

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

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SnapStats Publishing

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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 2 | 1 | 50% |
| 300,001 – 400,000 | 5 | 4 | 80% |
| 400,001 – 500,000 | 9 | 0 | NA |
| 500,001 – 600,000 | 18 | 21 | 117%* |
| 600,001 – 700,000 | 64 | 27 | 42% |
| 700,001 – 800,000 | 63 | 24 | 38% |
| 800,001 – 900,000 | 51 | 15 | 29% |
| 900,001 – 1,000,000 | 48 | 13 | 27% |
| 1,000,001 – 1,250,000 | 70 | 19 | 27% |
| 1,250,001 – 1,500,000 | 63 | 9 | 14% |
| 1,500,001 – 1,750,000 | 39 | 6 | 15% |
| 1,750,001 – 2,000,000 | 38 | 3 | 8% |
| 2,000,001 – 2,250,000 | 16 | 2 | 13% |
| 2,250,001 – 2,500,000 | 15 | 1 | 7% |
| 2,500,001 – 2,750,000 | 13 | 0 | NA |
| 2,750,001 – 3,000,000 | 16 | 2 | 13% |
| 3,000,001 – 3,500,000 | 27 | 1 | 4% |
| 3,500,001 – 4,000,000 | 14 | 1 | 7% |
| 4,000,001 – 4,500,000 | 8 | 3 | 38% |
| 4,500,001 – 5,000,000 | 6 | 0 | NA |
| 5,000,001 & Greater | 42 | 0 | NA |
| TOTAL* | 627 | 152 | 24% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 214 | 82 | 38% |
| 2 Bedrooms | 322 | 61 | 19% |
| 3 Bedrooms | 82 | 7 | 9% |
| 4 Bedrooms & Greater | 9 | 2 | 22% |
| TOTAL* | 627 | 152 | 24% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 687 | 627 | -9% |
| Solds | 144 | 152 | 6% |
| Sale Price | \$812,500 | \$794,000 | -2% |
| Sale Price SQFT | \$1,062 | \$1,094 | 3% |
| Sale to List Price Ratio | 100% | 99% | -1% |
| Days on Market | 17 | 17 | 0% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

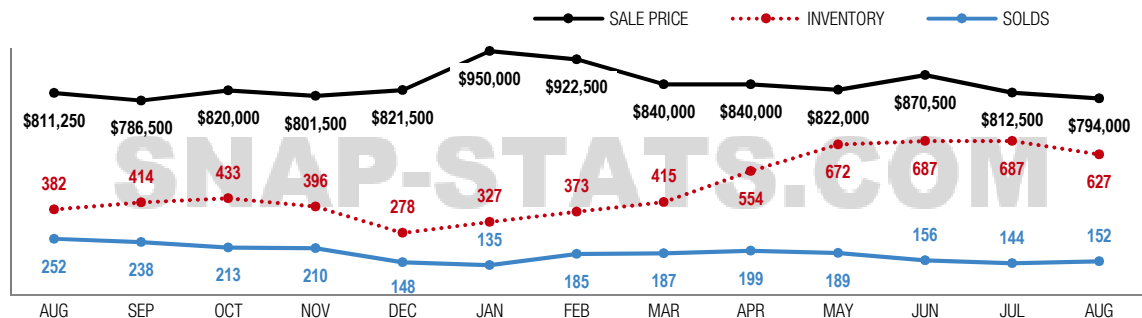
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 92 | 13 | 14% |
| Downtown | 243 | 67 | 28% |
| Westend | 118 | 31 | 26% |
| Yaletown | 174 | 41 | 24% |
| TOTAL* | 627 | 152 | 24% |

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 2 | 0 | NA |
| 500,001 – 600,000 | 1 | 1 | 100% |
| 600,001 – 700,000 | 1 | 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 | 1 | 100% |
| 1,250,001 – 1,500,000 | 0 | 1 | NA* |
| 1,500,001 – 1,750,000 | 0 | 1 | NA* |
| 1,750,001 – 2,000,000 | 11 | 3 | 27% |
| 2,000,001 – 2,250,000 | 17 | 4 | 24% |
| 2,250,001 – 2,500,000 | 30 | 7 | 23% |
| 2,500,001 – 2,750,000 | 33 | 7 | 21% |
| 2,750,001 – 3,000,000 | 56 | 5 | 9% |
| 3,000,001 – 3,500,000 | 74 | 8 | 11% |
| 3,500,001 – 4,000,000 | 91 | 8 | 9% |
| 4,000,001 – 4,500,000 | 68 | 2 | 3% |
| 4,500,001 – 5,000,000 | 73 | 2 | 3% |
| 5,000,001 & Greater | 252 | 9 | 4% |
| TOTAL* | 710 | 59 | 8% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 19 | 1 | 5% |
| 3 to 4 Bedrooms | 252 | 25 | 10% |
| 5 to 6 Bedrooms | 362 | 28 | 8% |
| 7 Bedrooms & More | 77 | 5 | 6% |
| TOTAL* | 710 | 59 | 8% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 761 | 710 | -7% |
| Solds | 57 | 59 | 4% |
| Sale Price | \$2,805,000 | \$2,900,000 | 3% |
| Sale Price SQFT | \$1,019 | \$1,029 | 1% |
| Sale to List Price Ratio | 95% | 91% | -4% |
| Days on Market | 33 | 56 | 70% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community DETACHED HOUSES

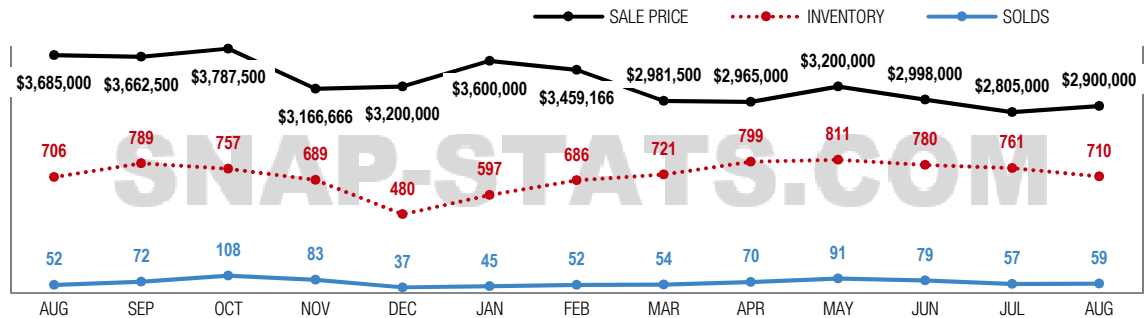
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 32 | 6 | 19% |
| Cambie | 40 | 3 | 8% |
| Dunbar | 90 | 7 | 8% |
| Fairview | 1 | 0 | NA |
| Falsecreek | 0 | 0 | NA |
| Kerrisdale | 58 | 3 | 5% |
| Kitsilano | 35 | 11 | 31% |
| Mackenzie Heights | 23 | 2 | 9% |
| Marpole | 64 | 5 | 8% |
| Mount Pleasant | 2 | 0 | NA |
| Oakridge | 15 | 1 | 7% |
| Point Grey | 59 | 6 | 10% |
| Quilchena | 30 | 4 | 13% |
| SW Marine | 30 | 0 | NA |
| Shaughnessy | 77 | 1 | 1% |
| South Cambie | 19 | 0 | NA |
| South Granville | 90 | 3 | 3% |
| Southlands | 24 | 5 | 21% |
| University | 21 | 2 | 10% |
| TOTAL* | 710 | 59 | 8% |

