

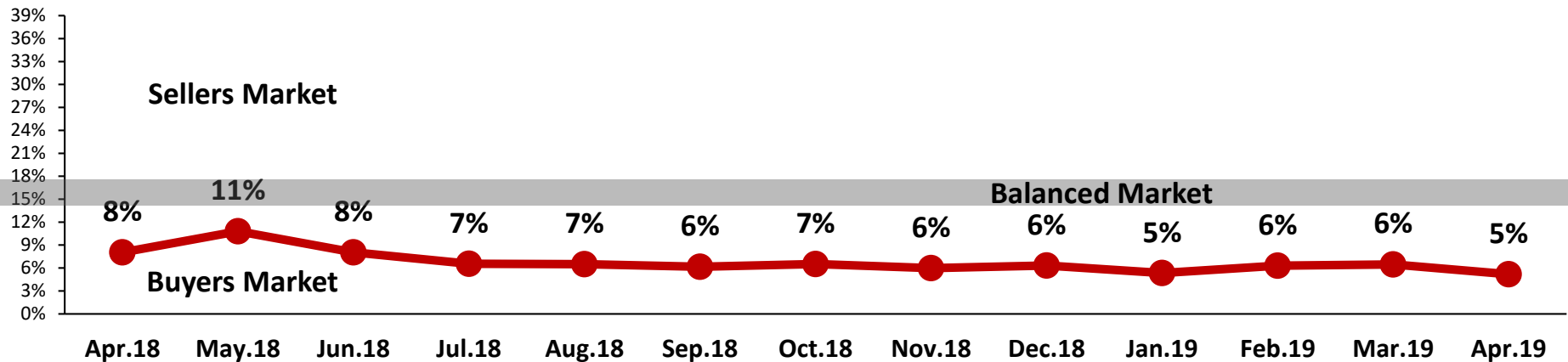
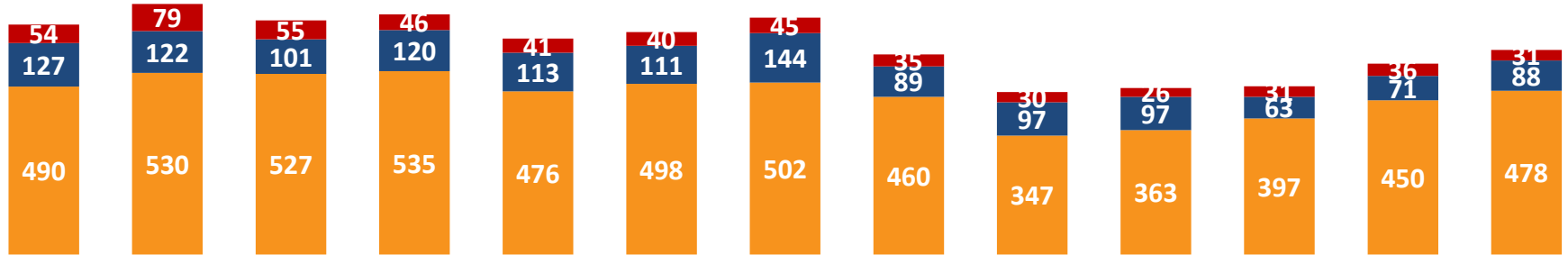


Burnaby Detached Sales/Listing Rates

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	10
600,001-700,000	0	1,200,001-1,500,000	8
700,001-800,000	0	1,500,001-1,750,000	7
800,001-900,000	0	1,750,001-2,000,000	4
900,001-1,000,000	0	2,000,001 & Above	2

STR (Sell Through Rate) Formula

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

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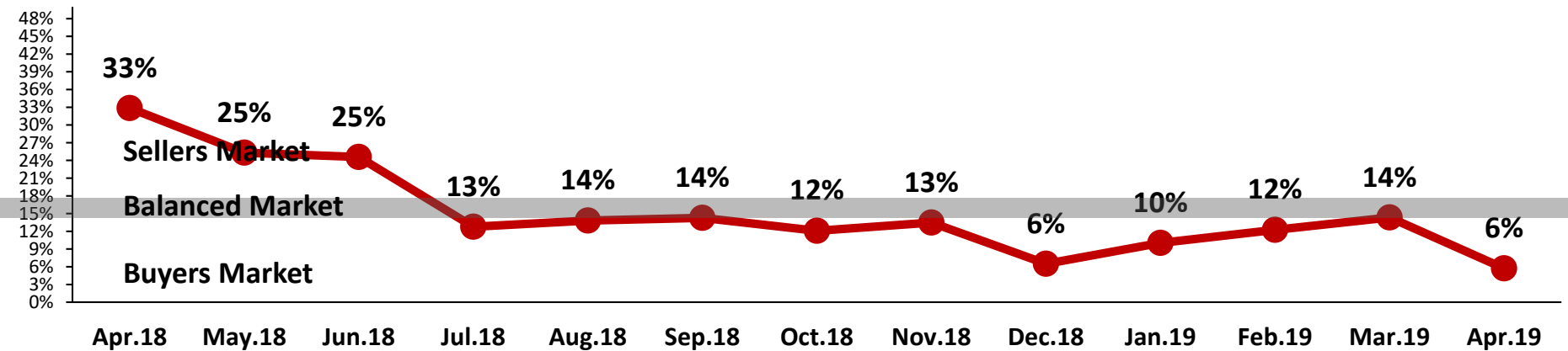
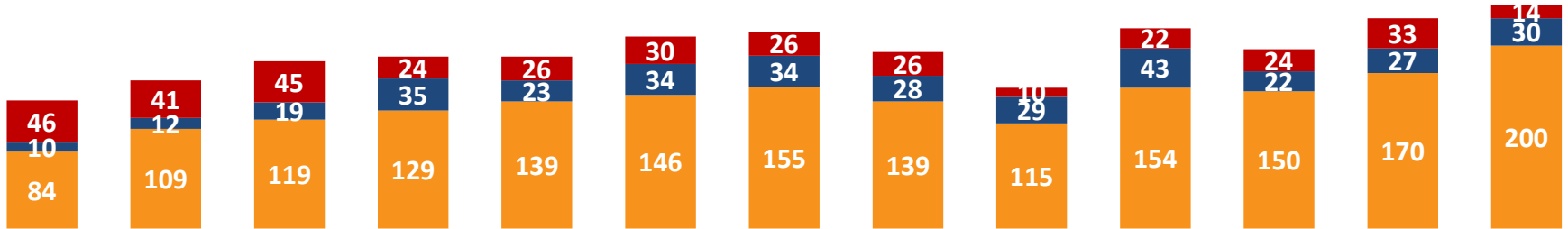


Burnaby Townhouse Sales/Listing Rates

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	1
300,001-350,000	0	600,001-650,000	1
350,001-400,000	0	650,001-700,000	0
400,001-450,000	1	700,001-850,000	5
450,001-500,000	1	850,001 & Above	3
500,001-550,000	2		

STR (Sell Through Rate) Formula

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

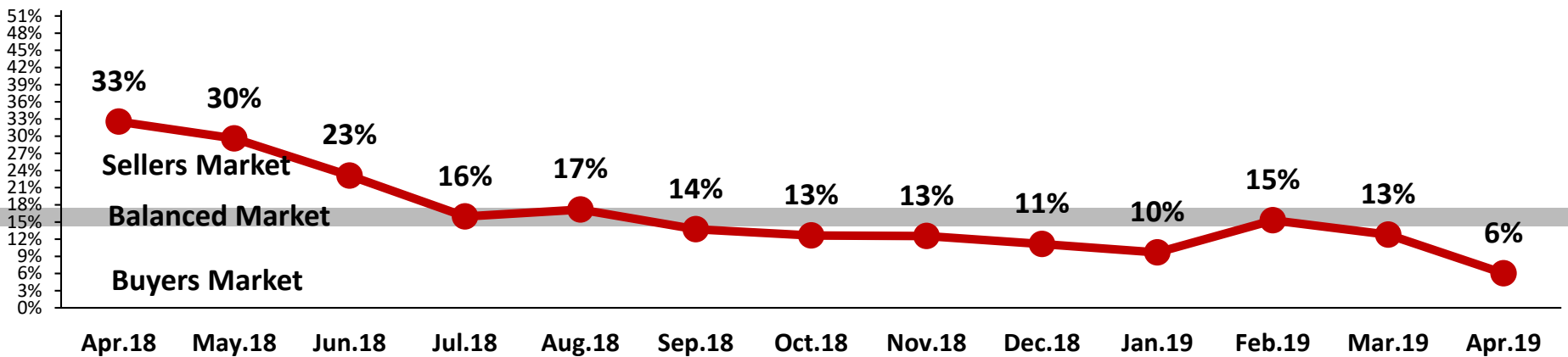
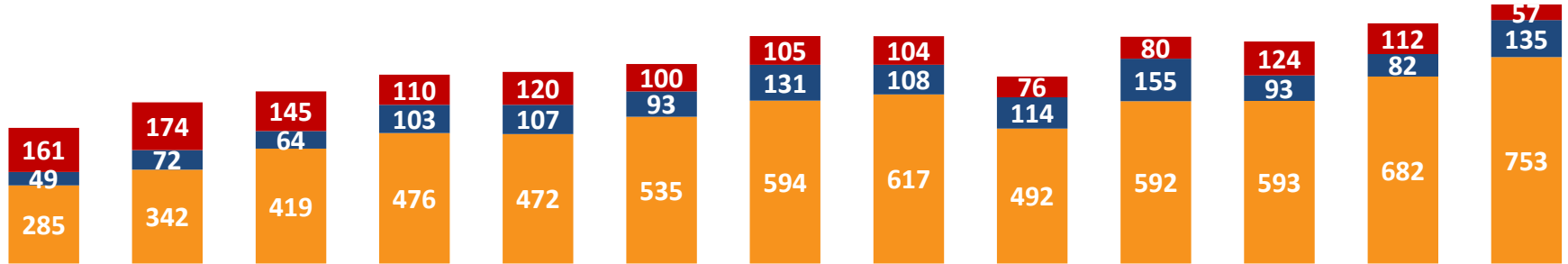


Burnaby Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

■ Active Listings
 ■ Failed
 ■ Sales



Price Breakdown

250,000 & Below	0	500,001-550,000	9
250,001-300,000	0	550,001-600,000	9
300,001-350,000	2	600,001-700,000	9
350,001-400,000	0	700,001-800,000	5
400,001-450,000	3	800,001 & Above	8
450,001-500,000	12		

STR (Sell Through Rate) Formula

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

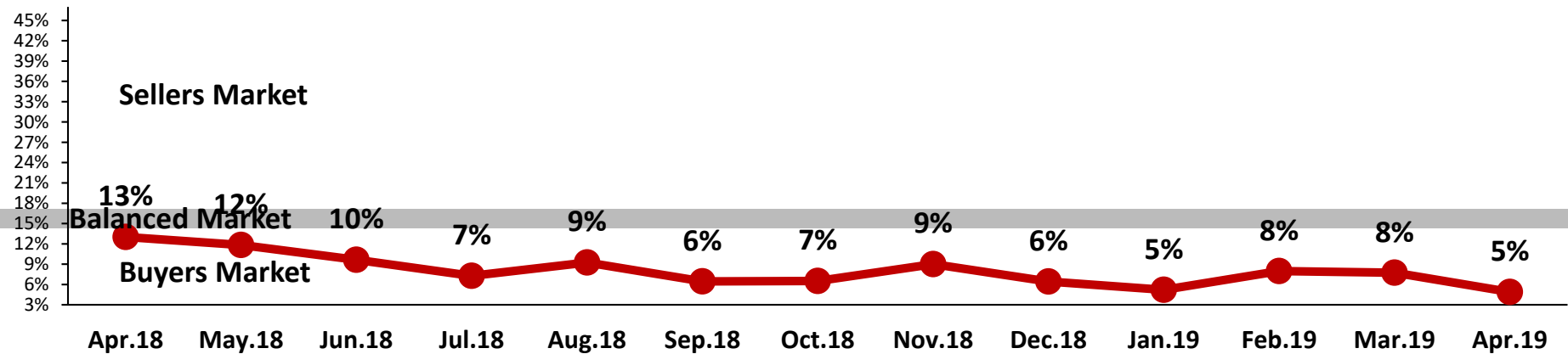
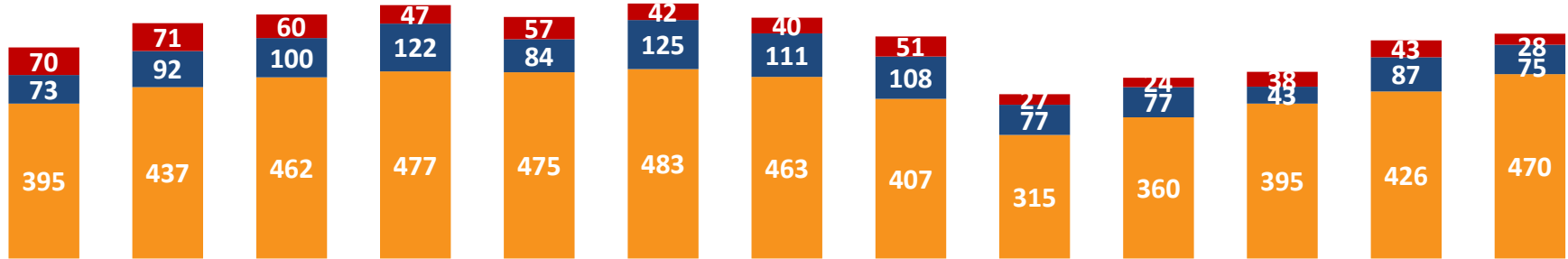


Coquitlam Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

700,000 & Below	1	1,000,001-1,200,000	6
700,001-775,000	0	1,200,001-1,400,000	8
775,001-850,000	1	1,400,001-1,600,000	5
850,001-925,000	0	1,600,001-1,800,000	1
925,001-1,000,000	2	1,800,001 & Above	4

STR (Sell Through Rate) Formula

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

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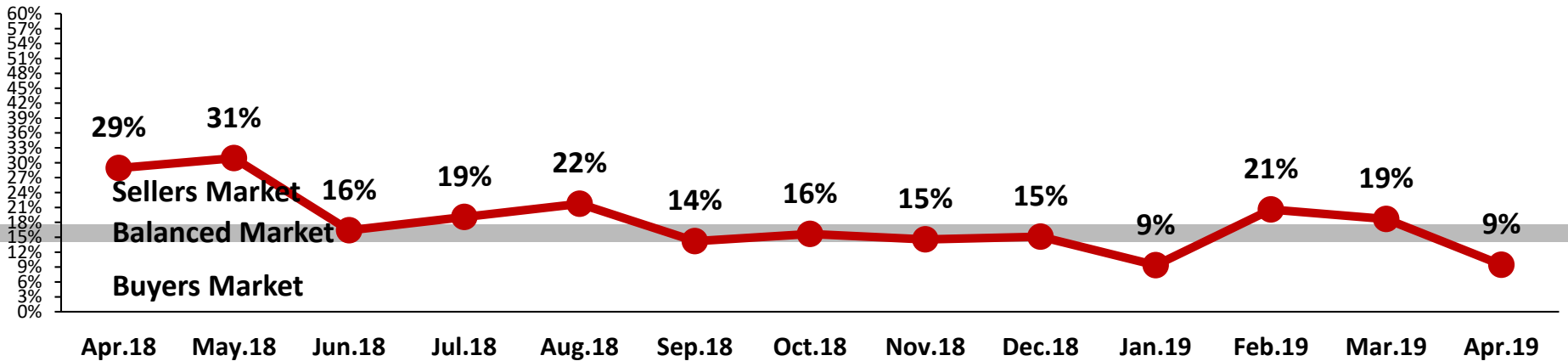
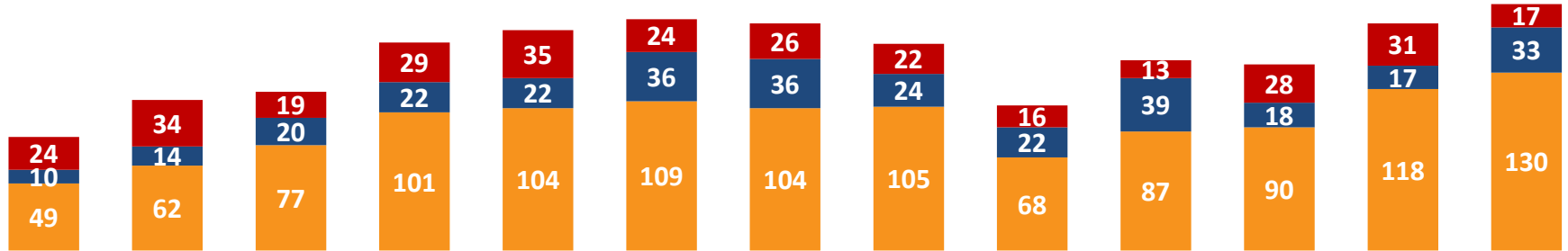


