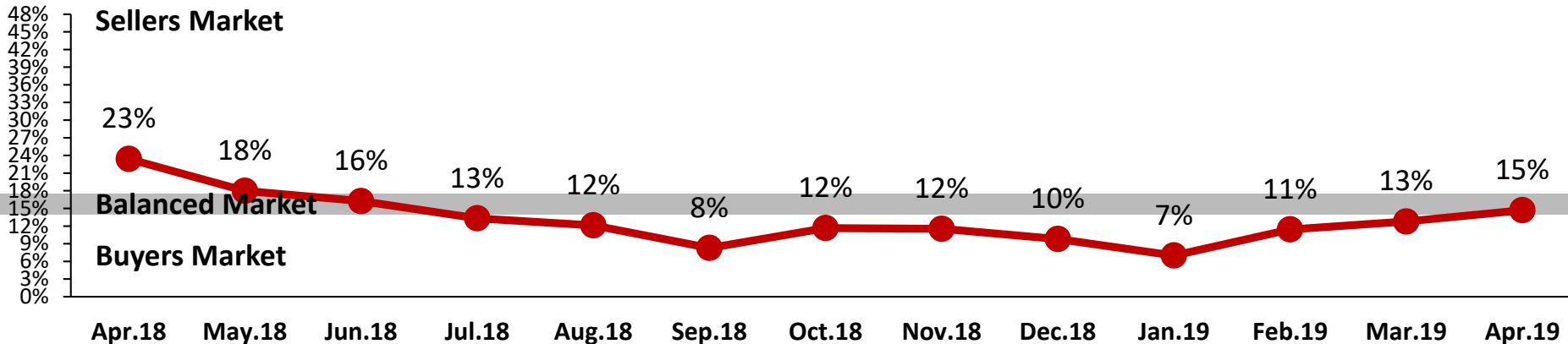
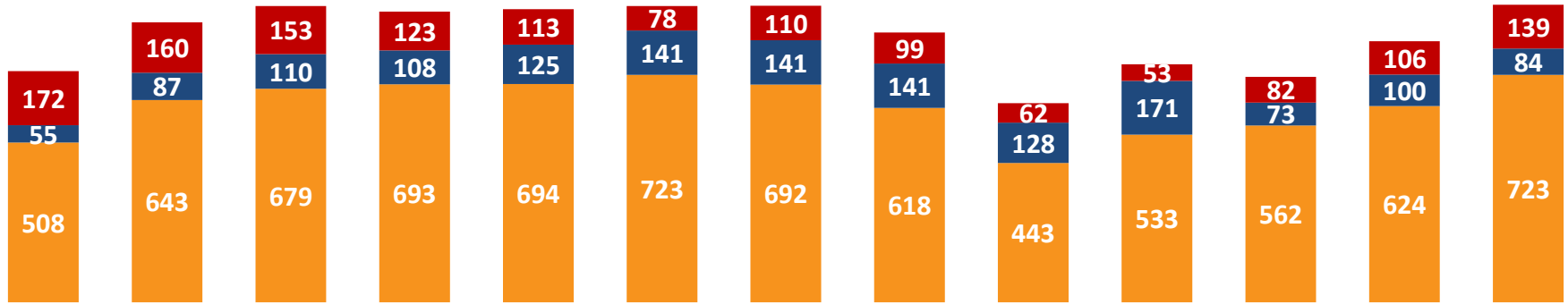


# Chilliwack Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

250,000 & Below	0	450,001-500,000	7
250,001-300,000	0	500,001-550,000	12
300,001-350,000	0	550,001-600,000	26
350,001-400,000	4	600,000-700,000	43
400,001-450,000	7	700,000 & Above	40