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$4 mil plus, Kerrisdale, Shaughnessy, South Granville and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 2 | 1 | 50% |
| 400,001 – 500,000 | 7 | 9 | 129%* |
| 500,001 – 600,000 | 42 | 15 | 36% |
| 600,001 – 700,000 | 70 | 24 | 34% |
| 700,001 – 800,000 | 46 | 19 | 41% |
| 800,001 – 900,000 | 55 | 13 | 24% |
| 900,001 – 1,000,000 | 55 | 11 | 20% |
| 1,000,001 – 1,250,000 | 89 | 21 | 24% |
| 1,250,001 – 1,500,000 | 92 | 21 | 23% |
| 1,500,001 – 1,750,000 | 49 | 11 | 22% |
| 1,750,001 – 2,000,000 | 53 | 4 | 8% |
| 2,000,001 – 2,250,000 | 16 | 2 | 13% |
| 2,250,001 – 2,500,000 | 21 | 0 | NA |
| 2,500,001 – 2,750,000 | 12 | 1 | 8% |
| 2,750,001 – 3,000,000 | 14 | 1 | 7% |
| 3,000,001 – 3,500,000 | 9 | 1 | 11% |
| 3,500,001 – 4,000,000 | 5 | 1 | 20% |
| 4,000,001 – 4,500,000 | 2 | 1 | 50% |
| 4,500,001 – 5,000,000 | 2 | 0 | NA |
| 5,000,001 & Greater | 2 | 1 | 50% |
| TOTAL* | 643 | 157 | 24% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 162 | 51 | 31% |
| 2 Bedrooms | 311 | 85 | 27% |
| 3 Bedrooms | 151 | 20 | 13% |
| 4 Bedrooms & Greater | 19 | 1 | 5% |
| TOTAL* | 643 | 157 | 24% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 675 | 643 | -5% |
| Solds | 190 | 157 | -17% |
| Sale Price | \$836,000 | \$881,000 | 5% |
| Sale Price SQFT | \$931 | \$942 | 1% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 20 | 23 | 15% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

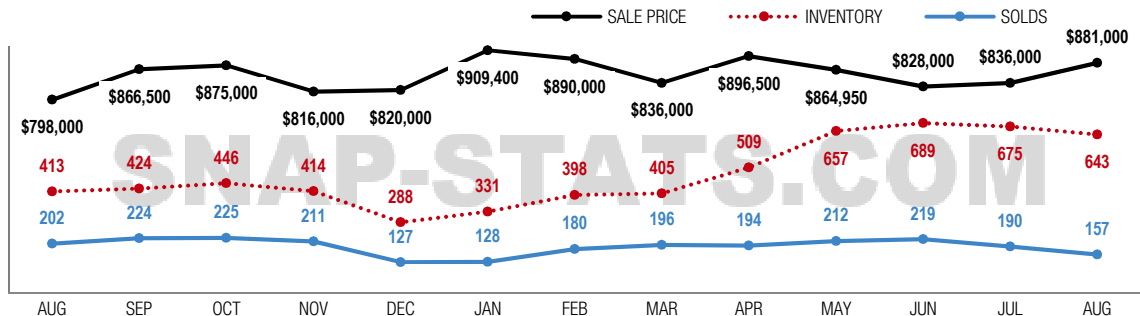
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 0 | 0 | NA |
| Cambie | 55 | 7 | 13% |
| Dunbar | 7 | 2 | 29% |
| Fairview | 83 | 31 | 37% |
| Falsecreek | 63 | 24 | 38% |
| Kerrisdale | 28 | 4 | 14% |
| Kitsilano | 80 | 33 | 41% |
| Mackenzie Heights | 2 | 0 | NA |
| Marpole | 78 | 12 | 15% |
| Mount Pleasant | 12 | 3 | 25% |
| Oakridge | 16 | 4 | 25% |
| Point Grey | 11 | 6 | 55% |
| Quilchena | 22 | 2 | 9% |
| SW Marine | 13 | 3 | 23% |
| Shaughnessy | 17 | 3 | 18% |
| South Cambie | 11 | 0 | NA |
| South Granville | 18 | 3 | 17% |
| Southlands | 2 | 0 | NA |
| University | 125 | 20 | 16% |
| TOTAL* | 643 | 157 | 24% |

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Quilchena and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Point Grey and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 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 | 0 | 0 | NA |
| 700,001 – 800,000 | 1 | 0 | NA |
| 800,001 – 900,000 | 1 | 0 | NA |
| 900,001 – 1,000,000 | 3 | 1 | 33% |
| 1,000,001 – 1,250,000 | 23 | 10 | 43% |
| 1,250,001 – 1,500,000 | 133 | 14 | 11% |
| 1,500,001 – 1,750,000 | 150 | 19 | 13% |
| 1,750,001 – 2,000,000 | 122 | 6 | 5% |
| 2,000,001 – 2,250,000 | 63 | 2 | 3% |
| 2,250,001 – 2,500,000 | 91 | 2 | 2% |
| 2,500,001 – 2,750,000 | 49 | 3 | 6% |
| 2,750,001 – 3,000,000 | 77 | 0 | NA |
| 3,000,001 – 3,500,000 | 30 | 0 | NA |
| 3,500,001 – 4,000,000 | 12 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 3 | 0 | NA |
| 5,000,001 & Greater | 6 | 0 | NA |
| TOTAL* | 765 | 57 | 7% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 47 | 6 | 13% |
| 3 to 4 Bedrooms | 260 | 22 | 8% |
| 5 to 6 Bedrooms | 343 | 23 | 7% |
| 7 Bedrooms & More | 115 | 6 | 5% |
| TOTAL* | 765 | 57 | 7% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 786 | 765 | -3% |
| Solds | 67 | 57 | -15% |
| Sale Price | \$1,528,000 | \$1,550,000 | 1% |
| Sale Price SQFT | \$692 | \$716 | 3% |
| Sale to List Price Ratio | 96% | 97% | 1% |
| Days on Market | 21 | 24 | 14% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community DETACHED HOUSES