Coquitlam Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

275,000 & Below	0	475,001-525,000	1
275,001-325,000	0	525,001-575,000	1
325,001-375,000	0	575,001-650,000	1
375,001-425,000	0	650,001-750,000	5
425,001-475,000	3	750,001 & Above	6

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

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

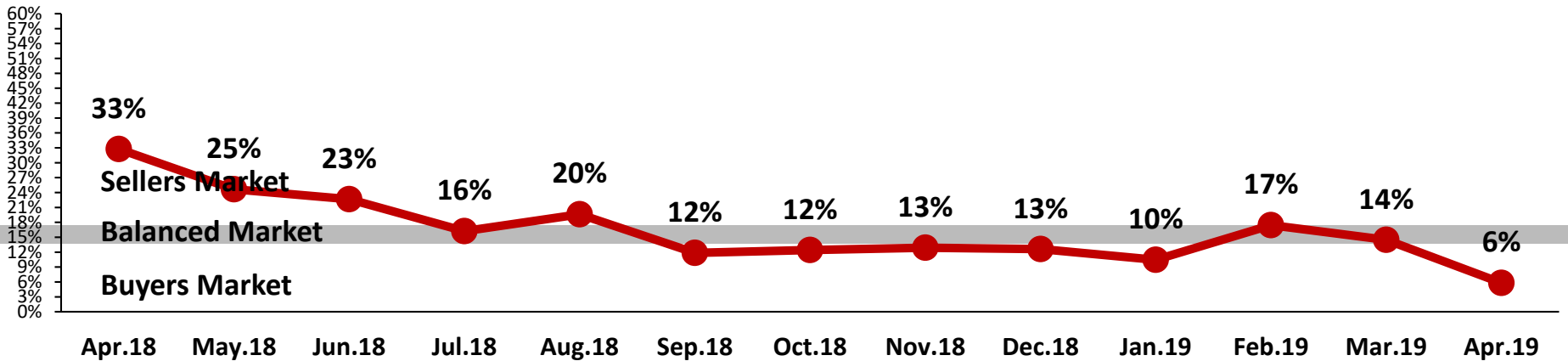
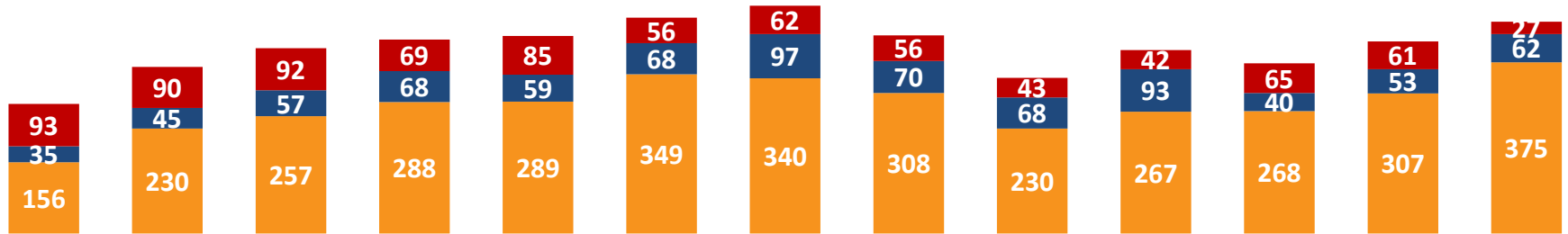


Coquitlam Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

250,000 & Below	1	400,001-500,000	7
250,001-300,000	0	500,001-600,000	14
300,001-350,000	0	600,001-700,000	3
350,001-400,000	1	700,001 & Above	1

STR (Sell Through Rate) Formula

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

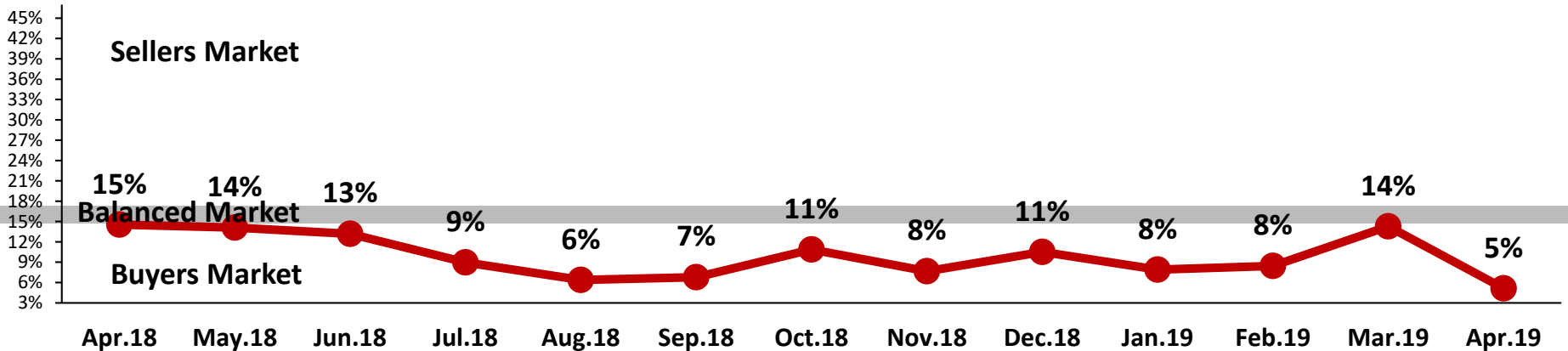
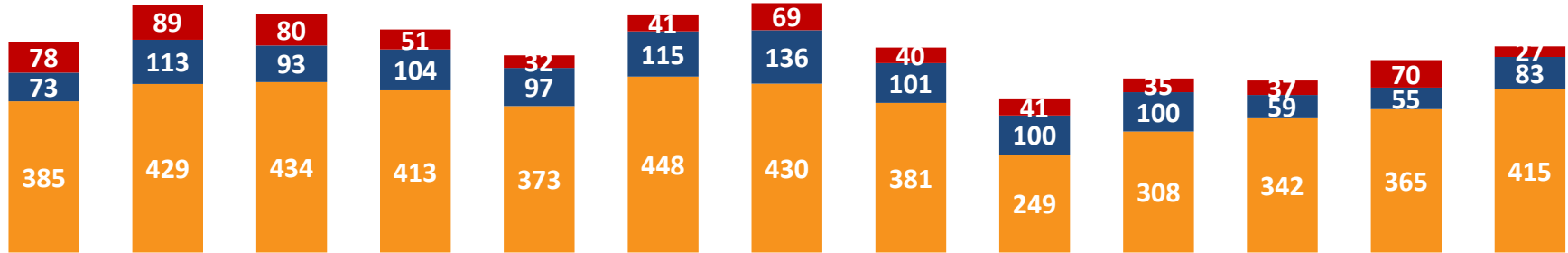


North Vancouver Detached Sales/Listing Rates

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	4
950,001-1,100,000	1	1,700,001-1,850,000	4
1,100,001-1,250,000	0	1,850,001-2,000,000	1
1,250,001-1,400,000	3	2,000,001-2,225,000	4
1,400,001-1,550,000	3	2,225,001 & Above	7

STR (Sell Through Rate) Formula

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

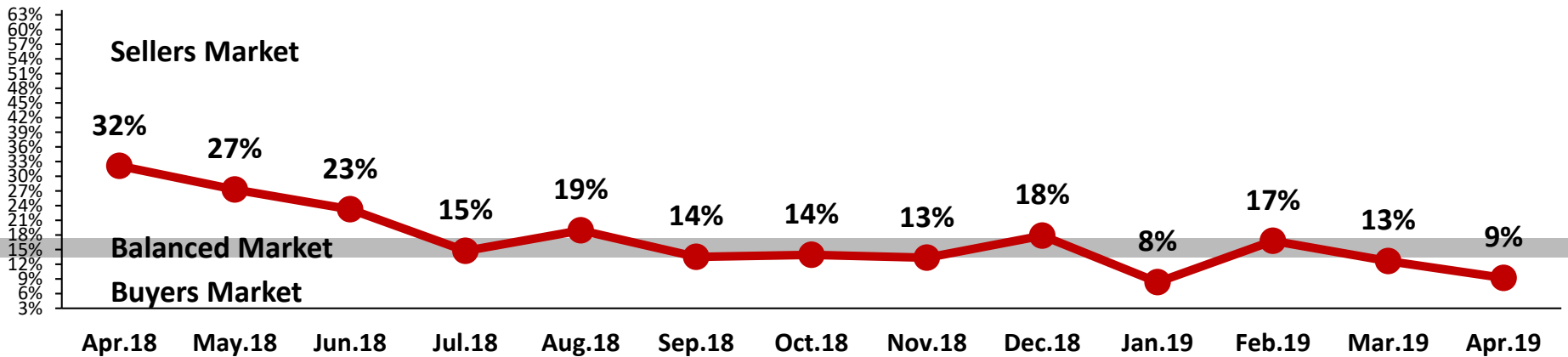
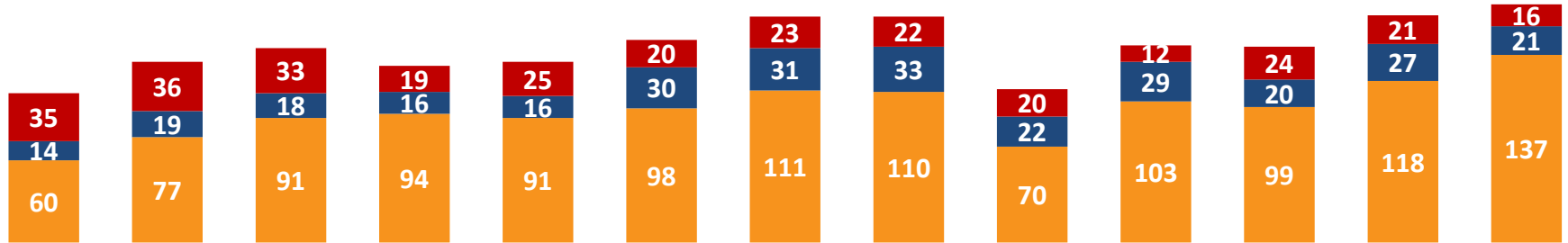


North Vancouver Townhouse Sales/Listing Rates

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	0
500,001-550,000	1	750,001-800,000	1
550,001-600,000	0	800,001-900,000	1
600,001-650,000	0	900,001-1,000,000	2
650,001-700,000	1	1,000,001 & Above	10

STR (Sell Through Rate) Formula

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

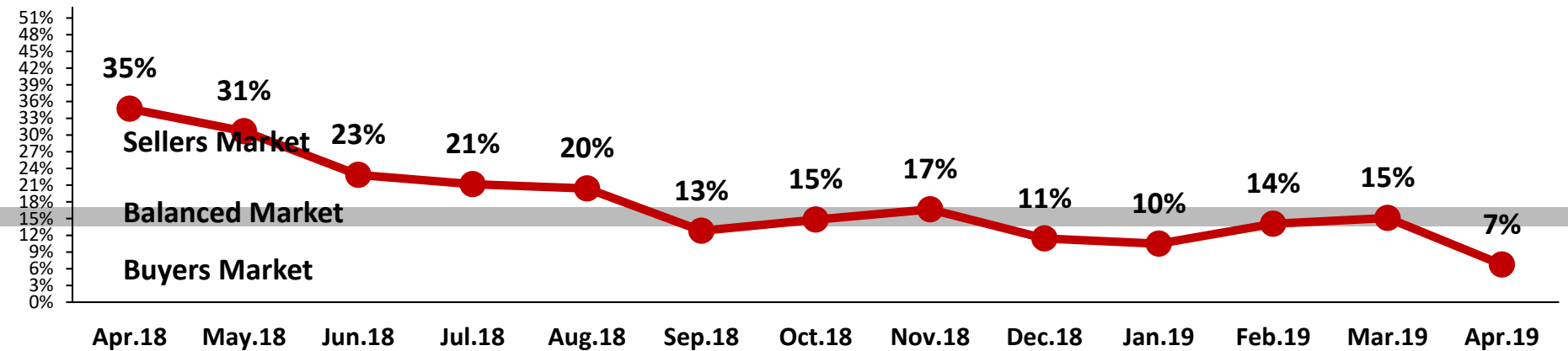
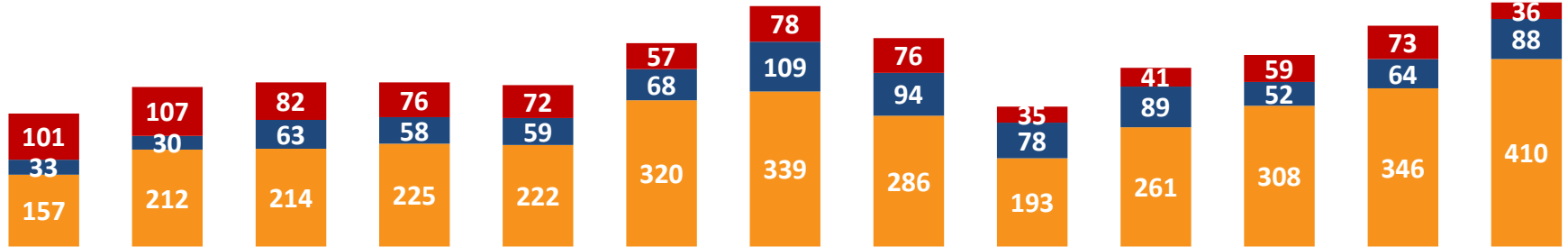


North Vancouver Condo Sales/Listing Rates

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	7
225,001-300,000	0	600,001-675,000	4
300,001-375,000	0	675,001-750,000	9
375,001-450,000	2	750,001-825,000	2
450,001-525,000	7	825,001 & Above	5