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

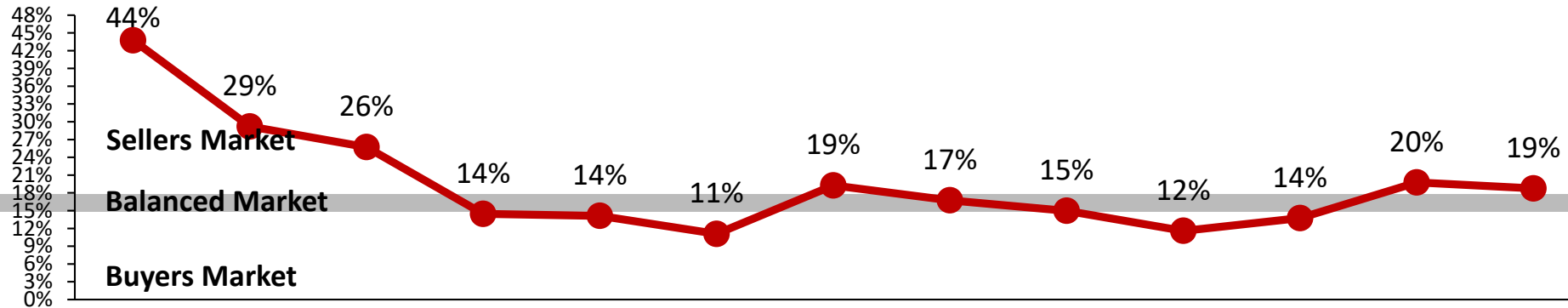
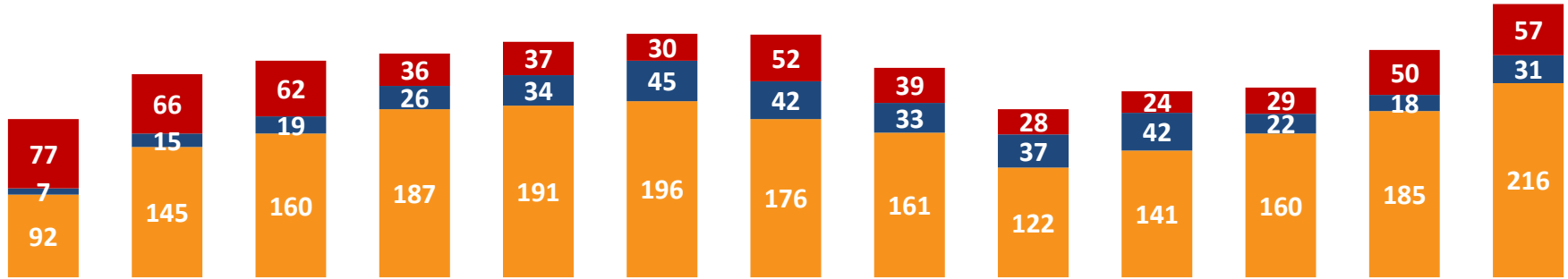


# Chilliwack Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

200,000 & Below	0	300,001-325,000	1
200,001-225,000	0	325,001-350,000	2
225,001-250,000	3	350,001-400,000	14
250,001-275,000	0	400,001-500,000	25
275,001-300,000	1	500,000 & Above	11

