

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 | 8 | 3 | 38% |
| 400,001 – 500,000 | 10 | 5 | 50% |
| 500,001 – 600,000 | 37 | 18 | 49% |
| 600,001 – 700,000 | 94 | 33 | 35% |
| 700,001 – 800,000 | 106 | 18 | 17% |
| 800,001 – 900,000 | 82 | 11 | 13% |
| 900,001 – 1,000,000 | 75 | 5 | 7% |
| 1,000,001 – 1,250,000 | 88 | 18 | 20% |
| 1,250,001 – 1,500,000 | 77 | 6 | 8% |
| 1,500,001 – 1,750,000 | 42 | 4 | 10% |
| 1,750,001 – 2,000,000 | 52 | 5 | 10% |
| 2,000,001 – 2,250,000 | 25 | 1 | 4% |
| 2,250,001 – 2,500,000 | 22 | 2 | 9% |
| 2,500,001 – 2,750,000 | 10 | 2 | 20% |
| 2,750,001 – 3,000,000 | 18 | 3 | 17% |
| 3,000,001 – 3,500,000 | 23 | 4 | 17% |
| 3,500,001 – 4,000,000 | 10 | 0 | NA |
| 4,000,001 – 4,500,000 | 8 | 1 | 13% |
| 4,500,001 – 5,000,000 | 8 | 0 | NA |
| 5,000,001 & Greater | 39 | 3 | 8% |
| TOTAL* | 836 | 143 | 17% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 331 | 76 | 23% |
| 2 Bedrooms | 409 | 58 | 14% |
| 3 Bedrooms | 90 | 8 | 9% |
| 4 Bedrooms & Greater | 6 | 1 | 17% |
| TOTAL* | 836 | 143 | 17% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 754 | 836 | 11% |
| Solds | 126 | 143 | 13% |
| Sale Price | \$843,500 | \$750,000 | -11% |
| Sale Price SQFT | \$1,043 | \$979 | -6% |
| Sale to List Price Ratio | 97% | 95% | -2% |
| Days on Market | 19 | 16 | -16% |

*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

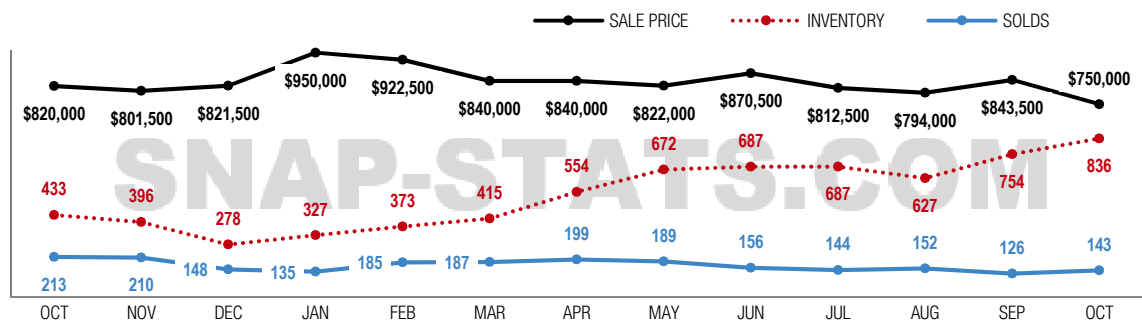
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 104 | 16 | 15% |
| Downtown | 336 | 57 | 17% |
| Westend | 167 | 36 | 22% |
| Yaletown | 229 | 34 | 15% |
| TOTAL* | 836 | 143 | 17% |

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling ratio)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil, Coal Harbour, Yaletown and 3 bedroom properties
- Sellers Best Bet** Selling homes in the Westend 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 | 3 | 0 | NA |
| 500,001 – 600,000 | 0 | 1 | NA* |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 1 | NA* |
| 1,250,001 – 1,500,000 | 1 | 0 | NA |
| 1,500,001 – 1,750,000 | 3 | 1 | 33% |
| 1,750,001 – 2,000,000 | 14 | 1 | 7% |
| 2,000,001 – 2,250,000 | 20 | 4 | 20% |
| 2,250,001 – 2,500,000 | 33 | 4 | 12% |
| 2,500,001 – 2,750,000 | 32 | 6 | 19% |
| 2,750,001 – 3,000,000 | 60 | 8 | 13% |
| 3,000,001 – 3,500,000 | 84 | 9 | 11% |
| 3,500,001 – 4,000,000 | 102 | 14 | 14% |
| 4,000,001 – 4,500,000 | 61 | 1 | 2% |
| 4,500,001 – 5,000,000 | 63 | 5 | 8% |
| 5,000,001 & Greater | 264 | 10 | 4% |
| TOTAL* | 740 | 65 | 9% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 24 | 2 | 8% |
| 3 to 4 Bedrooms | 261 | 31 | 12% |
| 5 to 6 Bedrooms | 379 | 30 | 8% |
| 7 Bedrooms & More | 76 | 2 | 3% |
| TOTAL* | 740 | 65 | 9% |

| SnapStats® | September | October | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 754 | 740 | -2% |
| Solds | 39 | 65 | 67% |
| Sale Price | \$2,900,000 | \$3,470,000 | 20% |
| Sale Price SQFT | \$1,035 | \$1,164 | 12% |
| Sale to List Price Ratio | 94% | 92% | -2% |
| Days on Market | 49 | 38 | -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.