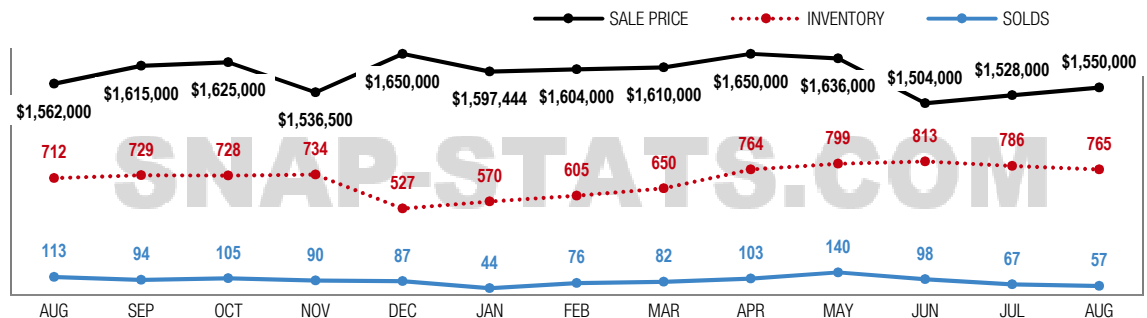
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Champlain Heights | 2 | 0 | NA |
| Collingwood | 114 | 6 | 5% |
| Downtown | 0 | 0 | NA |
| Fraser | 44 | 2 | 5% |
| Fraserview | 37 | 5 | 14% |
| Grandview | 61 | 4 | 7% |
| Hastings | 15 | 1 | 7% |
| Hastings East | 22 | 3 | 14% |
| Killarney | 65 | 9 | 14% |
| Knight | 49 | 5 | 10% |
| Main | 34 | 3 | 9% |
| Mount Pleasant | 10 | 3 | 30% |
| Renfrew Heights | 48 | 2 | 4% |
| Renfrew | 118 | 11 | 9% |
| South Vancouver | 95 | 2 | 2% |
| Victoria | 51 | 1 | 2% |
| TOTAL* | 765 | 57 | 7% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.5 mil, South Vancouver, Victoria and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Mount Pleasant and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 10 | 6 | 60% |
| 400,001 – 500,000 | 45 | 20 | 44% |
| 500,001 – 600,000 | 110 | 29 | 26% |
| 600,001 – 700,000 | 64 | 21 | 33% |
| 700,001 – 800,000 | 48 | 18 | 38% |
| 800,001 – 900,000 | 44 | 8 | 18% |
| 900,001 – 1,000,000 | 28 | 12 | 43% |
| 1,000,001 – 1,250,000 | 37 | 13 | 35% |
| 1,250,001 – 1,500,000 | 15 | 2 | 13% |
| 1,500,001 – 1,750,000 | 8 | 1 | 13% |
| 1,750,001 – 2,000,000 | 1 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 1 | 0 | NA |
| 2,500,001 – 2,750,000 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 1 | NA* |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 412 | 131 | 32% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 154 | 67 | 44% |
| 2 Bedrooms | 171 | 46 | 27% |
| 3 Bedrooms | 79 | 17 | 22% |
| 4 Bedrooms & Greater | 8 | 1 | 13% |
| TOTAL* | 412 | 131 | 32% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 467 | 412 | -12% |
| Solds | 155 | 131 | -15% |
| Sale Price | \$655,500 | \$635,000 | -3% |
| Sale Price SQFT | \$819 | \$869 | 6% |
| Sale to List Price Ratio | 99% | 98% | -1% |
| Days on Market | 12 | 19 | 58% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

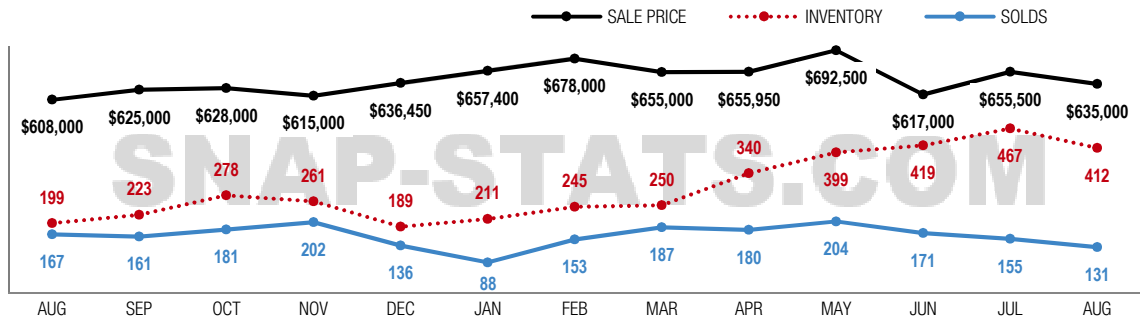
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Champlain Heights | 61 | 15 | 25% |
| Collingwood | 105 | 19 | 18% |
| Downtown | 17 | 7 | 41% |
| Fraser | 12 | 8 | 67% |
| Fraserview | 21 | 1 | 5% |
| Grandview | 13 | 5 | 38% |
| Hastings | 29 | 15 | 52% |
| Hastings East | 13 | 1 | 8% |
| Killarney | 19 | 1 | 5% |
| Knight | 9 | 1 | 11% |
| Main | 13 | 5 | 38% |
| Mount Pleasant | 74 | 45 | 61% |
| Renfrew Heights | 2 | 0 | NA |
| Renfrew | 8 | 3 | 38% |
| South Vancouver | 9 | 2 | 22% |
| Victoria | 7 | 3 | 43% |
| TOTAL* | 412 | 131 | 32% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.75 mil, Fraserview, Hastings East, Killarney and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Fraser, Hastings, Mount Pleasant up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 2 | 2 | 100% |
| 1,000,001 – 1,250,000 | 9 | 14 | 156%* |
| 1,250,001 – 1,500,000 | 47 | 2 | 4% |
| 1,500,001 – 1,750,000 | 46 | 8 | 17% |
| 1,750,001 – 2,000,000 | 54 | 2 | 4% |
| 2,000,001 – 2,250,000 | 26 | 1 | 4% |
| 2,250,001 – 2,500,000 | 50 | 0 | NA |
| 2,500,001 – 2,750,000 | 21 | 0 | NA |
| 2,750,001 – 3,000,000 | 27 | 1 | 4% |
| 3,000,001 – 3,500,000 | 25 | 0 | NA |
| 3,500,001 – 4,000,000 | 25 | 1 | 4% |
| 4,000,001 – 4,500,000 | 12 | 1 | 8% |
| 4,500,001 – 5,000,000 | 4 | 0 | NA |
| 5,000,001 & Greater | 4 | 0 | NA |
| TOTAL* | 354 | 32 | 9% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 18 | 1 | 6% |
| 3 to 4 Bedrooms | 149 | 19 | 13% |
| 5 to 6 Bedrooms | 152 | 12 | 8% |
| 7 Bedrooms & More | 35 | 0 | NA |
| TOTAL* | 354 | 32 | 9% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 410 | 354 | -14% |
| Solds | 51 | 32 | -37% |
| Sale Price | \$1,598,000 | \$1,512,500 | -5% |
| Sale Price SQFT | \$631 | \$575 | -9% |
| Sale to List Price Ratio | 95% | 92% | -3% |
| Days on Market | 29 | 48 | 66% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community DETACHED HOUSES