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

STR (Sell Through Rate) Formula

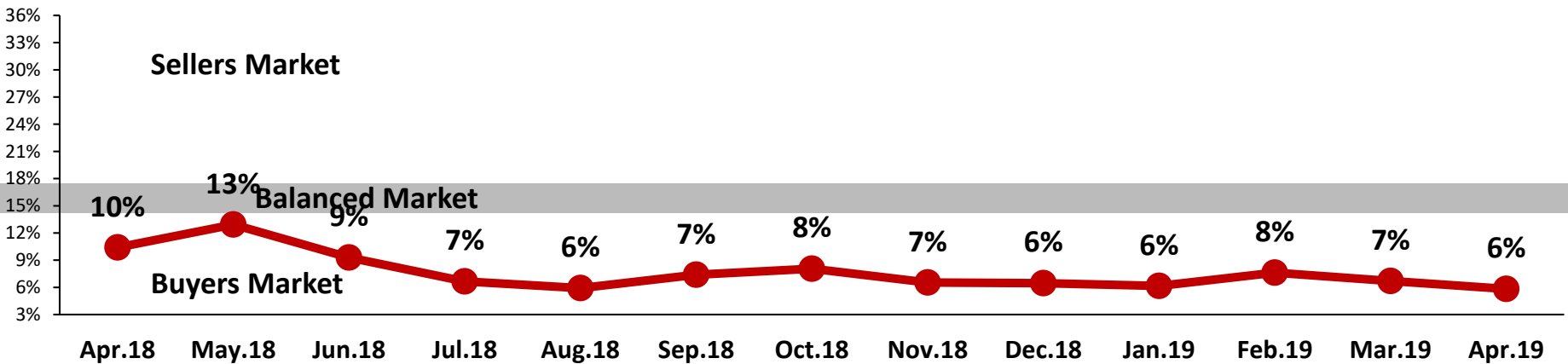
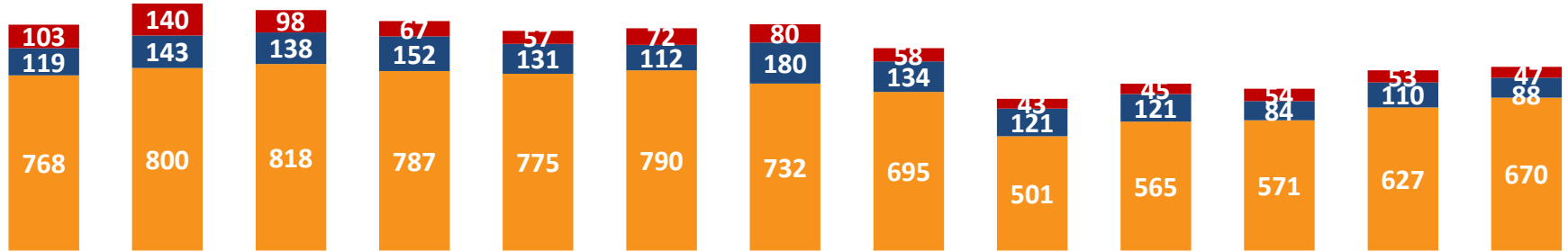


Vancouver East Detached Sales/Listing Rates

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	8	1,400,001-1,500,000	3
1,000,001-1,100,000	1	1,500,001-1,600,000	4
1,100,001-1,200,000	3	1,600,001-1,700,000	7
1,200,001-1,300,000	5	1,700,001-1,800,000	0
1,300,001-1,400,000	8	1,800,001 & Above	8

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

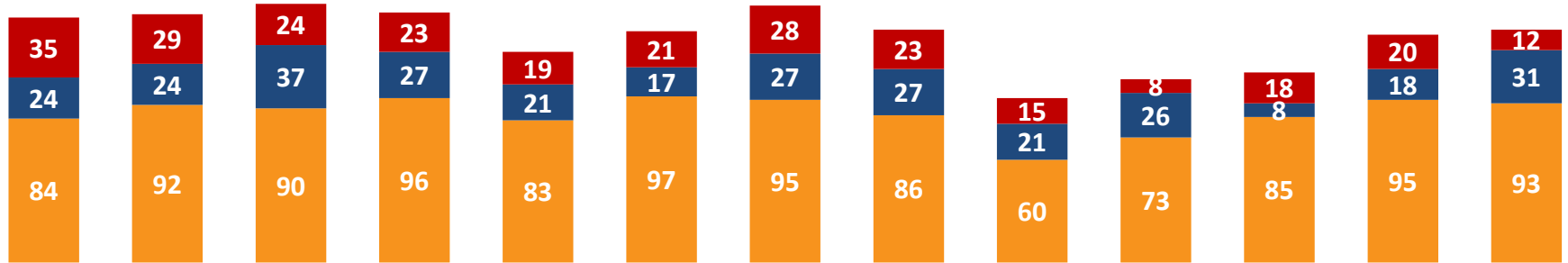


Vancouver East Townhouse Sales/Listing Rates

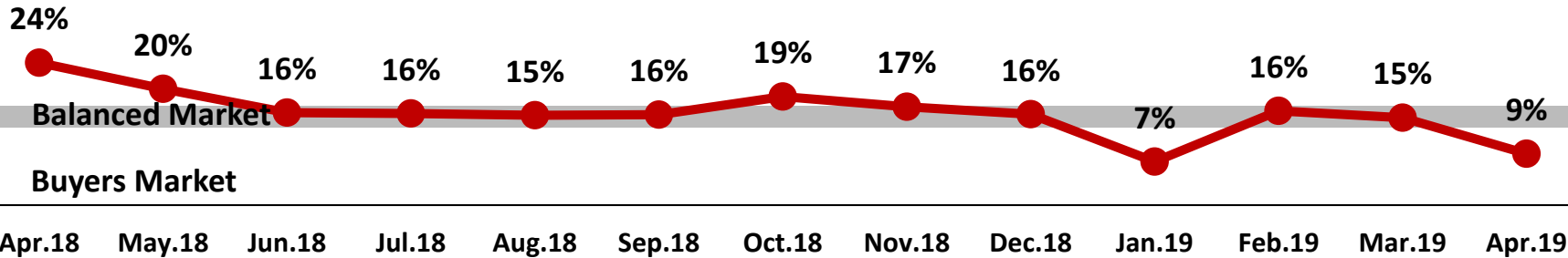
STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Sellers Market



Price Breakdown

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

STR (Sell Through Rate) Formula

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

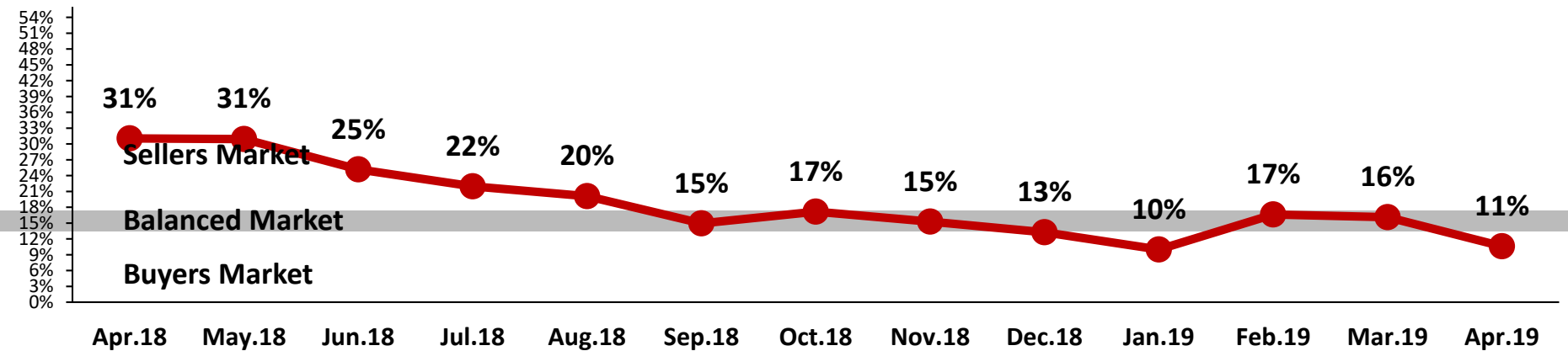
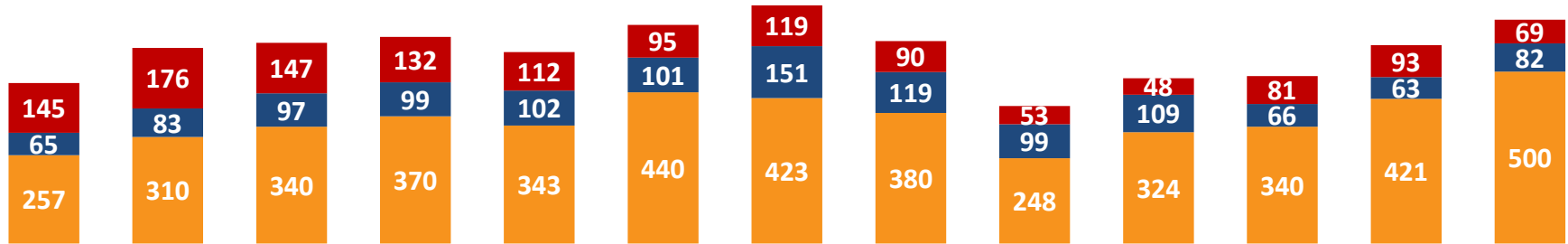


Vancouver East Condo Sales/Listing Rates

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	11
250,001-300,000	2	500,001-550,000	11
300,001-350,000	1	550,001-600,000	11
350,001-400,000	2	600,001-700,000	11
400,001-450,000	7	700,001-800,000	8
		800,000 & Above	5

STR (Sell Through Rate) Formula

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

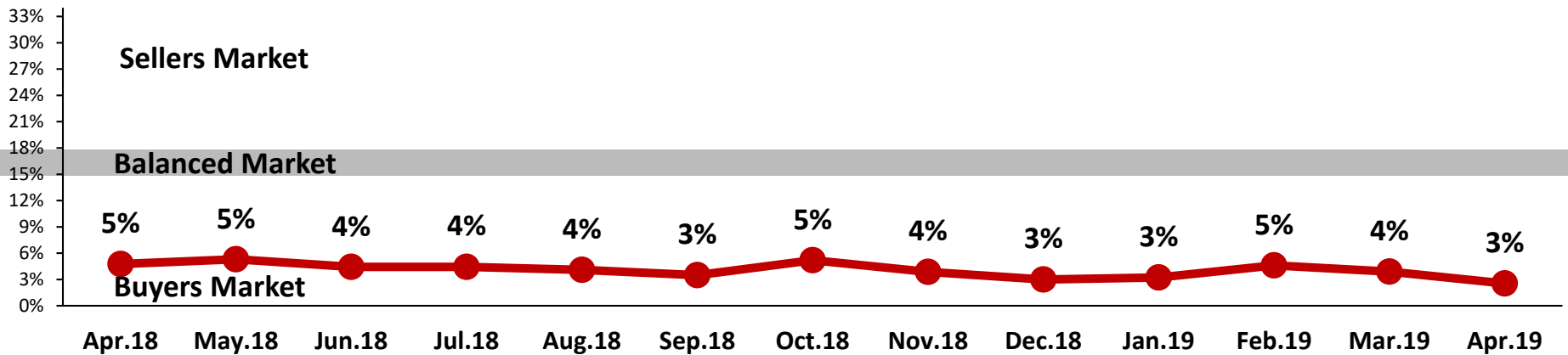
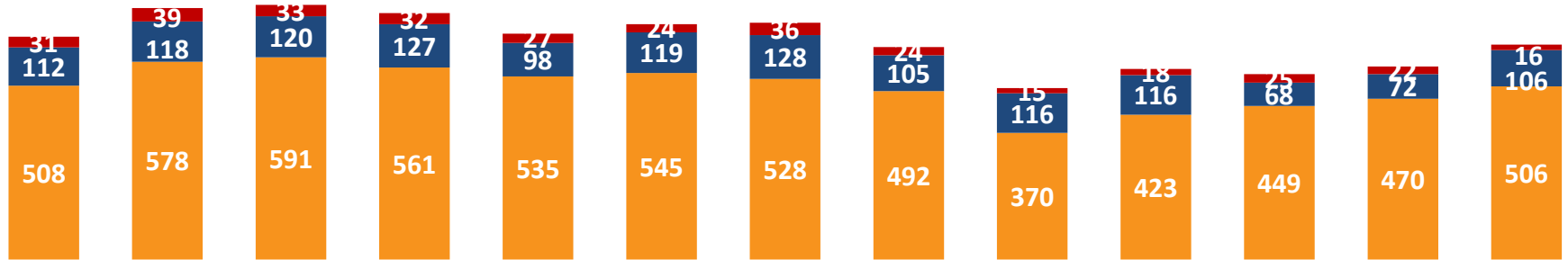


West Vancouver Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

900,000 & Below	0	2,400,001-2,700,000	0
900,001-1,200,000	0	2,700,001-3,000,000	0
1,200,001-1,500,000	2	3,000,001-3,300,000	0
1,500,001-1,800,000	3	3,300,001-3,500,000	3
1,800,001-2,100,000	1	3,500,000 & Above	4
2,100,001-2,400,000	3		

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

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

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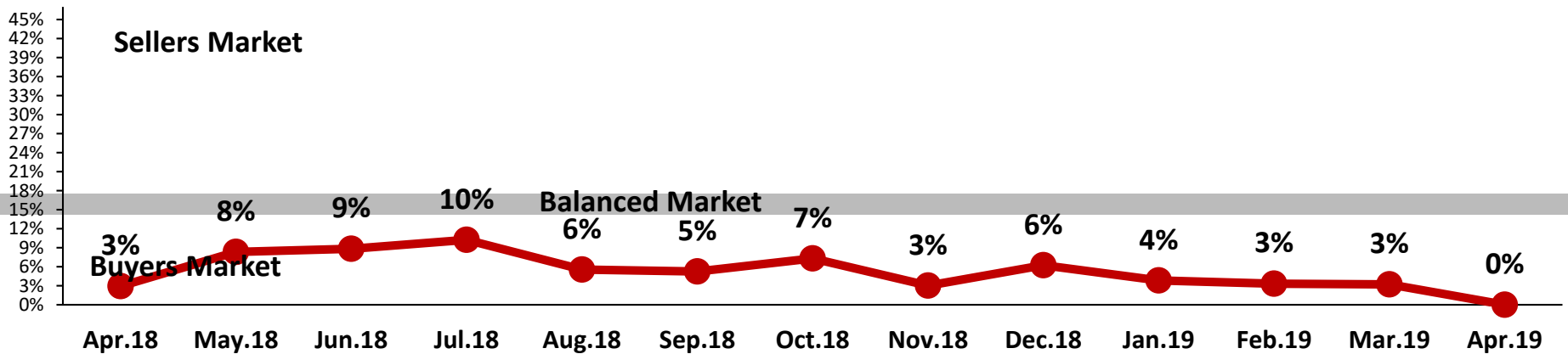
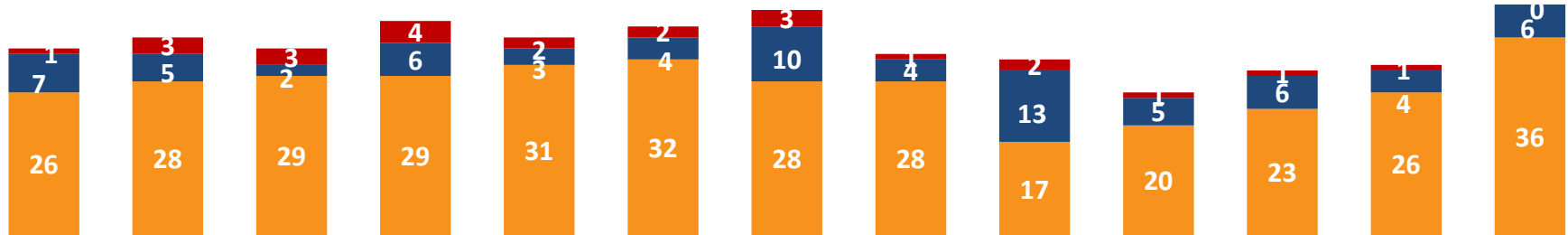