Community DETACHED HOUSES

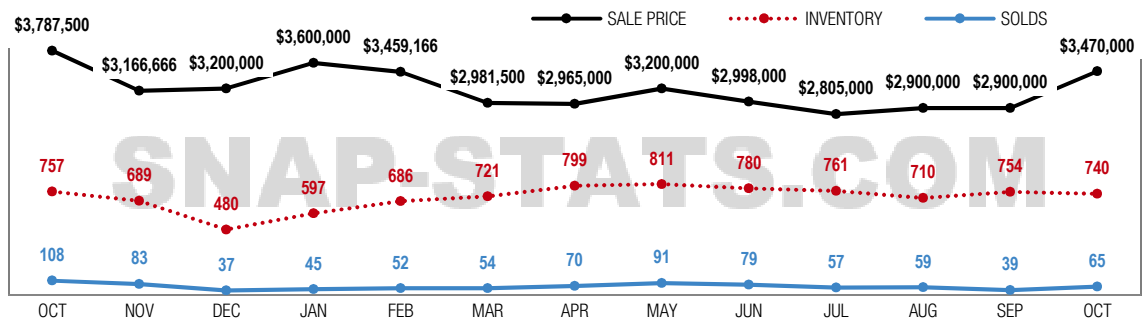
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 28 | 4 | 14% |
| Cambie | 47 | 4 | 9% |
| Dunbar | 103 | 13 | 13% |
| Fairview | 0 | 0 | NA |
| Falsecreek | 1 | 0 | NA |
| Kerrisdale | 57 | 3 | 5% |
| Kitsilano | 42 | 6 | 14% |
| Mackenzie Heights | 28 | 3 | 11% |
| Marpole | 59 | 1 | 2% |
| Mount Pleasant | 7 | 0 | NA |
| Oakridge | 14 | 1 | 7% |
| Point Grey | 65 | 10 | 15% |
| Quilchena | 25 | 4 | 16% |
| SW Marine | 33 | 0 | NA |
| Shaughnessy | 74 | 5 | 7% |
| South Cambie | 19 | 1 | 5% |
| South Granville | 86 | 6 | 7% |
| Southlands | 30 | 2 | 7% |
| University | 22 | 2 | 9% |
| TOTAL* | 740 | 65 | 9% |

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE 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** \$2 mil to \$2.25 mil with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Marpole and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Quilchena 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 | 4 | 200%* |
| 400,001 – 500,000 | 16 | 8 | 50% |
| 500,001 – 600,000 | 57 | 19 | 33% |
| 600,001 – 700,000 | 79 | 25 | 32% |
| 700,001 – 800,000 | 75 | 18 | 24% |
| 800,001 – 900,000 | 69 | 24 | 35% |
| 900,001 – 1,000,000 | 66 | 14 | 21% |
| 1,000,001 – 1,250,000 | 90 | 22 | 24% |
| 1,250,001 – 1,500,000 | 102 | 16 | 16% |
| 1,500,001 – 1,750,000 | 50 | 7 | 14% |
| 1,750,001 – 2,000,000 | 52 | 2 | 4% |
| 2,000,001 – 2,250,000 | 13 | 5 | 38% |
| 2,250,001 – 2,500,000 | 24 | 0 | NA |
| 2,500,001 – 2,750,000 | 13 | 1 | 8% |
| 2,750,001 – 3,000,000 | 14 | 0 | NA |
| 3,000,001 – 3,500,000 | 6 | 0 | NA |
| 3,500,001 – 4,000,000 | 7 | 0 | NA |
| 4,000,001 – 4,500,000 | 3 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 4 | 0 | NA |
| TOTAL* | 742 | 165 | 22% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 204 | 58 | 28% |
| 2 Bedrooms | 370 | 91 | 25% |
| 3 Bedrooms | 150 | 15 | 10% |
| 4 Bedrooms & Greater | 18 | 1 | 6% |
| TOTAL* | 742 | 165 | 22% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 767 | 742 | -3% |
| Solds | 111 | 165 | 49% |
| Sale Price | \$860,000 | \$850,000 | -1% |
| Sale Price SQFT | \$933 | \$945 | 1% |
| Sale to List Price Ratio | 96% | 96% | 0% |
| Days on Market | 18 | 17 | -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.

