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

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# SnapStats VANCOUVER DOWNTOWN SEPTEMBER 2018

### Price Band & Bedroom CONDOS & TOWNHOMES

Theo Bund & Bouro	0011200		MEO
	Inventory	Sales	Sales Ratio
\$0-300,000	0	1	NA*
300,001 - 400,000	2	3	150%*
400,001 - 500,000	13	5	38%
500,001 - 600,000	36	13	36%
600,001 - 700,000	83	24	29%
700,001 - 800,000	85	14	16%
800,001 - 900,000	71	12	17%
900,001 - 1,000,000	60	9	15%
1,000,001 - 1,250,000	77	17	22%
1,250,001 - 1,500,000	78	11	14%
1,500,001 - 1,750,000	42	5	12%
1,750,001 - 2,000,000	49	3	6%
2,000,001 - 2,250,000	19	3	16%
2,250,001 - 2,500,000	18	0	NA
2,500,001 - 2,750,000	10	1	10%
2,750,001 - 3,000,000	14	3	21%
3,000,001 - 3,500,000	26	0	NA
3,500,001 - 4,000,000	14	0	NA
4,000,001 - 4,500,000	7	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 & Greater	42	2	5%
TOTAL*	754	126	17%
0 to 1 Bedroom	291	59	20%
2 Bedrooms	366	59	16%
3 Bedrooms	90	8	9%
4 Bedrooms & Greater	7	0	NA
TOTAL*	754	126	17%
SnapStats®	August	September	Variance
Inventory	627	754	20%
Solds	152	126	-17%
Sale Price	\$794,000	\$843,500	6%

### Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	101	12	12%
Downtown	312	53	17%
Westend	143	25	17%
Yaletown	198	36	18%
TOTAL*	754	126	17%

\*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**

Sale to List Price Ratio

Sale Price SQFT

Days on Market

- Market Type Indicator VANCOUVER DOWNTOWN ATTACHED: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling ra
- Homes are selling on average 3% below list price

\$1,043

97%

19

\$1,094

99%

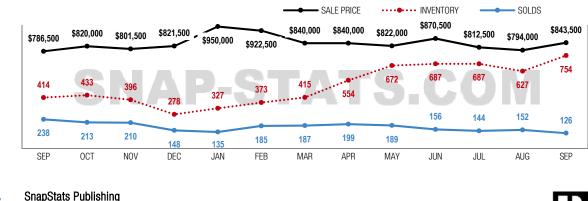
17

- Most Active Price Band\*\* \$400,000 to \$500,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Yaletown and up to 1 bedroom properties \*\*With minimum inventory of 10 in most instances

-5%

-2%

12%



### 13 Month Market Trend

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## VANCOUVER WESTSIDE SEPTEMBER 2018

### Price Band & Bedroom DETACHED HOUSES

**SnapStats**<sup>®</sup>

The Bund & Bouro	BEINIONE	DINCOOLO	
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	0	1	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	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	1	1	100%
1,750,001 - 2,000,000	12	1	8%
2,000,001 - 2,250,000	14	2	14%
2,250,001 - 2,500,000	34	2	6%
2,500,001 - 2,750,000	37	9	24%
2,750,001 - 3,000,000	52	8	15%
3,000,001 - 3,500,000	74	6	8%
3,500,001 - 4,000,000	114	1	1%
4,000,001 - 4,500,000	76	2	3%
4,500,001 - 5,000,000	62	1	2%
5,000,001 & Greater	274	5	2%
TOTAL*	754	39	5%
2 Bedrooms & Less	25	0	NA
3 to 4 Bedrooms	261	22	8%
5 to 6 Bedrooms	389	15	4%
7 Bedrooms & More	79	2	3%
TOTAL*	754	39	5%
SnapStats®	August	September	Variance
Inventory	710	754	6%
Solds	59	39	-34%
Sale Price	\$2,900,000	\$2,900,000	0%
O L D L OOFT	A1 000	A1 005	10/

\$1,029

91%

56

ChanCtata®	Inventory	Calaa	Colos Dotio
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	32	2	6%
Cambie	48	0	NA
Dunbar	108	5	5%
Fairview	0	0	NA
Falsecreek	2	0	NA
Kerrisdale	58	7	12%
Kitsilano	43	2	5%
Mackenzie Heights	27	1	4%
Marpole	57	3	5%
Mount Pleasant	3	0	NA
Oakridge	15	2	13%
Point Grey	65	4	6%
Quilchena	27	2	7%
SW Marine	29	3	10%
Shaughnessy	78	0	NA
South Cambie	20	0	NA
South Granville	92	3	3%
Southlands	29	3	10%
University	21	2	10%
TOTAL*	754	39	5%
-			

**Community** DETACHED HOUSES

\*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**

Sale to List Price Ratio

Sale Price SQFT

Days on Market

#### Market Type Indicator VANCOUVER WESTSIDE DETACHED: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)

· Homes are selling on average 6% below list price

1%

3%

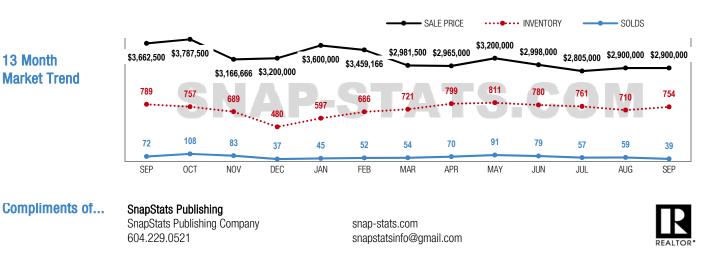
-13%

\$1,035

94%

49

- Most Active Price Band\*\* \$2.5 mil to \$2.75 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$3.5 mil to \$4 mil, South Granville and minimum 5 bedroom properties
- Sellers Best Bet\*\* Selling homes in Kerrisdale, Oakridge and 3 to 4 bedroom properties \*\*With minimum inventory of 10 in most instances



## VANCOUVER WESTSIDE SEPTEMBER 2018

### Price Band & Bedroom CONDOS & TOWNHOMES

**SnapStats**<sup>®</sup>

The Dana & Deuroe			IVILO
SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	0	0	NA
300,001 - 400,000	3	2	67%
400,001 - 500,000	10	3	30%
500,001 - 600,000	57	17	30%
600,001 - 700,000	82	18	22%
700,001 - 800,000	62	9	15%
800,001 - 900,000	78	10	13%
900,001 - 1,000,000	70	9	13%
1,000,001 - 1,250,000	107	21	20%
1,250,001 - 1,500,000	112	10	9%
1,500,001 - 1,750,000	50	6	12%
1,750,001 - 2,000,000	56	1	2%
2,000,001 - 2,250,000	16	2	13%
2,250,001 - 2,500,000	19	0	NA
2,500,001 - 2,750,000	13	2	15%
2,750,001 - 3,000,000	15	1	7%
3,000,001 - 3,500,000	5	0	NA
3,500,001 - 4,000,000	5	0	NA
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	2	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	767	111	14%
0 to 1 Bedroom	200	44	22%
2 Bedrooms	395	53	13%
3 Bedrooms	152	12	8%
4 Bedrooms & Greater	20	2	10%
TOTAL*	767	111	14%
SnapStats®	August	September	Variance
Inventory	643	767	19%
Solds	157	111	-29%
Sale Price	\$881,000	\$860,000	-2%

\$942

98%

23

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	59	5	8%
Dunbar	6	2	33%
Fairview	130	19	15%
Falsecreek	82	14	17%
Kerrisdale	36	3	8%
Kitsilano	120	28	23%
Mackenzie Heights	2	0	NA
Marpole	80	11	14%
Mount Pleasant	15	4	27%
Oakridge	20	2	10%
Point Grey	10	1	10%
Quilchena	21	3	14%
SW Marine	15	0	NA
Shaughnessy	15	1	7%
South Cambie	16	2	13%
South Granville	17	1	6%
Southlands	2	0	NA
University	121	15	12%
TOTAL*	767	111	14%

**Community** CONDOS & TOWNHOMES

\*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**

Sale to List Price Ratio

Sale Price SQFT

Days on Market

13 Month

- Market Type Indicator VANCOUVER WESTSIDE ATTACHED: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price

\$933

96%

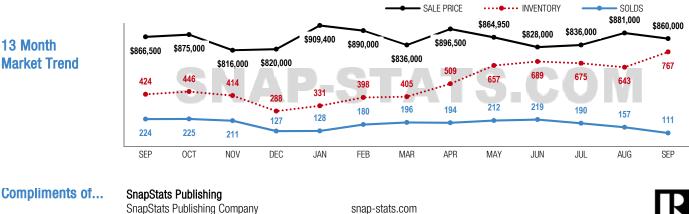
18

-1%

-2%

-22%

- Most Active Price Band\*\* \$400,000 to \$600,000 with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Cambie, Kerrisdale, Shaughnessy, South Granville and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Kitsilano, Mount Pleasant and up to 1 bedroom properties \*\*With minimum inventory of 10 in most instances