West Vancouver Townhouse Sales/Listing Rates

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	0

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

STR (Sell Through Rate) Formula

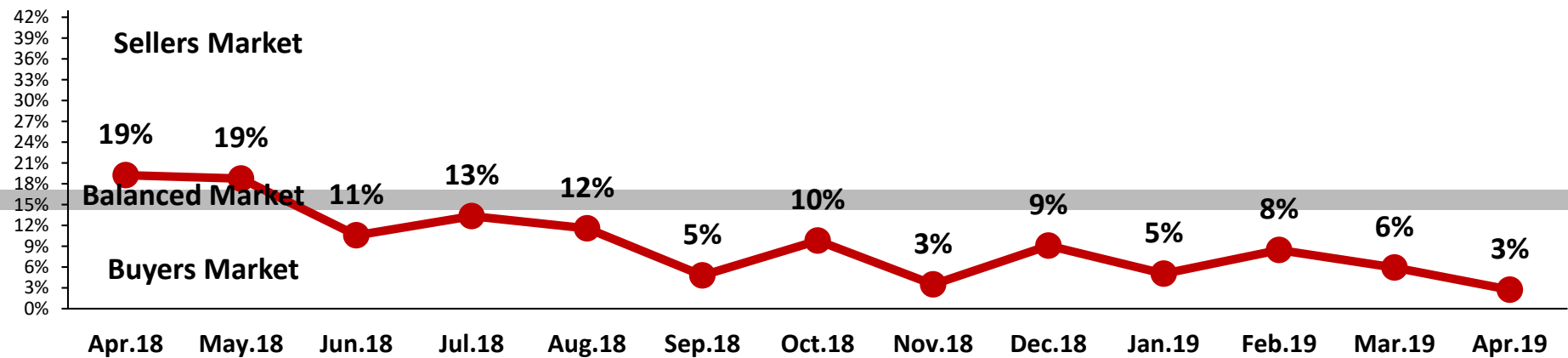
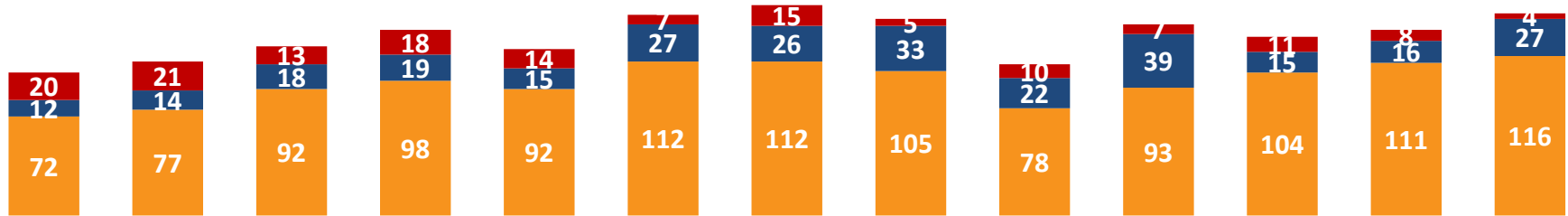


West Vancouver Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

450,000 & Below	1	650,001-700,000	0
450,001-500,000	0	700,001-750,000	0
500,001-550,000	0	750,001-800,000	0
550,001-600,000	0	800,001-850,000	0
600,001-650,000	0	850,001 & Above	3

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

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

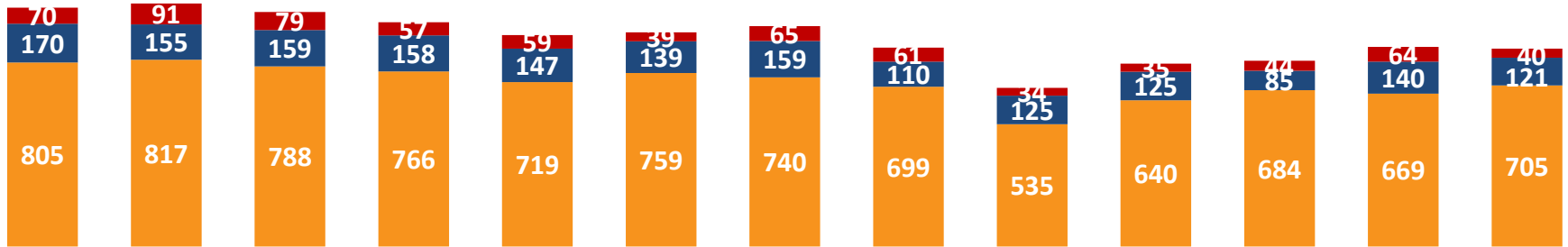


Vancouver West Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

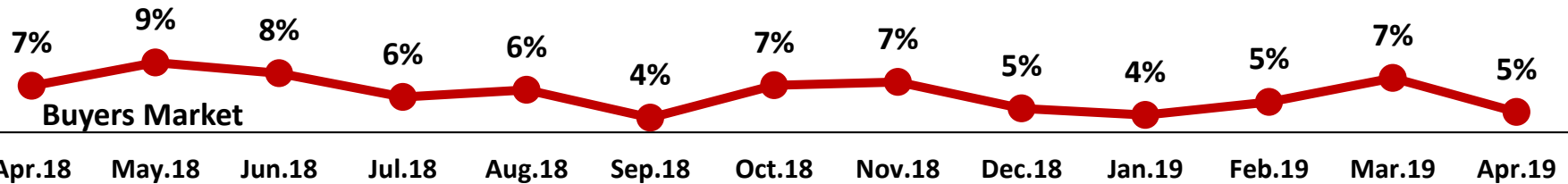
Active Listings Failed Sales



Sellers Market

Balanced Market

Buyers Market



Price Breakdown

1,500,000 & Below	0	3,500,001-3,900,000	1
1,500,001-1,900,000	2	3,900,001-4,300,000	9
1,900,001-2,300,000	2	4,300,001-5,000,000	1
2,300,001-2,700,000	8	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	6		

STR (Sell Through Rate) Formula

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

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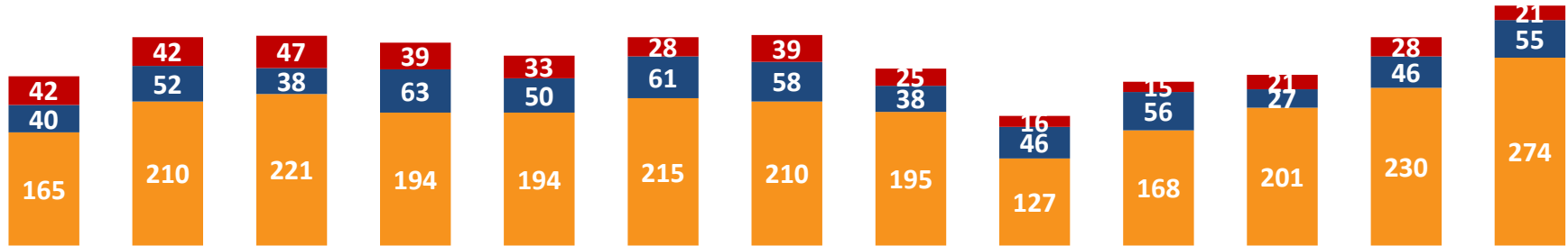


Vancouver West Townhouse Sales/Listing Rates

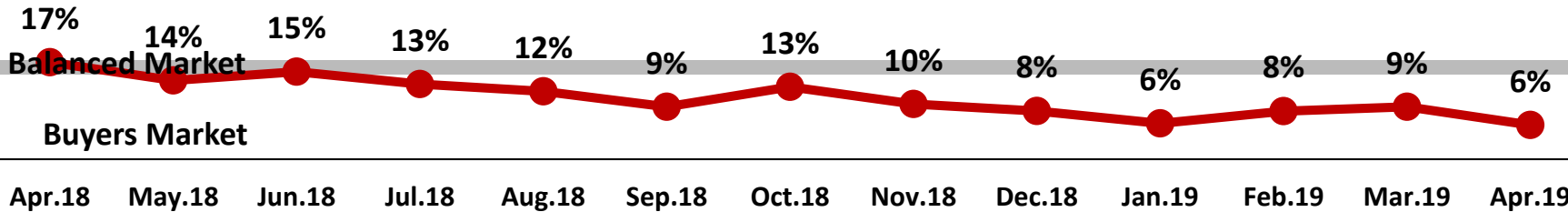
STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Sellers Market



Price Breakdown

500,000 & Below	1	900,001-1,000,000	0
500,001-600,000	2	1,000,001-1,100,000	2
600,001-700,000	1	1,100,001-1,200,000	1
700,001-800,000	1	1,200,001-1,300,000	0
800,001-900,000	3	1,300,001 & Above	10

STR (Sell Through Rate) Formula

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

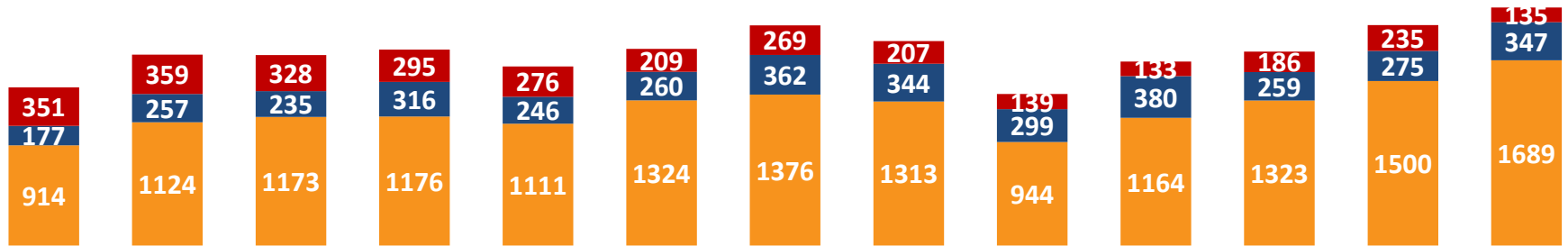


Vancouver West Condo Sales/Listing Rates

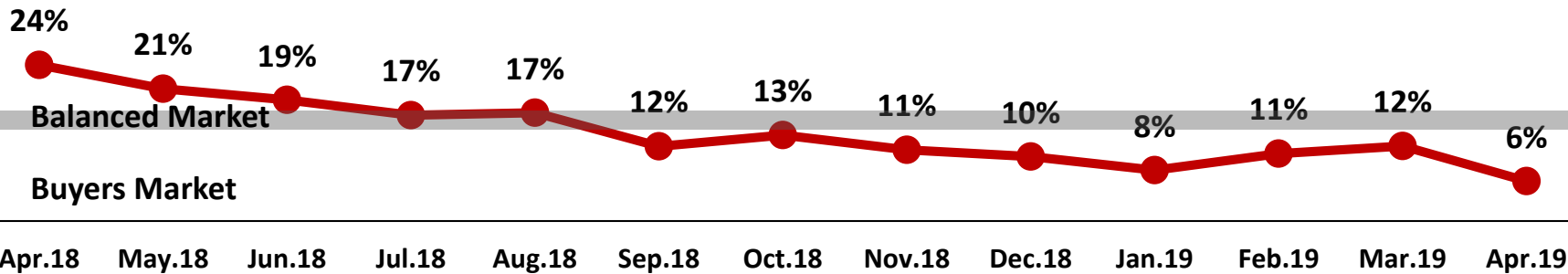
STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Sellers Market



Price Breakdown

350,000 & Below	2	950,001-1,100,000	10
350,001-500,000	8	1,100,001-1,500,000	12
500,001-650,000	38	1,500,001-1,600,000	3
650,001-800,000	32	1,600,001-1,800,000	3
800,001-950,000	22	1,800,001 & Above	5

STR (Sell Through Rate) Formula

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

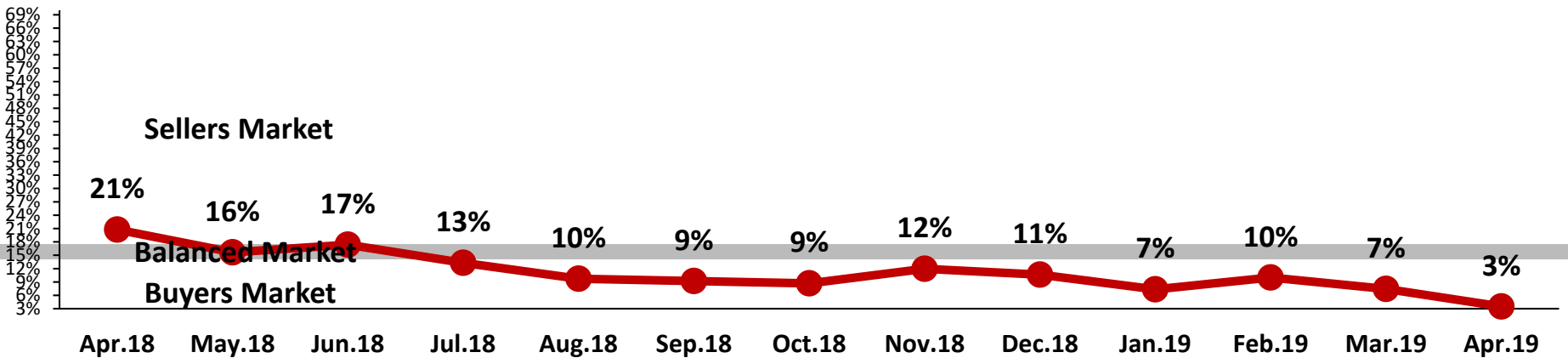
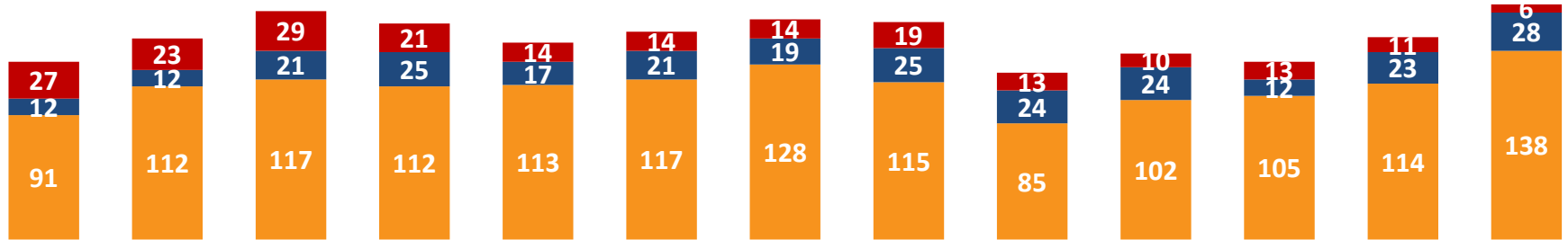


New Westminster Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

500,000 & Below	0	700,001-750,000	0
500,001-550,000	0	750,001-800,000	0
550,001-600,000	0	800,001-850,000	0
600,001-650,000	0	850,001-900,000	1
650,001-700,000	0	900,001 & Above	5

