Everything you need to know about your Real Estate Market Today!

Compliments of:

Les Twarog

604-671-7000 mcl@6717000.com www.6717000.com

RE/MAX Crest Realty Westside

1428 W 7th Avenue Vancouver, BC V6H 1C1





Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	2	0	NA
700,001 - 800,000	1	0	NA
800,001 - 900,000	3	3	100.00%
900,001 - 1,000,000	3	5	166.67%
1,000,001 - 1,250,000	14	19	135.71%
1,250,001 - 1,500,000	26	29	111.54%
1,500,001 - 1,750,000	22	25	113.64%
1,750,001 - 2,000,000	23	11	47.83%
2,000,001 - 2,250,000	6	6	100.00%
2,250,001 - 2,500,000	15	2	13.33%
2,500,001 - 2,750,000	10	1	10.00%
2,750,001 - 3,000,000	10	1	10.00%
3,000,001 - 3,500,000	3	0	NA
3,500,001 - 4,000,000	1	1	100.00%
4,000,001 & Greater	4	0	NA
TOTAL	143	103	72.03%
2 Bedrooms & Less	13	7	53.85%
3 to 4 Bedrooms	27	37	137.04%
5 to 6 Bedrooms	59	41	69.49%
7 Bedrooms & More	44	18	40.91%
TOTAL	143	103	72.03%

SnapStats® Median Data	November	December	Variance
Inventory	231	143	-38.10%
Solds	116	103	-11.21%
Sale Price	\$1,395,000	\$1,485,714	6.50%
Sale Price SQFT	\$516	\$568	10.08%
Sale to List Price Ratio	101%	106%	4.95%
Days on Market	19	24	26.32%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Big Bend	5	0	NA
Brentwood Park	3	2	66.67%
Buckingham Heights	3	2	66.67%
Burnaby Hospital	3	2	66.67%
Burnaby Lake	10	3	30.00%
Cariboo	0	0	NA
Capitol Hill	8	8	100.00%
Central	3	6	200.00%
Central Park	1	1	100.00%
Deer Lake	2	1	50.00%
Deer Lake Place	3	2	66.67%
East Burnaby	10	7	70.00%
Edmonds	6	4	66.67%
Forest Glen	8	2	25.00%
Forest Hills	0	0	NA
Garden Village	1	1	100.00%
Government Road	9	1	11.11%
Greentree Village	0	2	NA
Highgate	2	5	250.00%
Metrotown	13	7	53.85%
Montecito	6	3	50.00%
Oakdale	0	1	NA
Oaklands	0	0	NA
Parkcrest	5	9	180.00%
Simon Fraser Hills	0	0	NA
Simon Fraser University SFU	2	1	50.00%
South Slope	8	10	125.00%
Sperling-Duthie	8	7	87.50%
Sullivan Heights	1	0	NA
Suncrest	2	2	100.00%
The Crest	2	2	100.00%
Upper Deer Lake	3	6	200.00%
Vancouver Heights	5	2	40.00%
Westridge	6	1	16.67%
Willingdon Heights	5	3	60.00%
TOTAL	143	103	72.03%

Numbers reported as per the REBGV MLS® and are correct. In some instances sales recorded exceed listings active as at January 4, 2016 reflecting current market speed.

Market Summary

- Official Market Type **BURNABY DETACHED:** Sellers market at 72% Sales Ratio average (7.2 in 10 homes selling rate)
- Homes are selling on average 6% above list price
- Most Active Price Band*: \$1 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$2.5 mil to \$3 mil, Burnaby Lake, Forest Glen, Government Road and minimum 7 bedrooms
- Sellers Best Bet*: Selling homes in Capitol Hill, Parkcrest, South Slope and 3 to 4 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instance