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## VANCOUVER EASTSIDE SEPTEMBER 2018

### Price Band & Bedroom DETACHED HOUSES

**SnapStats** 

Theo Build & Bouroe	DEMICINE	DINCOULO	
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	6	1	17%
1,000,001 - 1,250,000	29	9	31%
1,250,001 - 1,500,000	141	22	16%
1,500,001 - 1,750,000	152	20	13%
1,750,001 - 2,000,000	128	6	5%
2,000,001 - 2,250,000	64	5	8%
2,250,001 - 2,500,000	85	6	7%
2,500,001 - 2,750,000	48	2	4%
2,750,001 - 3,000,000	76	1	1%
3,000,001 - 3,500,000	31	0	NA
3,500,001 - 4,000,000	10	0	NA
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	3	0	NA
5,000,001 & Greater	8	0	NA
TOTAL*	785	72	9%
2 Bedrooms & Less	58	3	5%
3 to 4 Bedrooms	259	31	12%
5 to 6 Bedrooms	352	32	9%
7 Bedrooms & More	116	6	5%
TOTAL*	785	72	9%
SnapStats®	August	September	Variance
Inventory	765	785	3%
Solds	57	72	26%
Sale Price	\$1,550,000	\$1,550,000	0%

\$716

97%

24

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SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	113	3	3%
Downtown	0	0	NA
Fraser	54	10	19%
Fraserview	34	1	3%
Grandview	66	7	11%
Hastings	19	2	11%
Hastings East	25	2	8%
Killarney	57	13	23%
Knight	59	6	10%
Main	31	3	10%
Mount Pleasant	14	0	NA
Renfrew Heights	45	8	18%
Renfrew	114	10	9%
South Vancouver	94	5	5%
Victoria	59	2	3%
TOTAL*	785	72	9%

**Community** DETACHED HOUSES

\*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**

Sale to List Price Ratio

Sale Price SQFT

Days on Market

#### Market Type Indicator VANCOUVER EASTSIDE DETACHED: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)

• Homes are selling on average 3% below list price

\$647

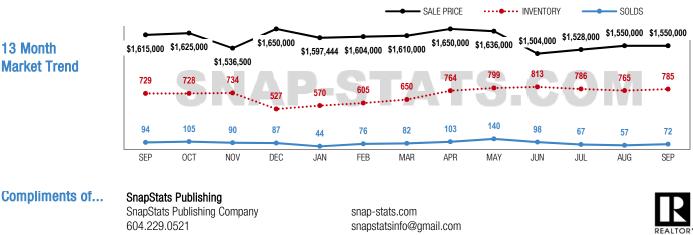
97%

25

- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Collingwood, Fraserview, South Vancouver and Victoria
- · Sellers Best Bet\*\* Selling homes in Killarney and 3 to 4 bedroom properties \*\*With minimum inventory of 10 in most instances

-10%

0% 4%



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### 13 Month **Market Trend**

## VANCOUVER EASTSIDE SEPTEMBER 2018

### Price Band & Bedroom CONDOS & TOWNHOMES

Snap Stats

The Dana & Deuroo			IVILO
SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	0	0	NA
300,001 - 400,000	6	5	83%
400,001 - 500,000	75	14	19%
500,001 - 600,000	122	35	29%
600,001 - 700,000	87	21	24%
700,001 - 800,000	72	17	24%
800,001 - 900,000	47	7	15%
900,001 - 1,000,000	37	8	22%
1,000,001 - 1,250,000	42	7	17%
1,250,001 - 1,500,000	23	1	4%
1,500,001 - 1,750,000	12	1	8%
1,750,001 - 2,000,000	5	0	NA
2,000,001 - 2,250,000	1	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	1	0	NA
3,500,001 - 4,000,000	1	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*	534	116	22%
0 to 1 Dodroom	100	50	200/
0 to 1 Bedroom	199	59	30%
2 Bedrooms	232 93	36 19	16% 20%
3 Bedrooms	93 10	2	20%
4 Bedrooms & Greater TOTAL*	534	2 116	20%
TUTAL	004	110	2270
SnapStats®	August	September	Variance
Inventory	412	534	30%
Solds	131	116	-11%
Sale Price	\$635,000	\$630,000	-1%
Sale Price SQFT	\$869	\$845	-3%
0 I I II I D I D II	000/	0.00/	00/

98%

19

### Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	65	16	25%
Collingwood	118	21	18%
Downtown	37	3	8%
Fraser	13	7	54%
Fraserview	28	2	7%
Grandview	19	8	42%
Hastings	39	10	26%
Hastings East	10	4	40%
Killarney	16	3	19%
Knight	11	2	18%
Main	18	7	39%
Mount Pleasant	121	31	26%
Renfrew Heights	2	0	NA
Renfrew	12	1	8%
South Vancouver	9	0	NA
Victoria	16	1	6%
TOTAL*	534	116	22%

\*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**

Sale to List Price Ratio

Days on Market

- Market Type Indicator VANCOUVER EASTSIDE ATTACHED: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- · Homes are selling on average 2% below list price

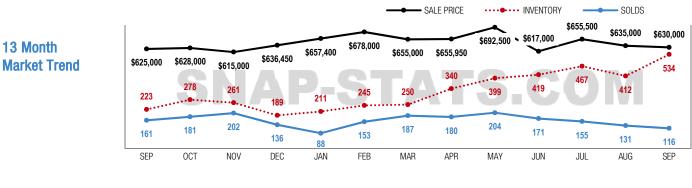
0%

-37%

98%

12

- Most Active Price Band\*\* \$500,000 to \$600,000 with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Downtown, Fraserview, Renfrew, Victoria and 2 bedroom properties
- · Sellers Best Bet\*\* Selling homes in Fraser, Grandview, Hastings East, Main and up to 1 bedroom properties \*\*With minimum inventory of 10 in most instances



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## NORTH VANCOUVER



### Price Band & Bedroom DETACHED HOUSES

Snap Stats<sup>®</sup>

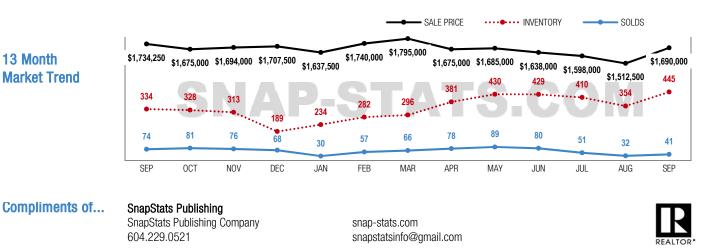
### Community DETACHED HOUSES

The Dana & Deuroe		DHOUDLU		Community DETROTED T	UUULU		
SnapStats®	Inventory	Sales	Sales Ratio	SnapStats®	Inventory	Sales	Sales Rati
\$0-300,000	0	0	NA	Blueridge	15	1	7%
300,001 - 400,000	0	0	NA	Boulevard	17	2	12%
400,001 - 500,000	0	0	NA	Braemar	4	0	NA
500,001 - 600,000	1	0	NA	Calverhall	9	1	11%
600,001 - 700,000	0	0	NA	Canyon Heights	49	5	10%
700,001 - 800,000	0	0	NA	Capilano	8	0	NA
800,001 - 900,000	0	0	NA	Central Lonsdale	20	3	15%
900,001 - 1,000,000	3	0	NA	Deep Cove	13	2	15%
1,000,001 - 1,250,000	14	3	21%	Delbrook	5	1	20%
1,250,001 - 1,500,000	61	10	16%	Dollarton	16	0	NA
1,500,001 - 1,750,000	66	9	14%	Edgemont	30	4	13%
1,750,001 - 2,000,000	66	9	14%	Forest Hills	16	0	NA
2,000,001 - 2,250,000	37	5	14%	Grouse Woods	6	0	NA
2,250,001 - 2,500,000	63	1	2%	Hamilton	11	0	NA
2,500,001 - 2,750,000	28	0	NA	Hamilton Heights	1	0	NA
2,750,001 - 3,000,000	35	1	3%	Indian Arm	5	0	NA
3,000,001 - 3,500,000	31	1	3%	Indian River	4	2	50%
3,500,001 - 4,000,000	23	2	9%	Lower Lonsdale	11	1	9%
4,000,001 - 4,500,000	9	0	NA	Lynn Valley	45	7	16%
4,500,001 - 5,000,000	5	0	NA	Lynnmour	2	0	NA
5,000,001 & Greater	3	0	NA	Norgate	12	0	NA
TOTAL*	445	41	9%	Northlands	1	0	NA
				Pemberton Heights	13	2	15%
2 Bedrooms & Less	19	0	NA	Pemberton	12	1	8%
3 to 4 Bedrooms	202	18	9%	Princess Park	6	0	NA
5 to 6 Bedrooms	185	22	12%	Queensbury	7	1	14%
7 Bedrooms & More	39	1	3%	Roche Point	2	1	50%
TOTAL*	445	41	9%	Seymour	7	1	14%
				Tempe	3	0	NA
SnapStats®	August	September	Variance	Upper Delbrook	25	2	8%
Inventory	354	445	26%	Upper Lonsdale	47	2	4%
Solds	32	41	28%	Westlynn	14	0	NA
Sale Price	\$1,512,500	\$1,690,000	12%	Westlynn Terrace	3	0	NA
Sale Price SQFT	\$575	\$598	4%	Windsor Park	2	1	50%
Sale to List Price Ratio	92%	97%	5%	Woodlands-Sunshine Cascade	4	1	25%
Days on Market	48	25	-48%	TOTAL*	445	41	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.