STR (Sell Through Rate) Formula

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

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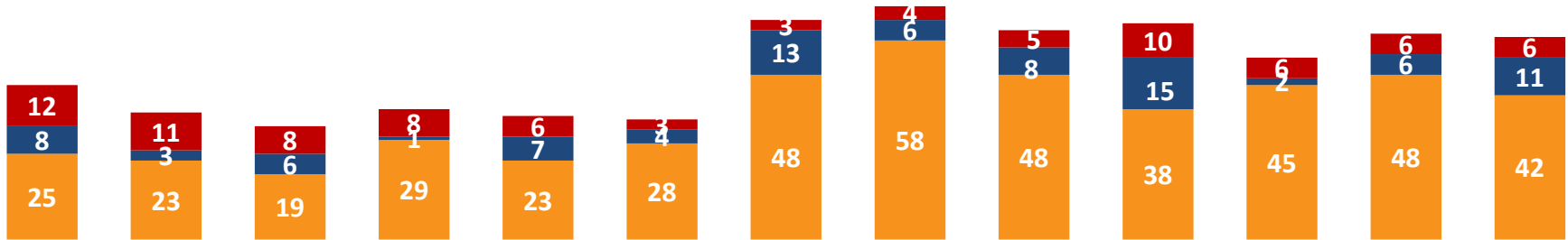


New Westminster Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

■ Active Listings
 ■ Failed
 ■ Sales



Sellers Market

27% 30%

Balanced Market

Buyers Market

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

300,000 & Below	0	400,001-425,000	1
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	0
375,001-400,000	0	500,001 & Above	5

STR (Sell Through Rate) Formula

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

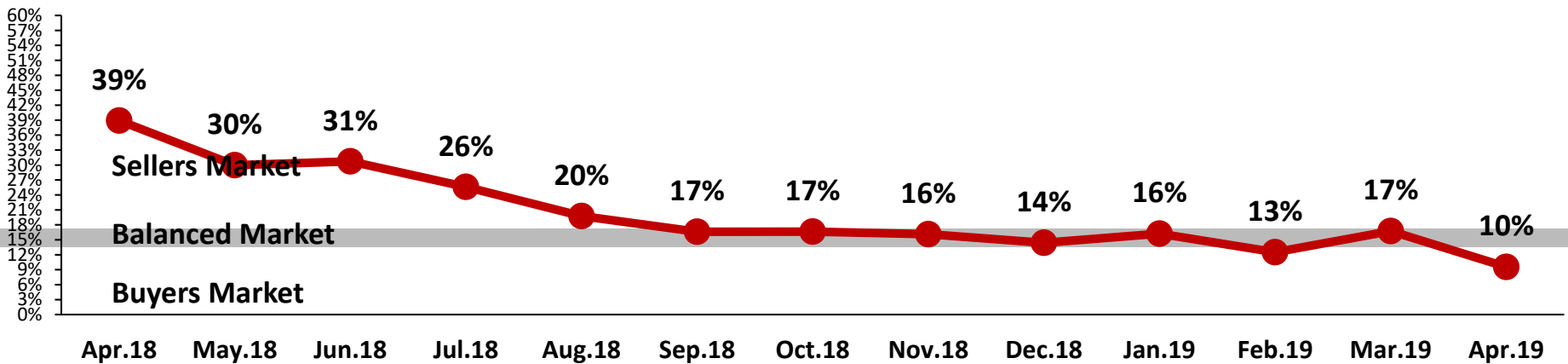
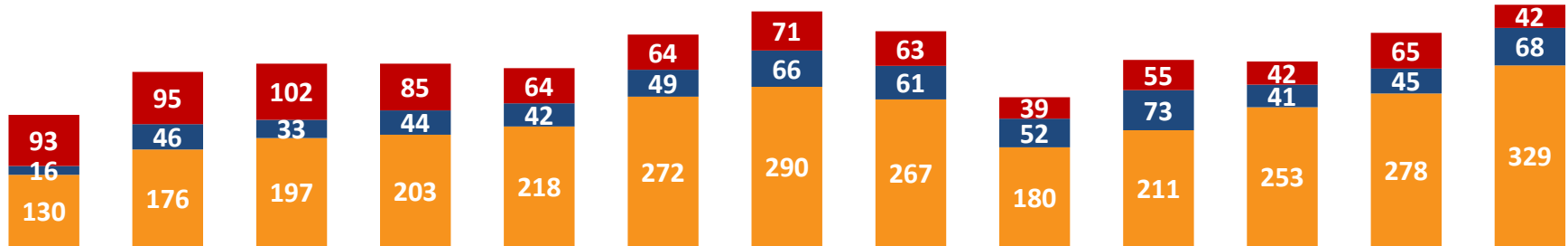


New Westminster Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

■ Active Listings
 ■ Failed
 ■ Sales



Price Breakdown

200,000 & Below	0	400,001-450,000	6
200,001-250,000	0	450,001-500,000	7
250,001-300,000	0	500,001-600,000	9
300,001-350,000	5	600,001-700,000	4
350,001-400,000	4	700,001 & Above	7

STR (Sell Through Rate) Formula

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

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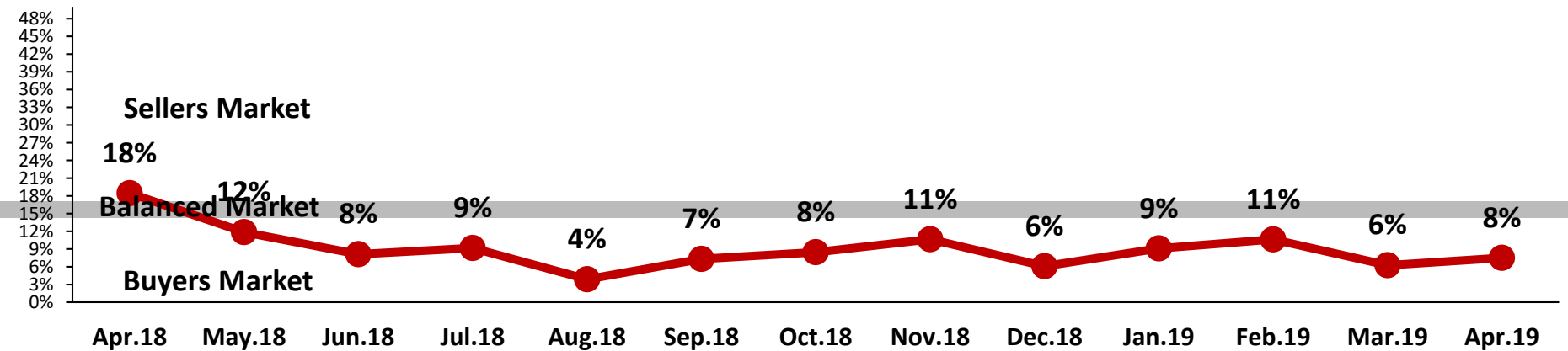
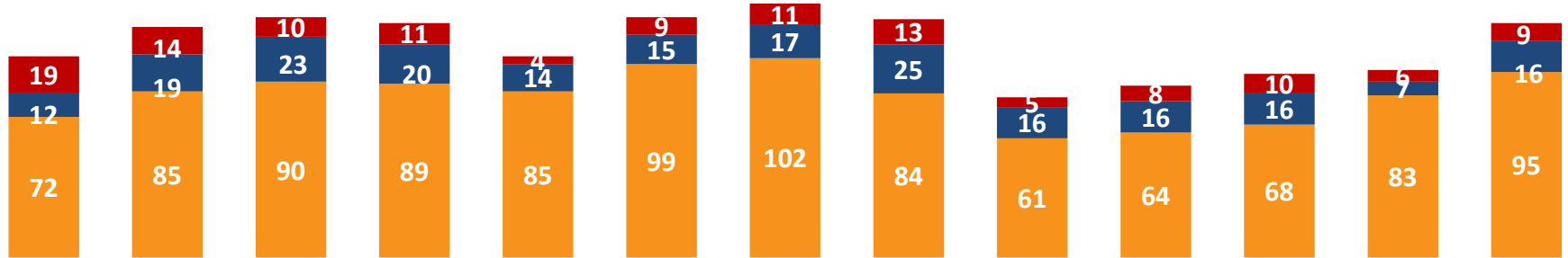


Port Moody Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

600,000 & Below	0	800,001-850,000	0
600,001-650,000	0	850,001-900,000	0
650,001-700,000	0	900,001-1,000,000	0
700,001-750,000	0	1,000,001-1,100,000	3
750,001-800,000	0	1,100,001 & Above	6

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

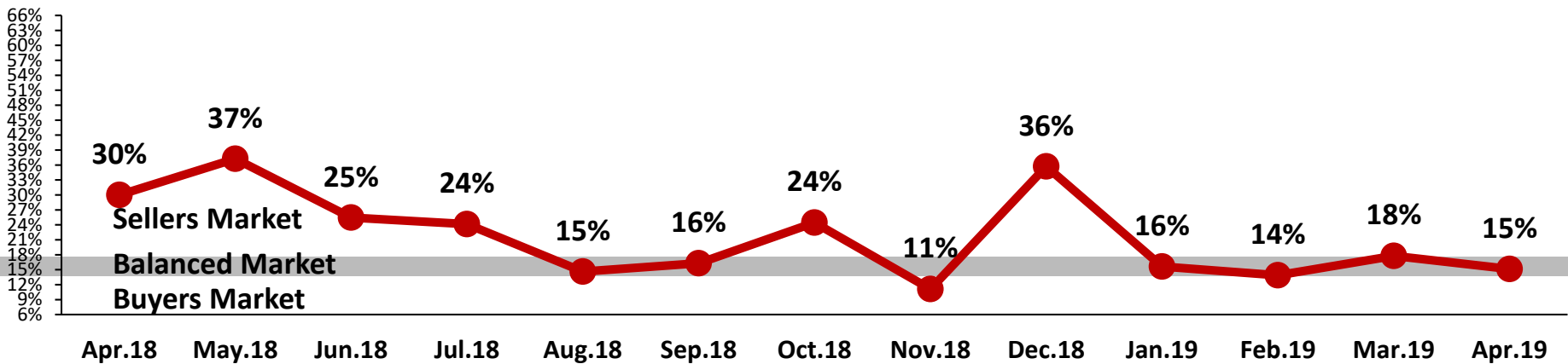
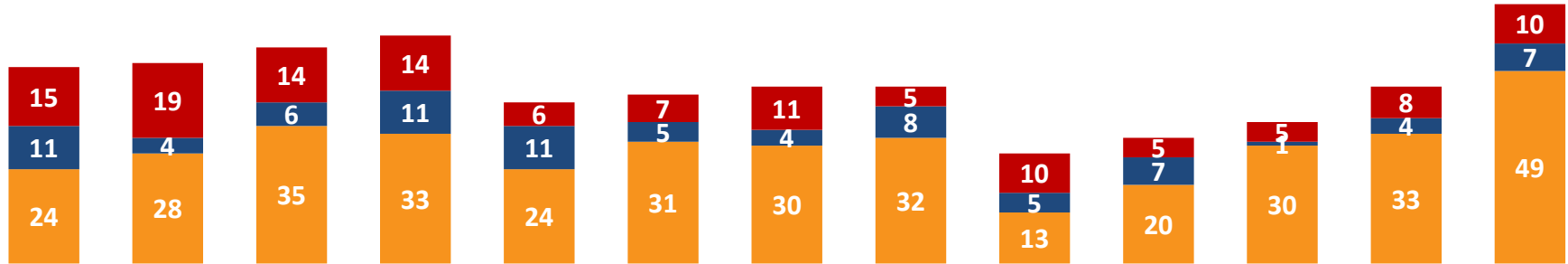


Port Moody Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

325,000 & Below	0	425,001-450,000	0
325,001-350,000	0	450,001-475,000	0
350,001-375,000	0	475,001-500,000	0
375,001-400,000	0	500,001-525,000	0
400,001-425,000	0	525,001 & Above	10

STR (Sell Through Rate) Formula

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

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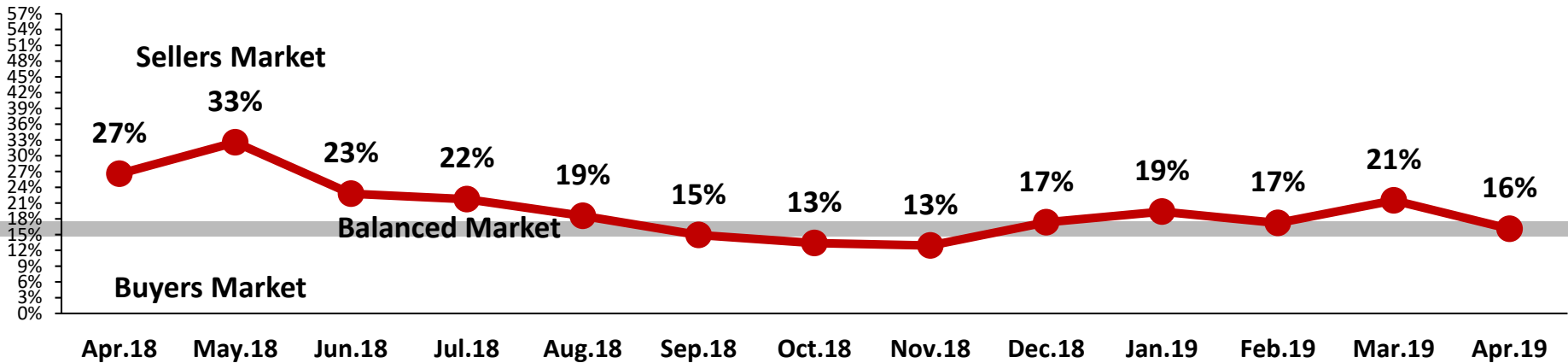
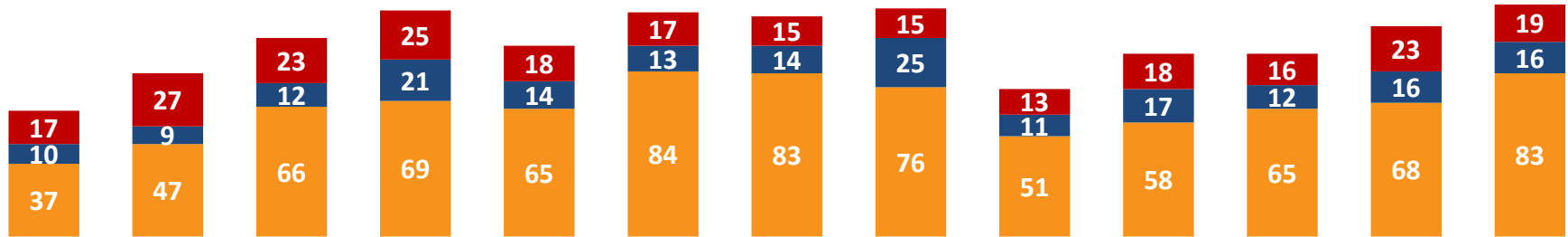


Port Moody Condo Sales/Listing Rates

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	2
225,001-275,000	0	475,001-525,000	5
275,001-325,000	0	525,001-575,000	2
325,001-375,000	0	575,001 & Above	10
375,001-425,000	0		