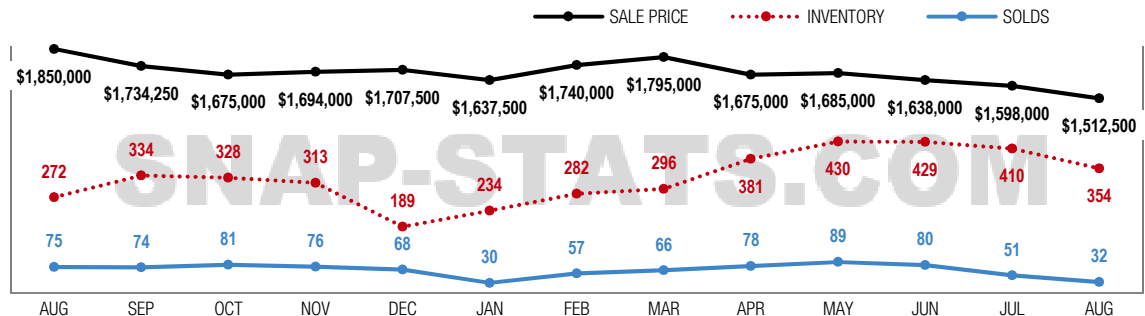
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 9 | 4 | 44% |
| Boulevard | 10 | 1 | 10% |
| Braemar | 3 | 0 | NA |
| Calverhall | 11 | 2 | 18% |
| Canyon Heights | 48 | 0 | NA |
| Capilano | 5 | 1 | 20% |
| Central Lonsdale | 17 | 2 | 12% |
| Deep Cove | 12 | 2 | 17% |
| Delbrook | 3 | 1 | 33% |
| Dollarton | 12 | 1 | 8% |
| Edgemont | 26 | 1 | 4% |
| Forest Hills | 11 | 3 | 27% |
| Grouse Woods | 5 | 0 | NA |
| Hamilton | 7 | 1 | 14% |
| Hamilton Heights | 1 | 0 | NA |
| Indian Arm | 6 | 0 | NA |
| Indian River | 4 | 0 | NA |
| Lower Lonsdale | 7 | 0 | NA |
| Lynn Valley | 29 | 6 | 21% |
| Lynnmoor | 5 | 0 | NA |
| Norgate | 7 | 0 | NA |
| Northlands | 1 | 0 | NA |
| Pemberton Heights | 10 | 1 | 10% |
| Pemberton | 10 | 0 | NA |
| Princess Park | 6 | 0 | NA |
| Queensbury | 5 | 0 | NA |
| Roche Point | 2 | 0 | NA |
| Seymour | 6 | 0 | NA |
| Tempe | 2 | 0 | NA |
| Upper Delbrook | 19 | 3 | 16% |
| Upper Lonsdale | 34 | 2 | 6% |
| Westlynn | 11 | 0 | NA |
| Westlynn Terrace | 3 | 1 | 33% |
| Windsor Park | 2 | 0 | NA |
| Woodlands-Sunshine Cascade | 5 | 0 | NA |
| TOTAL* | 354 | 32 | 9% |

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes with a 4% Price Band Ratio, Edgemont and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Blueridge, Forest Hills and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 6 | 0 | NA |
| 400,001 – 500,000 | 18 | 11 | 61% |
| 500,001 – 600,000 | 40 | 17 | 43% |
| 600,001 – 700,000 | 42 | 18 | 43% |
| 700,001 – 800,000 | 31 | 16 | 52% |
| 800,001 – 900,000 | 32 | 10 | 31% |
| 900,001 – 1,000,000 | 33 | 13 | 39% |
| 1,000,001 – 1,250,000 | 47 | 8 | 17% |
| 1,250,001 – 1,500,000 | 39 | 2 | 5% |
| 1,500,001 – 1,750,000 | 3 | 1 | 33% |
| 1,750,001 – 2,000,000 | 2 | 0 | NA |
| 2,000,001 – 2,250,000 | 3 | 0 | NA |
| 2,250,001 – 2,500,000 | 1 | 1 | 100% |
| 2,500,001 – 2,750,000 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 301 | 97 | 32% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 73 | 32 | 44% |
| 2 Bedrooms | 141 | 46 | 33% |
| 3 Bedrooms | 69 | 18 | 26% |
| 4 Bedrooms & Greater | 18 | 1 | 6% |
| TOTAL* | 301 | 97 | 32% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 316 | 301 | -5% |
| Solds | 95 | 97 | 2% |
| Sale Price | \$712,000 | \$705,000 | -1% |
| Sale Price SQFT | \$759 | \$748 | -2% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 18 | 16 | -11% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

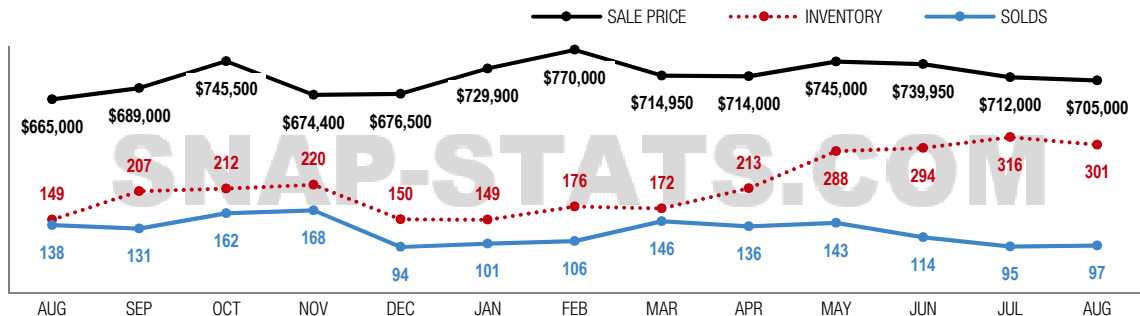
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 1 | 0 | NA |
| Boulevard | 0 | 0 | NA |
| Braemar | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 0 | 0 | NA |
| Capilano | 1 | 3 | 300%* |
| Central Lonsdale | 52 | 15 | 29% |
| Deep Cove | 4 | 0 | NA |
| Delbrook | 1 | 0 | NA |
| Dollarton | 4 | 3 | 75% |
| Edgemont | 2 | 0 | NA |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Hamilton | 11 | 7 | 64% |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 3 | 2 | 67% |
| Lower Lonsdale | 72 | 28 | 39% |
| Lynn Valley | 15 | 12 | 80% |
| Lynn timer | 59 | 4 | 7% |
| Norgate | 9 | 0 | NA |
| Northlands | 7 | 3 | 43% |
| Pemberton Heights | 0 | 1 | NA* |
| Pemberton | 17 | 7 | 41% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 1 | 0 | NA |
| Roche Point | 28 | 5 | 18% |
| Seymour | 3 | 1 | 33% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 0 | 0 | NA |
| Upper Lonsdale | 8 | 5 | 63% |
| Westlynn | 3 | 1 | 33% |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 301 | 97 | 32% |

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 61% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynn timer, Roche Point and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, Lynn Valley, Upper Lonsdale and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|------------|-----------|-------------|
| \$0 – 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 | 0 | 0 | NA |
| 700,001 – 800,000 | 1 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 1 | 0 | NA |
| 1,000,001 – 1,250,000 | 1 | 0 | NA |
| 1,250,001 – 1,500,000 | 6 | 3 | 50% |
| 1,500,001 – 1,750,000 | 8 | 3 | 38% |
| 1,750,001 – 2,000,000 | 20 | 4 | 20% |
| 2,000,001 – 2,250,000 | 12 | 2 | 17% |
| 2,250,001 – 2,500,000 | 41 | 2 | 5% |
| 2,500,001 – 2,750,000 | 26 | 3 | 12% |
| 2,750,001 – 3,000,000 | 61 | 1 | 2% |
| 3,000,001 – 3,500,000 | 55 | 1 | 2% |
| 3,500,001 – 4,000,000 | 43 | 2 | 5% |
| 4,000,001 – 4,500,000 | 38 | 0 | NA |
| 4,500,001 – 5,000,000 | 40 | 3 | 8% |
| 5,000,001 & Greater | 174 | 3 | 2% |
| TOTAL* | 527 | 27 | 5% |

