

Monthly Market Newsletter

• October 2017 •

- Award Winning Realtor®
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- Reaching the Globe



Home buyer demand continues to differ based on housing type

Happy Thanksgiving



HAPPY
HALLOWEEN
DAVID VALENTE

Dear Valued Clients:

Apartment and townhome activity is outpacing the detached home market across Metro Vancouver. This activity helped push total residential sales above the historical average in September.

Our detached homes market is balanced today, while apartment and townhome sales remain in sellers' market territory. If you're looking to enter the market, as either a buyer or seller, it's important to understand these trends and use this information to set realistic expectations.

Detached homes made up 30 per cent of all sales in September and represented 62 per cent of all the homes listed for sale on the MLS®. This dynamic has slowed the pace of upward pressure that we've seen on detached home prices in our market over the last few years.

Enclosed is this months market report published by the Real Estate Board of Greater Vancouver (REBGV)

"Do you know of anyone right now that might be considering a move? Maybe a relative, friend, or someone from work?"

"I APPRECIATE YOUR REFERRALS
& MY BUSINESS DEPENDS ON IT."



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Sussex

News Release

FOR IMMEDIATE RELEASE:



Home buyer demand continues to differ based on housing type

VANCOUVER, BC – October 3, 2017 – Apartment and townhome activity is outpacing the detached home market across Metro Vancouver*. This activity helped push total residential sales above the historical average in September.

The Real Estate Board of Greater Vancouver (REBGV) reports that residential property sales in the region totalled 2,821 in September 2017, a 25.2 per cent increase from the 2,253 sales recorded in September 2016, and a 7.3 per cent decrease compared to August 2017 when 3,043 homes sold.

Last month's sales were 13.1 per cent above the 10-year September sales average.

"Our detached homes market is balanced today, while apartment and townhome sales remain in sellers' market territory," Jill Oudil, REBGV president said. "If you're looking to enter the market, as either a buyer or seller, it's important to understand these trends and use this information to set realistic expectations." 604.377.6015

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There were 5,375 detached, attached and apartment properties newly listed for sale on the Multiple Listing Service® (MLS®) in Metro Vancouver in September 2017. This represents a 12 per cent increase compared to the 4,799 homes listed in September 2016 and a 26.6 per cent increase compared to August 2017 when 4,245 homes were listed.

The total number of homes currently listed for sale on the MLS® system in Metro Vancouver is 9,466, a 1.2 per cent increase compared to September 2016 (9,354) and a 7.5 per cent increase compared to August 2017 (8,807).

"Detached homes made up 30 per cent of all sales in September and represented 62 per cent of all the homes listed for sale on the MLS®," said Oudil. "This dynamic has slowed the pace of upward pressure that we've seen on detached home prices in our market over the last few years."

For all property types, the sales-to-active listings ratio for September 2017 is 29.8 per cent. By property type, the ratio is 14.6 per cent for detached homes, 42.3 per cent for townhomes, and 60.4 per cent for apartments.

Generally, analysts say that downward pressure on home prices occurs when the ratio dips below the 12 per cent mark for a sustained period, while home prices often experience upward pressure when it surpasses 20 per cent over several months.

The MLS® Home Price Index composite benchmark price for all residential properties in Metro Vancouver is currently \$1,037,300. This represents a 10.9 per cent increase over September 2016 and a 0.7 per cent increase compared to August 2017.

Sales of detached properties in September 2017 reached 852, a 27.9 per cent increase from the sales recorded in September 2016 (666), a decrease of 33 per cent from September 2015 (1,272), and a decrease of 32.9 per cent from September 2014 (1,270). The benchmark price for detached properties is \$1,617,300. This represents a 2.9 per cent increase from September 2016 and a 0.1 per cent increase compared to August 2017.

Sales of apartment properties reached 1,451 in September 2017, a 19.1 per cent increase compared from the sales recorded in September 2016 (1,218), a 5.1 per cent decrease from September 2015 (1,529), and a 22.1 per cent increase from September 2014 (1,188). The benchmark price of an apartment property is \$635,800. This represents a 21.7 per cent increase from September 2016 and a 1.4 per cent increase compared to August 2017.

Attached property sales in September 2017 totalled 518, a 40.4 per cent increase compared to the sales recorded in September 2016 (369), a 4.8 per cent decrease from September 2015 (544), and an 11.6 per cent increase from September 2014 (464). The benchmark price of an attached home is \$786,600. This represents a 14.5 per cent increase from September 2016 and a 1.1 per cent increase compared to August 2017.

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*Editor's Note: Areas covered by the Real Estate Board of Greater Vancouver include: Whistler, Sunshine Coast, Squamish, West Vancouver, North Vancouver, Vancouver, Burnaby, New Westminster, Richmond, Port Moody, Port Coquitlam, Coquitlam, Pitt Meadows, Maple Ridge, and South Delta.

ROYAL LEPAGE Sussex

The real estate industry is a key economic driver in British Columbia. In 2016, 39,943 homes changed ownership in the Board's area, generating \$2.5 billion in economic spin-off activity and an estimated 17,600 jobs. The total dollar value of residential sales transacted through the MLS® system in Greater Vancouver totalled \$40 billion in 2016.