Community CONDOS & TOWNHOMES

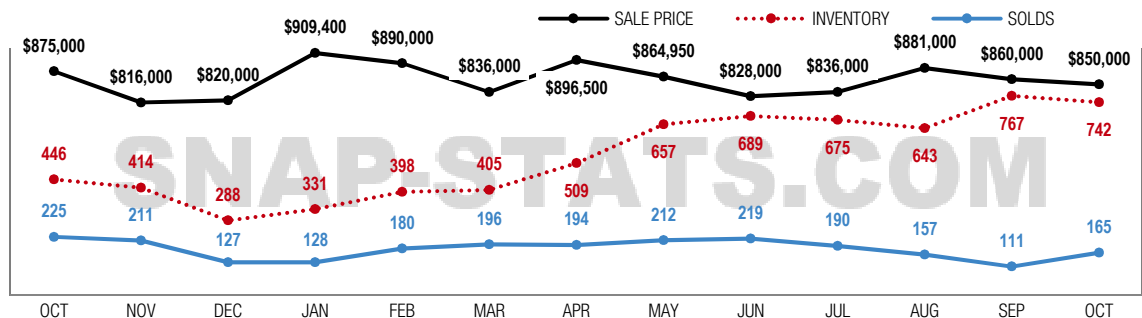
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 0 | 1 | NA* |
| Cambie | 64 | 7 | 11% |
| Dunbar | 5 | 3 | 60% |
| Fairview | 97 | 47 | 48% |
| Falsecreek | 87 | 18 | 21% |
| Kerrisdale | 36 | 8 | 22% |
| Kitsilano | 129 | 40 | 31% |
| Mackenzie Heights | 2 | 0 | NA |
| Marpole | 69 | 12 | 17% |
| Mount Pleasant | 19 | 2 | 11% |
| Oakridge | 21 | 3 | 14% |
| Point Grey | 13 | 1 | 8% |
| Quilchena | 18 | 6 | 33% |
| SW Marine | 18 | 2 | 11% |
| Shaughnessy | 15 | 1 | 7% |
| South Cambie | 15 | 1 | 7% |
| South Granville | 17 | 0 | NA |
| Southlands | 3 | 0 | NA |
| University | 114 | 13 | 11% |
| TOTAL* | 742 | 165 | 22% |

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Point Grey, Shaughnessy, South Cambie and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Kitsilano, Quilchena 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 | 1 | NA* |
| 700,001 – 800,000 | 1 | 1 | 100% |
| 800,001 – 900,000 | 1 | 0 | NA |
| 900,001 – 1,000,000 | 7 | 0 | NA |
| 1,000,001 – 1,250,000 | 32 | 13 | 41% |
| 1,250,001 – 1,500,000 | 144 | 22 | 15% |
| 1,500,001 – 1,750,000 | 126 | 25 | 20% |
| 1,750,001 – 2,000,000 | 127 | 11 | 9% |
| 2,000,001 – 2,250,000 | 60 | 4 | 7% |
| 2,250,001 – 2,500,000 | 72 | 1 | 1% |
| 2,500,001 – 2,750,000 | 49 | 1 | 2% |
| 2,750,001 – 3,000,000 | 65 | 1 | 2% |
| 3,000,001 – 3,500,000 | 28 | 0 | NA |
| 3,500,001 – 4,000,000 | 6 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 7 | 0 | NA |
| TOTAL* | 726 | 80 | 11% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 45 | 7 | 16% |
| 3 to 4 Bedrooms | 242 | 30 | 12% |
| 5 to 6 Bedrooms | 332 | 33 | 10% |
| 7 Bedrooms & More | 107 | 10 | 9% |
| TOTAL* | 726 | 80 | 11% |

| SnapStats® | September | October | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 785 | 726 | -8% |
| Solds | 72 | 80 | 11% |
| Sale Price | \$1,550,000 | \$1,547,500 | 0% |
| Sale Price SQFT | \$647 | \$698 | 8% |
| Sale to List Price Ratio | 97% | 97% | 0% |
| Days on Market | 25 | 19 | -24% |