| | | | |
|-------------------|------------|-----------|-----------|
| 2 Bedrooms & Less | 15 | 1 | 7% |
| 3 to 4 Bedrooms | 235 | 13 | 6% |
| 5 to 6 Bedrooms | 245 | 11 | 4% |
| 7 Bedrooms & More | 32 | 2 | 6% |
| TOTAL* | 527 | 27 | 5% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 561 | 527 | -6% |
| Solds | 32 | 27 | -16% |
| Sale Price | \$2,470,000 | \$2,500,000 | 1% |
| Sale Price SQFT | \$783 | \$708 | -10% |
| Sale to List Price Ratio | 86% | 96% | 12% |
| Days on Market | 53 | 58 | 9% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|------------|-----------|-------------|
| Altamont | 20 | 0 | NA |
| Ambleside | 49 | 3 | 6% |
| Bayridge | 14 | 2 | 14% |
| British Properties | 87 | 7 | 8% |
| Canterbury | 10 | 0 | NA |
| Caulfield | 24 | 2 | 8% |
| Cedardale | 8 | 0 | NA |
| Chartwell | 35 | 0 | NA |
| Chelsea Park | 4 | 0 | NA |
| Cypress | 8 | 0 | NA |
| Cypress Park Estates | 19 | 1 | 5% |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 38 | 1 | 3% |
| Eagle Harbour | 23 | 2 | 9% |
| Eagleridge | 6 | 1 | 17% |
| Furry Creek | 5 | 0 | NA |
| Gleneagles | 7 | 1 | 14% |
| Glenmore | 25 | 1 | 4% |
| Horseshoe Bay | 3 | 1 | 33% |
| Howe Sound | 9 | 1 | 11% |
| Lions Bay | 20 | 2 | 10% |
| Old Caulfield | 4 | 0 | NA |
| Panorama Village | 1 | 0 | NA |
| Park Royal | 1 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 16 | 0 | NA |
| Rockridge | 7 | 0 | NA |
| Sandy Cove | 4 | 0 | NA |
| Sentinel Hill | 20 | 0 | NA |
| Upper Caulfield | 10 | 0 | NA |
| West Bay | 8 | 1 | 13% |
| Westhill | 9 | 0 | NA |
| Westmount | 17 | 1 | 6% |
| Whitby Estates | 9 | 0 | NA |
| Whytecliff | 6 | 0 | NA |
| TOTAL* | 527 | 27 | 5% |

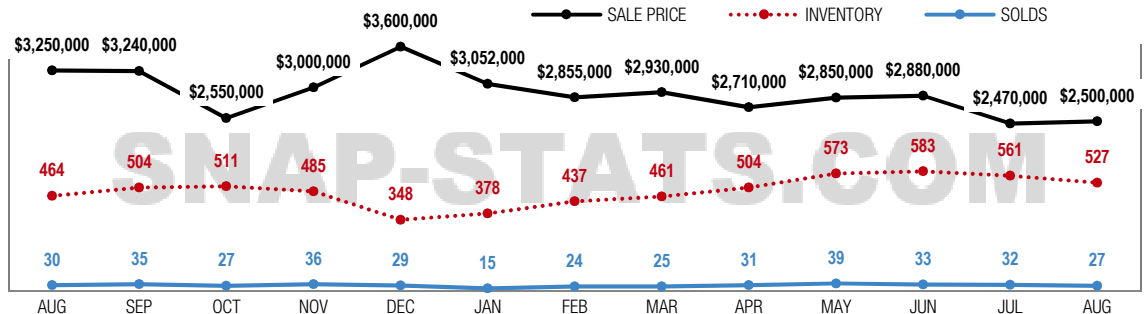
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3.5 mil, Dundarave and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in West Bay and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 2 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 5 | 0 | NA |
| 600,001 – 700,000 | 5 | 3 | 60% |
| 700,001 – 800,000 | 3 | 0 | NA |
| 800,001 – 900,000 | 6 | 1 | 17% |
| 900,001 – 1,000,000 | 5 | 3 | 60% |
| 1,000,001 – 1,250,000 | 9 | 2 | 22% |
| 1,250,001 – 1,500,000 | 11 | 1 | 9% |
| 1,500,001 – 1,750,000 | 16 | 1 | 6% |
| 1,750,001 – 2,000,000 | 11 | 0 | NA |
| 2,000,001 – 2,250,000 | 7 | 1 | 14% |
| 2,250,001 – 2,500,000 | 8 | 1 | 13% |
| 2,500,001 – 2,750,000 | 8 | 2 | 25% |
| 2,750,001 – 3,000,000 | 3 | 0 | NA |
| 3,000,001 – 3,500,000 | 4 | 0 | NA |
| 3,500,001 – 4,000,000 | 1 | 1 | 100% |
| 4,000,001 – 4,500,000 | 2 | 0 | NA |
| 4,500,001 – 5,000,000 | 5 | 0 | NA |
| 5,000,001 & Greater | 6 | 0 | NA |
| TOTAL* | 117 | 16 | 14% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 26 | 5 | 19% |
| 2 Bedrooms | 63 | 10 | 16% |
| 3 Bedrooms | 24 | 1 | 4% |
| 4 Bedrooms & Greater | 4 | 0 | NA |
| TOTAL* | 117 | 16 | 14% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 126 | 117 | -7% |
| Solds | 22 | 16 | -27% |
| Sale Price | \$1,297,500 | \$1,040,000 | -20% |
| Sale Price SQFT | \$1,086 | \$924 | -15% |
| Sale to List Price Ratio | 100% | 97% | -3% |
| Days on Market | 24 | 17 | -29% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

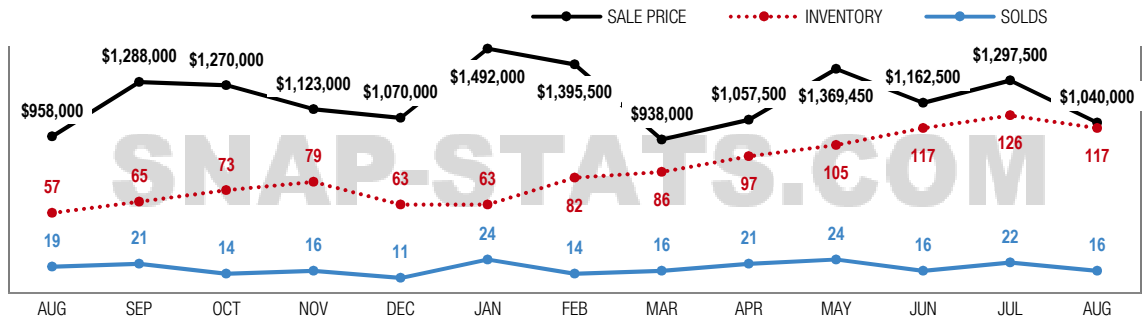
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 24 | 4 | 17% |
| Bayridge | 0 | 0 | NA |
| British Properties | 2 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 7 | 1 | 14% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 0 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 3 | 4 | 133%* |
| Deer Ridge | 5 | 1 | 20% |
| Dundarave | 21 | 4 | 19% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 3 | 1 | 33% |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 0 | NA |
| Horseshoe Bay | 7 | 1 | 14% |
| Howe Sound | 2 | 0 | NA |
| Lions Bay | 1 | 0 | NA |
| Old Caulfield | 3 | 0 | NA |
| Panorama Village | 15 | 0 | NA |
| Park Royal | 18 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 0 | 0 | NA |
| Rockridge | 0 | 0 | NA |
| Sandy Cove | 0 | 0 | NA |
| Sentinel Hill | 0 | 0 | NA |
| Upper Caulfield | 1 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 5 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 117 | 16 | 14% |