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	14	3	21.43%
200,001 - 300,000	59	42	71.19%
300,001 - 400,000	115	80	69.57%
400,001 - 500,000	95	57	60.00%
500,001 - 600,000	50	42	84.00%
600,001 - 700,000	18	29	161.11%
700,001 - 800,000	20	5	25.00%
800,001 - 900,000	9	2	22.22%
900,001 - 1,000,000	7	0	NA
1,000,001 - 1,250,000	7	0	NA
1,250,001 - 1,500,000	3	0	NA
1,500,001 - 1,750,000	1	0	NA
1,750,001 - 2,000,000	1	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	399	260	65.16%
0 to 1 Bedroom	120	64	53.33%
2 Bedrooms	243	165	67.90%
3 Bedrooms	33	28	84.85%
4 Bedrooms & Greater	3	3	100.00%
TOTAL	399	260	65.16%

SnapStats® Median Data	November	December	Variance
Inventory	621	399	-35.75%
Solds	298	260	-12.75%
Sale Price	\$435,750	\$407,450	-6.49%
Sale Price SQFT	\$487	\$458	-5.95%
Sale to List Price Ratio	98%	100%	2.04%
Days on Market	23	30	30.43%

Community STATS CONDO & TH (ATTACHED)

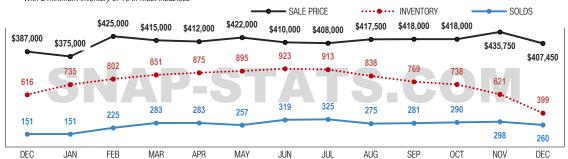
	Inventory	Sales	Sales Ratio*
Big Bend	0	0	NA
Brentwood Park	43	43	100.00%
Buckingham Heights	0	0	NA
Burnaby Hospital	2	2	100.00%
Burnaby Lake	1	3	300.00%
Cariboo	2	4	200.00%
Capitol Hill	3	2	66.67%
Central	5	4	80.00%
Central Park	16	8	50.00%
Deer Lake	0	0	NA
Deer Lake Place	0	0	NA
East Burnaby	4	1	25.00%
Edmonds	23	14	60.87%
Forest Glen	25	19	76.00%
Forest Hills	4	1	25.00%
Garden Village	0	0	NA
Government Road	6	10	166.67%
Greentree Village	2	0	NA
Highgate	40	25	62.50%
Metrotown	107	70	65.42%
Montecito	4	3	75.00%
Oakdale	0	0	NA
Oaklands	0	0	NA
Parkcrest	2	0	NA
Simon Fraser Hills	5	5	100.00%
Simon Fraser University SFU	46	11	23.91%
South Slope	20	20	100.00%
Sperling-Duthie	1	0	NA
Sullivan Heights	27	8	29.63%
Suncrest	0	0	NA
The Crest	1	1	100.00%
Upper Deer Lake	1	0	NA
Vancouver Heights	5	3	60.00%
Westridge	2	2	100.00%
Willingdon Heights	2	1	50.00%
TOTAL	399	260	65.16%

Numbers reported as per the REBGV MLS® and are correct. In some instances sales recorded exceed listings active as at January 4, 2016 reflecting current market speed.

Market Summary

- Official Market Type BURNABY ATTACHED: Sellers market at 65% Sales Ratio average (6.5 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet:* Homes between \$100k to \$200k; \$700k to \$900k, SFU, Sullivan Heights and up to 1 bedroom properties
- Sellers Best Bet:* Selling homes in Brentwood Park, Government Road, South Slope and 3 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS HOUSES (DETACHED)

\$0 - 100.000	0	
\$0 - 100,000 0	U	NA
100,001 – 200,000	0	NA
200,001 - 300,000 0	0	NA
300,001 – 400,000 0	0	NA
400,001 – 500,000 1	0	NA
500,001 – 600,000	1	100.00%
600,001 – 700,000 1	3	300.00%
700,001 – 800,000 3	2	66.67%
800,001 – 900,000 6	3	50.00%
900,001 – 1,000,000 2	8	400.00%
1,000,001 – 1,250,000 4	2	50.00%
1,250,001 – 1,500,000 4	3	75.00%
1,500,001 – 1,750,000 2	2	100.00%
1,750,001 – 2,000,000 2	0	NA
2,000,001 – 2,250,000 1	0	NA
2,250,001 - 2,500,000 0	0	NA
2,500,001 – 2,750,000 0	0	NA
2,750,001 – 3,000,000 0	0	NA
3,000,001 - 3,500,000 0	0	NA
3,500,001 – 4,000,000 0	0	NA
4,000,001 & Greater 0	0	NA
TOTAL 28	24	85.71%
2 Bedrooms & Less 2	3	150.00%
3 to 4 Bedrooms 13	13	100.00%
5 to 6 Bedrooms 10	7	70.00%
7 Bedrooms & More 3	1	33.33%
TOTAL 28	24	85.71%