### **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 3% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil, Upper Lonsdale and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lynn Valley and 5 to 6 bedroom properties \*\*With minimum inventory of 10 in most instances



# Snap Stats NORTH VANCOUVER



### Price Band & Bedroom CONDOS & TOWNHOMES

### Community CONDOS & TOWNHOMES

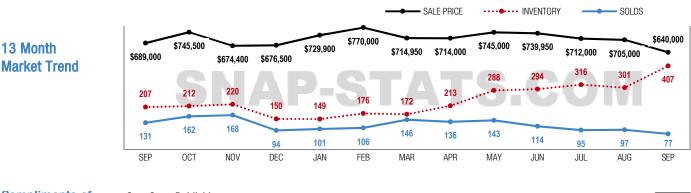
		0.1					
SnapStats®	Inventory	Sales	Sales Ratio	SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	1	0	NA	Blueridge	1	0	NA
300,001 - 400,000	7	6	86%	Boulevard	0	0	NA
400,001 - 500,000	32	9	28%	Braemar	0	0	NA
500,001 - 600,000	57	20	35%	Calverhall	0	0	NA
600,001 - 700,000	54	11	20%	Canyon Heights	0	0	NA
700,001 - 800,000	46	7	15%	Capilano	2	0	NA
800,001 - 900,000	48	5	10%	Central Lonsdale	90	10	11%
900,001 - 1,000,000	50	4	8%	Deep Cove	4	1	25%
1,000,001 - 1,250,000	66	10	15%	Delbrook	1	1	100%
1,250,001 - 1,500,000	28	4	14%	Dollarton	4	1	25%
1,500,001 - 1,750,000	6	0	NA	Edgemont	5	1	20%
1,750,001 - 2,000,000	5	1	20%	Forest Hills	0	0	NA
2,000,001 - 2,250,000	2	0	NA	Grouse Woods	1	0	NA
2,250,001 - 2,500,000	2	0	NA	Hamilton	27	2	7%
2,500,001 - 2,750,000	0	0	NA	Hamilton Heights	0	0	NA
2,750,001 - 3,000,000	1	0	NA	Indian Arm	0	0	NA
3,000,001 - 3,500,000	2	0	NA	Indian River	5	0	NA
3,500,001 - 4,000,000	0	0	NA	Lower Lonsdale	86	20	23%
4,000,001 - 4,500,000	0	0	NA	Lynn Valley	15	9	60%
4,500,001 - 5,000,000	0	0	NA	Lynnmour	69	9	13%
5,000,001 & Greater	0	0	NA	Norgate	13	1	8%
TOTAL*	407	77	19%	Northlands	9	4	44%
				Pemberton Heights	1	0	NA
0 to 1 Bedroom	108	30	28%	Pemberton	25	4	16%
2 Bedrooms	203	30	15%	Princess Park	0	0	NA
3 Bedrooms	80	13	16%	Queensbury	1	Ũ	NA
4 Bedrooms & Greater	16	4	25%	Roche Point	34	7	21%
TOTAL*	407	77	19%	Seymour	5	1	20%
				Tempe	0	0	NA
SnapStats®	August	September	Variance	Upper Delbrook	1	0	NA
Inventory	301	407	35%	Upper Lonsdale	5	6	120%*
Solds	97	77	-21%	Westlynn	3	0	NA
Sale Price	\$705,000	\$640,000	-9%	Westlynn Terrace	0	0	NA
Sale Price SQFT	\$748	\$675	-10%	Windsor Park	0	0	NA
Sale to List Price Ratio	98%	99%	1%	Woodlands-Sunshine Cascade	0	0	NA
Days on Market	16	11	-31%	TOTAL*	407	77	19%
Days on Market	10	11	0170	IUIAL	-101	11	10/0

\*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.

#### **Market Summary**

13 Month

- Market Type Indicator NORTH VANCOUVER ATTACHED: Balanced Market at 19% Sales Ratio average (1.9 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 35% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$900,000 to \$1 mil, Hamilton, Norgate and 2 to 3 bedroom properties
- · Sellers Best Bet\*\* Selling homes in Lynn Valley, Northlands and up to 1 bedroom properties \*\*With minimum inventory of 10 in most instances



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### WEST VANCOUVER

### SEPTEMBER 2018

### Price Band & Bedroom DETACHED HOUSES

SnapStats<sup>®</sup>

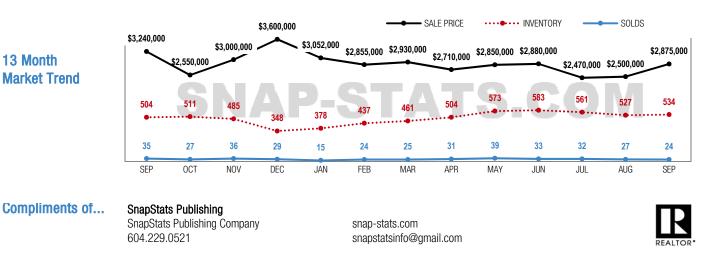
### **Community** DETACHED HOUSES

						<u>.</u>	
SnapStats®	Inventory	Sales	Sales Ratio	SnapStats®	Inventory	Sales	Sales Rati
\$0 - 300,000	0	0	NA	Altamont	18	3	17%
300,001 - 400,000	0	0	NA	Ambleside	59	3	5%
400,001 - 500,000	0	0	NA	Bayridge	13	1	8%
500,001 - 600,000	0	0	NA	British Properties	94	3	3%
600,001 - 700,000	0	0	NA	Canterbury	10	0	NA
700,001 - 800,000	1	0	NA	Caulfield	24	3	13%
800,001 - 900,000	0	1	NA*	Cedardale	7	0	NA
900,001 - 1,000,000	0	0	NA	Chartwell	34	0	NA
1,000,001 - 1,250,000	2	0	NA	Chelsea Park	3	0	NA
1,250,001 - 1,500,000	3	1	33%	Cypress	7	1	14%
1,500,001 - 1,750,000	12	1	8%	Cypress Park Estates	16	2	13%
1,750,001 - 2,000,000	22	2	9%	Deer Ridge	1	0	NA
2,000,001 - 2,250,000	16	2	13%	Dundarave	38	0	NA
2,250,001 - 2,500,000	41	2	5%	Eagle Harbour	19	1	5%
2,500,001 - 2,750,000	36	3	8%	Eagleridge	5	0	NA
2,750,001 - 3,000,000	55	1	2%	Furry Creek	5	0	NA
3,000,001 - 3,500,000	48	3	6%	Gleneagles	8	0	NA
3,500,001 - 4,000,000	54	1	2%	Glenmore	26	1	4%
4,000,001 - 4,500,000	38	0	NA	Horseshoe Bay	4	0	NA
4,500,001 - 5,000,000	29	0	NA	Howe Sound	7	0	NA
5,000,001 & Greater	177	7	4%	Lions Bay	19	2	11%
TOTAL*	534	24	4%	Old Caulfield	3	0	NA
				Panorama Village	1	0	NA
2 Bedrooms & Less	12	1	8%	Park Roval	2	0	NA
3 to 4 Bedrooms	243	14	6%	Porteau Cove	0	0	NA
5 to 6 Bedrooms	248	8	3%	Queens	16	2	13%
7 Bedrooms & More	31	1	3%	Rockridge	6	0	NA
TOTAL*	534	24	4%	Sandy Cove	4	Ő	NA
		-		Sentinel Hill	22	0	NA
SnapStats®	August	September	Variance	Upper Caulfield	11	0	NA
Inventory	527	534	1%	West Bay	11	0	NA
Solds	27	24	-11%	Westhill	7	0	NA
Sale Price	\$2,500,000	\$2,875,000	15%	Westmount	17	1	6%
Sale Price SQFT	\$708	\$829	17%	Whitby Estates	8	1	13%
Sale to List Price Ratio	96%	96%	0%	Whitey Estates	9	0	NA
Days on Market	58	85	47%	TOTAL*	534	24	4%
Days off Market	00	00	-T/ /0	TOTAL	004	24	4 /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.