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Ambleside and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 3 | 0 | NA |
| 300,001 – 400,000 | 2 | 0 | NA |
| 400,001 – 500,000 | 1 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 3 | 1 | 33% |
| 900,001 – 1,000,000 | 4 | 0 | NA |
| 1,000,001 – 1,250,000 | 19 | 6 | 32% |
| 1,250,001 – 1,500,000 | 100 | 13 | 13% |
| 1,500,001 – 1,750,000 | 131 | 11 | 8% |
| 1,750,001 – 2,000,000 | 123 | 5 | 4% |
| 2,000,001 – 2,250,000 | 45 | 2 | 4% |
| 2,250,001 – 2,500,000 | 91 | 4 | 4% |
| 2,500,001 – 2,750,000 | 56 | 3 | 5% |
| 2,750,001 – 3,000,000 | 68 | 1 | 1% |
| 3,000,001 – 3,500,000 | 48 | 5 | 10% |
| 3,500,001 – 4,000,000 | 43 | 1 | 2% |
| 4,000,001 – 4,500,000 | 17 | 0 | NA |
| 4,500,001 – 5,000,000 | 19 | 0 | NA |
| 5,000,001 & Greater | 18 | 0 | NA |
| TOTAL* | 793 | 52 | 7% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 43 | 0 | NA |
| 3 to 4 Bedrooms | 317 | 27 | 9% |
| 5 to 6 Bedrooms | 405 | 21 | 5% |
| 7 Bedrooms & More | 28 | 4 | 14% |
| TOTAL* | 793 | 52 | 7% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 804 | 793 | -1% |
| Solds | 77 | 52 | -32% |
| Sale Price | \$1,599,980 | \$1,570,500 | -2% |
| Sale Price SQFT | \$589 | \$611 | 4% |
| Sale to List Price Ratio | 91% | 91% | 0% |
| Days on Market | 46 | 47 | 2% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community DETACHED HOUSES

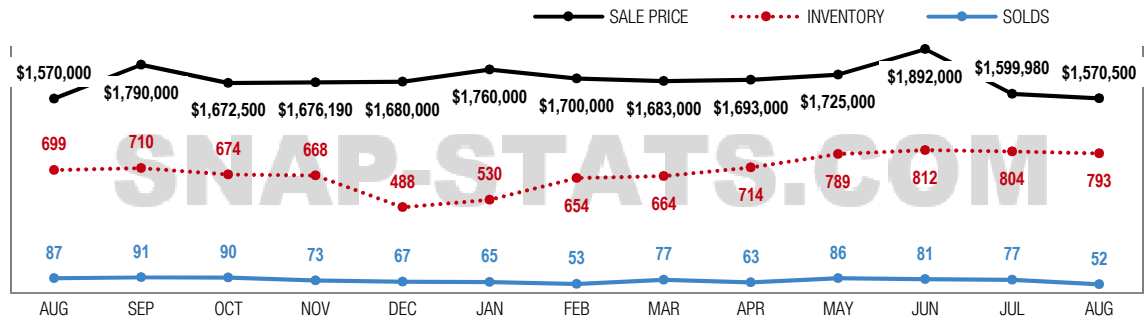
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 26 | 0 | NA |
| Bridgeport | 22 | 1 | 5% |
| Brighthouse | 24 | 0 | NA |
| Brighthouse South | 0 | 0 | NA |
| Broadmoor | 60 | 2 | 3% |
| East Cambie | 15 | 0 | NA |
| East Richmond | 4 | 0 | NA |
| Garden City | 34 | 2 | 6% |
| Gilmore | 2 | 0 | NA |
| Granville | 69 | 7 | 10% |
| Hamilton | 18 | 1 | 6% |
| Ironwood | 28 | 2 | 7% |
| Lackner | 36 | 1 | 3% |
| McLennan | 12 | 1 | 8% |
| McLennan North | 10 | 1 | 10% |
| McNair | 29 | 3 | 10% |
| Quilchena | 32 | 3 | 9% |
| Riverdale | 40 | 4 | 10% |
| Saunders | 44 | 4 | 9% |
| Sea Island | 7 | 0 | NA |
| Seafair | 57 | 3 | 5% |
| South Arm | 23 | 1 | 4% |
| Steveston North | 49 | 5 | 10% |
| Steveston South | 21 | 5 | 24% |
| Steveston Village | 12 | 1 | 8% |
| Terra Nova | 22 | 1 | 5% |
| West Cambie | 25 | 2 | 8% |
| Westwind | 14 | 1 | 7% |
| Woodwards | 58 | 1 | 2% |
| TOTAL* | 793 | 52 | 7% |

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 32% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Woodwards and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Steveston South and minimum 7 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 5 | 5 | 100% |
| 300,001 – 400,000 | 17 | 20 | 118%* |
| 400,001 – 500,000 | 60 | 32 | 53% |
| 500,001 – 600,000 | 110 | 37 | 34% |
| 600,001 – 700,000 | 140 | 33 | 24% |
| 700,001 – 800,000 | 132 | 24 | 18% |
| 800,001 – 900,000 | 106 | 24 | 23% |
| 900,001 – 1,000,000 | 102 | 14 | 14% |
| 1,000,001 – 1,250,000 | 105 | 16 | 15% |
| 1,250,001 – 1,500,000 | 37 | 3 | 8% |
| 1,500,001 – 1,750,000 | 11 | 1 | 9% |
| 1,750,001 – 2,000,000 | 3 | 0 | NA |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 3 | 1 | 33% |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 1 | 0 | NA |
| 4,000,001 – 4,500,000 | 2 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 837 | 210 | 25% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 116 | 60 | 52% |
| 2 Bedrooms | 374 | 92 | 25% |
| 3 Bedrooms | 246 | 42 | 17% |
| 4 Bedrooms & Greater | 101 | 16 | 16% |
| TOTAL* | 837 | 210 | 25% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 862 | 837 | -3% |
| Solds | 206 | 210 | 2% |
| Sale Price | \$653,950 | \$645,000 | -1% |
| Sale Price SQFT | \$712 | \$688 | -3% |
| Sale to List Price Ratio | 100% | 98% | -2% |
| Days on Market | 20 | 19 | -5% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