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

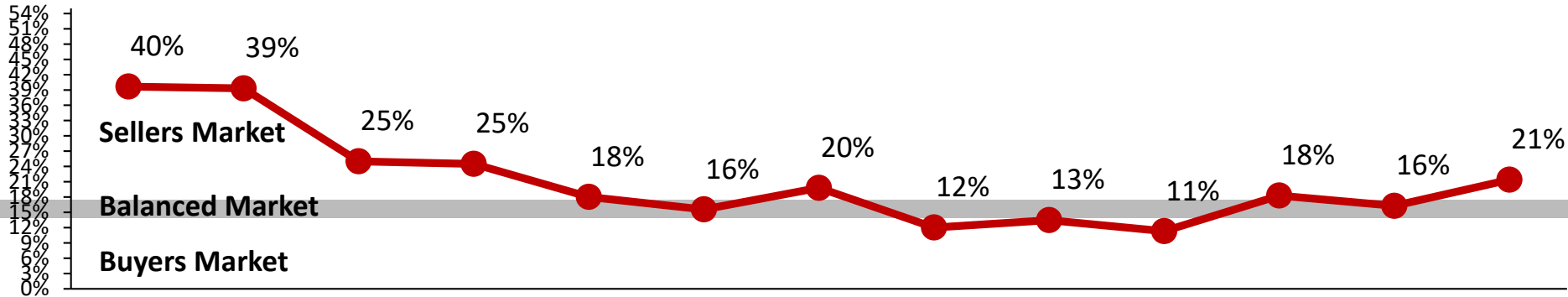
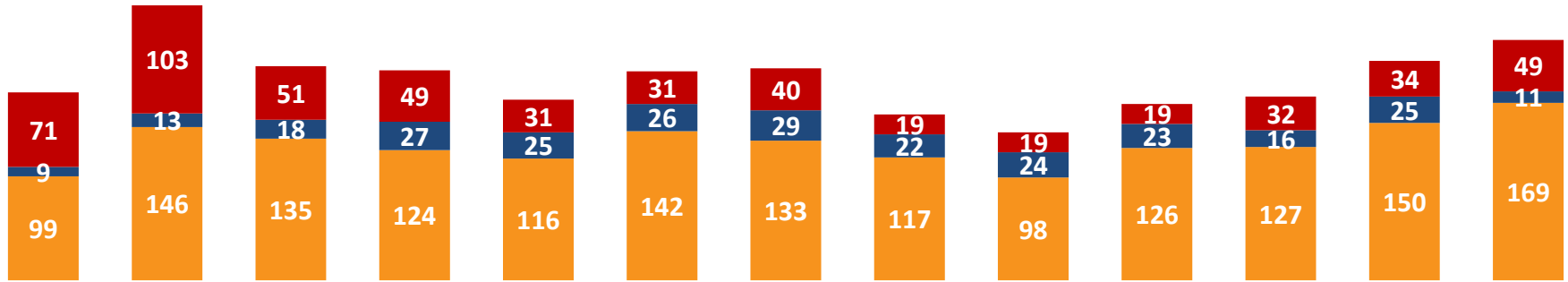


# Chilliwack Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

100,000 & Below	0	200,001-225,000	6
100,001-125,000	1	225,001-250,000	5
125,001-150,000	3	250,001-275,000	7
150,001-175,000	3	275,001-300,000	2
175,001-200,000	6	300,001 & Above	16

### STR (Sell Through Rate) Formula

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



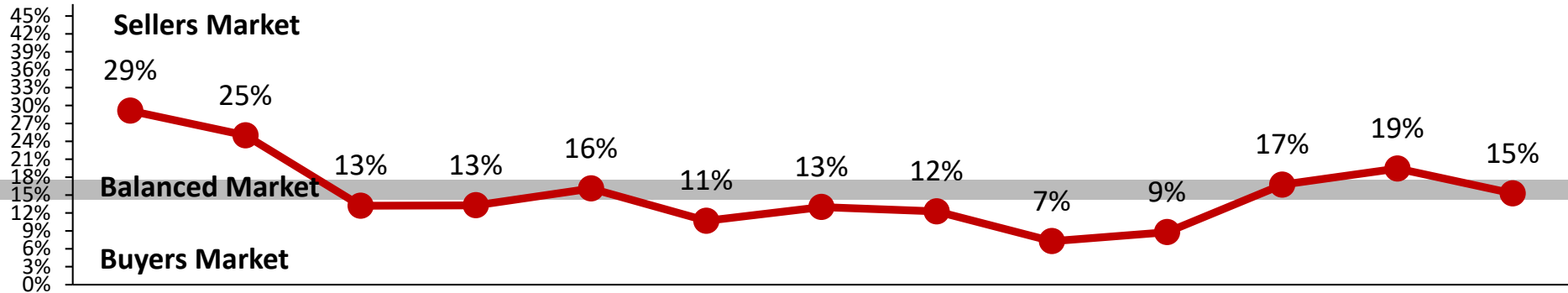
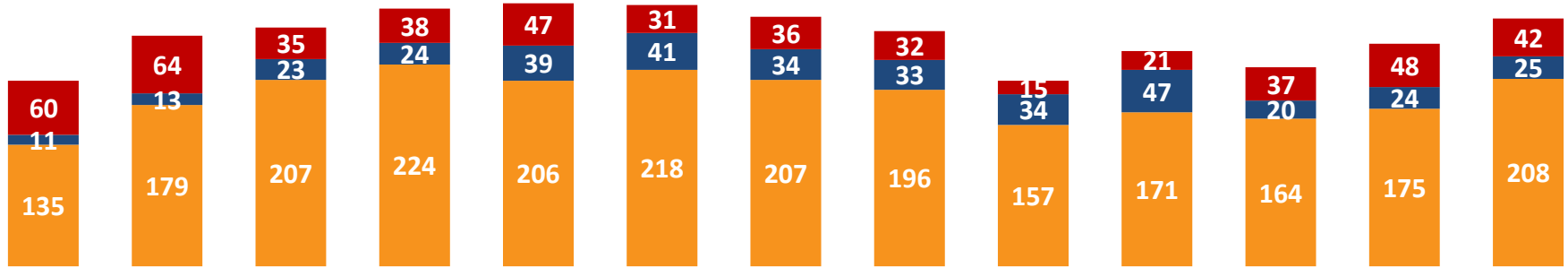