### **Market Summary**

- Market Type Indicator WEST VANCOUVER DETACHED: Buyers Market at 4% Sales Ratio average (4 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet\*\* Homes between \$2.75 to \$3 mil and \$3.5 to \$4 mil, British Properties and minimum 5 bedroom properties
- Sellers Best Bet\*\* Selling homes in Altamont and up to 2 bedroom properties \*\*With minimum inventory of 10 in most instances



## SnapStats WEST VANCOUVER

## SEPTEMBER 2018

### Price Band & Bedroom CONDOS & TOWNHOMES

### Community CONDOS & TOWNHOMES

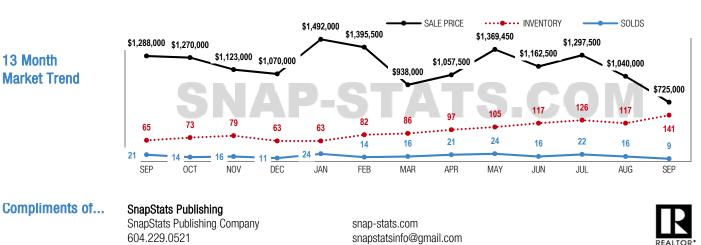
SD = 300,000     0     NA     Attamont     0     NA       300,001 - 400,000     1     1     100%     Ambleside     33     3     9%       300,001 - 400,000     1     1     100%     Ambleside     33     3     9%       500,001 - 600,000     5     0     NA     British Properties     2     0     NA       500,001 - 600,000     6     1     17%     Canterbury     0     0     NA       300,001 - 10,00,000     6     0     NA     Caterbury     0     0     NA       1,000,001 - 1,250,000     14     2     14%     Chelsea Park     0     0     NA       1,250,001 - 1,250,000     12     0     NA     Cypress     0     0     NA       1,260,001 - 2,250,000     9     1     11%     Eagle Harbour     0     0     NA       2,250,001 - 2,250,000     9     1     11%     Eagle Harbour     0     NA       2,250,001 - 2,500,000     6     NA	The band & bourde	0011000	aromino	MEO	community combee	a rominomize		
300.001   -400.000   1   1   100%   Ambleside   33   3   9%     400.001   -500.000   1   1   100%   Bayridge   0   0   NA     500.001   -600.000   5   0   NA   British Properties   2   0   NA     500.001   -700.000   6   1   17%   Canterbury   0   0   NA     300.001   -900.000   4   2   50%   Caulfield   0   0   NA     300.001   -900.000   7   0   NA   Chartwell   0   0   NA     300.001   -1,500.000   15   0   NA   Chartwell   0   0   NA     1,500.001   -1,500.000   12   0   NA   Cypress Park Estates   3   0   NA     2,500.001   -2,500.000   9   1   11%   Dundarave   25   1   4%     2,500.001   -2,750.000   9   1   11%   Dundarave   25   1   4%     2,500.001		Inventory	Sales			Inventory	Sales	
400.001 - 500.000   1   1   100%   Bayridge   0   0   NA     500.001 - 600.000   5   0   NA   British Properties   2   0   NA     500.001 - 600.000   4   2   50%   Cantterbury   0   0   NA     300.001 - 900.000   4   2   50%   Cautfield   0   0   NA     300.001 - 900.000   6   0   NA   Cautfield   0   0   NA     300.001 - 1000.000   6   0   NA   Chartwell   0   0   NA     1,500.001 - 1,500.000   14   2   14%   Chelsea Park   0   0   NA     1,550.001 - 1,750.000   15   0   NA   Cypress Park Estates   3   0   NA     2,500.001 - 2,250.000   9   1   11%   Dundrareve   25   1   4%     2,500.001 - 2,500.000   9   1   11%   Eagle Harbour   0   0   NA     2,500.001 - 2,500.000   9   0   NA   Horeschoe Bay   8   0   <	\$0-300,000	0	0	NA	Altamont	0	0	NA
S00_001 - 600_000     5     0     NA     British Properties     2     0     NA       S00_001 - 700_000     6     1     17%     Carterbury     0     0     NA       S00_001 - 700_000     6     1     17%     Carterbury     0     0     NA       S00_001 - 700_000     7     0     NA     Carterbury     0     0     NA       S00_001 - 1000_000     6     0     NA     Cedardale     7     1     14%       S00_001 - 1,250_000     14     2     14%     Chelsea Park     0     0     NA       1,500_001 - 1,500_000     12     0     NA     Cypress Park Estates     3     0     NA       2,000_000     12     0     NA     Eagleridge     6     1     17%       2,000_000     9     1     11%     Eagleridge     0     0     NA       2,500_001 - 2,750_000     9     0     NA     Geneagles     0     NA       3,000_000     10	300,001 - 400,000	1	1		Ambleside	33	3	9%
500,001 - 700,000     6     1     17%     Carterbury     0     0     NA       700,001 - 800,000     4     2     50%     Caulifield     0     0     NA       300,001 - 900,000     7     0     NA     Cedardale     7     1     14%       300,001 - 1,000,000     6     0     NA     Cedardale     7     1     14%       300,001 - 1,000,000     14     2     14%     Chartwell     0     0     NA       1,250,001 - 1,500,000     15     0     NA     Cypress Park Estates     3     0     NA       1,500,000     12     0     NA     Cypress Park Estates     3     0     NA       2,250,001 - 2,250,000     9     1     11%     Dundarave     25     1     4%       2,250,001 - 3,000,000     9     0     NA     Eagleridge     0     0     NA       3,000,001 - 3,000,000     0     NA     Harry Creek     3     0     NA       3,000,001 - 3,000,000 </td <td>400,001 - 500,000</td> <td>1</td> <td>1</td> <td>100%</td> <td>Bayridge</td> <td>0</td> <td>0</td> <td>NA</td>	400,001 - 500,000	1	1	100%	Bayridge	0	0	NA
700(001 - 800(000 4   2   50%   Caulfield   0   0   NA     300(001 - 900(000 7   0   NA   Cedardale   7   1   14%     300(001 - 1,250,000 14   2   14%   0   0   NA     1,250,000 1 - 1,250,000 15   0   NA   Cherkwell   0   0   NA     1,500,001 - 1,750,000 21   0   NA   Cypress Park Estates   3   0   NA     2,000,001 - 2,000,000 12   0   NA   Cypress Park Estates   3   0   NA     2,250,001 - 2,750,000 9   1   11%   Eagle Harbour   0   0   NA     2,550,001 - 3,000,000 6   0   NA   Eagleridge   0   0   NA     2,550,001 - 3,000,000 1   0   NA   Gleneagles   0   0   NA     3,500,001 - 4,000,000 2   0   NA   Horseshoe Bay   8   0   NA     4,000,001 - 4,000,000 5   0   NA   Horseshoe Bay   8   0   NA     5,000,001 - 4,000,000 5   0   NA   Horseshoe Bay   1   0   <	500,001 - 600,000	5	0	NA	British Properties	2	0	NA
300,001 - 900,000   7   0   NA   Cedardale   7   1   14%     300,001 - 1,000,000   6   0   NA   Chartwell   0   0   NA     1,000,001 - 1,250,000   14   2   14%   Chelsea Park   0   0   NA     1,500,001 - 1,750,000   21   0   NA   Cypress   0   0   NA     1,500,001 - 2,250,000   9   1   11%   Dundarave   25   1   4%     2,000,001 - 2,250,000   9   1   11%   Dundarave   25   1   4%     2,500,001 - 2,500,000   9   0   NA   Eagle Harbour   0   0   NA     2,500,001 - 3,000,000   6   0   NA   Eagle Harbour   0   0   NA     3,000,001 - 3,000,000   2   0   NA   Glenemore   1   0   NA     4,500,001 - 4,500,000   1   0   NA   Horee Sound   3   0   NA     6,000,001 - 4,500,000   5   0   NA   Horee Sound   3   0   NA	600,001 - 700,000	6	1		Canterbury	0	0	
500,001 - 1,000,000     6     0     NA     Chartwell     0     0     NA       1,000,001 - 1,250,000     14     2     14%     Chelsea Park     0     0     NA       1,250,001 - 1,500,000     15     0     NA     Cypress     0     0     NA       1,500,001 - 1,750,000     21     0     NA     Cypress     3     0     NA       1,750,001 - 2,000,000     12     0     NA     Deer Ridge     6     1     17%       2,000,001 - 2,500,000     9     1     11%     Dundarave     255     1     4%       2,250,001 - 2,500,000     9     0     NA     Eagle Harbour     0     0     NA       2,500,001 - 3,500,000     3     0     NA     Furry Creek     3     0     NA       3,500,000 - 4,000,000     2     0     NA     Glenengles     0     0     NA       4,000,001 - 4,000,000     5     0     NA     Horseshoe Bay     8     0     NA	700,001 - 800,000	4	2	50%	Caulfield	0	0	NA
1,000,001 - 1,250,000   14   2   14%   Chelsea Park   0   0   NA     1,250,000 - 1,500,000   15   0   NA   Cypress   0   0   NA     1,000,001 - 2,000,000   12   0   NA   Cypress Park Estates   3   0   NA     2,000,001 - 2,000,000   12   0   NA   Cypress Park Estates   3   0   NA     2,250,001 - 2,250,000   9   1   11%   Deer Ridge   6   1   17%     2,500,001 - 2,750,000   9   0   NA   Eagle Harbour   0   0   NA     2,750,000   9   0   NA   Eagleridge   0   0   NA     3,000,001 - 2,750,000   3   0   NA   Gleneagles   0   0   NA     3,000,001 - 4,500,000   1   0   NA   Horeschoe Bay   8   0   NA     4,500,000 1   0   NA   Horeschoe Bay   1   0   NA     0,000,001 & Greater   5   0   NA   Ulors Bay   1   0   NA <	800,001 - 900,000	7	0	NA	Cedardale	7	1	14%