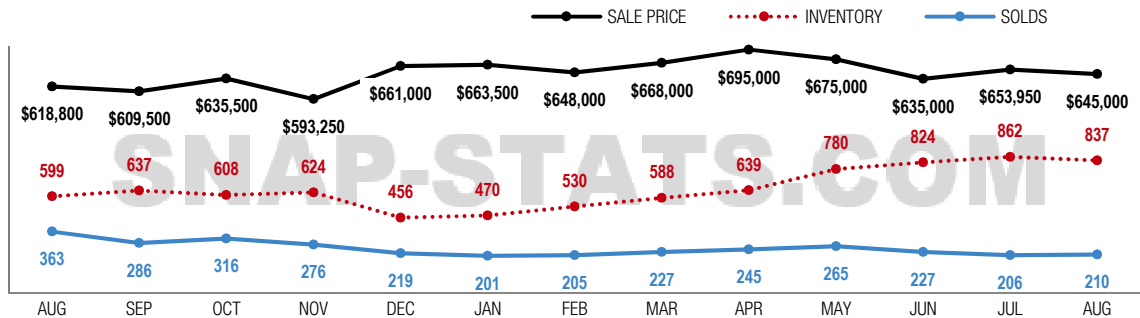
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 11 | 5 | 45% |
| Bridgeport | 24 | 2 | 8% |
| Brighthouse | 257 | 59 | 23% |
| Brighthouse South | 105 | 22 | 21% |
| Broadmoor | 7 | 3 | 43% |
| East Cambie | 7 | 4 | 57% |
| East Richmond | 3 | 0 | NA |
| Garden City | 9 | 0 | NA |
| Gilmore | 0 | 0 | NA |
| Granville | 18 | 6 | 33% |
| Hamilton | 9 | 2 | 22% |
| Ironwood | 19 | 4 | 21% |
| Lackner | 3 | 1 | 33% |
| McLennan | 0 | 0 | NA |
| McLennan North | 98 | 18 | 18% |
| McNair | 2 | 0 | NA |
| Quilchena | 5 | 2 | 40% |
| Riverdale | 21 | 0 | NA |
| Saunders | 14 | 0 | NA |
| Sea Island | 0 | 0 | NA |
| Seafair | 3 | 1 | 33% |
| South Arm | 7 | 5 | 71% |
| Steveston North | 6 | 4 | 67% |
| Steveston South | 35 | 11 | 31% |
| Steveston Village | 16 | 2 | 13% |
| Terra Nova | 15 | 6 | 40% |
| West Cambie | 124 | 50 | 40% |
| Westwind | 2 | 1 | 50% |
| Woodwards | 17 | 2 | 12% |
| TOTAL* | 837 | 210 | 25% |

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.75 mil, Bridgeport, Steveston Village and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Terra Nova, West Cambie and minimum 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 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 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 2 | 0 | NA |
| 900,001 – 1,000,000 | 6 | 3 | 50% |
| 1,000,001 – 1,250,000 | 39 | 7 | 18% |
| 1,250,001 – 1,500,000 | 49 | 2 | 4% |
| 1,500,001 – 1,750,000 | 17 | 2 | 12% |
| 1,750,001 – 2,000,000 | 10 | 1 | 10% |
| 2,000,001 – 2,250,000 | 6 | 0 | NA |
| 2,250,001 – 2,500,000 | 4 | 0 | NA |
| 2,500,001 – 2,750,000 | 5 | 0 | NA |
| 2,750,001 – 3,000,000 | 8 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 0 | NA |
| 3,500,001 – 4,000,000 | 3 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 154 | 15 | 10% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 5 | 0 | NA |
| 3 to 4 Bedrooms | 117 | 12 | 10% |
| 5 to 6 Bedrooms | 30 | 3 | 10% |
| 7 Bedrooms & More | 2 | 0 | NA |
| TOTAL* | 154 | 15 | 10% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 172 | 154 | -10% |
| Solds | 14 | 15 | 7% |
| Sale Price | \$1,390,000 | \$1,110,000 | -20% |
| Sale Price SQFT | \$533 | \$446 | -16% |
| Sale to List Price Ratio | 95% | 99% | 4% |
| Days on Market | 54 | 64 | 19% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community DETACHED HOUSES

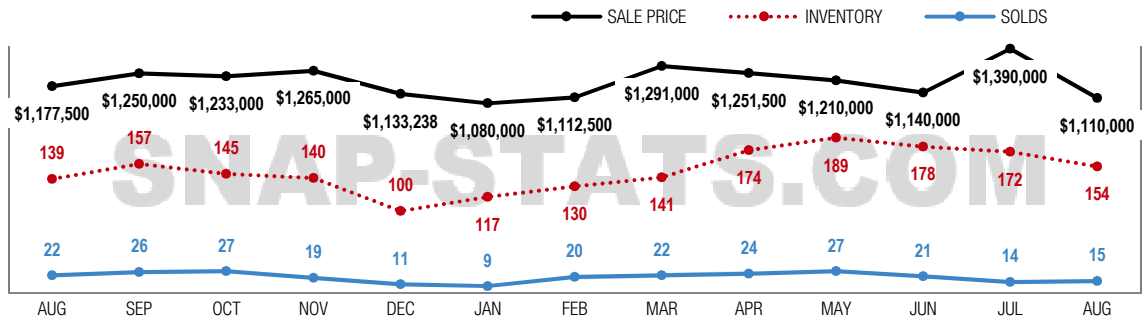
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 15 | 2 | 13% |
| Boundary Beach | 18 | 1 | 6% |
| Cliff Drive | 25 | 2 | 8% |
| English Bluff | 17 | 0 | NA |
| Pebble Hill | 40 | 3 | 8% |
| Tsawwassen Central | 28 | 5 | 18% |
| Tsawwassen East | 11 | 2 | 18% |
| TOTAL* | 154 | 15 | 10% |

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Boundary Beach, Cliff Drive and Pebble Hill
- Sellers Best Bet** Selling homes in Tsawwassen Cental / East and 3 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 5 | 2 | 40% |
| 500,001 – 600,000 | 8 | 3 | 38% |
| 600,001 – 700,000 | 16 | 3 | 19% |
| 700,001 – 800,000 | 8 | 0 | NA |
| 800,001 – 900,000 | 4 | 0 | NA |
| 900,001 – 1,000,000 | 4 | 0 | NA |
| 1,000,001 – 1,250,000 | 2 | 0 | NA |
| 1,250,001 – 1,500,000 | 2 | 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 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 52 | 8 | 15% |

| | | | |
|----------------------|----|---|-----|
| 0 to 1 Bedroom | 5 | 1 | 20% |
| 2 Bedrooms | 32 | 6 | 19% |
| 3 Bedrooms | 15 | 1 | 7% |
| 4 Bedrooms & Greater | 0 | 0 | NA |
| TOTAL* | 52 | 8 | 15% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 62 | 52 | -16% |
| Solds | 9 | 8 | -11% |
| Sale Price | \$570,000 | \$572,500 | 0% |
| Sale Price SQFT | \$501 | \$458 | -9% |
| Sale to List Price Ratio | 95% | 96% | 1% |
| Days on Market | 21 | 33 | 57% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