SnapStats® Median Data	November	December	Variance
Inventory	39	28	-28.21%
Solds	35	24	-31.43%
Sale Price	\$925,000	\$962,500	4.05%
Sale Price SQFT	\$359	\$366	1.95%
Sale to List Price Ratio	103%	105%	1.94%
Days on Market	11	13	18.18%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Brunette	0	0	NA
Connaught Heights	1	2	200.00%
Downtown	0	0	NA
Fraserview	0	0	NA
GlenBrooke North	1	1	100.00%
Moody Park	1	2	200.00%
North Arm	0	0	NA
Quay	0	0	NA
Queensborough	11	4	36.36%
Queens Park	2	2	100.00%
Sapperton	1	2	200.00%
The Heights	2	7	350.00%
Uptown	5	0	NA
West End	4	4	100.00%
TOTAL	28	24	85.71%

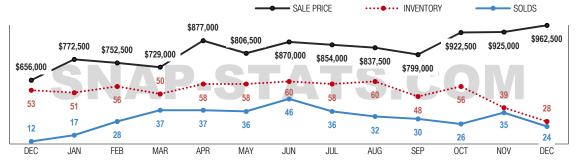
NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type NEW WESTMINSTER DETACHED: Sellers market at 86% Sales Ratio average 8.6 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band*: \$900,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Insufficient data*
- Sellers Best Bet*: Homes in Queensborough and 3 to 6 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	1	NA
100,001 - 200,000	21	5	23.81%
200,001 - 300,000	51	23	45.10%
300,001 - 400,000	31	27	87.10%
400,001 - 500,000	29	17	58.62%
500,001 - 600,000	10	2	20.00%
600,001 - 700,000	7	1	14.29%
700,001 - 800,000	3	0	NA
800,001 - 900,000	1	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	154	76	49.35%
0 to 1 Bedroom	57	22	38.60%
2 Bedrooms	76	48	63.16%
3 Bedrooms	21	6	28.57%
4 Bedrooms & Greater	0	0	NA
TOTAL	154	76	49.35%

SnapStats® <i>Median Data</i>	November	December	Variance	
Inventory	227	154	-32.16%	
Solds	127	76	-40.16%	
Sale Price	\$313,000	\$335,500	7.19%	
Sale Price SQFT	\$358	\$382	6.70%	
Sale to List Price Ratio	98%	97%	-1.02%	
Days on Market	23	32	39.13%	

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Brunette	0	0	NA
Connaught Heights	0	0	NA
Downtown	23	20	86.96%
Fraserview	28	8	28.57%
GlenBrooke North	3	3	100.00%
Moody Park	1	1	100.00%
North Arm	0	0	NA
Quay	23	13	56.52%
Queensborough	12	4	33.33%
Queens Park	0	0	NA
Sapperton	12	3	25.00%
The Heights	2	2	100.00%
Uptown	48	20	41.67%
West End	2	2	100.00%
TOTAL	154	76	49.35%