The Real Estate Board of Greater Vancouver is an association representing more than 13,500 REALTORS® and their companies. The Board provides a variety of member services, including the Multiple Listing Service®. For more information on real estate, statistics, and buying or selling a home, contact a local REALTOR® or visit www.rebgv.org.

For more information please contact:

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Property Type	Area	Benchmark Price	Price Index	1 Month Change %	3 Month Change %	6 Month Change %	1 Year Change %	3 Year Change %	5 Year Change %	10 Year Change %
Residential / Composite	Lower Mainland	\$936,400	264.2	0.7%	4.5%	12.0%	12.4%	64.4%	70.6%	86.5%
	Greater Vancouver	\$1,037,300	271.2	0.7%	3.9%	11.1%	10.9%	62.3%	70.1%	90.9%
	Bowen Island	\$959,900	208.1	1.9%	7.6%	12.6%	20.5%	63.0%	62.1%	51.1%
	Burnaby East	\$951,600	264.7	-1.2%	3.8%	11.2%	11.5%	60.5%	68.8%	87.3%
	Burnaby North	\$885,900	267.5	1.0%	3.5%	9.1%	12.9%	63.1%	73.3%	89.4%
	Burnaby South	\$997,000	281.6	1.2%	4.1%	11.4%	14.5%	65.7%	72.7%	99.2%
	Coquitlam	\$905,200	268.5	0.4%	4.8%	13.8%	14.5%	68.2%	77.7%	92.5%
	Ladner	\$854,700	239.9	1.2%	3.6%	8.3%	-0.3%	53.9%	58.3%	75.6%
	Maple Ridge	\$673,600	226.5	1.5%	6.7%	14.4%	16.4%	68.4%	69.0%	65.3%
	New Westminster	\$649,200	278.3	0.7%	7.9%	17.1%	20.0%	69.4%	74.7%	89.4%
	North Vancouver	\$1,094,300	245.9	0.2%	2.8%	9.5%	7.9%	59.3%	64.6%	78.7%
	Pitt Meadows	\$667,300	244.1	2.7%	8.2%	17.4%	19.2%	70.0%	77.5%	73.5%
	Port Coquitlam	\$715,800	252.5	-0.3%	4.5%	14.3%	17.2%	69.0%	76.0%	77.7%
	Port Moody	\$895,100	247.4	1.6%	5.5%	14.6%	15.0%	64.9%	75.1%	78.4%
	Richmond	\$980,500	286.3	0.6%	3.4%	10.5%	10.1%	63.5%	69.6%	103.5%
	Squamish	\$794,000	254.2	5.1%	10.4%	11.2%	23.3%	87.7%	94.5%	100.0%
	Sunshine Coast	\$583,700	204.5	1.4%	4.8%	12.1%	21.1%	64.5%	59.3%	49.1%
	Tsawwassen	\$997,000	250.4	0.9%	4.0%	7.6%	0.8%	60.4%	64.5%	80.3%
	Vancouver East	\$1,080,900	316.5	0.2%	3.4%	10.8%	9.7%	65.2%	77.4%	115.9%
	Vancouver West	\$1,355,900	285.9	0.7%	2.1%	10.2%	8.8%	57.4%	70.4%	94.9%
	West Vancouver	\$2,626,900	282.4	-1.0%	-0.1%	5.3%	-6.1%	54.2%	67.1%	95.0%
	Whistler	\$930,500	204.6	6.2%	14.2%	13.5%	22.7%	80.4%	86.8%	63.2%
Single Family Detached	Lower Mainland	\$1,326,900	281.5	0.0%	2.7%	9.4%	5.7%	65.4%	73.1%	102.5%
	Greater Vancouver	\$1,617,300	297.2	0.1%	1.9%	8.0%	2.9%	62.8%	71.5%	112.1%
	Bowen Island	\$959,900	208.1	1.9%	7.6%	12.6%	20.5%	63.0%	62.1%	51.1%
	Burnaby East	\$1,275,000	285.1	-3.5%	1.2%	9.9%	3.8%	63.1%	69.7%	105.4%
	Burnaby North	\$1,596,300	308.7	0.2%	1.4%	5.1%	2.0%	63.6%	75.6%	121.6%
	Burnaby South	\$1,728,600	330.9	0.6%	0.5%	7.2%	2.3%	67.9%	72.1%	136.9%
	Coquitlam	\$1,280,600	284.2	0.1%	1.9%	11.1%	5.8%	67.8%	79.8%	107.0%
	Ladner	\$1,015,100	244.7	1.5%	4.0%	7.1%	-4.7%	57.0%	63.1%	82.6%
	Maple Ridge	\$812,600	231.5	1.1%	4.7%	13.1%	13.3%	69.8%	73.8%	72.9%
	New Westminster	\$1,138,500	284.0	-3.2%	1.2%	9.1%	6.1%	64.2%	67.7%	104.0%
	North Vancouver	\$1,713,000	267.9	0.1%	1.3%	7.2%	1.9%	66.1%	74.8%	97.7%
	Pitt Meadows	\$892,500	251.5	1.8%	6.2%	15.3%	12.5%	72.4%	79.4%	85.3%
	Port Coquitlam	\$995,800	265.5	-0.7%	0.5%	11.9%	11.9%	68.7%	78.8%	94.2%
	Port Moody	\$1,497,200	276.5	0.4%	3.6%	11.0%	8.3%	66.4%	75.6%	99.4%
	Richmond	\$1,695,000	340.4	1.1%	2.7%	8.9%	1.5%	69.6%	73.3%	139.4%
	Squamish	\$994,700	253.9	2.0%	5.0%	8.5%	20.5%	80.8%	90.9%	100.1%
	Sunshine Coast	\$580,300	203.3	1.4%	4.8%	12.1%	20.9%	64.2%	58.8%	48.3%
	Tsawwassen	\$1,269,700	273.4	1.1%	4.1%	7.6%	0.0%	68.5%	75.4%	98.1%
	Vancouver East	\$1,564,900	345.9	0.0%	2.0%	7.8%	1.8%	65.1%	84.3%	146.2%
	Vancouver West	\$3,653,500	375.1	0.0%	0.7%	5.5%	0.8%	58.7%	74.7%	144.0%
	West Vancouver	\$3,136,600	296.1	-1.7%	0.3%	5.2%	-8.5%	54.7%	67.7%	105.1%
	Whistler	\$1,643,600	208.4	0.4%	4.9%	6.7%	17.0%	70.3%	74.5%	67.3%