1,250,001 - 1,500,000   15   0   NA   Cypress   0   0   NA     1,500,001 - 2,250,000   21   0   NA   Cypress   78k Estates   3   0   NA     2,000,001 - 2,250,000   9   1   11%   Deer Ridge   6   1   17%     2,50,001 - 2,250,000   9   1   11%   Dundarave   25   1   4%     2,50,001 - 2,750,000   9   0   NA   Eagle Harbour   0   0   NA     2,50,001 - 3,000,000   3   0   NA   Eagle Harbour   0   0   NA     3,000,001 - 3,500,000   3   0   NA   Gleneagles   0   0   NA     4,000,001 - 4,500,000   1   0   NA   Horseshoe Bay   8   0   NA     5,000,001 - 5,000,000   0   NA   Howe Sound   3   0   NA     6,000,001 & Greater   5   0   NA   Howe Sound   3   0   NA     1000,000   27   4   15%   Park Rogal   20   2   10%	900,001 - 1,000,000	6	0	NA	Chartwell	0	0	NA
1,500,001 - 1,750,000   21   0   NA   Cypress Park Estates   3   0   NA     1,750,001 - 2,000,000   12   0   NA   Der Ridge   6   1   177%     2,000,001 - 2,250,000   9   1   11%   Dundarave   25   1   4%     2,250,001 - 2,500,000   9   0   NA   Eagle Harbour   0   0   NA     2,500,001 - 2,500,000   9   0   NA   Eagle Harbour   0   0   NA     2,500,001 - 3,500,000   6   0   NA   Eagle Harbour   0   0   NA     3,000,001 - 3,500,000   3   0   NA   Gleneagles   0   0   NA     4,000,000   2   0   NA   Horseshoe Bay   8   0   NA     6,000,001 - 4,000,000   5   0   NA   Howe Sound   3   0   NA     6,000,001 - 4,500,000   5   0   NA   Howe Sound   3   0   NA     6,000,001 - 5,000,000   27   4   15%   Porteau Cove   0   NA <td>1,000,001 - 1,250,000</td> <td>14</td> <td>2</td> <td>14%</td> <td>Chelsea Park</td> <td>0</td> <td>0</td> <td>NA</td>	1,000,001 - 1,250,000	14	2	14%	Chelsea Park	0	0	NA
1,750,001 - 2,000,000   12   0   NA   Deer Ridge   6   1   17%     2,000,001 - 2,250,000   9   1   11%   Dudarave   25   1   4%     2,250,001 - 2,750,000   9   1   11%   Dudarave   25   1   4%     2,250,001 - 2,750,000   9   0   NA   Eagleridge   0   0   NA     2,750,001 - 2,750,000   6   0   NA   Eagleridge   0   0   NA     2,750,001 - 3,500,000   3   0   NA   Gleneagles   0   0   NA     3,000,001 - 4,500,000   2   0   NA   Gleneagles   0   NA     4,500,001 - 5,000,000   5   0   NA   Horseshoe Bay   8   0   NA     4,500,001 - 5,000,000   5   0   NA   Lions Bay   1   0   NA     100AL*   141   9   6%   Old Caulfield   1   1   100%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA <t< td=""><td>1,250,001 - 1,500,000</td><td>15</td><td>0</td><td>NA</td><td>Cypress</td><td>0</td><td>0</td><td>NA</td></t<>	1,250,001 - 1,500,000	15	0	NA	Cypress	0	0	NA
2,000,001 - 2,250,000   9   1   11%   Dundarave   25   1   4%     2,250,001 - 2,500,000   9   1   11%   Eagle Harbour   0   0   NA     2,500,001 - 2,500,000   9   0   NA   Eagle Harbour   0   0   NA     2,500,001 - 3,000,000   6   0   NA   Furry Creek   3   0   NA     3,000,001 - 3,500,000   3   0   NA   Gleneagles   0   0   NA     3,000,001 - 4,000,000   2   0   NA   Horeschoe Bay   8   0   NA     4,000,001 - 5,000,000   5   0   NA   Horeschoe Bay   8   0   NA     5,000,001 - 5,000,000   5   0   NA   Lions Bay   1   0   NA     6,000,001 - 5,000,000   5   0   NA   Lions Bay   1   0   NA     7007AL*   141   9   6%   Park Royal   20   2   10%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA	1,500,001 - 1,750,000	21	0	NA	Cypress Park Estates	3	0	NA
2,250,001 - 2,500,000   9   1   11%   Eagle Harbour   0   0   NA     2,500,001 - 2,750,000   9   0   NA   Eagleridge   0   0   NA     2,750,001 - 3,000,000   6   0   NA   Gleneagles   0   0   NA     3,000,001 - 4,000,000   2   0   NA   Gleneagles   0   0   NA     4,000,001 - 4,500,000   1   0   NA   Horseshoe Bay   8   0   NA     4,000,001 - 5,000,000   5   0   NA   Horseshoe Bay   3   0   NA     5,000,01 - 5,000,000   5   0   NA   Lions Bay   1   0   NA     0 to 1 Bedroom   27   4   15%   Park Royal   20   2   10%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     2 Bedrooms   277   1   4%   Queens   0   0   NA     2 Bedrooms & Greater   4   0   NA   Sandy Cove   0   0   NA  <	1,750,001 - 2,000,000	12	0	NA	Deer Ridge		1	17%
2,500,001 - 2,750,000   9   0   NA   Eagleridge   0   0   NA     2,750,001 - 3,500,000   6   0   NA   Furry Creek   3   0   NA     3,000,001 - 4,500,000   3   0   NA   Gleneagles   0   0   NA     4,000,001 - 4,500,000   1   0   NA   Horseshoe Bay   8   0   NA     4,500,001 - 5,000,000   5   0   NA   Horseshoe Bay   8   0   NA     4,500,001 - 5,000,000   5   0   NA   Lions Bay   1   0   NA     707AL*   141   9   6%   Old Caulfield   1   1   100%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     2 Bedrooms & Greater   4   0   NA   Rockridge   0   0   NA     10TAL*   141   9   6%   Sandy Cove   0   0   NA     Sale Price   117   141   21%   West Bay   0   0   NA     Sa	2,000,001 - 2,250,000	9	1	11%	Dundarave	25	1	4%
2,750,001 - 3,000,000   6   0   NA   Furry Creek   3   0   NA     3,000,001 - 3,500,000   3   0   NA   Glenagles   0   0   NA     3,500,001 - 4,000,000   2   0   NA   Glenagles   0   0   NA     4,000,001 - 4,500,000   1   0   NA   Horseshoe Bay   8   0   NA     4,500,001 - 5,000,000   5   0   NA   Horseshoe Bay   8   0   NA     5,000,001 - 5,000,000   5   0   NA   Horseshoe Bay   1   0   NA     6,000,001 & Greater   5   0   NA   Lions Bay   1   0   NA     70TAL*   141   9   6%   Old Caulfield   1   1   100%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     8 Bedrooms & Greater   4   0   NA   Rockridge   0   0   NA     Sate Price S@   August   September   Variance   Vestill   0   0   NA	2,250,001 - 2,500,000	9	1	11%	Eagle Harbour	0	0	NA
2,750,001 - 3,000,000   6   0   NA   Furry Creek   3   0   NA     3,000,001 - 3,500,000   3   0   NA   Glenagles   0   0   NA     3,500,001 - 4,000,000   2   0   NA   Glenagles   0   0   NA     4,000,001 - 4,500,000   1   0   NA   Horseshoe Bay   8   0   NA     4,500,001 - 5,000,000   5   0   NA   Horseshoe Bay   8   0   NA     5,000,001 - 5,000,000   5   0   NA   Horseshoe Bay   1   0   NA     6,000,001 & Greater   5   0   NA   Lions Bay   1   0   NA     70TAL*   141   9   6%   Old Caulfield   1   1   100%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     8 Bedrooms & Greater   4   0   NA   Rockridge   0   0   NA     Sate Price S@   August   September   Variance   Vestill   0   0   NA	2,500,001 - 2,750,000	9	0	NA	Eagleridge	0	0	NA
3,500,001 - 4,000,000   2   0   NA   Glennore   1   0   NA     4,000,001 - 4,500,000   1   0   NA   Horseshoe Bay   8   0   NA     4,500,001 - 5,000,000   5   0   NA   Horseshoe Bay   8   0   NA     5,000,001 & Greater   5   0   NA   Howe Sound   3   0   NA     TOTAL*   141   9   6%   Old Caulfield   1   1   100%     Park Royal   20   2   10%   Park Royal   20   2   10%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     3 Bedrooms & Greater   4   0   NA   Rockridge   0   0   NA     10TAL*   141   9   6%   Sandy Cove   0   0   NA     Solds   16   9   -44%   Westhill   0   0   NA     Sale Price SQFT   \$924   \$697   -25%   Whitby Estates   7   0   NA     Sale to List P	2,750,001 - 3,000,000		0	NA		3	0	NA
3,500,001 - 4,000,000   2   0   NA   Glennore   1   0   NA     4,000,001 - 4,500,000   1   0   NA   Horseshoe Bay   8   0   NA     4,500,001 - 5,000,000   5   0   NA   Horseshoe Bay   8   0   NA     5,000,001 & Greater   5   0   NA   Howe Sound   3   0   NA     TOTAL*   141   9   6%   Old Caulfield   1   1   100%     Park Royal   20   2   10%   Park Royal   20   2   10%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     3 Bedrooms & Greater   4   0   NA   Rockridge   0   0   NA     10TAL*   141   9   6%   Sandy Cove   0   0   NA     Solds   16   9   -44%   Westhill   0   0   NA     Sale Price SQFT   \$924   \$697   -25%   Whitby Estates   7   0   NA     Sale to List P	3,000,001 - 3,500,000	3	0	NA	Gleneagles	0	0	NA
