

**SENIORS**  
55 PLUS+

Metro Vancouver  
Okanagan



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**REAL ESTATE**




**B.C. LUXURY \$5,000,000+**

**METRO VANCOUVER MARKET HIGHLIGHTS**




**DETACHED**

Active Listings:	2,341
Sales:	622
Benchmark Price:	\$1,953,000
Avg. Days On Market:	44



**TOWNHOUSES**

Active Listings:	675
Sales:	348
Benchmark Price:	\$1,029,500
Avg. Days On Market:	21



**APARTMENT**

Active Listings:	2,647
Sales:	1,315
Benchmark Price:	\$775,700
Avg. Days On Market:	30

**Vancouver**



1126 WOLFE AVE., Vancouver, B.C.  
\$28,000,000 \ MLS® Number: R2614198

**Whistler**



7469 TREETOP LANE, Whistler, B.C.  
\$19,975,000 \ MLS® Number: R2590685

**Kelowna**



240 Ambridgefeld Rd., Kelowna, B.C.  
\$5,982,000 \ MLS® Number: 10230797

**West Vancouver**



5358 KENSINGTON CRES., West Van., B.C.  
\$22,800,000 \ MLS® Number: R2608024



**Coquitlam (area)** 2571 EAST RD., Anmore, B.C.  
\$5,998,000 \ MLS® Number: R2552419



**Penticton (area)** 4211 WILLIAMS Avenue, Summerland, B.C.  
\$5,399,000 \ MLS® Number: 189017

# REAL ESTATE



**B.C. LUXURY** **\$5,000,000+**

## MLS® Home Price Index Explained

**The MLS® HPI is a measure of real estate prices that provides a clearer picture of market trends over traditional tools such as mean or median average prices.**

A mean average is the average price obtained by dividing the total dollar volume of sales by the number of sales. To get a median price, all of the sales prices are arrayed in numeric order. In the case of an even number of sales, the median is the highest price in the lower half of the group. If there is an odd number of sales, the midpoint sale is taken as the median. The MLS® HPI concept is modeled after the Consumer Price Index, which measures the rate of price change for a basket of goods and services. A basket is the combination of goods and services that Canadians buy most such as food, clothing, transportation, etc. Instead of measuring goods and services, the MLS® HPI measures the rate at which housing prices change over time taking into account the type of homes sold.

\*Courtesy of Real Estate Board of Greater Vancouver



**Abbotsford** 35893 OLD YALE ROAD, ABBOTSFORD, B.C.  
\$6,500,000 \ MLS® Number: R2599951



**Burnaby** 8120 HUNTER STREET, Burnaby, B.C.  
\$6,500,000 \ MLS® Number: R2613818

It pays to work with a **REALTOR®**  
Not all real estate agents are **REALTORS®**

**Agents Have Superior Negotiating Skills**  
It's your agent's job to get you the best possible price for your home, or to see to it that you get the best possible deal on the property you want to buy. Agents are trained to negotiate well, if only from experience. They know what normally works and what does not.

**BUYERS**  
**A REALTOR® WILL...**

- Access thousands of listings to find those that best match your needs.
- Have a network of professionals - from mortgage lenders to service providers - who can smooth your path to homeownership.
- Inform you of local real estate values, taxes, utility costs, municipal services and direct you to school district information.
- Provide an objective assessment of the homes you consider and help you stay focused on your goals.
- Provide the benefit of their experience and knowledge about all facets of the home buying process.
- Expertly guide you through the process from making an offer and getting the right inspections to closing successfully.

However, not every licensed or registered broker or salesperson is a **REALTOR®**. To be a **REALTOR®**, the agent must be a member of The Canadian Real Estate Association (CREA).

**SELLERS**  
**A REALTOR® WILL...**

- Help set a realistic, competitive price and guide you through all the required paperwork.
- Advise you on ways to improve your home's curb appeal and have a network of service providers who can help.
- Professionally market your property using a Multiple Listing Service and multi-faceted advertising.
- Help with all aspects including phone inquiries, appointments, open houses, showings, and buyer follow-ups.
- Negotiate the best deal for you, assist with counter-offers, help resolve issues and remain objective in handling buyer concerns.
- Expertly guide you through the process from making an offer and getting the right inspections to closing successfully.