HOW TO READ THE TABLE:

- Benchmark Price: Estimated sale price of a benchmark property. Benchmarks represent a typical property within each market.
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In January 2005, the indexes are set to 100.

Townhome properties are similar to Attached properties, a category that was used in the previous MLSLink HPI, but do not include duplexes.

The above info is deemed reliable, but is not guaranteed. All dollar amounts in CDN.

Property Type	Area	Benchmark Price	Price Index	1 Month Change %	3 Month Change %	6 Month Change %	1 Year Change %	3 Year Change %	5 Year Change %	10 Year Change %
Townhouse	Lower Mainland	\$661,600	239.1	1.2%	6.0%	12.4%	15.5%	61.3%	65.0%	72.8%
	Greater Vancouver	\$786,600	253.8	1.1%	5.5%	10.8%	14.5%	60.2%	67.2%	83.2%
	Burnaby East	\$636,500	235.1	1.1%	4.1%	9.1%	22.3%	49.6%	53.2%	68.9%
	Burnaby North	\$701,900	262.0	0.6%	2.0%	9.0%	16.2%	56.8%	68.2%	82.3%
	Burnaby South	\$747,800	257.6	-3.2%	0.5%	10.1%	14.0%	54.6%	63.6%	83.7%
	Coquitlam	\$641,400	235.3	0.2%	3.9%	10.0%	16.4%	58.3%	63.7%	72.8%
	Ladner	\$742,500	258.9	1.2%	1.5%	11.2%	13.1%	57.1%	62.2%	82.3%
	Maple Ridge	\$514,600	238.9	1.3%	9.2%	15.6%	22.2%	73.5%	72.6%	70.9%
	New Westminster	\$668,400	264.3	2.4%	4.3%	9.9%	20.2%	56.8%	66.0%	88.0%
	North Vancouver	\$964,700	234.4	-0.4%	2.8%	6.3%	7.0%	56.3%	61.8%	75.3%
	Pitt Meadows	\$572,900	247.9	1.8%	6.9%	16.9%	20.6%	73.8%	74.8%	75.3%
	Port Coquitlam	\$635,400	239.7	-1.2%	7.4%	14.0%	16.2%	65.0%	70.6%	70.2%
	Port Moody	\$605,400	204.6	-0.5%	3.6%	15.9%	11.0%	44.0%	47.0%	45.8%
	Richmond	\$801,500	263.4	0.1%	4.6%	9.4%	12.3%	56.6%	62.2%	92.8%
	Squamish	\$804,800	292.4	15.2%	18.3%	8.7%	29.4%	115.2%	127.2%	134.9%
	Tsawwassen	\$737,500	274.7	2.4%	0.8%	9.8%	17.1%	65.0%	66.7%	93.5%
	Vancouver East	\$851,200	279.4	-0.9%	4.6%	14.5%	9.7%	55.0%	66.9%	86.8%
	Vancouver West	\$1,265,100	279.4	0.9%	4.4%	10.7%	11.7%	61.4%	79.3%	101.6%
	Whistler	\$912,000	243.9	11.9%	16.6%	7.3%	18.2%	80.5%	89.2%	103.3%
Apartment	Lower Mainland	\$585,300	255.9	1.7%	6.7%	16.5%	23.9%	66.7%	70.9%	74.0%
	Greater Vancouver	\$635,800	255.5	1.4%	5.8%	15.7%	21.7%	64.8%	71.5%	75.6%
	Burnaby East	\$682,500	259.1	2.2%	12.9%	22.7%	28.5%	64.1%	93.4%	72.4%
	Burnaby North	\$576,700	246.2	1.9%	5.8%	13.2%	24.8%	67.0%	75.4%	73.5%
	Burnaby South	\$664,500	266.8	2.7%	7.6%	15.1%	25.0%	70.3%	78.7%	86.4%
	Coquitlam	\$482,300	264.7	1.1%	9.0%	19.6%	30.3%	76.9%	83.3%	83.1%
	Ladner	\$422,800	200.4	0.8%	6.4%	9.5%	3.4%	36.6%	35.2%	42.2%
	Maple Ridge	\$262,400	189.5	4.1%	12.8%	21.2%	28.7%	57.8%	45.2%	26.3%
	New Westminster	\$488,600	278.5	1.8%	10.8%	21.2%	26.5%	73.7%	79.1%	85.5%
	North Vancouver	\$553,500	225.3	0.4%	4.8%	14.4%	19.5%	54.7%	54.4%	60.0%
	Pitt Meadows	\$392,300	231.9	5.0%	12.5%	21.8%	28.5%	63.3%	78.9%	54.6%
	Port Coquitlam	\$414,200	247.7	0.5%	7.0%	17.4%	24.8%	74.6%	78.1%	64.1%
	Port Moody	\$601,300	250.6	3.6%	8.4%	17.9%	25.2%	75.7%	91.2%	82.7%
	Richmond	\$598,600	255.5	0.7%	4.5%	15.1%	26.4%	65.1%	73.5%	79.7%
	Squamish	\$466,700	224.8	2.1%	12.9%	23.5%	27.0%	83.5%	75.5%	71.1%
	Tsawwassen	\$451,500	190.4	0.5%	5.6%	9.6%	6.1%	41.2%	37.4%	35.1%
	Vancouver East	\$535,600	295.5	1.2%	5.5%	15.2%	23.4%	70.4%	75.3%	90.6%
	Vancouver West	\$796,100	258.3	1.1%	3.0%	13.6%	15.8%	60.7%	70.4%	77.6%
	West Vancouver	\$1,153,700	233.7	2.3%	-1.2%	7.0%	15.2%	56.6%	66.5%	60.0%
	Whistler	\$526,100	172.5	4.4%	18.4%	27.9%	33.6%	107.6%	124.9%	32.0%