*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

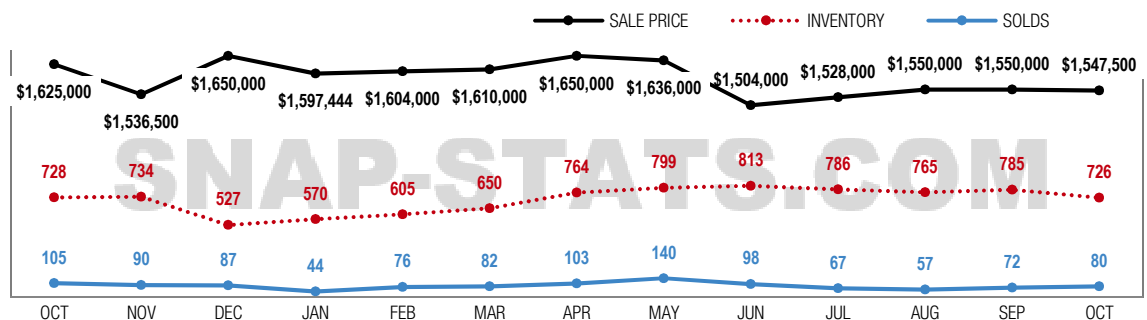
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Champlain Heights | 1 | 0 | NA |
| Collingwood | 118 | 4 | 3% |
| Downtown | 0 | 0 | NA |
| Fraser | 52 | 7 | 13% |
| Fraserview | 32 | 2 | 6% |
| Grandview | 61 | 9 | 15% |
| Hastings | 11 | 1 | 9% |
| Hastings East | 30 | 1 | 3% |
| Killarney | 54 | 7 | 13% |
| Knight | 53 | 8 | 15% |
| Main | 26 | 5 | 19% |
| Mount Pleasant | 14 | 3 | 21% |
| Renfrew Heights | 44 | 6 | 14% |
| Renfrew | 104 | 8 | 8% |
| South Vancouver | 77 | 8 | 10% |
| Victoria | 49 | 11 | 22% |
| TOTAL* | 726 | 80 | 11% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$3 mil, Collingwood, Hastings East and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Mount Pleasant, Victoria 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 | 13 | 5 | 38% |
| 400,001 – 500,000 | 80 | 21 | 26% |
| 500,001 – 600,000 | 122 | 36 | 30% |
| 600,001 – 700,000 | 76 | 25 | 33% |
| 700,001 – 800,000 | 70 | 21 | 30% |
| 800,001 – 900,000 | 46 | 12 | 26% |
| 900,001 – 1,000,000 | 30 | 9 | 30% |
| 1,000,001 – 1,250,000 | 39 | 12 | 31% |
| 1,250,001 – 1,500,000 | 18 | 4 | 22% |
| 1,500,001 – 1,750,000 | 8 | 2 | 25% |
| 1,750,001 – 2,000,000 | 7 | 0 | NA |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 1 | 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 | 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* | 515 | 147 | 29% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 208 | 57 | 27% |
| 2 Bedrooms | 211 | 66 | 31% |
| 3 Bedrooms | 86 | 22 | 26% |
| 4 Bedrooms & Greater | 10 | 2 | 20% |
| TOTAL* | 515 | 147 | 29% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 534 | 515 | -4% |
| Solds | 116 | 147 | 27% |
| Sale Price | \$630,000 | \$627,500 | 0% |
| Sale Price SQFT | \$845 | \$770 | -9% |
| Sale to List Price Ratio | 98% | 97% | -1% |
| Days on Market | 12 | 14 | 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.

Community CONDOS & TOWNHOMES

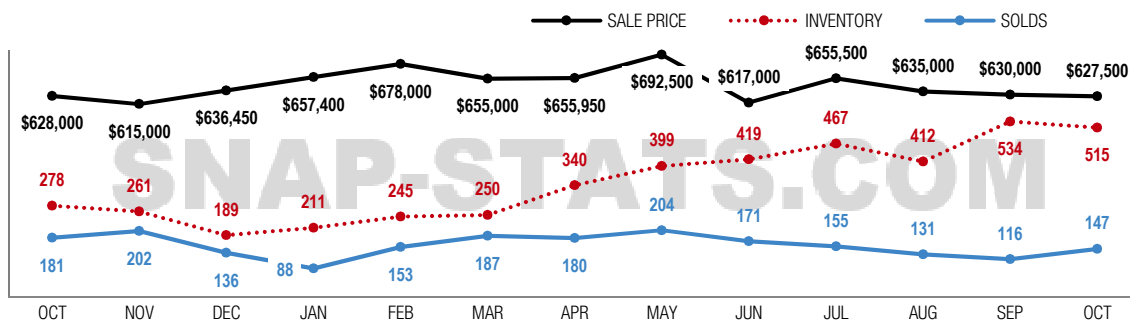
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Champlain Heights | 52 | 15 | 29% |
| Collingwood | 116 | 28 | 24% |
| Downtown | 33 | 6 | 18% |
| Fraser | 17 | 9 | 53% |
| Fraserview | 25 | 6 | 24% |
| Grandview | 19 | 8 | 42% |
| Hastings | 37 | 13 | 35% |
| Hastings East | 13 | 2 | 15% |
| Killarney | 16 | 3 | 19% |
| Knight | 11 | 5 | 45% |
| Main | 15 | 6 | 40% |
| Mount Pleasant | 125 | 41 | 33% |
| Renfrew Heights | 0 | 0 | NA |
| Renfrew | 13 | 1 | 8% |
| South Vancouver | 8 | 1 | 13% |
| Victoria | 15 | 3 | 20% |
| TOTAL* | 515 | 147 | 29% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Renfrew and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Grandview, Knight, Main 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 | 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 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 2 | 1 | 50% |
| 1,000,001 – 1,250,000 | 15 | 13 | 87% |
| 1,250,001 – 1,500,000 | 57 | 16 | 28% |
| 1,500,001 – 1,750,000 | 71 | 13 | 18% |
| 1,750,001 – 2,000,000 | 70 | 8 | 11% |
| 2,000,001 – 2,250,000 | 38 | 9 | 24% |
| 2,250,001 – 2,500,000 | 53 | 1 | 2% |
| 2,500,001 – 2,750,000 | 26 | 2 | 8% |
| 2,750,001 – 3,000,000 | 30 | 2 | 7% |
| 3,000,001 – 3,500,000 | 26 | 1 | 4% |
| 3,500,001 – 4,000,000 | 23 | 3 | 13% |
| 4,000,001 – 4,500,000 | 7 | 0 | NA |
| 4,500,001 – 5,000,000 | 4 | 0 | NA |
| 5,000,001 & Greater | 3 | 0 | NA |
| TOTAL* | 426 | 69 | 16% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 12 | 8 | 67% |
| 3 to 4 Bedrooms | 193 | 35 | 18% |
| 5 to 6 Bedrooms | 183 | 22 | 12% |
| 7 Bedrooms & More | 38 | 4 | 11% |
| TOTAL* | 426 | 69 | 16% |