4,500,001 - 5,000,000   5   0   NA   Howe Sound   3   0   NA     5,000,001 & Greater   5   0   NA   Lions Bay   1   0   NA     TOTAL*   141   9   6%   Old Caulfield   1   1   100%     O to 1 Bedroom   27   4   15%   Park Royal   20   2   10%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     3 Bedrooms   27   1   4%   Queens   0   0   NA     4 Bedrooms & Greater   4   0   NA   Rockridge   0   0   NA     TOTAL*   141   9   6%   Sandy Cove   0   0   NA     Solds   16   9   -44%   West Bay   0   0   NA     Sale Price   \$1,040,000   \$725,000   -30%   Westmount   0   0   NA     Sale to List Price Ratio   97%   97%   0%   WhityEstates   7   0   NA	3,500,001 - 4,000,000		0	NA	Glenmore	1	0	NA
4,500,001 - 5,000,000   5   0   NA   Howe Sound   3   0   NA     5,000,001 & Greater   5   0   NA   Lions Bay   1   0   NA     TOTAL*   141   9   6%   Old Caulfield   1   1   100%     D to 1 Bedroom   27   4   15%   Park Royal   20   2   10%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     3 Bedrooms   27   1   4%   Queens   0   0   NA     4 Bedrooms & Greater   4   0   NA   Rockridge   0   0   NA     TOTAL*   141   9   6%   Sandy Cove   0   0   NA     Solds   16   9   -44%   West Bay   0   0   NA     Sale Price   \$1,040,000   \$725,000   -30%   Westmount   0   0   NA     Sale to List Price Ratio   97%   97%   0%   WhityEstates   7   0   NA		1	0	NA	Horseshoe Bay	8	0	NA
5,000,001 & Greater   5   0   NA   Lions Bay   1   0   NA     TOTAL*   141   9   6%   Old Caulfield   1   1   100%     D to 1 Bedroom   27   4   15%   Park Royal   20   2   10%     2 Bedrooms   83   4   5%   Porteau Cove   0   0   NA     3 Bedrooms   27   1   4%   Queens   0   0   NA     4 Bedrooms & Greater   4   0   NA   Rockridge   0   0   NA     TOTAL*   141   9   6%   Sandy Cove   0   0   NA     SnapStats®   August   September   Variance   Variance   Upper Caulfield   2   0   NA     Solds   16   9   -44%   West Bay   0   0   NA     Sale Price   \$1,040,000   \$725,000   -30%   Westmount   0   0   NA     Sale to List Price Ratio   97%   97%   0%   Whitby Estates   7   0   NA		5	0	NA	Howe Sound	3	0	NA
TOTAL*   141   9   6%   Old Caulfield   1   1   100%     0 to 1 Bedroom   27   4   15%   Park Royal   20   2   10%     2 Bedrooms   83   4   5%   Park Royal   20   2   10%     3 Bedrooms   27   1   4%   Queens   0   0   NA     3 Bedrooms & Greater   4   0   NA   Queens   0   0   NA     10TAL*   141   9   6%   Sandy Cove   0   0   NA     SnapStats®   August   September   Variance   Variance   Upper Caulfield   2   0   NA     Solds   16   9   -44%   West Bay   0   0   NA     Sale Price   \$1,040,000   \$725,000   -30%   Westmount   0   0   NA     Sale to List Price Ratio   97%   97%   0%   Whytecliff   0   0   NA	5,000,001 & Greater	5	0	NA	Lions Bay	1	0	NA
Panorama Village     19     NA       D to 1 Bedroom     27     4     15%     Park Royal     20     2     10%       2 Bedrooms     83     4     5%     Porteau Cove     0     0     NA       3 Bedrooms     27     1     4%     Queens     0     0     NA       4 Bedrooms & Greater     4     0     NA     Rockridge     0     0     NA       10TAL*     141     9     6%     Sandy Cove     0     0     NA       SentarStats@     August     September     Variance     Upper Caulfield     2     0     NA       Solds     16     9     -44%     West Bay     0     0     NA       Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale to List Price Ratio     97%     97%     0%     Whytecliff     0     0     NA	TOTAL*	141	9	6%		1	1	100%
22 Bedrooms     83     4     5%     Porteau Cove     0     0     NA       3 Bedrooms     27     1     4%     Queens     0     0     NA       4 Bedrooms & Greater     4     0     NA     Rockridge     0     0     NA       TOTAL*     141     9     6%     Sandy Cove     0     0     NA       Sentinel Hill     0     0     NA     Sentinel Hill     0     0     NA       Solds     16     9     -44%     West Bay     0     0     NA       Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale to List Price Ratio     97%     97%     0%     Whytecliff     0     0     NA					Panorama Village	19	0	NA
22 Bedrooms     83     4     5%     Porteau Cove     0     0     NA       3 Bedrooms     27     1     4%     Queens     0     0     NA       4 Bedrooms & Greater     4     0     NA     Rockridge     0     0     NA       TOTAL*     141     9     6%     Sandy Cove     0     0     NA       Sentinel Hill     0     0     NA     Sentinel Hill     0     0     NA       Solds     16     9     -44%     West Bay     0     0     NA       Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale to List Price Ratio     97%     97%     0%     Whytecliff     0     0     NA	0 to 1 Bedroom	27	4	15%	Park Royal	20	2	10%
4 Bedrooms & Greater     4     0     NA     Rockridge     0     0     NA       TOTAL*     141     9     6%     Sandy Cove     0     0     NA       SnapStats@     August     September     Variance     Upper Caulfield     2     0     NA       Solds     16     9     -44%     West Bay     0     0     NA       Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale to List Price Ratio     97%     97%     0%     Whytecliff     0     0     NA	2 Bedrooms	83	4	5%		0	0	
4 Bedrooms & Greater     4     0     NA     Rockridge     0     0     NA       TOTAL*     141     9     6%     Sandy Cove     0     0     NA       SnapStats®     August     September     Variance     Upper Caulfield     2     0     NA       Inventory     117     141     21%     West Bay     0     0     NA       Solds     16     9     -44%     Westhill     0     0     NA       Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale to List Price Ratio     97%     97%     0%     Whytecliff     0     0     NA	3 Bedrooms	27	1	4%	Queens	0	0	NA
SnapStats®AugustSeptemberVarianceSentinel Hill00NAInventory11714121%Upper Caulfield20NASolds169-44%West Bay00NASale Price\$1,040,000\$725,000-30%Westmount00NASale Price SQFT\$924\$697-25%Whitby Estates70NASale to List Price Ratio97%97%0%Whytecliff00NA	4 Bedrooms & Greater	4	0	NA	Rockridge	0	0	NA
SnapStats®AugustSeptemberVarianceSentinel Hill00NAInventory11714121%Upper Caulfield20NASolds169-44%West Bay00NASale Price\$1,040,000\$725,000-30%Westmount00NASale Price SQFT\$924\$697-25%Whitby Estates70NASale to List Price Ratio97%97%0%Whytecliff00NA	TOTAL*	141	9	6%	Sandy Cove	0	0	NA
nventory     117     141     21%     West Bay     0     0     NA       Solds     16     9     -44%     West Bay     0     0     NA       Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale Price SQFT     \$924     \$697     -25%     Whitby Estates     7     0     NA       Sale to List Price Ratio     97%     0%     Whytecliff     0     0     NA						0	0	NA
Solds     16     9     -44%     Westhill     0     0     NA       Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale Price     \$924     \$697     -25%     Whitby Estates     7     0     NA       Sale to List Price Ratio     97%     97%     0%     Whytecliff     0     0     NA	SnapStats®	August	September	Variance	Upper Caulfield	2	0	NA
Solds     16     9     -44%     Westhill     0     0     NA       Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale Price     \$924     \$697     -25%     Whitby Estates     7     0     NA       Sale to List Price Ratio     97%     97%     0%     Whytecliff     0     0     NA	Inventory	117	141	21%	West Bay	0	0	NA
Sale Price     \$1,040,000     \$725,000     -30%     Westmount     0     0     NA       Sale Price SQFT     \$924     \$697     -25%     Whitby Estates     7     0     NA       Sale to List Price Ratio     97%     97%     0%     Whytecliff     0     0     NA	Solds					0	0	
Sale Price SQFT\$924\$697-25%Whitby Estates70NASale to List Price Ratio97%97%0%Whytecliff00NA	Sale Price		\$725,000			0	-	
Sale to List Price Ratio 97% 97% 0% Whytecliff 0 0 NA	Sale Price SQFT					7	0	
	Sale to List Price Ratio					0	-	
	Days on Market			129%	TOTAL*			6%