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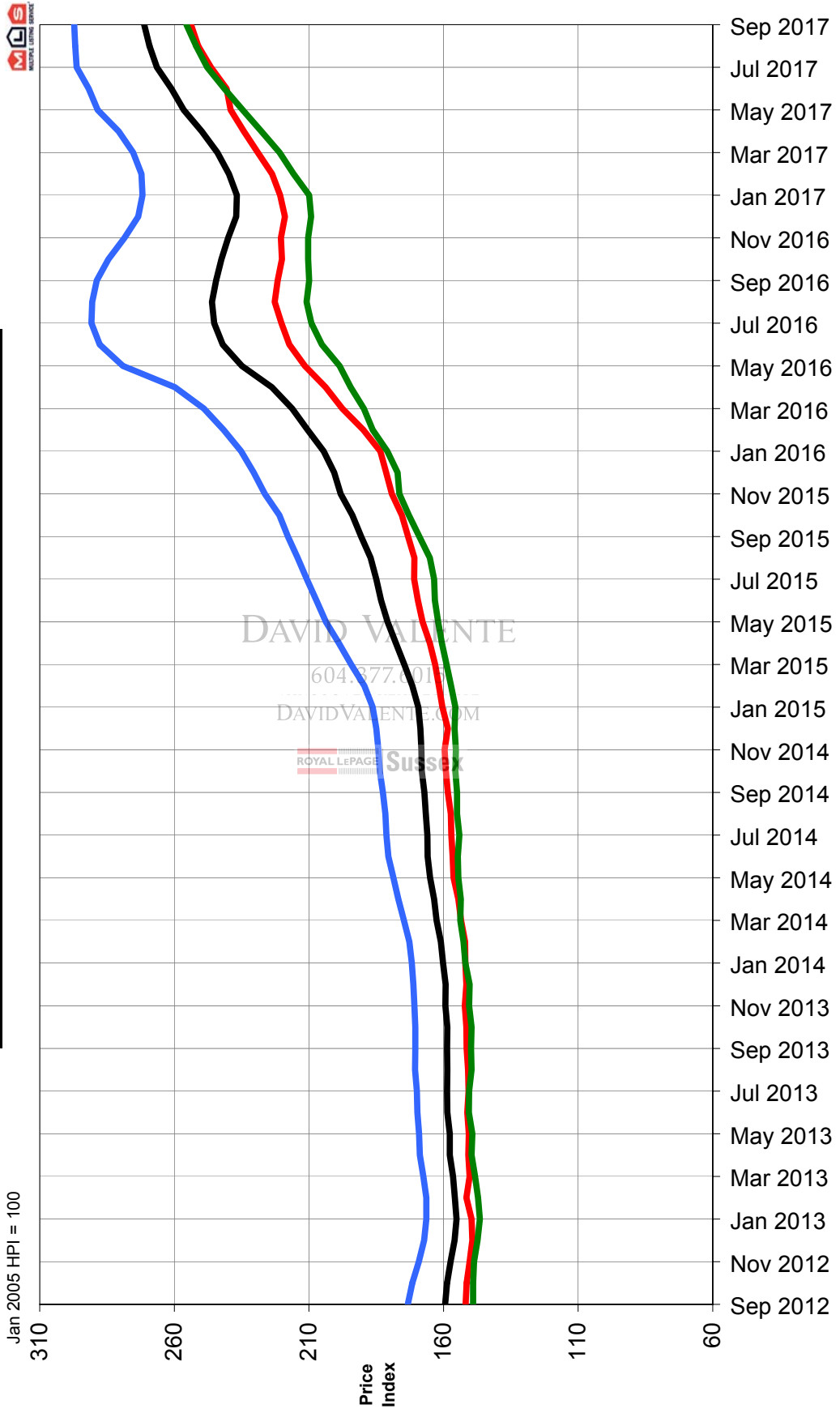
Townhome properties are similar to attached properties, a category that was used in the previous MLSLink HPI, but do not include duplexes.