| SnapStats® | September | October | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 445 | 426 | -4% |
| Solds | 41 | 69 | 68% |
| Sale Price | \$1,690,000 | \$1,580,000 | -7% |
| Sale Price SQFT | \$598 | \$648 | 8% |
| Sale to List Price Ratio | 97% | 97% | 0% |
| Days on Market | 25 | 18 | -28% |

*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

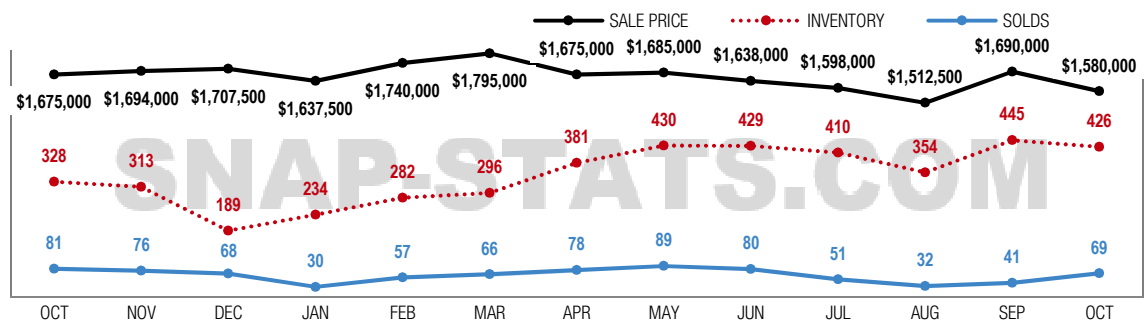
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 13 | 3 | 23% |
| Boulevard | 14 | 5 | 36% |
| Braemar | 4 | 0 | NA |
| Calverhall | 8 | 1 | 13% |
| Canyon Heights | 47 | 5 | 11% |
| Capilano | 7 | 2 | 29% |
| Central Lonsdale | 19 | 5 | 26% |
| Deep Cove | 16 | 0 | NA |
| Delbrook | 7 | 0 | NA |
| Dollarton | 13 | 4 | 31% |
| Edgemont | 26 | 6 | 23% |
| Forest Hills | 17 | 2 | 12% |
| Grouse Woods | 8 | 0 | NA |
| Hamilton | 9 | 2 | 22% |
| Hamilton Heights | 0 | 1 | NA* |
| Indian Arm | 5 | 0 | NA |
| Indian River | 6 | 2 | 33% |
| Lower Lonsdale | 13 | 2 | 15% |
| Lynn Valley | 39 | 8 | 21% |
| Lynn timer | 3 | 0 | NA |
| Norgate | 7 | 4 | 57% |
| Northlands | 3 | 1 | 33% |
| Pemberton Heights | 13 | 2 | 15% |
| Pemberton | 10 | 1 | 10% |
| Princess Park | 6 | 2 | 33% |
| Queensbury | 7 | 0 | NA |
| Roche Point | 1 | 0 | NA |
| Seymour | 8 | 2 | 25% |
| Tempe | 4 | 0 | NA |
| Upper Delbrook | 25 | 0 | NA |
| Upper Lonsdale | 46 | 3 | 7% |
| Westlynn | 13 | 5 | 38% |
| Westlynn Terrace | 2 | 0 | NA |
| Windsor Park | 3 | 0 | NA |
| Woodlands-Sunshine Cascade | 4 | 1 | 25% |
| TOTAL* | 426 | 69 | 16% |