\*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 ATTACHED: Buyers Market at 6% Sales Ratio average (6 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 14% Sales Ratio (Balanced market)
- Buyers Best Bet\*\* Homes between \$2 mil to \$2.5 mil, Dundarave and minimum 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ambleside, Park Royal and up to 1 bedroom properties \*\*With minimum inventory of 10 in most instances



# SnapStats® RICHMOND

### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	3	1	33%
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	2	NA*
800,001 - 900,000	1	1	100%
900,001 - 1,000,000	3	1	33%
1,000,001 - 1,250,000	22	8	36%
1,250,001 - 1,500,000	108	18	17%
1,500,001 - 1,750,000	131	8	6%
1,750,001 - 2,000,000	132	6	5%
2,000,001 - 2,250,000	47	4	9%
2,250,001 - 2,500,000	85	9	11%
2,500,001 - 2,750,000	60	3	5%
2,750,001 - 3,000,000	67	0	NA
3,000,001 - 3,500,000	53	0	NA
3,500,001 - 4,000,000	51	0	NA
4,000,001 - 4,500,000	20	0	NA
4,500,001 - 5,000,000	17	1	6%
5,000,001 & Greater	15	1	7%
TOTAL*	820	63	8%
2 Bedrooms & Less	43	2	5%
3 to 4 Bedrooms	318	34	11%
5 to 6 Bedrooms	430	25	6%
7 Bedrooms & More	29	2	7%
TOTAL*	820	63	8%

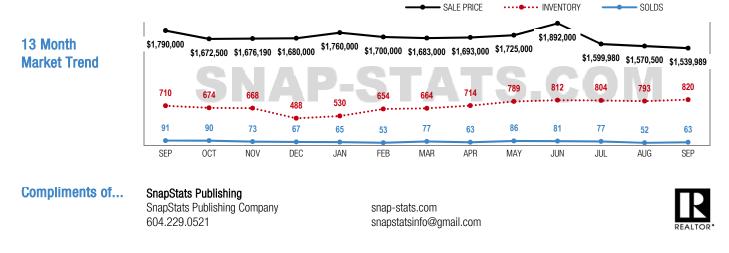
SnapStats®	August	September	Variance
Inventory	793	820	3%
Solds	52	63	21%
Sale Price	\$1,570,500	\$1,539,989	-2%
Sale Price SQFT	\$611	\$611	0%
Sale to List Price Ratio	91%	91%	0%
Days on Market	47	49	4%

	Bridgeport	21	3	14%
	Brighouse	25	0	NA
	Brighouse South	0	0	NA
	Broadmoor	56	4	7%
	East Cambie	21	1	5%
	East Richmond	2	2	100%
	Garden City	32	4	13%
	Gilmore	2	0	NA
	Granville	71	5	7%
	Hamilton	14	3	21%
	Ironwood	35	1	3%
	Lackner	41	4	10%
	McLennan	12	0	NA
	McLennan North	10	2	20%
	McNair	29	0	NA
	Quilchena	34	3	9%
	Riverdale	40	3	8%
	Saunders	42	2	5%
	Sea Island	4	2	50%
	Seafair	62	6	10%
	South Arm	25	3	12%
	Steveston North	50	8	16%
	Steveston South	22	0	NA
	Steveston Village	10	2	20%
	Terra Nova	25	0	NA
	West Cambie	25	2	8%
	Westwind	15	0	NA
	Woodwards	61	3	5%
	TOTAL*	820	63	8%
_				

\*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 RICHMOND 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 mil to \$1.25 mil with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil and \$2.5 mil to \$2.75 mil, Ironwood and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hamilton, McLennan North, Steveston Village and 3 to 4 bedroom properties \*\*With minimum inventory of 10 in most instances



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# SEPTEMBER 2018

Sales

0

Sales Ratio

NA

Inventory

34

### **Community** DETACHED HOUSES

Boyd Park

### **SnapStats**<sup>®</sup> RICHMOND

### Price Band & Bedroom CONDOS & TOWNHOMES

Theo build & bourou			INILO
SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	5	1	20%
300,001 - 400,000	22	14	64%
400,001 - 500,000	78	21	27%
500,001 - 600,000	141	27	19%
600,001 - 700,000	151	21	14%
700,001 - 800,000	155	19	12%
800,001 - 900,000	113	8	7%
900,001 - 1,000,000	96	9	9%
1,000,001 - 1,250,000	94	10	11%
1,250,001 - 1,500,000	44	1	2%
1,500,001 – 1,750,000	15	0	NA
1,750,001 - 2,000,000	3	1	33%
2,000,001 - 2,250,000	1	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	2	0	NA
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*	924	132	14%
0 to 1 Bedroom	158	34	22%
2 Bedrooms	405	61	15%
3 Bedrooms	258	29	11%
4 Bedrooms & Greater	103	8	8%
TOTAL*	924	132	14%
ChanCtate®	August	Contombor	Varianaa

SnapStats®	August	September	Variance
Inventory	837	924	10%
Solds	210	132	-37%
Sale Price	\$645,000	\$617,000	-4%
Sale Price SQFT	\$1,011	\$663	-34%
Sale to List Price Ratio	98%	99%	1%
Days on Market	19	29	53%

Duyu i aik	10	2	2070
Bridgeport	30	1	3%
Brighouse	280	43	15%
Brighouse South	116	16	14%
Broadmoor	6	1	17%
East Cambie	13	1	8%
East Richmond	3	0	NA
Garden City	7	1	14%
Gilmore	0	0	NA
Granville	19	2	11%
Hamilton	13	1	8%
Ironwood	29	2	7%
Lackner	4	1	25%
McLennan	0	0	NA
McLennan North	90	18	20%
McNair	1	1	100%
Quilchena	4	3	75%
Riverdale	20	3	15%
Saunders	12	2	17%
Sea Island	0	0	NA
Seafair	3	0	NA
South Arm	7	0	NA
Steveston North	9	0	NA
Steveston South	39	10	26%
Steveston Village	15	2	13%
Terra Nova	20	1	5%
West Cambie	151	18	12%
Westwind	2	1	50%
Woodwards	21	2	10%
TOTAL*	924	132	14%

Inventory

10

**Community** CONDOS & TOWNHOMES

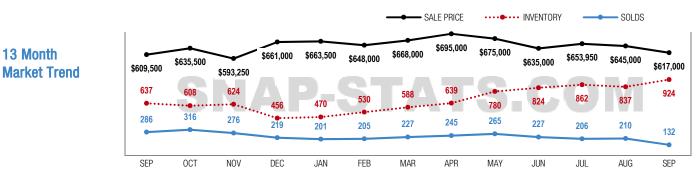
Bovd Park

\*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**

13 Month

- Market Type Indicator RICHMOND ATTACHED: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$300,000 to \$400,000 with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Bridgeport and minimum 4 bedroom properties
- · Sellers Best Bet\*\* Selling homes in Steveston South and up to 1 bedroom properties \*\*With minimum inventory of 10 in most instances