Lower Mainland includes areas serviced by both Real Estate Board of Greater Vancouver & Fraser Valley Real Estate Board.

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Greater Vancouver 5 Year Trend

Residential Detached Townhouse Apartment



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MLS® SALES Facts

September 2017

	Burnaby	Coquitlam	Delta - South	Islands - Gulf	Maple Ridge/Pitt Meadows	New Westminster	North Vancouver	Port Coquitlam	Port Moody/Belcarra	Richmond	Squamish	Sunshine Coast	Vancouver East	Vancouver West	West Vancouver/Howe Sound	Whistler/Pemberton	TOTALS
September 2017	Number of Sales	75	38	10	136	22	74	41	17	89	12	61	95	73	35	12	852
	Detached	62															
	Attached Apartment	43 109	5 13	1 0	55 32	16 117	29 107	27 55	12 24	90 200	29 17	9 6	41 129	64 403	4 17	27 31	518 1,451
August 2017	Median Selling Price	\$1,677,500	\$1,226,976	n/a	\$824,960	\$1,205,000	\$1,734,250	\$928,000	n/a	\$1,790,000	n/a	\$699,000	\$1,610,000	\$3,662,500	\$3,240,000	n/a	n/a
	Detached																
	Attached Apartment	\$736,250 \$548,000	n/a n/a	n/a n/a	\$515,000 \$360,000	n/a \$506,000	\$1,144,000 \$620,000	\$625,000 \$425,500	n/a \$545,635	\$865,000 \$519,000	\$670,000 n/a	n/a n/a	\$910,000 \$585,000	\$1,322,500 \$769,444	n/a n/a	\$699,000 \$489,000	n/a
September 2016	Number of Sales	65	53	8	139	19	75	48	13	89	32	63	114	52	30	19	901
	Detached																
	Attached Apartment	68 229	8 18	0 0	54 46	16 134	31 111	21 44	21 33	123 242	15 18	15 14	31 142	56 406	0 19	31 31	529 1,613
September 2016	Median Selling Price	\$1,588,000	\$1,150,000	n/a	\$817,500	n/a	\$1,850,000	\$948,500	n/a	\$1,577,000	\$916,500	\$550,000	\$1,555,000	\$3,685,000	\$3,250,000	n/a	n/a
	Detached																
	Attached Apartment	\$750,000 \$565,000	n/a n/a	n/a n/a	\$502,450 \$315,000	n/a \$484,000	\$955,000 \$636,500	\$650,000 \$403,000	\$677,000 \$599,000	\$896,900 \$528,800	n/a n/a	n/a n/a	\$955,000 \$575,000	\$1,282,500 \$760,000	n/a n/a	\$800,000 \$459,750	n/a
Jan. - Sep. 2017 Year-to-date	Number of Sales	58	21	5	92	17	53	27	8	79	19	56	62	60	22	24	666
	Detached																
	Attached Apartment	32 165	19 9	0 0	45 44	6 91	31 97	18 53	20 31	60 130	10 13	10 10	26 112	37 329	2 15	30 40	369 1,218
Jan. - Sep. 2017 Year-to-date	Median Selling Price	\$1,550,000	\$1,140,000	n/a	\$729,000	n/a	\$1,602,000	\$874,500	n/a	\$1,697,500	n/a	\$470,000	\$1,539,750	\$2,990,000	\$2,835,000	\$1,327,500	n/a
	Detached																
	Attached Apartment	\$636,000 \$458,000	n/a n/a	n/a n/a	\$440,000 \$254,000	n/a \$387,000	\$882,000 \$553,000	n/a \$287,500	\$532,500 \$389,900	\$789,000 \$375,000	n/a n/a	n/a n/a	\$915,000 \$435,000	\$1,125,000 \$631,000	n/a n/a	\$735,000 \$437,500	n/a
Jan. - Sep. 2016 Year-to-date	Number of Sales	694	448	60	1,165	202	821	402	163	1,048	226	561	1,106	831	413	147	9,120
	Detached																
	Attached Apartment	585 1,837	117 161	2 0	540 560	168 1,042	313 945	250 445	160 323	903 1,956	209 150	98 88	358 1,409	509 3,665	52 172	250 282	4,915 14,125
Jan. - Sep. 2016 Year-to-date	Median Selling Price	\$1,618,000	\$1,123,500	\$460,000	\$790,000	\$1,150,000	\$1,740,000	\$935,000	\$1,328,000	\$1,650,000	\$920,000	\$597,000	\$1,570,000	\$3,418,572	\$3,165,000	\$1,745,000	n/a
	Detached																
	Attached Apartment	\$758,000 \$530,500	\$690,000 \$520,000	n/a n/a	\$477,250 \$320,000	\$684,400 \$455,000	\$1,012,500 \$595,000	\$615,000 \$369,900	\$636,500 \$530,000	\$830,000 \$497,000	\$599,900 \$395,000	\$389,488 \$358,125	\$982,328 \$532,000	\$1,336,000 \$750,000	\$2,012,500 \$1,033,750	\$734,500 \$385,000	n/a
Jan. - Sep. 2016 Year-to-date	Number of Sales	1,016	540	60	1,656	339	1,072	503	262	1,475	250	825	1,289	1,381	755	173	12,824
	Detached																
	Attached Apartment	644 2,163	107 161	0 0	641 521	120 971	389 1,067	281 578	198 340	873 2,129	162 157	96 93	361 1,354	613 4,349	63 189	281 375	5,292 15,666
Jan. - Sep. 2016 Year-to-date	Median Selling Price	\$1,619,400	\$1,200,000	\$421,500	\$720,000	\$1,093,000	\$1,650,805	\$868,000	\$1,300,000	\$1,700,000	\$834,875	\$486,500	\$1,550,000	\$3,523,500	\$3,200,000	\$1,369,000	n/a
	Detached																
	Attached Apartment	\$675,000 \$436,000	\$685,000 \$468,000	n/a n/a	\$402,500 \$237,500	\$536,000 \$351,000	\$885,000 \$466,000	\$542,000 \$285,100	\$595,000 \$446,650	\$738,000 \$410,000	\$535,000 \$337,000	\$301,000 \$274,167	\$892,500 \$440,000	\$1,200,761 \$642,500	\$1,650,000 \$820,000	\$723,000 \$305,000	n/a