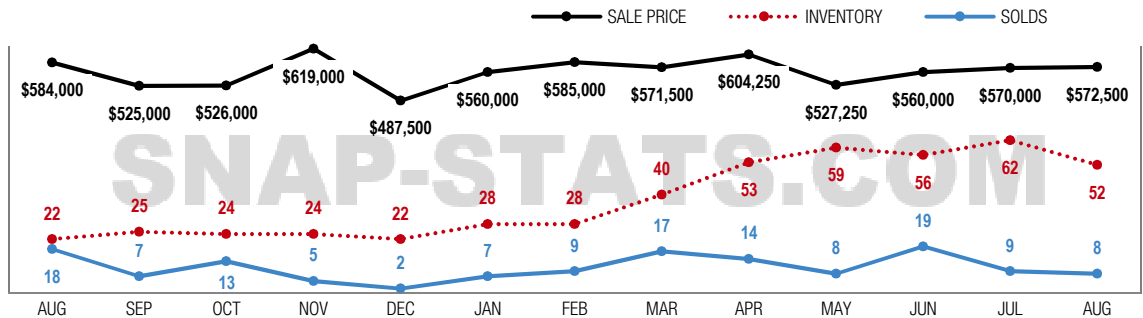
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 11 | 2 | 18% |
| Boundary Beach | 1 | 0 | NA |
| Cliff Drive | 35 | 4 | 11% |
| English Bluff | 0 | 0 | NA |
| Pebble Hill | 0 | 0 | NA |
| Tsawwassen Central | 5 | 1 | 20% |
| Tsawwassen East | 0 | 1 | NA* |
| TOTAL* | 52 | 8 | 15% |

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000, Cliff Drive and 3 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 1 | 1 | 100% |
| 300,001 – 400,000 | 1 | 0 | NA |
| 400,001 – 500,000 | 1 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 3 | 0 | NA |
| 700,001 – 800,000 | 0 | 2 | NA* |
| 800,001 – 900,000 | 8 | 2 | 25% |
| 900,001 – 1,000,000 | 21 | 4 | 19% |
| 1,000,001 – 1,250,000 | 33 | 2 | 6% |
| 1,250,001 – 1,500,000 | 12 | 0 | NA |
| 1,500,001 – 1,750,000 | 8 | 0 | NA |
| 1,750,001 – 2,000,000 | 5 | 0 | NA |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 1 | 50% |
| 2,500,001 – 2,750,000 | 1 | 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 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL* | 99 | 12 | 12% |

| | | | |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 14 | 4 | 29% |
| 3 to 4 Bedrooms | 65 | 7 | 11% |
| 5 to 6 Bedrooms | 18 | 1 | 6% |
| 7 Bedrooms & More | 2 | 0 | NA |
| TOTAL* | 99 | 12 | 12% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-----------|----------|
| Inventory | 109 | 99 | -9% |
| Solds | 19 | 12 | -37% |
| Sale Price | \$1,035,000 | \$947,500 | -8% |
| Sale Price SQFT | \$447 | \$536 | 20% |
| Sale to List Price Ratio | 96% | 96% | 0% |
| Days on Market | 43 | 45 | 5% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community DETACHED HOUSES

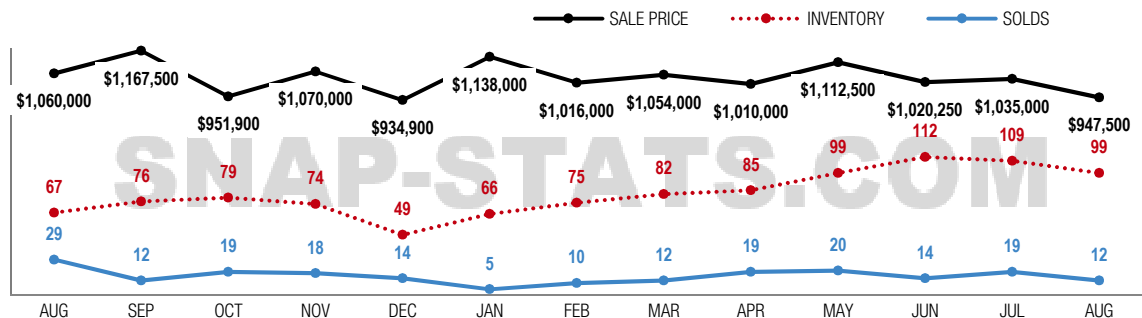
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Delta Manor | 8 | 0 | NA |
| East Delta | 2 | 0 | NA |
| Hawthorne | 21 | 6 | 29% |
| Holly | 18 | 3 | 17% |
| Ladner Elementary | 25 | 0 | NA |
| Ladner Rural | 3 | 0 | NA |
| Neilsen Grove | 10 | 2 | 20% |
| Port Guichon | 10 | 0 | NA |
| Westham Island | 2 | 1 | 50% |
| TOTAL* | 99 | 12 | 12% |

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Holly and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 2 | 0 | NA |
| 400,001 – 500,000 | 2 | 1 | 50% |
| 500,001 – 600,000 | 10 | 2 | 20% |
| 600,001 – 700,000 | 3 | 3 | 100% |
| 700,001 – 800,000 | 8 | 0 | NA |
| 800,001 – 900,000 | 8 | 1 | 13% |
| 900,001 – 1,000,000 | 5 | 1 | 20% |
| 1,000,001 – 1,250,000 | 3 | 1 | 33% |
| 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 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 41 | 9 | 22% |

| | | | |
|----------------------|----|---|-----|
| 0 to 1 Bedroom | 4 | 1 | 25% |
| 2 Bedrooms | 9 | 3 | 33% |
| 3 Bedrooms | 20 | 3 | 15% |
| 4 Bedrooms & Greater | 8 | 2 | 25% |
| TOTAL* | 41 | 9 | 22% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 30 | 41 | 37% |
| Solds | 9 | 9 | 0% |
| Sale Price | \$542,500 | \$679,000 | 25% |
| Sale Price SQFT | \$489 | \$499 | 2% |
| Sale to List Price Ratio | 99% | 100% | 1% |
| Days on Market | 22 | 20 | -9% |

*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Community CONDOS & TOWNHOMES

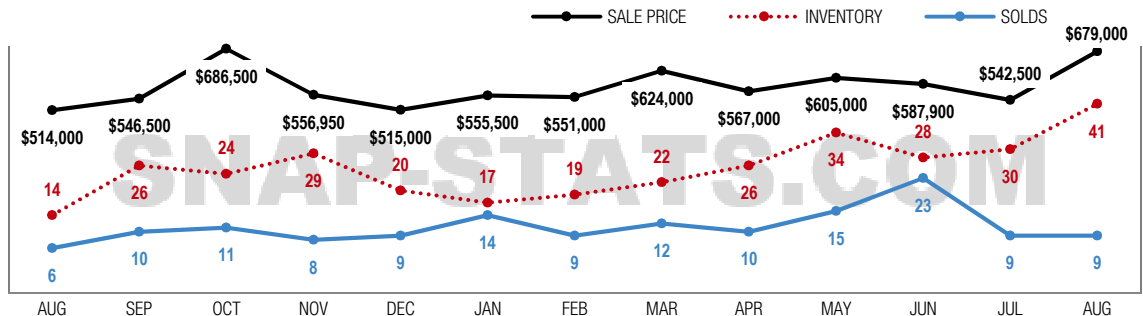
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Delta Manor | 6 | 2 | 33% |
| East Delta | 1 | 1 | 100% |
| Hawthorne | 8 | 3 | 38% |
| Holly | 2 | 0 | NA |
| Ladner Elementary | 8 | 1 | 13% |
| Ladner Rural | 0 | 0 | NA |
| Neilsen Grove | 16 | 2 | 13% |
| Port Guichon | 0 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 41 | 9 | 22% |

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Ladner Elementary, Neilsen Grove and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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