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 87% 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 Boulevard, Dollarton, Westlynn 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 | 9 | 3 | 33% |
| 400,001 – 500,000 | 29 | 13 | 45% |
| 500,001 – 600,000 | 56 | 19 | 34% |
| 600,001 – 700,000 | 68 | 10 | 15% |
| 700,001 – 800,000 | 57 | 12 | 21% |
| 800,001 – 900,000 | 52 | 18 | 35% |
| 900,001 – 1,000,000 | 48 | 10 | 21% |
| 1,000,001 – 1,250,000 | 70 | 9 | 13% |
| 1,250,001 – 1,500,000 | 31 | 4 | 13% |
| 1,500,001 – 1,750,000 | 12 | 1 | 8% |
| 1,750,001 – 2,000,000 | 6 | 2 | 33% |
| 2,000,001 – 2,250,000 | 3 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 2 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 446 | 101 | 23% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 109 | 29 | 27% |
| 2 Bedrooms | 230 | 48 | 21% |
| 3 Bedrooms | 88 | 17 | 19% |
| 4 Bedrooms & Greater | 19 | 7 | 37% |
| TOTAL* | 446 | 101 | 23% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 407 | 446 | 10% |
| Solds | 77 | 101 | 31% |
| Sale Price | \$640,000 | \$752,500 | 18% |
| Sale Price SQFT | \$675 | \$773 | 15% |
| Sale to List Price Ratio | 99% | 95% | -4% |
| Days on Market | 11 | 11 | 0% |

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 | 2 | 0 | NA |
| Central Lonsdale | 92 | 15 | 16% |
| Deep Cove | 3 | 3 | 100% |
| Delbrook | 0 | 1 | NA* |
| Dollarton | 3 | 1 | 33% |
| Edgemont | 5 | 1 | 20% |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 2 | 0 | NA |
| Hamilton | 31 | 5 | 16% |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 5 | 3 | 60% |
| Lower Lonsdale | 85 | 26 | 31% |
| Lynn Valley | 44 | 6 | 14% |
| Lynn timer | 59 | 21 | 36% |
| Norgate | 16 | 0 | NA |
| Northlands | 12 | 4 | 33% |
| Pemberton Heights | 1 | 0 | NA |
| Pemberton | 33 | 2 | 6% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 1 | 0 | NA |
| Roche Point | 33 | 8 | 24% |
| Seymour | 5 | 3 | 60% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 0 | 1 | NA* |
| Upper Lonsdale | 7 | 0 | NA |
| Westlynn | 6 | 1 | 17% |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 446 | 101 | 23% |

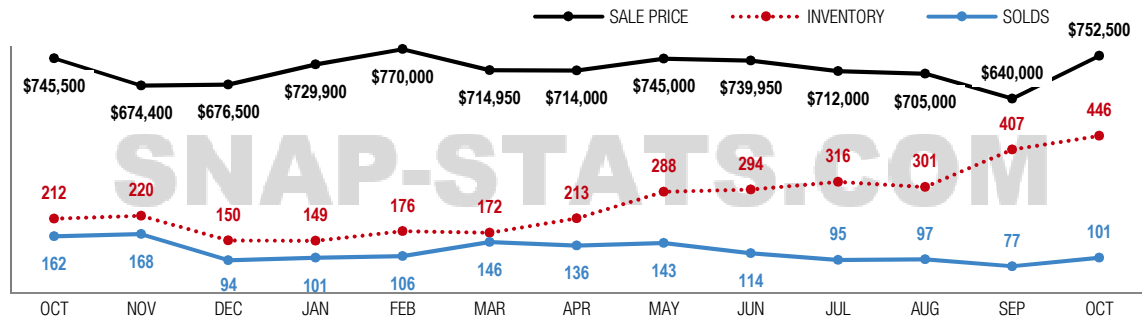
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Pemberton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Lower Lonsdale, Lynn timer, Northlands and minimum 4 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 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 2 | 0 | NA |
| 1,250,001 – 1,500,000 | 6 | 2 | 33% |
| 1,500,001 – 1,750,000 | 10 | 1 | 10% |
| 1,750,001 – 2,000,000 | 27 | 3 | 11% |
| 2,000,001 – 2,250,000 | 18 | 4 | 22% |
| 2,250,001 – 2,500,000 | 36 | 2 | 6% |
| 2,500,001 – 2,750,000 | 33 | 4 | 12% |
| 2,750,001 – 3,000,000 | 52 | 6 | 12% |
| 3,000,001 – 3,500,000 | 50 | 4 | 8% |
| 3,500,001 – 4,000,000 | 58 | 2 | 3% |
| 4,000,001 – 4,500,000 | 32 | 1 | 3% |
| 4,500,001 – 5,000,000 | 31 | 2 | 6% |
| 5,000,001 & Greater | 175 | 5 | 3% |
| TOTAL* | 530 | 36 | 7% |