Note: Median Selling Prices are not reported for areas with less than 20 sales or for the Gulf Islands

MLS® LISTINGS Facts



**September
2017**

	Burnaby	Coquitlam	Delta - South	Islands - Gulf	Maple Ridge/Pitt Meadows	New Westminster	North Vancouver	Port Coquitlam	Port Moody/Belcarra	Richmond	Squamish	Sunshine Coast	Vancouver East	Vancouver West	West Vancouver/Howe Sound	Whistler/Pemberton	TOTALS
September 2017	Number of Listings 254	224	107	11	187	53	230	45	43	265	38	82	278	327	221	25	2,390
	Detached Attached Apartment	53	19	0	63	18	62	34	26	149	32	7	81	103	18	32	806
	% Sales to Listings 262	160	19	0	52	167	175	78	51	294	17	9	204	619	42	30	2,179
	Detached Attached Apartment	33%	36%	91%	73%	42%	32%	91%	40%	34%	32%	74%	34%	22%	16%	48%	n/a
	61%	81%	26%	n/a	87%	89%	47%	79%	46%	60%	91%	129%	51%	62%	22%	84%	n/a
	73%	68%	68%	n/a	62%	70%	61%	71%	47%	68%	100%	67%	63%	65%	40%	103%	n/a
August 2017	Number of Listings 168	175	67	11	190	38	118	70	26	240	35	78	210	196	106	20	1,748
	Detached Attached Apartment	52	7	0	70	25	35	37	20	168	21	26	50	73	3	30	715
	% Sales to Listings 255	151	17	0	42	140	108	73	33	262	11	7	152	481	19	31	1,782
	Detached Attached Apartment	47%	79%	73%	73%	50%	64%	69%	50%	37%	91%	81%	54%	27%	28%	95%	n/a
	69%	75%	114%	n/a	77%	64%	89%	57%	105%	73%	71%	58%	62%	77%	0%	103%	n/a
	90%	83%	106%	n/a	110%	96%	103%	60%	100%	93%	164%	200%	93%	84%	100%	100%	n/a
September 2016	Number of Listings 183	188	78	13	219	35	215	74	40	244	46	90	296	250	170	19	2,160
	Detached Attached Apartment	52	18	1	68	11	59	41	22	103	36	8	68	86	5	22	689
	% Sales to Listings 225	126	22	0	54	127	165	74	47	198	25	14	187	609	31	46	1,950
	Detached Attached Apartment	34%	27%	38%	42%	49%	25%	36%	20%	32%	41%	62%	21%	24%	13%	126%	n/a
	36%	44%	106%	0%	66%	55%	53%	44%	91%	58%	28%	125%	38%	43%	40%	136%	n/a
	73%	63%	41%	n/a	81%	72%	59%	72%	66%	66%	52%	71%	60%	54%	48%	87%	n/a
Jan. - Sep. 2017	Number of Listings 1,835	1,652	837	103	1,757	363	1,577	577	331	2,509	399	838	2,361	2,293	1,446	216	19,084
	Detached Attached Apartment	529	135	5	609	218	461	319	198	1,357	265	118	605	843	112	274	6,956
	% Sales to Listings 2,330	1,348	194	0	625	1,271	1,238	572	403	2,440	162	94	1,763	5,056	260	320	18,076
	Detached Attached Apartment	38%	54%	58%	66%	56%	52%	70%	49%	42%	58%	67%	47%	36%	29%	68%	n/a
	64%	76%	87%	40%	89%	77%	68%	78%	81%	67%	79%	83%	59%	60%	46%	91%	n/a
	79%	81%	83%	n/a	90%	82%	76%	78%	80%	80%	93%	94%	80%	72%	66%	88%	n/a
Jan. - Sep. 2016	Number of Listings 2,041	2,047	980	119	2,267	504	1,726	808	426	3,002	406	1,022	2,616	2,723	1,645	221	22,553
	Detached Attached Apartment	611	176	4	714	142	498	396	232	1,242	242	106	534	841	90	302	7,092
	% Sales to Listings 2,556	1,477	221	0	572	1,192	1,384	663	431	2,541	224	94	1,678	5,816	270	392	19,511
	Detached Attached Apartment	50%	60%	55%	73%	67%	62%	62%	62%	49%	62%	81%	49%	51%	46%	78%	n/a
	67%	76%	61%	0%	90%	85%	78%	71%	85%	70%	67%	91%	68%	73%	70%	93%	n/a
	85%	83%	73%	n/a	91%	81%	77%	87%	79%	84%	70%	99%	81%	75%	70%	96%	n/a