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **NEW WESTMINSTER ATTACHED:** Sellers market at 49% Sales Ratio average (4.9 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band*: \$300,000 to \$400,000 with average 87% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$500,000 to \$600,000, Fraserview, Sapperton and 3 bedroom properties
- Sellers Best Bet*: Homes in Downtown and 2 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	2	NA
500,001 - 600,000	1	2	200.00%
600,001 - 700,000	1	5	500.00%
700,001 - 800,000	2	2	100.00%
800,001 - 900,000	5	12	240.00%
900,001 - 1,000,000	6	15	250.00%
1,000,001 - 1,250,000	20	41	205.00%
1,250,001 — 1,500,000	23	22	95.65%
1,500,001 - 1,750,000	10	13	130.00%
1,750,001 – 2,000,000	9	2	22.22%
2,000,001 - 2,250,000	9	4	44.44%
2,250,001 – 2,500,000	7	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 - 3,000,000	2	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	3	0	NA
4,000,001 & Greater	1	0	NA
TOTAL	100	120	120.00%
2 Bedrooms & Less	4	4	100.00%
3 to 4 Bedrooms	18	47	261.11%
5 to 6 Bedrooms	53	58	109.43%
7 Bedrooms & More	25	11	44.00%
TOTAL	100	120	120.00%

SnapStats® Median Data	November	December	Variance
Inventory	184	100	-45.65%
Solds	104	120	15.38%
Sale Price	\$1,055,000	\$1,171,500	11.04%
Sale Price SQFT	\$336	\$368	9.52%
Sale to List Price Ratio	102%	107%	4.90%
Davs on Market	15	11	-26.67%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Burke Mountain	33	25	75.76%
Canyon Springs	1	1	100.00%
Cape Horn	4	4	100.00%
Central Coquitlam	11	23	209.09%
Chineside	0	2	NA
Coquitlam East	3	8	266.67%
Coquitlam West	13	15	115.38%
Eagle Ridge	1	3	300.00%
Harbour Chines	4	2	50.00%
Harbour Place	1	1	100.00%
Hockaday	0	3	NA
Maillardville	3	4	133.33%
Meadow Brook	2	1	50.00%
New Horizons	3	1	33.33%
North Coquitlam	0	0	NA
Park Ridge Estates	0	0	NA
Ranch Park	2	2	100.00%
River Springs	0	1	NA
Scott Creek	0	5	NA
Summitt View	0	0	NA
Upper Eagle Ridge	0	1	NA
Westwood Plateau	19	18	94.74%
Westwood Summit	0	0	NA
TOTAL	100	120	120.00%

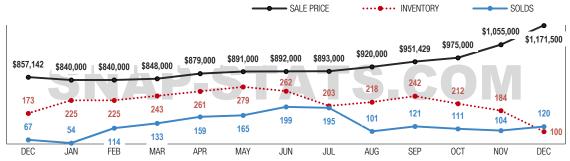
NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **COQUITLAM DETACHED:** Sellers market at > 100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 7% above list price
- Most Active Price Band*: \$800,000 to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$1.75 mil to \$2 mil and minimum 7 bedroom properties
- Sellers Best Bet*: Selling homes in Central Coquitlam, Coquitlam East / West, Westwood Plateau and 3 to 6 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100.000	0	0	NA
100,001 - 200,000	16	5	31.25%
200,001 - 300,000	46	29	63.04%
300,001 - 400,000	54	37	68.52%
400,001 - 500,000	39	20	51.28%
500,001 - 600,000	13	10	76.92%
600,001 - 700,000	8	8	100.00%
700,001 - 800,000	8	6	75.00%
800,001 - 900,000	3	2	66.67%
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	187	117	62.57%
0 to 1 Bedroom	61	21	34.43%
2 Bedrooms	93	63	67.74%
3 Bedrooms	26	26	100.00%
4 Bedrooms & Greater	7	7	100.00%
TOTAL	187	117	62.57%