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

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

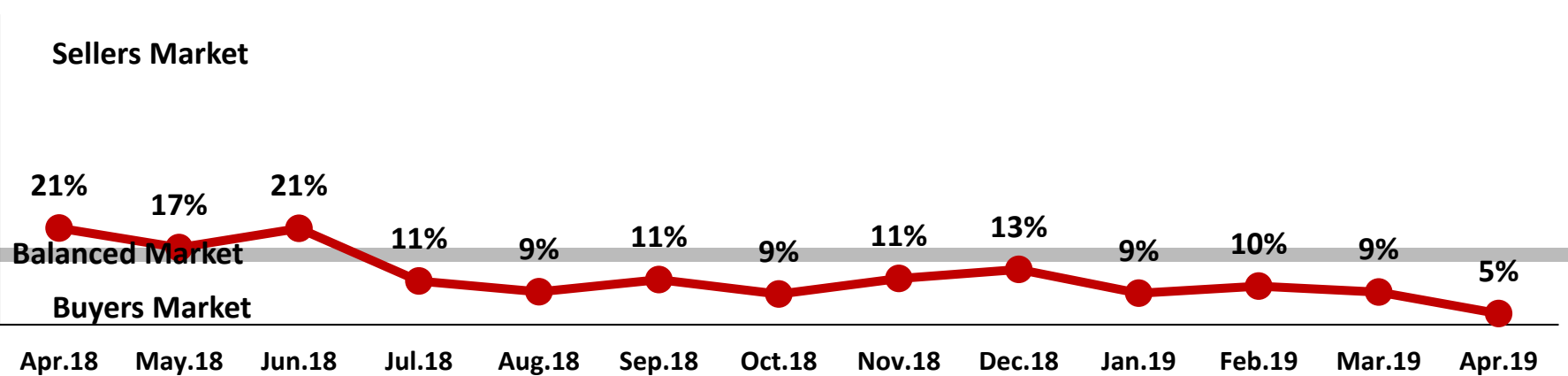
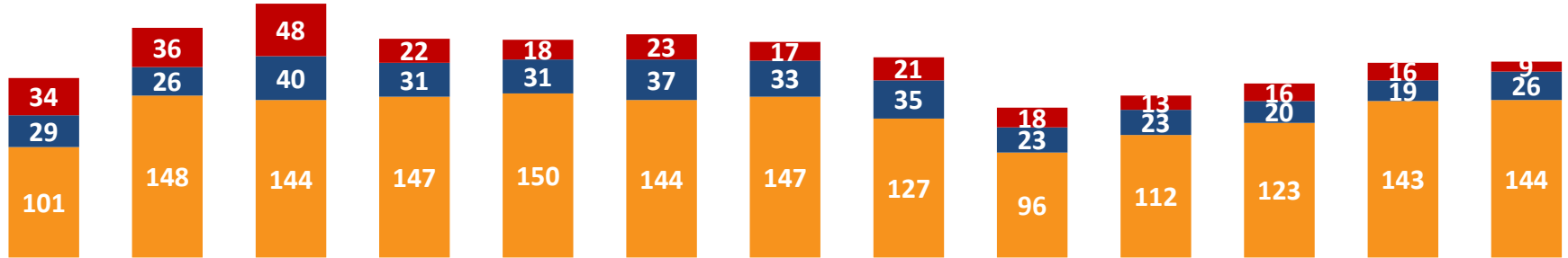


Port Coquitlam Detached Sales/Listing Rates

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	1
700,001-800,000	0	1,300,000-1,500,000	0
800,001-900,000	3	1,500,000 & Above	0
900,001-1,000,000	5		

STR (Sell Through Rate) Formula

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

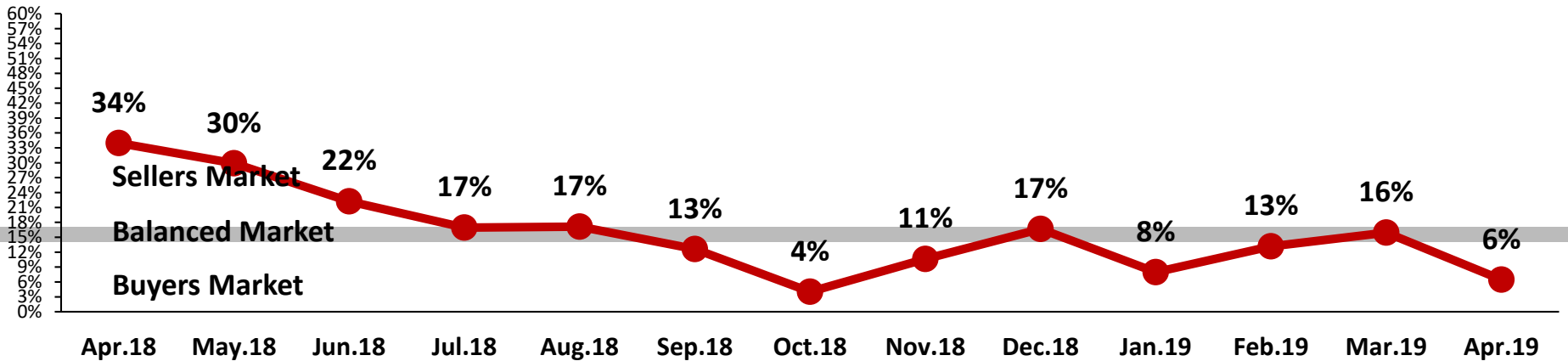
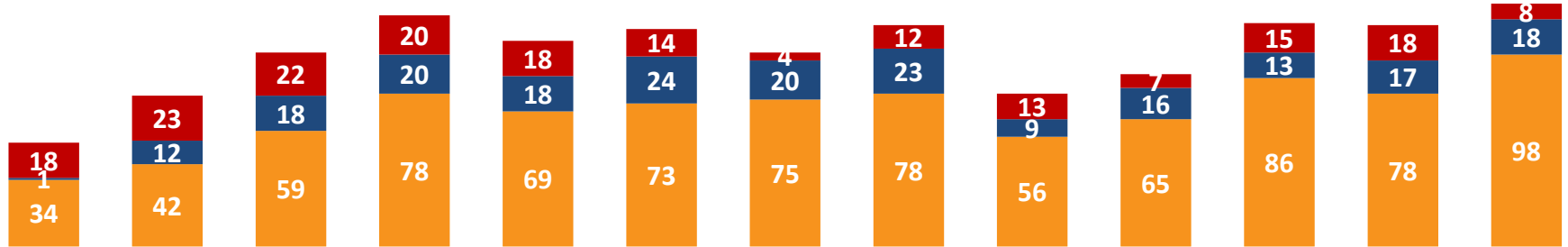


Port Coquitlam Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

350,000 & Below	0	450,001-475,000	0
350,001-375,000	0	475,001-550,000	0
375,001-400,000	0	550,001-650,000	4
400,001-425,000	0	650,001-750,000	4
425,001-450,000	0	750,000 & Above	0

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

STR (Sell Through Rate) Formula

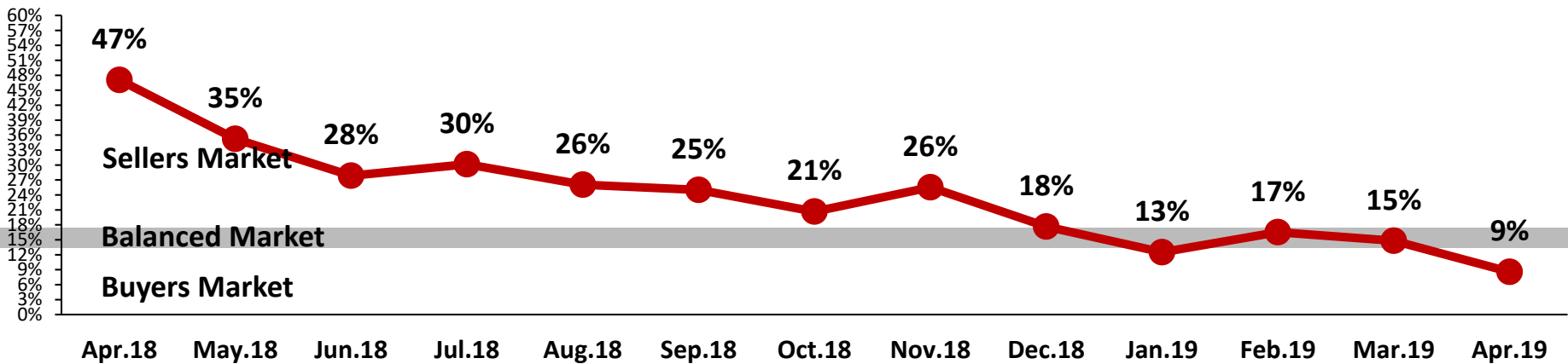
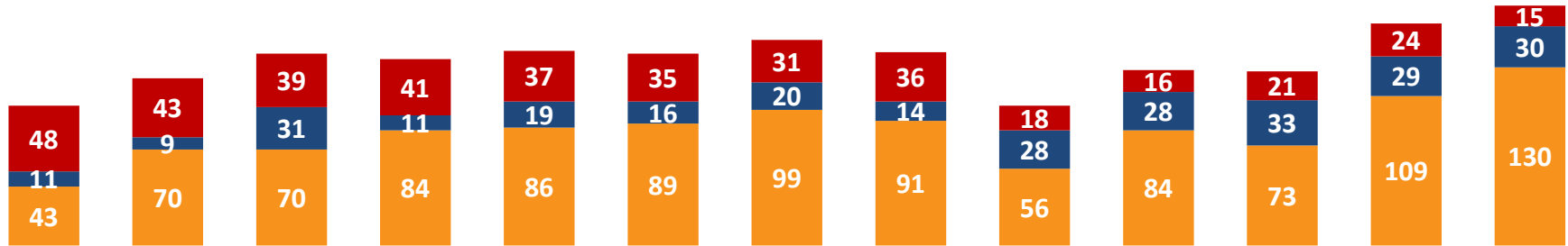


Port Coquitlam Condo Sales/Listing Rates

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	1
150,001-175,000	0	275,001-300,000	0
175,001-200,000	0	300,001-325,000	2
200,001-225,000	0	325,001-350,000	1
225,001-250,000	0	350,001 & Above	11

STR (Sell Through Rate) Formula

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

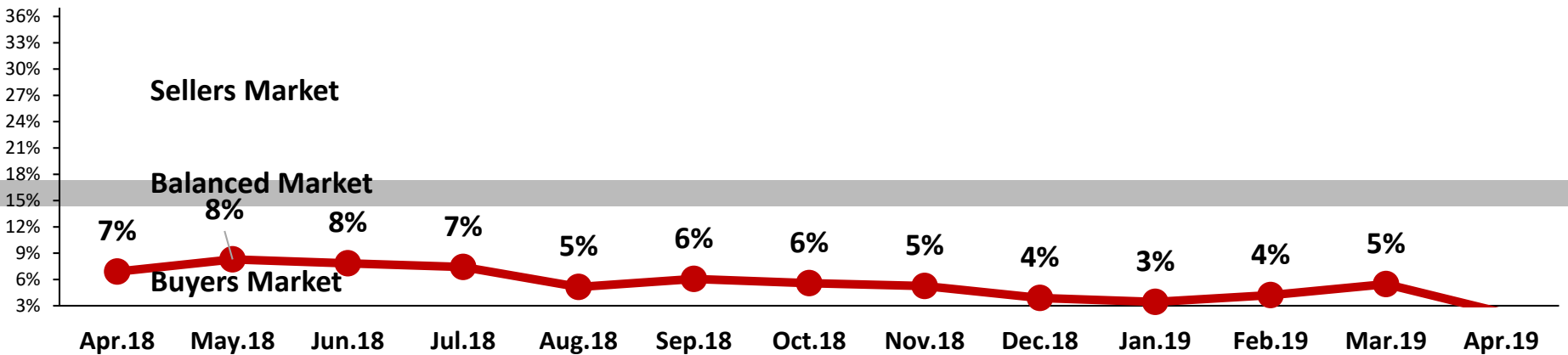
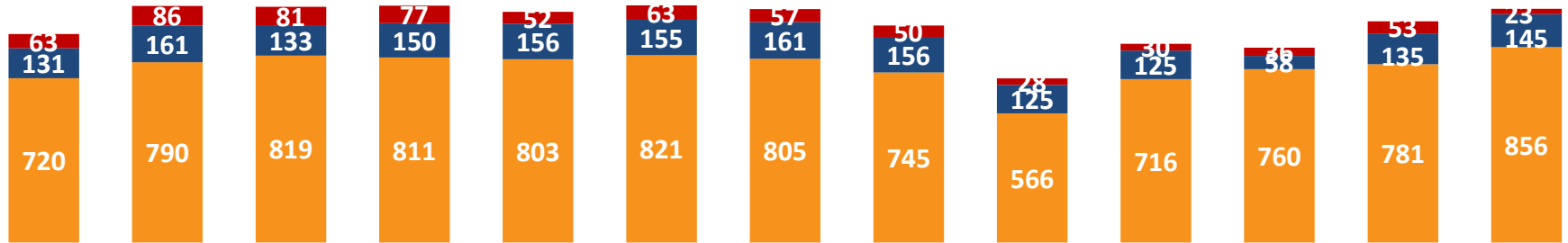


Richmond Detached Sales/Listing Rates

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	5
600,001-800,000	0	1,600,001-1,800,000	1
800,001-1,000,000	3	1,800,001-2,000,000	0
1,000,001-1,200,000	7	2,000,001-2,200,000	2
1,200,001-1,400,000	2	2,200,001 & Above	3

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

STR (Sell Through Rate) Formula

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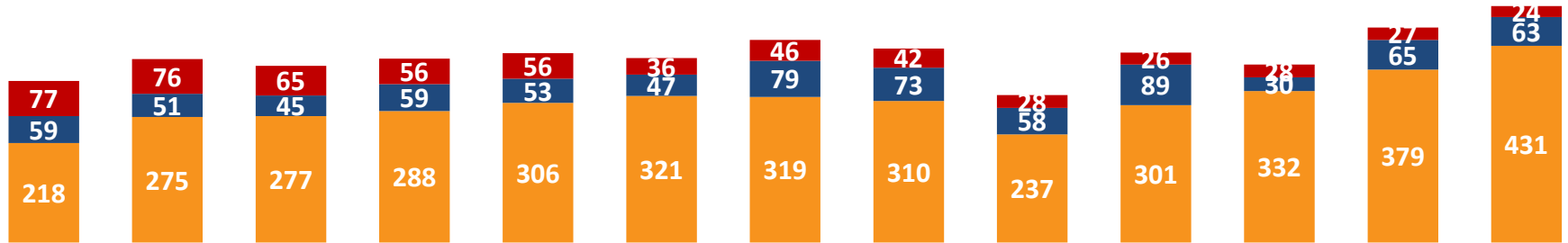


Richmond Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Sellers Market

22%

19%

17%

14%

13%

9%

10%

10%

9%

6%

7%

6%

5%

Balanced Market

Buyers Market

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

325,000 & Below	0	525,001-575,000	0
325,001-375,000	1	575,001-625,000	0
375,001-425,000	0	625,001-675,000	3
425,001-475,000	1	675,001-725,000	1
475,001-525,000	1	725,001 & Above	17