* Year-to-date listings represent a cumulative total of listings rather than total active listings.



Listing & Sales Activity Summary

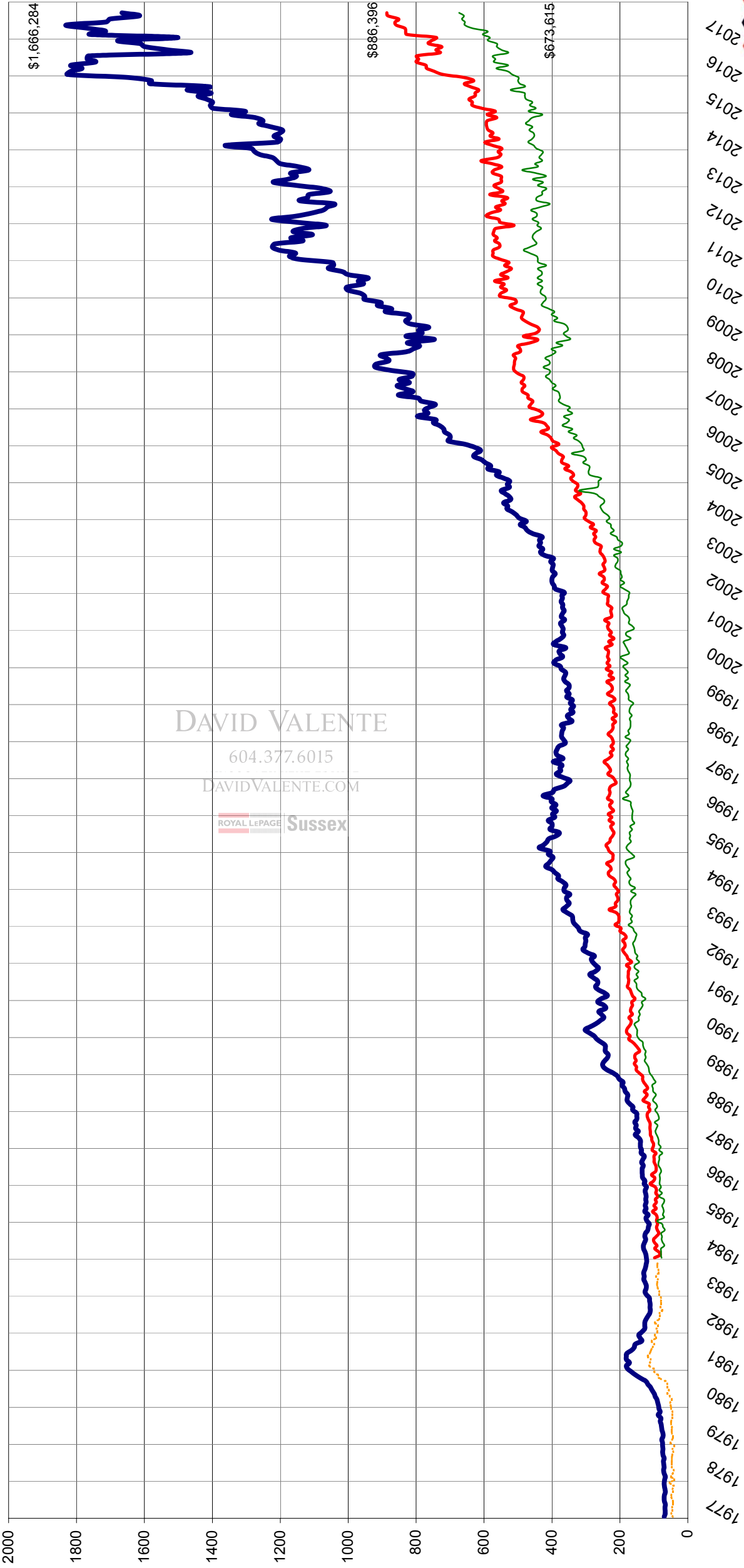
Listings

Sales

	1 Sep 2016	2 Aug 2017	3 Sep 2017	Col. 2 & 3 Percentage Variance	5 Sep 2016	6 Aug 2017	7 Sep 2017	Col. 6 & 7 Percentage Variance	9 Jul 2016 - Sep 2016	10 Jul 2017 - Sep 2017	Col. 9 & 10 Percentage Variance
BURNABY				%				%			%
DETACHED	183	168	254	51.2	58	65	62	-4.6	179	184	2.8
ATTACHED	89	98	109	11.2	32	68	66	-2.9	155	190	22.6
APARTMENTS	225	255	262	2.7	165	229	191	-16.6	582	602	3.4
COQUITLAM											
DETACHED	188	175	224	28.0	63	82	75	-8.5	225	249	10.7
ATTACHED	52	52	53	1.9	23	39	43	10.3	113	122	8.0
APARTMENTS	126	151	160	6.0	79	126	109	-13.5	316	372	17.7
DELTA											
DETACHED	78	67	107	59.7	21	53	38	-28.3	97	147	51.5
ATTACHED	18	7	19	171.4	19	8	5	-37.5	36	28	-22.2
APARTMENTS	22	17	19	11.8	9	18	13	-27.8	38	47	23.7
MAPLE RIDGE/PITT MEADOWS											
DETACHED	219	190	187	-1.6	92	139	136	-2.2	353	411	16.4
ATTACHED	68	70	63	-10.0	45	54	55	1.9	184	167	-9.2
APARTMENTS	54	42	52	23.8	44	46	32	-30.4	160	126	-21.3
NORTH VANCOUVER											
DETACHED	215	118	230	94.9	53	75	74	-1.3	214	230	7.5
ATTACHED	59	35	62	77.1	31	31	29	-6.5	78	100	28.2
APARTMENTS	165	108	175	62.0	97	111	107	-3.6	287	297	3.5
NEW WESTMINSTER											
DETACHED	35	38	53	39.5	17	19	22	15.8	66	61	-7.6
ATTACHED	11	25	18	-28.0	6	16	16	0.0	24	48	100.0
APARTMENTS	127	140	167	19.3	91	134	117	-12.7	297	364	22.6
PORT MOODY/BELCARRA											
DETACHED	40	26	43	65.4	8	13	17	30.8	47	48	2.1
ATTACHED	22	20	26	30.0	20	21	12	-42.9	50	54	8.0
APARTMENTS	47	33	51	54.5	31	33	24	-27.3	98	93	-5.1
PORT COQUITLAM											
DETACHED	74	70	45	-35.7	27	48	41	-14.6	91	133	46.2