SnapStats® Median Data	November	December	Variance
Inventory	279	187	-32.97%
Solds	151	117	-22.52%
Sale Price	\$363,900	\$375,000	3.05%
Sale Price SQFT	\$370	\$387	4.59%
Sale to List Price Ratio	100%	100%	NA
Days on Market	21	18	-14.29%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Burke Mountain	6	10	166.67%
Canyon Springs	7	5	71.43%
Cape Horn	0	0	NA
Central Coquitlam	11	4	36.36%
Chineside	0	0	NA
Coquitlam East	5	2	40.00%
Coquitlam West	47	15	31.91%
Eagle Ridge	3	6	200.00%
Harbour Chines	0	0	NA
Harbour Place	0	0	NA
Hockaday	0	0	NA
Maillardville	13	9	69.23%
Meadow Brook	0	0	NA
New Horizons	8	10	125.00%
North Coquitlam	70	31	44.29%
Park Ridge Estates	0	0	NA
Ranch Park	0	1	NA
River Springs	0	0	NA
Scott Creek	0	0	NA
Summitt View	0	0	NA
Upper Eagle Ridge	0	2	NA
Westwood Plateau	17	22	129.41%
Westwood Summit	0	0	NA
TOTAL	187	117	62.57%

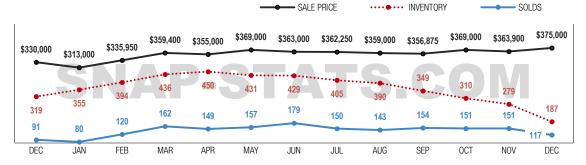
NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type COQUITLAM ATTACHED: Sellers market at 63% Sales Ratio average (6.3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$600,000 to \$700,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$100,000 to \$200,000, Central Coguitlam, Coguitlam West and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in Burke Mountain, New Horizons, Westwood Plateau and 3 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	1	NA
500,001 - 600,000	0	2	NA
600,001 - 700,000	2	8	400.00%
700,001 - 800,000	6	9	150.00%
800,001 - 900,000	4	9	225.00%
900,001 - 1,000,000	4	2	50.00%
1,000,001 - 1,250,000	0	1	NA
1,250,001 – 1,500,000	3	1	33.33%
1,500,001 - 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	19	33	173.68%
2 Bedrooms & Less	1	2	200.00%
3 to 4 Bedrooms	7	20	285.71%
5 to 6 Bedrooms	10	10	100.00%
7 Bedrooms & More	1	1	100.00%
TOTAL	19	33	173.68%

SnapStats® Median Data	November	December	Variance
Inventory	34	19	-44.12%
Solds	39	33	-15.38%
Sale Price	\$719,800	\$775,000	7.67%
Sale Price SQFT	\$330	\$361	9.39%
Sale to List Price Ratio	103%	108%	4.85%
Days on Market	8	7	-12.50%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Birchland Manor	0	2	NA
Central Port Coquitlam	3	3	100.00%
Citadel	3	2	66.67%
Glenwood	6	9	150.00%
Lincoln Park	0	4	NA
Lower Mary Hill	1	2	200.00%
Mary Hill	3	4	133.33%
Oxford Heights	1	2	200.00%
Riverwood	0	1	NA
Woodland Acres	2	4	200.00%
TOTAL	19	33	173.68%

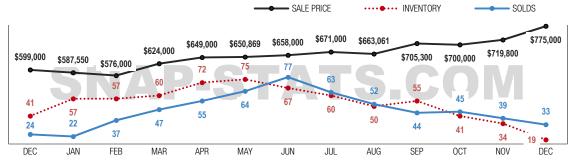
NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **PORT COQUITLAM DETACHED:** Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 8% above list price
- Most Active Price Band*: \$600,000 to \$900,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Insufficient Data
- Sellers Best Bet*: Selling homes in Glenwood and 3 to 6 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	18	2	11.11%
200,001 - 300,000	50	20	40.00%
300,001 - 400,000	10	23	230.00%
400,001 - 500,000	4	7	175.00%
500,001 - 600,000	1	7	700.00%
600,001 - 700,000	1	1	100.00%
700,001 - 800,000	0	0	NA
800,001 - 900,000	0	1	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	84	61	72.62%
0 to 1 Bedroom	40	6	15.00%
2 Bedrooms	36	38	105.56%
3 Bedrooms	8	11	137.50%
4 Bedrooms & Greater	0	6	NA
TOTAL	84	61	72.62%