STR (Sell Through Rate) Formula

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

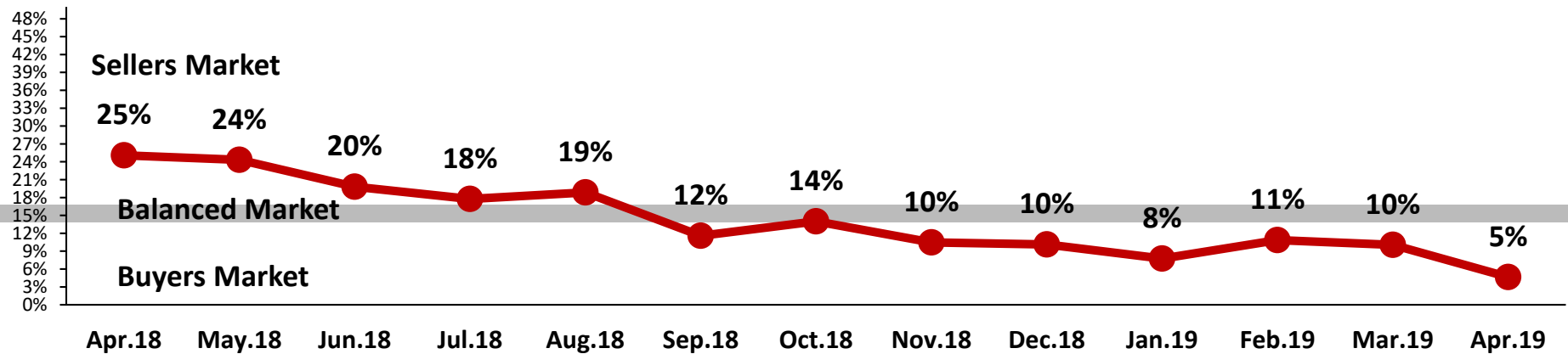
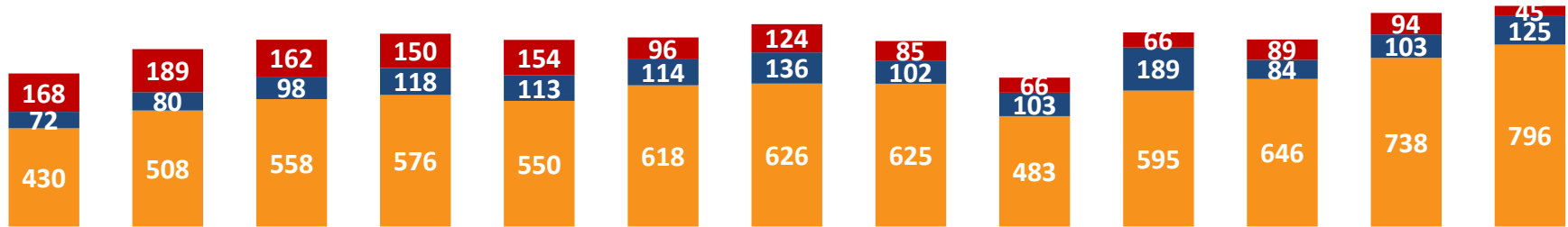


Richmond Condo Sales/Listing Rates

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	10
50,001-150,000	0	550,001-650,000	12
150,001-250,000	0	650,001-750,000	3
250,001-350,000	3	750,001 & Above	9
350,001-450,000	8		

STR (Sell Through Rate) Formula

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

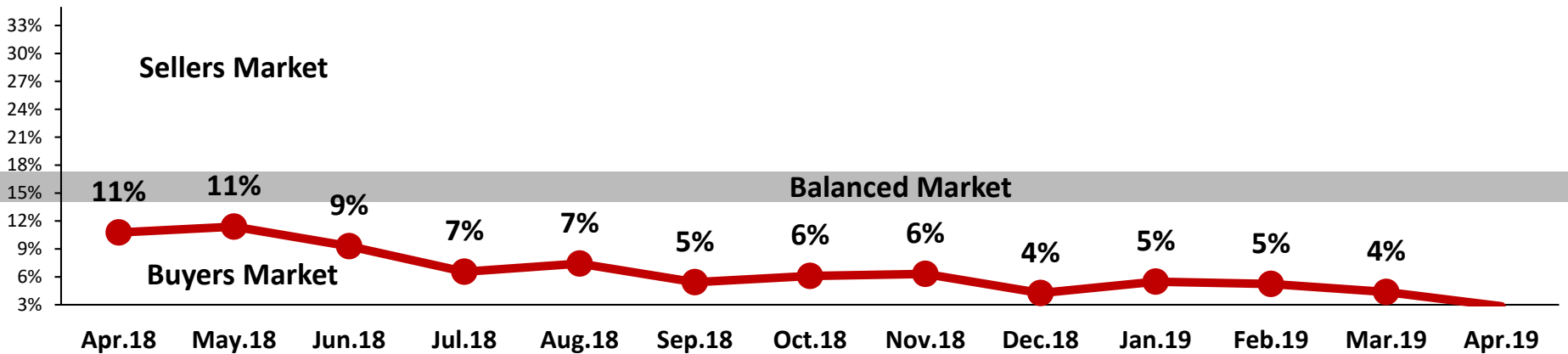
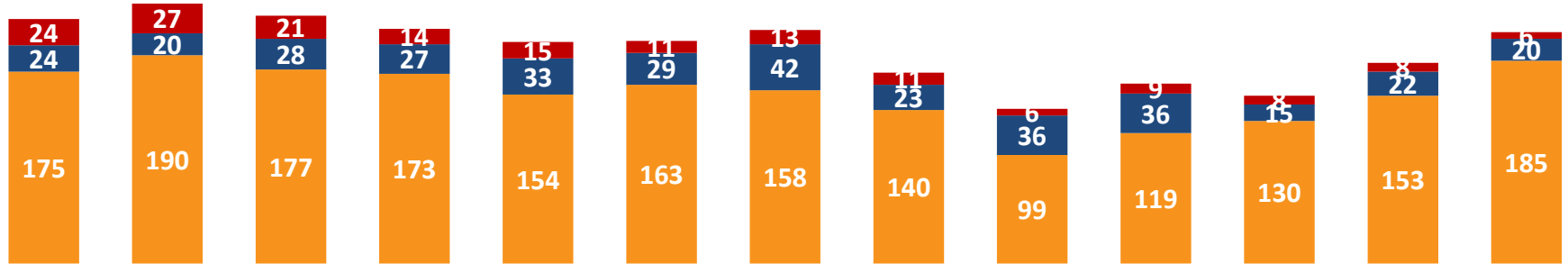


Tsawwassen Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

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

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

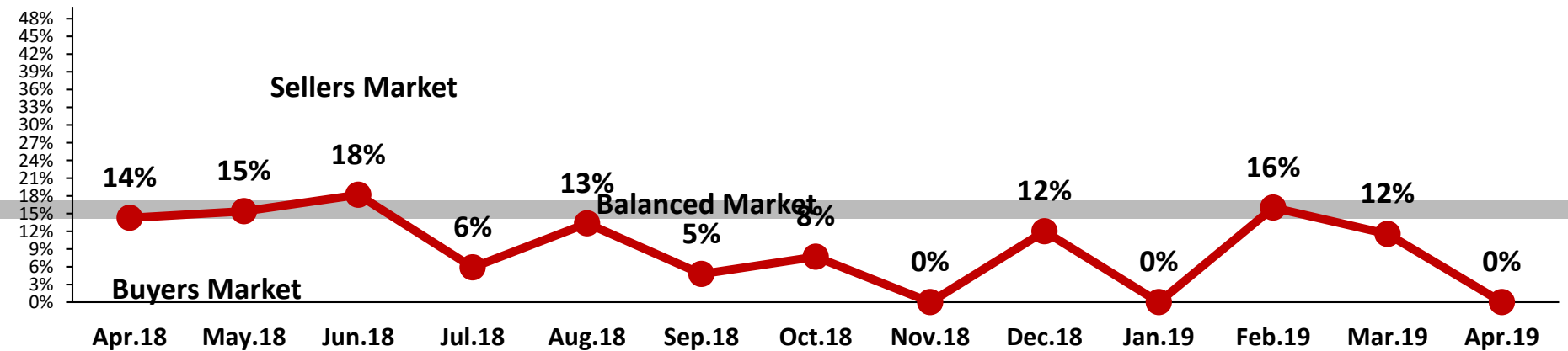
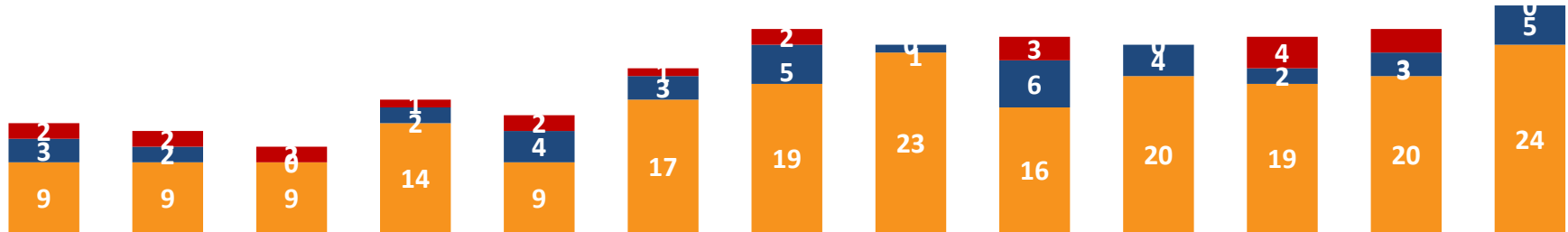


Tsawwassen Townhouse Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

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

STR (Sell Through Rate) Formula

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

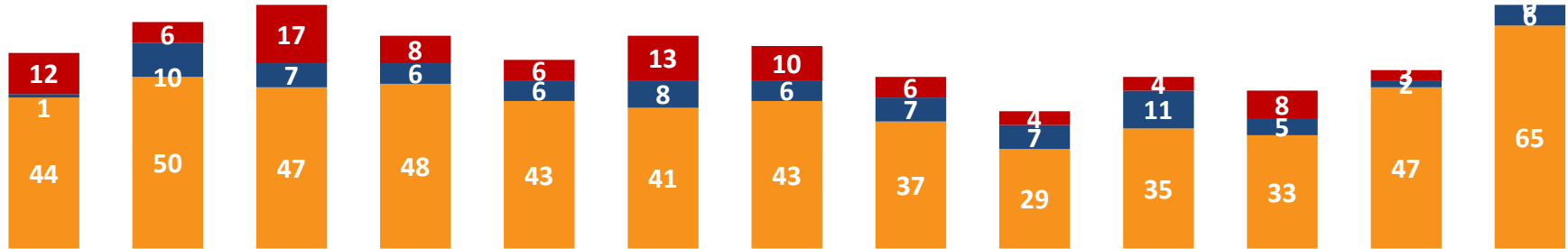


Tsawwassen Condo Sales/Listing Rates

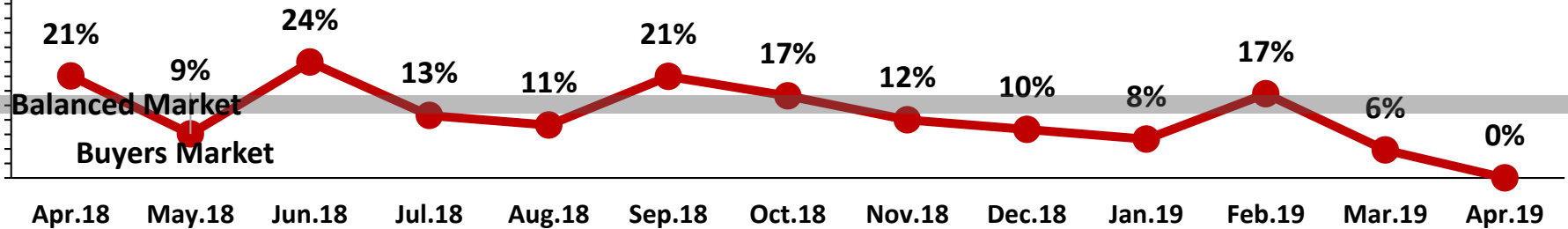
STR% SOLD Monthly Sell-Through Rates (absorption rates)

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	0
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	0

STR (Sell Through Rate) Formula

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

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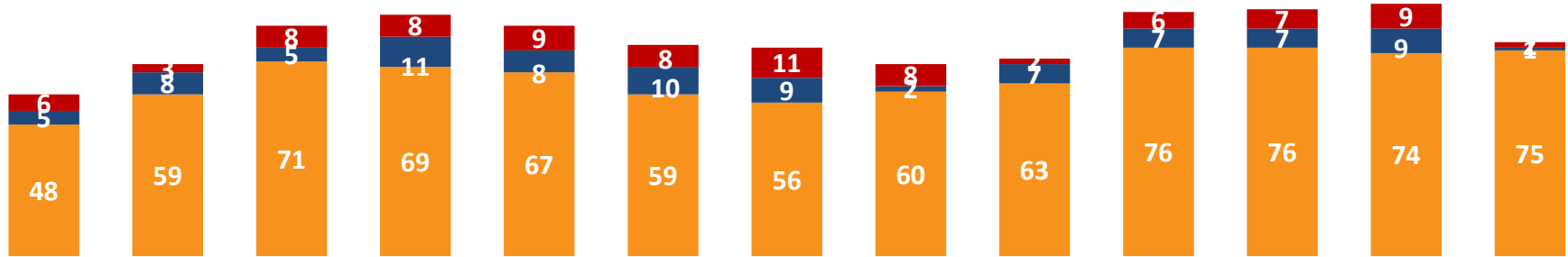


Whistler Detached Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

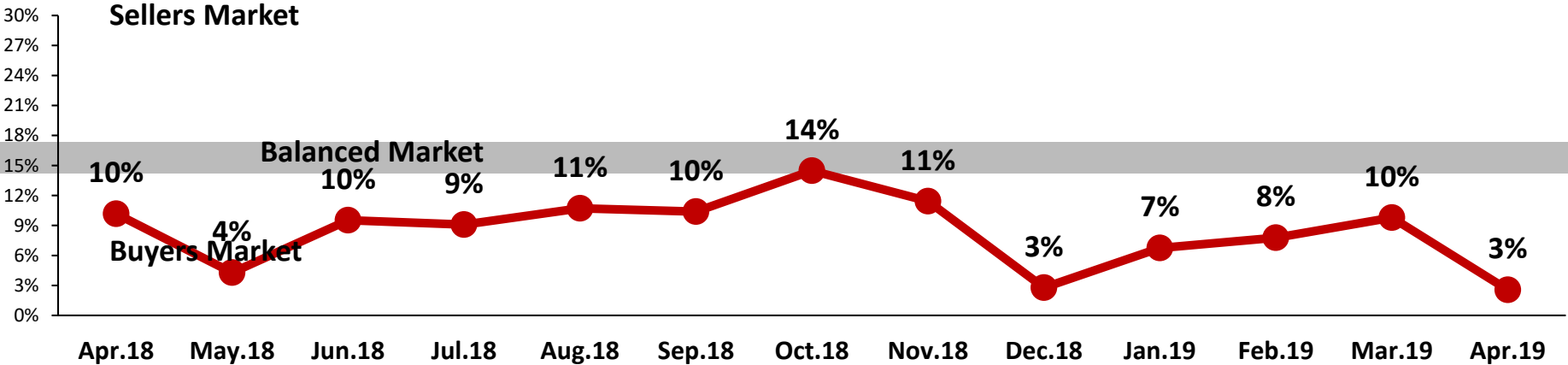
Active Listings Failed Sales



Sellers Market

Balanced Market

Buyers Market



Price Breakdown

600,000 & Below	0	1,000,001-1,100,000	0
600,001-700,000	0	1,100,001-1,200,000	0
700,001-800,000	0	1,200,001-1,300,000	0
800,001-900,000	0	1,300,001-1,400,000	0
900,001-1,000,000	0	1,400,001 & Above	2