# Mission Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

250,000 & Below	0	450,001-500,000	1
250,001-300,000	0	500,001-550,000	5
300,001-350,000	0	550,001-600,000	10
350,001-400,000	1	600,000-700,000	12
400,001-450,000	2	700,000 & Above	11

### STR (Sell Through Rate) Formula

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

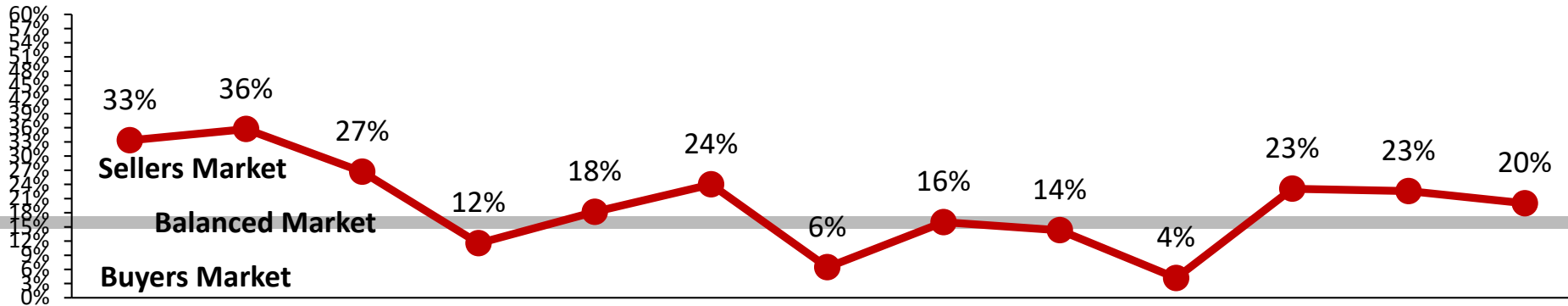
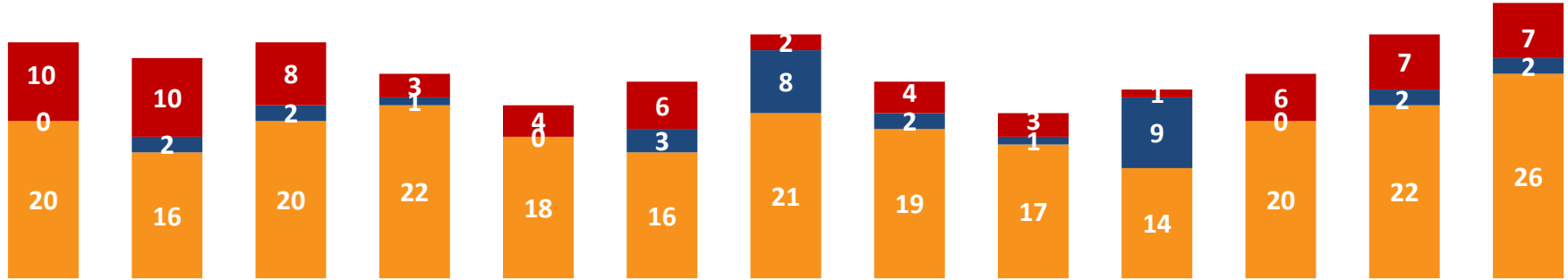