SnapStats® Median Data	November	December	Variance
Inventory	146	84	-42.47%
Solds	72	61	-15.28%
Sale Price	\$315,100	\$320,000	1.56%
Sale Price SQFT	\$300	\$323	7.67%
Sale to List Price Ratio	99%	100%	1.01%
Days on Market	17	9	-47.06%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Birchland Manor	1	0	NA
Central Port Coquitlam	65	39	60.00%
Citadel	0	8	NA
Glenwood	13	10	76.92%
Lincoln Park	0	0	NA
Lower Mary Hill	0	0	NA
Mary Hill	0	1	NA
Oxford Heights	0	0	NA
Riverwood	5	3	60.00%
Woodland Acres	0	0	NA
TOTAL	84	61	72.62%

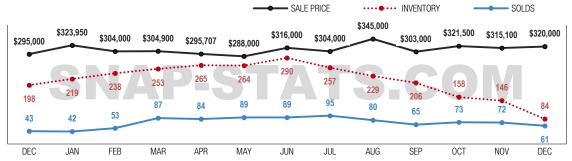
NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **PORT COQUITLAM ATTACHED:** Sellers market at 73% Sales Ratio average (7.3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$100,000 to \$200,000 and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in Central Port Coquitlam, Glenwood and 2 to 3 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	1	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	1	2	200.00%
900,001 - 1,000,000	3	1	33.33%
1,000,001 - 1,250,000	6	5	83.33%
1,250,001 - 1,500,000	2	4	200.00%
1,500,001 - 1,750,000	5	3	60.00%
1,750,001 - 2,000,000	1	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	2	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	1	0	NA
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	2	0	NA
TOTAL	26	15	57.69%
2 Bedrooms & Less	2	2	100.00%
3 to 4 Bedrooms	11	5	45.45%
5 to 6 Bedrooms	11	6	54.55%
7 Bedrooms & More	2	2	100.00%
TOTAL	26	15	57.69%

SnapStats® Median Data	November	December	Variance
Inventory	49	26	-46.94%
Solds	19	15	-21.05%
Sale Price	\$999,000	\$1,210,000	21.12%
Sale Price SQFT	\$337	\$335	-0.59%
Sale to List Price Ratio	105%	96%	-8.57%
Days on Market	11	72	554.55%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Anmore	12	1	8.33%
Barber Street	0	2	NA
Belcarra	4	2	50.00%
College Park	2	1	50.00%
Glenayre	0	0	NA
Heritage Mountain	0	3	NA
Heritage Woods	1	2	200.00%
loco	1	0	NA
Mountain Meadows	0	0	NA
North Shore	4	1	25.00%
Port Moody Centre	2	3	150.00%
Westwood Summit	0	0	NA
TOTAL	26	15	57.69%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type PORT MOODY DETACHED: Sellers market at 58% Sales Ratio average (5.8 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band*: \$1 mil to \$1.25 mil based on number of sales (5)
- Buyers Best Bet*: Homes in Anmore and 3 to 4 bedroom properties
- Sellers Best Bet*: Selling homes with 5 to 6 bedrooms

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	3	1	33.33%
200,001 - 300,000	7	0	NA
300,001 - 400,000	10	9	90.00%
400,001 - 500,000	9	12	133.33%
500,001 - 600,000	6	10	166.67%
600,001 - 700,000	1	1	100.00%
700,001 - 800,000	0	1	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 — 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	36	34	94.44%
0 to 1 Bedroom	8	2	25.00%
2 Bedrooms	20	21	105.00%
3 Bedrooms	8	10	125.00%
4 Bedrooms & Greater	0	1	NA
TOTAL	36	34	94.44%