| | | | |
|-------------------|-----|----|----|
| 2 Bedrooms & Less | 13 | 1 | 8% |
| 3 to 4 Bedrooms | 240 | 18 | 8% |
| 5 to 6 Bedrooms | 246 | 16 | 7% |
| 7 Bedrooms & More | 31 | 1 | 3% |
| TOTAL* | 530 | 36 | 7% |

| SnapStats® | September | October | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 534 | 530 | -1% |
| Solds | 24 | 36 | 50% |
| Sale Price | \$2,875,000 | \$2,825,000 | -2% |
| Sale Price SQFT | \$1,164 | \$854 | -27% |
| Sale to List Price Ratio | 96% | 91% | -5% |
| Days on Market | 85 | 29 | -66% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 19 | 2 | 11% |
| Ambleside | 58 | 5 | 9% |
| Bayridge | 14 | 0 | NA |
| British Properties | 86 | 6 | 7% |
| Canterbury | 9 | 1 | 11% |
| Caulfield | 22 | 3 | 14% |
| Cedardale | 6 | 1 | 17% |
| Chartwell | 37 | 1 | 3% |
| Chelsea Park | 3 | 0 | NA |
| Cypress | 7 | 1 | 14% |
| Cypress Park Estates | 20 | 1 | 5% |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 33 | 5 | 15% |
| Eagle Harbour | 20 | 0 | NA |
| Eagleridge | 5 | 0 | NA |
| Furry Creek | 3 | 1 | 33% |
| Gleneagles | 10 | 2 | 20% |
| Glenmore | 26 | 0 | NA |
| Horseshoe Bay | 5 | 1 | 20% |
| Howe Sound | 7 | 0 | NA |
| Lions Bay | 21 | 1 | 5% |
| Old Caulfield | 1 | 0 | NA |
| Panorama Village | 1 | 0 | NA |
| Park Royal | 2 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 19 | 0 | NA |
| Rockridge | 6 | 0 | NA |
| Sandy Cove | 3 | 0 | NA |
| Sentinel Hill | 23 | 0 | NA |
| Upper Caulfield | 14 | 0 | NA |
| West Bay | 9 | 2 | 22% |
| Westhill | 6 | 1 | 17% |
| Westmount | 20 | 1 | 5% |
| Whitby Estates | 7 | 0 | NA |
| Whytecliff | 7 | 1 | 14% |
| TOTAL* | 530 | 36 | 7% |

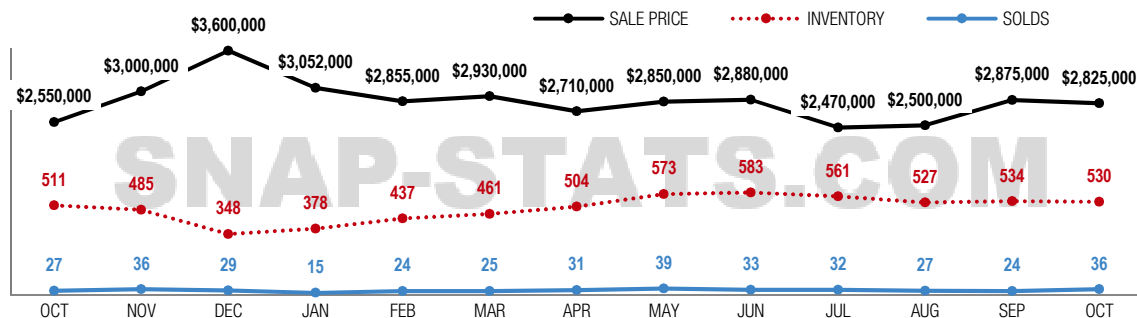
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4.5 mil and \$5 mil plus, Chartwell, Cypress Park, Lions Bay and Westmount
- Sellers Best Bet** Selling homes in Gleneagles, West Bay and up 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 | 1 | 0 | NA |
| 400,001 – 500,000 | 1 | 0 | NA |
| 500,001 – 600,000 | 4 | 1 | 25% |
| 600,001 – 700,000 | 7 | 1 | 14% |
| 700,001 – 800,000 | 5 | 4 | 80% |
| 800,001 – 900,000 | 7 | 1 | 14% |
| 900,001 – 1,000,000 | 5 | 2 | 40% |
| 1,000,001 – 1,250,000 | 14 | 0 | NA |
| 1,250,001 – 1,500,000 | 13 | 3 | 23% |
| 1,500,001 – 1,750,000 | 18 | 2 | 11% |
| 1,750,001 – 2,000,000 | 15 | 1 | 7% |
| 2,000,001 – 2,250,000 | 8 | 3 | 38% |
| 2,250,001 – 2,500,000 | 9 | 0 | NA |
| 2,500,001 – 2,750,000 | 8 | 0 | NA |
| 2,750,001 – 3,000,000 | 5 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 0 | NA |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 6 | 0 | NA |
| 5,000,001 & Greater | 7 | 0 | NA |
| TOTAL* | 139 | 18 | 13% |