ATTACHED	41	37	34	-8.1	18	21	27	28.6	63	76	20.6
APARTMENTS	74	73	78	6.8	53	44	55	25.0	171	145	-15.2
RICHMOND											
DETACHED	244	240	265	10.4	79	89	89	0.0	263	280	6.5
ATTACHED	103	168	149	-11.3	60	123	90	-26.8	229	316	38.0
APARTMENTS	198	262	294	12.2	130	242	200	-17.4	532	641	20.5
SUNSHINE COAST											
DETACHED	90	78	82	5.1	56	63	61	-3.2	203	189	-6.9
ATTACHED	8	26	7	-73.1	10	15	9	-40.0	33	31	-6.1
APARTMENTS	14	7	9	28.6	10	14	6	-57.1	26	32	23.1
SQUAMISH											
DETACHED	46	35	38	8.6	19	32	12	-62.5	65	67	3.1
ATTACHED	36	21	32	52.4	10	15	29	93.3	40	72	80.0
APARTMENTS	25	11	17	54.5	13	18	17	-5.6	34	51	50.0
VANCOUVER EAST											
DETACHED	296	210	278	32.4	62	114	95	-16.7	257	320	24.5
ATTACHED	68	50	81	62.0	26	31	41	32.3	91	117	28.6
APARTMENTS	187	152	204	34.2	112	142	129	-9.2	358	421	17.6
VANCOUVER WEST											
DETACHED	250	196	327	66.8	60	52	73	40.4	229	199	-13.1
ATTACHED	86	73	103	41.1	37	56	64	14.3	145	170	17.2
APARTMENTS	609	481	619	28.7	329	406	403	-0.7	1106	1207	9.1
WHISTLER/PEMBERTON											
DETACHED	19	20	25	25.0	24	19	12	-36.8	52	47	-9.6
ATTACHED	22	30	32	6.7	30	31	27	-12.9	94	89	-5.3
APARTMENTS	46	31	30	-3.2	40	31	31	0.0	108	88	-18.5
WEST VANCOUVER/HOWE SOUND											
DETACHED	170	106	221	108.5	22	30	35	16.7	97	106	9.3
ATTACHED	5	3	18	500.0	2	0	4	400.0	12	9	-25.0
APARTMENTS	31	19	42	121.1	15	19	17	-10.5	50	46	-8.0
GRAND TOTALS											
DETACHED	2147	1737	2379	37.0	661	893	842	-5.7	2438	2671	9.6
ATTACHED	688	715	806	12.7	369	529	517	-2.3	1347	1589	18.0
APARTMENTS	1950	1782	2179	22.3	1218	1613	1451	-10.0	4163	4532	8.9



Residential Average Sale Prices - January 1977 to September 2017



NOTE: From 1977 - 1984 condominium averages were not separated into attached & apartment.