# Mission Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



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

### Price Breakdown

200,000 & Below	0	300,001-325,000	1
200,001-225,000	0	325,001-350,000	0
225,001-250,000	0	350,001-400,000	0
250,001-275,000	0	400,001-500,000	3
275,001-300,000	1	500,000 & Above	2

### STR (Sell Through Rate) Formula

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

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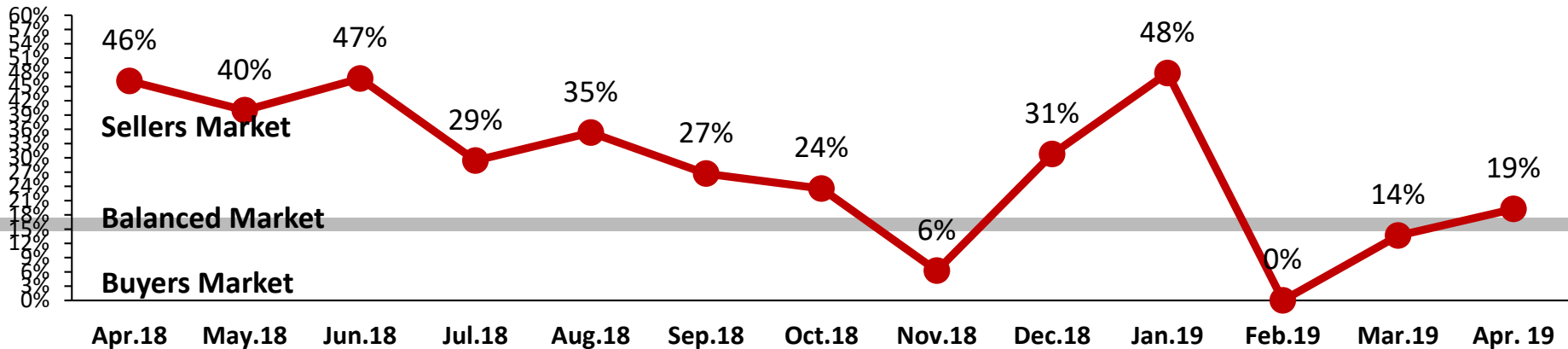
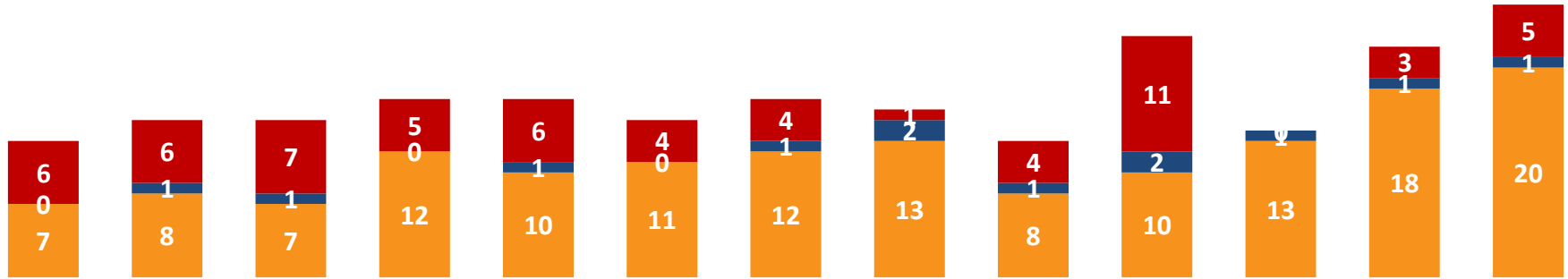


# Mission Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



### Price Breakdown

100,000 & Below	0	200,001-225,000	0
100,001-125,000	0	225,001-250,000	1
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	3

### STR (Sell-Through Rate) Formula

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