SnapStats® Median Data	November	December	Variance
Inventory	49	36	-26.53%
Solds	54	34	-37.04%
Sale Price	\$437,500	\$461,500	5.49%
Sale Price SQFT	\$402	\$421	4.73%
Sale to List Price Ratio	97%	99%	2.06%
Days on Market	10	11	10.00%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Anmore	0	0	NA
Barber Street	0	0	NA
Belcarra	0	0	NA
College Park	6	8	133.33%
Glenayre	0	0	NA
Heritage Mountain	2	3	150.00%
Heritage Woods	0	1	NA
loco	0	0	NA
Mountain Meadows	0	0	NA
North Shore	10	3	30.00%
Port Moody Centre	18	19	105.56%
Westwood Summit	0	0	NA
TOTAL	36	34	94.44%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type **PORT MOODY ATTACHED:** Sellers market at 94% Sales ratio average (9.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band*: \$400,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes in the North Shore and up to 1 bedroom properties
- Sellers Best Bet*: Selling homes in College Park, Port Moody Centre and 2 to 3 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	3	NA
500,001 - 600,000	2	4	200.00%
600,001 - 700,000	0	5	NA
700,001 - 800,000	1	3	300.00%
800,001 - 900,000	0	1	NA
900,001 - 1,000,000	1	1	100.00%
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	4	17	425.00%
2 Bedrooms & Less	0	0	NA
3 to 4 Bedrooms	3	13	433.33%
5 to 6 Bedrooms	1	3	300.00%
7 Bedrooms & More	0	1	NA
TOTAL	4	17	425.00%

001-1-8 11 " 0-1	Marrandan	December	Madagas
SnapStats® <i>Median Data</i>	November	December	Variance
Inventory	15	4	-73.33%
Solds	12	17	41.67%
Sale Price	\$575,000	\$645,000	12.17%
Sale Price SQFT	\$263	\$284	7.98%
Sale to List Price Ratio	100%	102%	2.00%
Days on Market	7	14	100.00%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Central Meadows	1	4	400.00%
Mid Meadows	0	3	NA
North Meadows	1	2	200.00%
South Meadows	2	8	400.00%
West Meadows	0	0	NA
TOTAL	4	17	425.00%

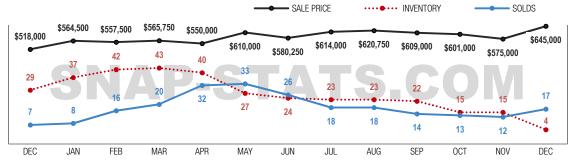
NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type PITT MEADOWS DETACHED: Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band*: \$600,000 to \$700,000 based on number of sales (5)
- Buyers Best Bet*: Insufficient Data*
- Sellers Best Bet*: Selling homes in South Meadows and 3 to 4 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	3	2	66.67%
200,001 - 300,000	10	5	50.00%
300,001 - 400,000	1	3	300.00%
400,001 - 500,000	2	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	0	NA
1,250,001 - 1,500,000	1	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	18	10	55.56%
0 to 1 Bedroom	6	0	NA
2 Bedrooms	11	8	72.73%
3 Bedrooms	0	2	NA
4 Bedrooms & Greater	1	0	NA
TOTAL	18	10	55.56%

SnapStats® Median Data	November	December	Variance
Inventory	36	18	-50.00%
Solds	24	10	-58.33%
Sale Price	\$269,950	\$268,250	-0.63%
Sale Price SQFT	\$236	\$233	-1.27%
Sale to List Price Ratio	98%	100%	2.04%
Days on Market	33	34	3.03%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Central Meadows	8	2	25.00%
Mid Meadows	5	3	60.00%
North Meadows	3	3	100.00%
South Meadows	2	2	100.00%
West Meadows	0	0	NA
TOTAL	18	10	55.56%

NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

Market Summary

- Official Market Type **PITT MEADOWS ATTACHED:** Sellers market at 56% Sales Ratio average (5.6 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band*: \$200,000 to \$300,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet*: Insufficient Data
- Sellers Best Bet*: Selling homes in Central Meadows and 2 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*}Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	0	0	NA
100,001 - 200,000	0	0	NA
200,001 - 300,000	0	1	NA
300,001 - 400,000	4	2	50.00%
400,001 - 500,000	15	17	113.33%
500,001 - 600,000	15	25	166.67%
600,001 - 700,000	20	22	110.00%
700,001 - 800,000	23	6	26.09%
800,001 - 900,000	4	4	100.00%
900,001 - 1,000,000	7	1	14.29%
1,000,001 - 1,250,000	2	2	100.00%
1,250,001 — 1,500,000	2	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 — 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	92	80	86.96%
2 Bedrooms & Less	13	5	38.46%
3 to 4 Bedrooms	50	53	106.00%
5 to 6 Bedrooms	23	20	86.96%
7 Bedrooms & More	6	2	33.33%
TOTAL	92	80	86.96%