STR (Sell Through Rate) Formula

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

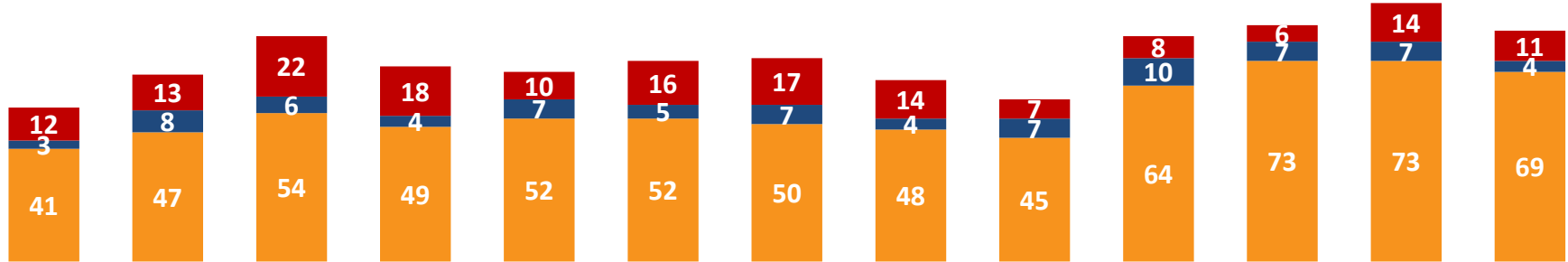


Whistler Townhouse Sales/Listing Rates

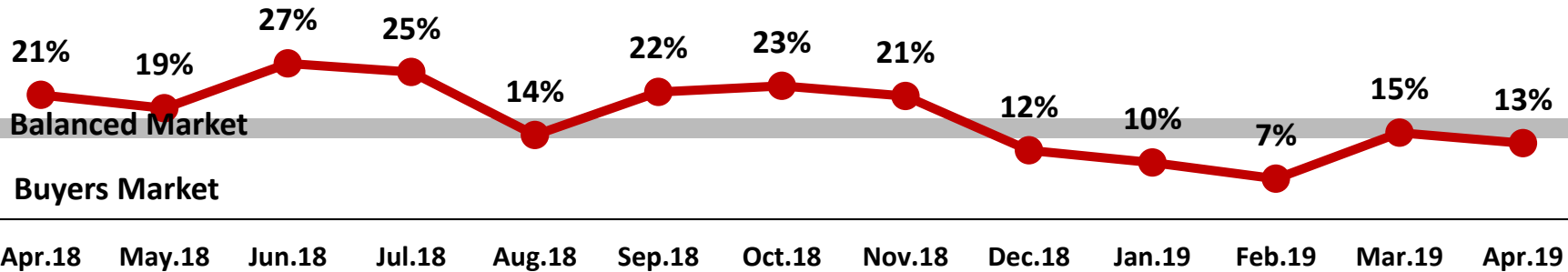
STR% SOLD Monthly Sell-Through Rates (absorption rates)

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Sellers Market



Price Breakdown

300,000 & Below	0	600,000-650,000	0
300,001-350,000	1	650,001-750,000	0
350,001-400,000	0	750,001-850,000	1
400,001-500,000	0	850,000-1,000,000	2
500,001-600,000	0	1,000,001 & Above	7
600,000-650,000	0		

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

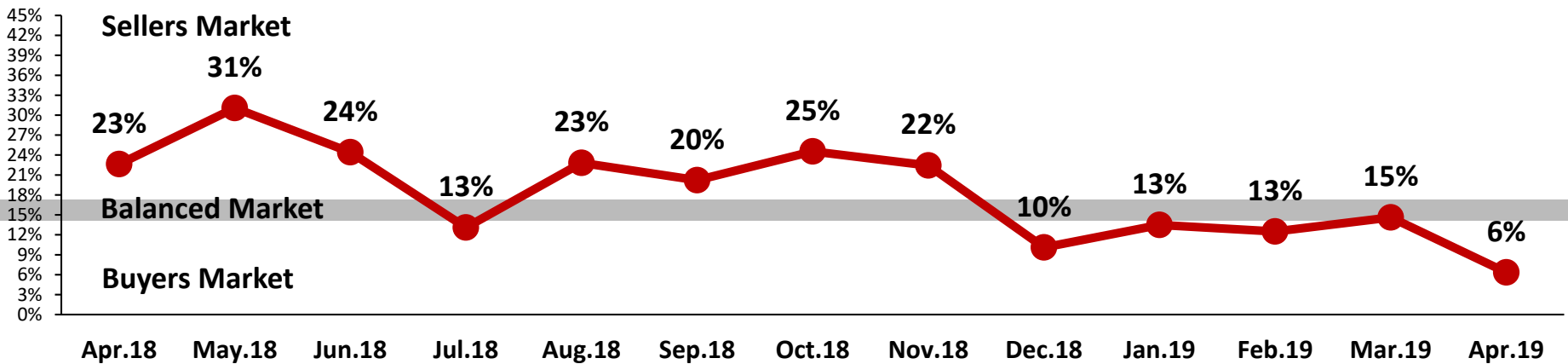
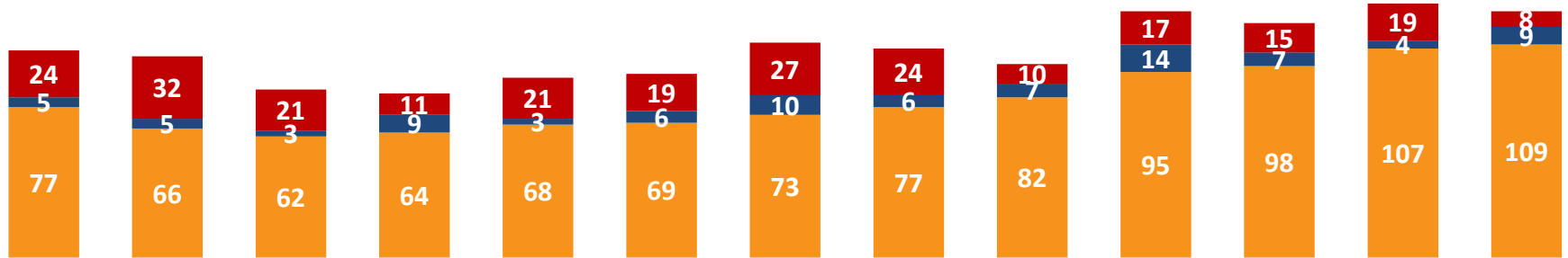


Whistler Condo Sales/Listing Rates

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

Based on FVREB and REBGV MLS Stats

Active Listings Failed Sales



Price Breakdown

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

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

STR (Sell Through Rate) Formula

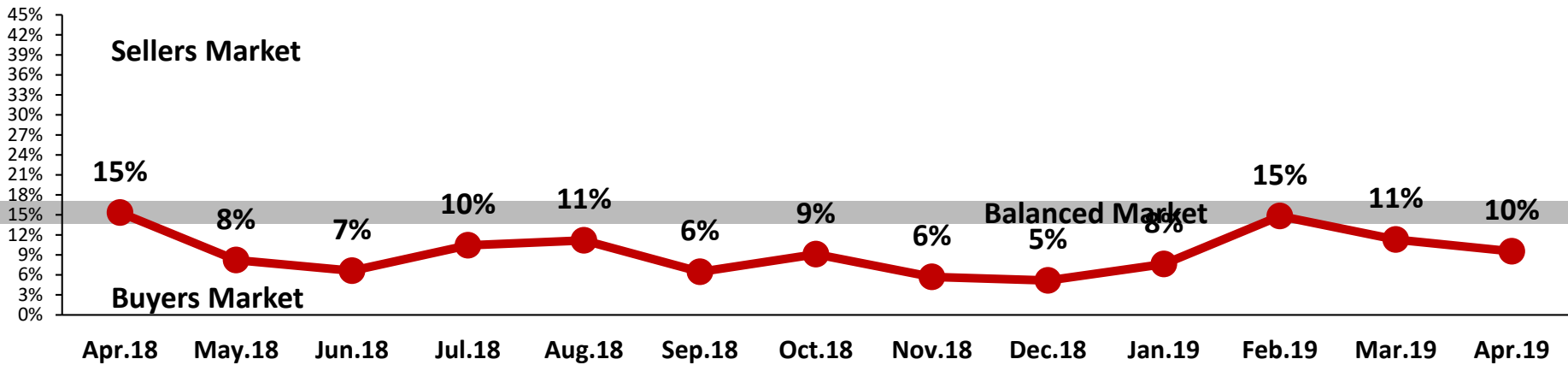
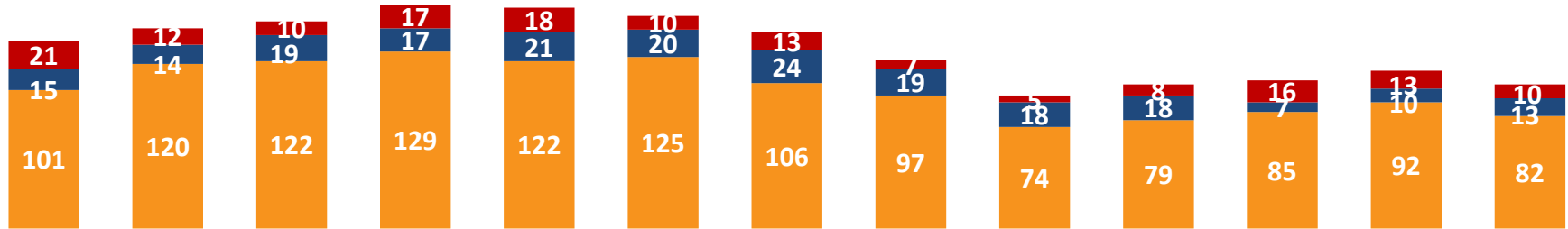


Squamish Detached Sales/Listing Rates

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	2
550,001-575,000	0	900,001 & Above	7
575,001-600,000	0		

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

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

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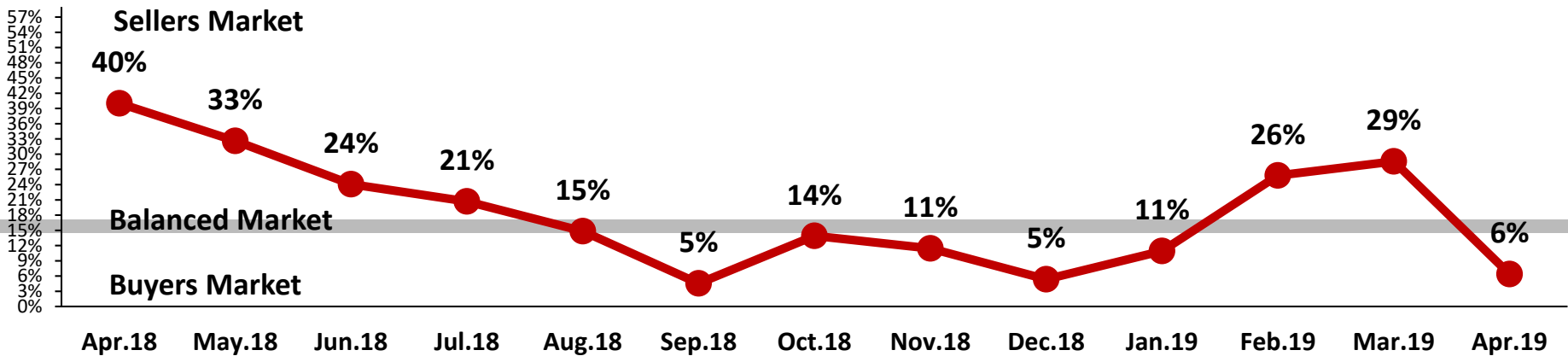
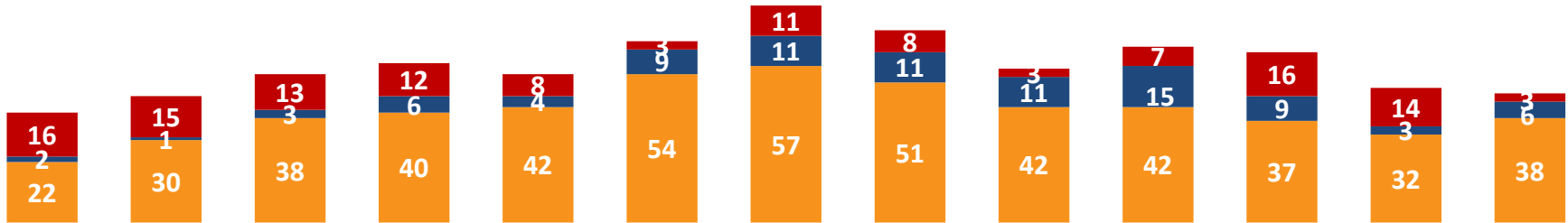


Squamish Townhouse Sales/Listing Rates

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	1
350,001-375,000	0	600,001-700,000	1
375,001-400,000	1	700,000 & Above	0
400,001-425,000	0		

STR (Sell Through Rate) Formula

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

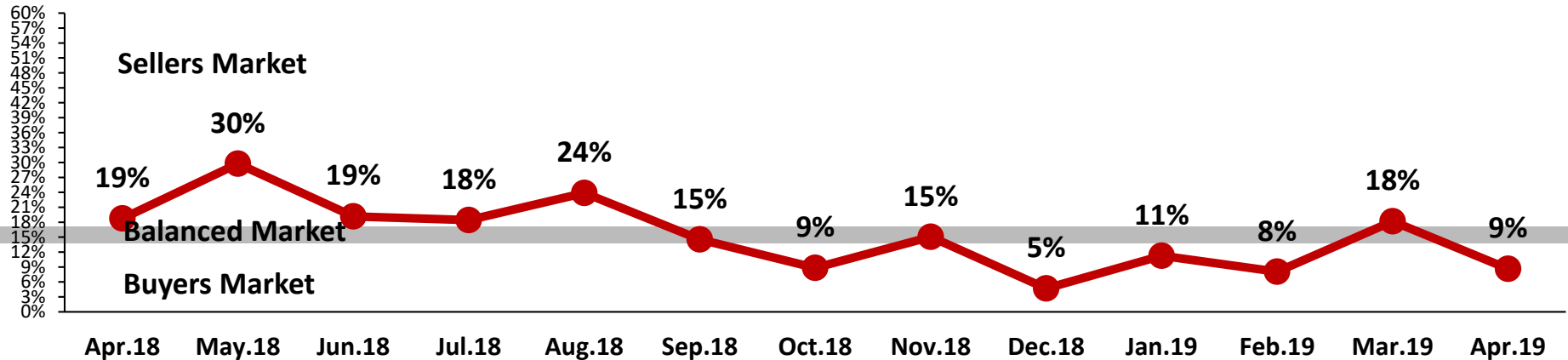
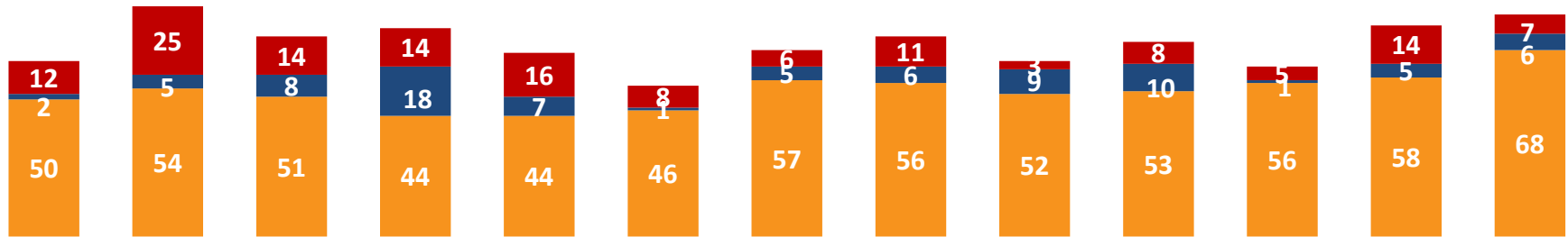


Squamish Condo Sales/Listing Rates

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	0
250,001-275,000	0	400,001-450,000	0
275,001-300,000	1	450,001 & Above	5
300,001-325,000	1		
325,001-350,000	0		

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