### Compliments of...

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### SEPTEMBER 2018

Sales Ratio

20%

Sales

2

### **TSAWWASSEN**

### Price Band & Bedroom DETACHED HOUSES

**SnapStats**<sup>®</sup>

Theo Bana a Boardo	DEMIONE	DINCOULO	
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	1	NA*
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	9	2	22%
1,000,001 - 1,250,000	44	3	7%
1,250,001 - 1,500,000	43	3	7%
1,500,001 - 1,750,000	20	1	5%
1,750,001 - 2,000,000	11	1	9%
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	9	0	NA
2,500,001 - 2,750,000	7	0	NA
2,750,001 - 3,000,000	9	0	NA
3.000.001 - 3.500.000	1	0	NA
3,500,001 - 4,000,000	3	0	NA
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	163	11	7%
2 Bedrooms & Less	9	2	22%
3 to 4 Bedrooms	121	6	5%
5 to 6 Bedrooms	30	3	10%
7 Bedrooms & More	3	0	NA
TOTAL*	163	11	7%
SnapStats®	August	September	Variance
Inventory	154	163	6%
Solds	15	11	-27%
Sale Price	\$1,110,000	\$1,180,000	6%
Sale Price SQFT	\$446	\$504	13%
Sale to List Price Ratio	99%	86%	-13%
D 14 1 1	0.4	74	100/

64

### **Community** DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	22	3	14%
Boundary Beach	17	2	12%
Cliff Drive	27	1	4%
English Bluff	22	1	5%
Pebble Hill	34	3	9%
Tsawwassen Central	27	1	4%
Tsawwassen East	14	0	NA
TOTAL*	163	11	7%

\*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**

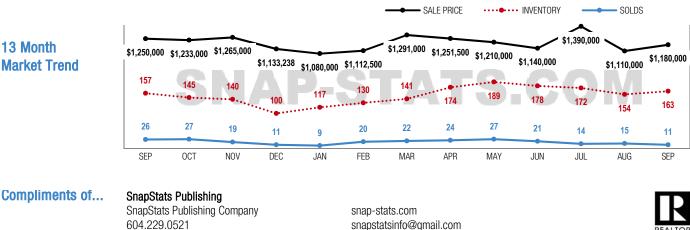
Days on Market

- Market Type Indicator TSAWWASSEN DETACHED: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 14% below list price

16%

74

- Most Active Price Band\*\* \$900,000 to \$1 mil with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Cliff Drive, Tsawwassen Central and 3 to 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Beach Grove, Boundary Beach and up to 2 bedroom properties \*\*With minimum inventory of 10 in most instances



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### 13 Month **Market Trend**

## SEPTEMBER 2018

### **SnapStats**<sup>®</sup> TSAWWASSEN

### Price Band & Bedroom CONDOS & TOWNHOMES

		•	
SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	1	0	NA
400,001 - 500,000	8	3	38%
500,001 - 600,000	8	4	50%
600,001 - 700,000	18	4	22%
700,001 - 800,000	9	2	22%
800,001 - 900,000	3	0	NA
900,001 - 1,000,000	5	0	NA
1,000,001 - 1,250,000	2	1	50%
1,250,001 - 1,500,000	1	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*	58	14	24%
	00		2170
0 to 1 Bedroom	7	2	29%
2 Bedrooms	32	11	34%
3 Bedrooms	18	1	6%
4 Bedrooms & Greater	1	0	NA
TOTAL*	58	14	24%
			21/0
SnapStats®	August	September	Variance
Inventory	52	58	12%
Solds	8	14	75%
Sale Price	\$572,500	\$604,500	6%
	Q0,000	<i>\$55.</i> ,000	0,0

### **Community** CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	10	5	50%
Boundary Beach	1	0	NA
Cliff Drive	38	8	21%
English Bluff	0	0	NA
Pebble Hill	1	0	NA
Tsawwassen Central	6	1	17%
Tsawwassen East	2	0	NA
TOTAL*	58	14	24%

SEPTEMBER 2018

\*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**

Sale to List Price Ratio

Sale Price SQFT

Days on Market

- Market Type Indicator TSAWWASSEN ATTACHED: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price

\$514

99%

30

\$458

96%

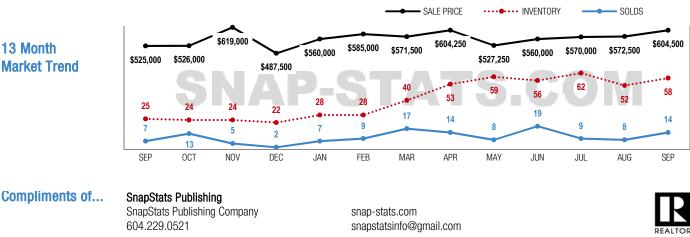
33

- Most Active Price Band\*\* \$500,000 to \$600,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$600,000 to \$800,000, 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

12%

3%

-9%



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### 13 Month **Market Trend**

### **SnapStats**<sup>®</sup> LADNER

### Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	0	1	NA*
300,001 - 400,000	1	0	NA
400,001 - 500,000	2	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	3	1	33%
700,001 - 800,000	2	1	50%
800,001 - 900,000	8	2	25%
900,001 - 1,000,000	22	3	14%
1,000,001 - 1,250,000	33	4	12%
1,250,001 - 1,500,000	13	1	8%
1,500,001 - 1,750,000	10	0	NA
1,750,001 - 2,000,000	4	0	NA
2,000,001 - 2,250,000	2	0	NA
2,250,001 - 2,500,000	3	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	2	0	NA
TOTAL*	105	13	12%
2 Bedrooms & Less	15	2	13%
3 to 4 Bedrooms	68	6	9%
5 to 6 Bedrooms	20	5	25%
7 Bedrooms & More	2	0	NA
TOTAL*	105	13	12%
SnapStats®	August	September	Variance
Inventory	99	105	6%
Solds	12	13	8%

\$947,500

\$536

96%

45

### SEPTEMBER 2018

### **Community** DETACHED HOUSES

-			
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	10	1	10%
East Delta	2	0	NA
Hawthorne	23	2	9%
Holly	14	4	29%
Ladner Elementary	25	3	12%
Ladner Rural	5	0	NA
Neilsen Grove	18	1	6%
Port Guichon	7	1	14%
Westham Island	1	1	100%
TOTAL*	105	13	12%

\*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**

Sale to List Price Ratio

Sale Price

Sale Price SQFT

Days on Market

- Market Type Indicator LADNER DETACHED: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price

\$949,000

\$417

99%

68

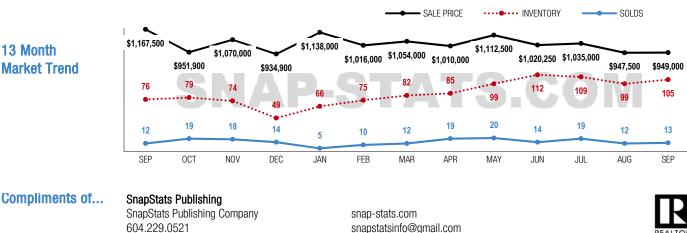
- Most Active Price Band\*\* \$800,000 to \$900,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Neilsen Grove and 3 to 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Holly and 5 to 6 bedroom properties \*\*With minimum inventory of 10 in most instances

0%

3%

51%

-22%



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### 13 Month **Market Trend**

# SnapStats® LADNER

### Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	3	1	33%
400,001 - 500,000	4	2	50%
500,001 - 600,000	13	1	8%
600,001 - 700,000	4	1	25%
700,001 - 800,000	9	3	33%
800,001 - 900,000	10	5	50%
900,001 - 1,000,000	6	4	67%
1,000,001 - 1,250,000	4	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 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	53	17	32%
0 to 1 Bedroom	6	2	33%
2 Bedrooms	14	3	21%
3 Bedrooms	23	2	9%
4 Bedrooms & Greater	10	10	100%
TOTAL*	53	17	32%
SnapStats®	August	September	Variance
Inventory	41	53	29%
Solds	9	17	89%
Sale Price	\$679,000	\$858,800	26%
0.1.0.0057		<b>*</b> • • • •	

\$499

100%

20

### Community CONDOS & TOWNHOMES

-			
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	7	4	57%
East Delta	1	0	NA
Hawthorne	15	2	13%
Holly	1	1	100%
Ladner Elementary	10	1	10%
Ladner Rural	0	0	NA
Neilsen Grove	19	9	47%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	53	17	32%

SEPTEMBER 2018

\*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**

Sale to List Price Ratio

Sale Price SQFT

Days on Market

- Market Type Indicator LADNER ATTACHED: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price

-7%

-75%

0%

\$464

100%

5

- Most Active Price Band\*\* \$800,000 to \$900,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$500,000 to \$600,000, Ladner Elementary and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Neilsen Grove and minimum 4 bedroom properties \*\*With minimum inventory of 10 in most instances