SnapStats® Median Data	November	December	Variance
Inventory	118	92	-22.03%
Solds	120	80	-33.33%
Sale Price	\$568,250	\$583,950	2.76%
Sale Price SQFT	\$232	\$253	9.05%
Sale to List Price Ratio	100%	105%	5.00%
Days on Market	15	9	-40.00%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Albion	19	19	100.00%
Cottonwood	6	9	150.00%
East Central	16	9	56.25%
North	0	0	NA
Northeast	3	0	NA
Northwest	4	6	150.00%
Silver Valley	17	13	76.47%
Southwest	9	6	66.67%
Thornhill	1	0	NA
Websters Corners	3	6	200.00%
West Central	14	12	85.71%
Whonnock	0	0	NA
TOTAL	92	80	86.96%

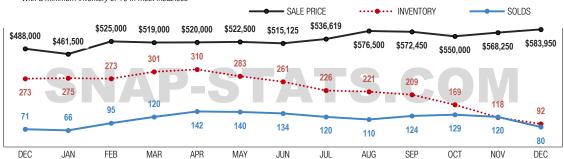
NOTE: December 2015 numbers reported as per the Real Estate Board MLS® and are correct. In some instances sales recorded in the month <u>exceed</u> listings active as at January 4, 2016 reflecting the fast speed of that specific market.

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type MAPLE RIDGE DETACHED: Sellers market at 87% Sales Ratio average (8.7 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band*: \$400,000 to \$700,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, East Central and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Albion, Cottonwood, Silver Valley, West Valley and 3 to 4 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside
604-671-7000



^{*} With a minimum inventory of 10 in most instances



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 100,000	3	2	66.67%
100,001 - 200,000	61	9	14.75%
200,001 - 300,000	100	24	24.00%
300,001 - 400,000	29	27	93.10%
400,001 - 500,000	16	2	12.50%
500,001 - 600,000	3	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 & Greater	0	0	NA
TOTAL	212	64	30.19%
0 to 1 Bedroom	67	11	16.42%
2 Bedrooms	91	18	19.78%
3 Bedrooms	50	33	66.00%
4 Bedrooms & Greater	4	2	50.00%
TOTAL	212	64	30.19%

SnapStats® Median Data	November	December	Variance
Inventory	249	212	-14.86%
Solds	89	64	-28.09%
Sale Price	\$294,900	\$290,000	-1.66%
Sale Price SQFT	\$233	\$228	-2.15%
Sale to List Price Ratio	100%	99%	-1.00%
Davs on Market	41	51	24.39%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Albion	25	13	52.00%
Cottonwood	11	11	100.00%
East Central	99	20	20.20%
North	0	0	NA
Northeast	0	0	NA
Northwest	16	1	6.25%
Silver Valley	10	3	30.00%
Southwest	4	4	100.00%
Thornhill	2	0	NA
Websters Corners	0	0	NA
West Central	45	12	26.67%
Whonnock	0	0	NA
TOTAL	212	64	30.19%

*Sales Ratio: Speed of homes selling (Sales to Inventory Ratio). Higher is faster.

Market Summary

- Official Market Type MAPLE RIDGE ATTACHED: Sellers market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average at 1% below list price
- Most Active Price Band*: \$300,000 to \$400,000 with average 93% Sales Ratio (Sellers market)
- Buyers Best Bet*: Homes between \$400,000 to \$500,000, East Central, Northwest, West Central and up to 2 bedroom properties
- Sellers Best Bet*: Selling homes in Albion, Cottonwood and 3 bedroom properties

13 Month Market Trend



Compliments of...

Les TwarogRE/MAX Crest Realty Westside 604-671-7000



^{*} With a minimum inventory of 10 in most instances