| | | | |
|----------------------|------------|-----------|------------|
| 0 to 1 Bedroom | 24 | 6 | 25% |
| 2 Bedrooms | 82 | 10 | 12% |
| 3 Bedrooms | 29 | 2 | 7% |
| 4 Bedrooms & Greater | 4 | 0 | NA |
| TOTAL* | 139 | 18 | 13% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-------------|----------|
| Inventory | 141 | 139 | -1% |
| Solds | 9 | 18 | 100% |
| Sale Price | \$725,000 | \$1,225,000 | 69% |
| Sale Price SQFT | \$697 | \$1,055 | 51% |
| Sale to List Price Ratio | 97% | 95% | -2% |
| Days on Market | 39 | 45 | 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

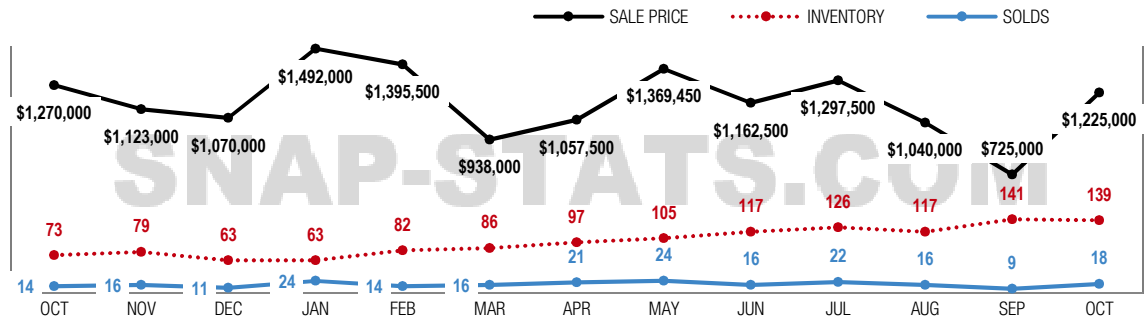
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|------------|-----------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 41 | 5 | 12% |
| Bayridge | 0 | 0 | NA |
| British Properties | 1 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 6 | 1 | 17% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 0 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 4 | 1 | 25% |
| Deer Ridge | 5 | 0 | NA |
| Dundarave | 25 | 4 | 16% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 2 | 1 | 50% |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 1 | 0 | NA |
| Horseshoe Bay | 5 | 2 | 40% |
| Howe Sound | 4 | 0 | NA |
| Lions Bay | 0 | 0 | NA |
| Old Caulfield | 2 | 0 | NA |
| Panorama Village | 17 | 1 | 6% |
| Park Royal | 17 | 3 | 18% |
| 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 | 2 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 7 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 139 | 18 | 13% |

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Panorama Village and 3 bedroom properties
- Sellers Best Bet** Selling homes in Park Royal 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 | 1 | 1 | 100% |
| 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 | 0 | 2 | NA* |
| 900,001 – 1,000,000 | 4 | 0 | NA |
| 1,000,001 – 1,250,000 | 23 | 8 | 35% |
| 1,250,001 – 1,500,000 | 119 | 14 | 12% |
| 1,500,001 – 1,750,000 | 133 | 8 | 6% |
| 1,750,001 – 2,000,000 | 114 | 11 | 10% |
| 2,000,001 – 2,250,000 | 50 | 7 | 14% |
| 2,250,001 – 2,500,000 | 80 | 2 | 3% |
| 2,500,001 – 2,750,000 | 51 | 2 | 4% |
| 2,750,001 – 3,000,000 | 70 | 1 | 1% |
| 3,000,001 – 3,500,000 | 52 | 0 | NA |
| 3,500,001 – 4,000,000 | 51 | 1 | 2% |
| 4,000,001 – 4,500,000 | 17 | 0 | NA |
| 4,500,001 – 5,000,000 | 12 | 0 | NA |
| 5,000,001 & Greater | 18 | 0 | NA |
| TOTAL* | 800 | 57 | 7% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 35 | 3 | 9% |
| 3 to 4 Bedrooms | 312 | 29 | 9% |
| 5 to 6 Bedrooms | 427 | 22 | 5% |
| 7 Bedrooms & More | 26 | 3 | 12% |
| TOTAL* | 800 | 57 | 7% |

| SnapStats® | September | October | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 820 | 800 | -2% |
| Solds | 63 | 57 | -10% |
| Sale Price | \$1,539,989 | \$1,598,000 | 4% |
| Sale Price SQFT | \$611 | \$653 | 7% |
| Sale to List Price Ratio | 91% | 95% | 4% |
| Days on Market | 49 | 40 | -18% |

*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

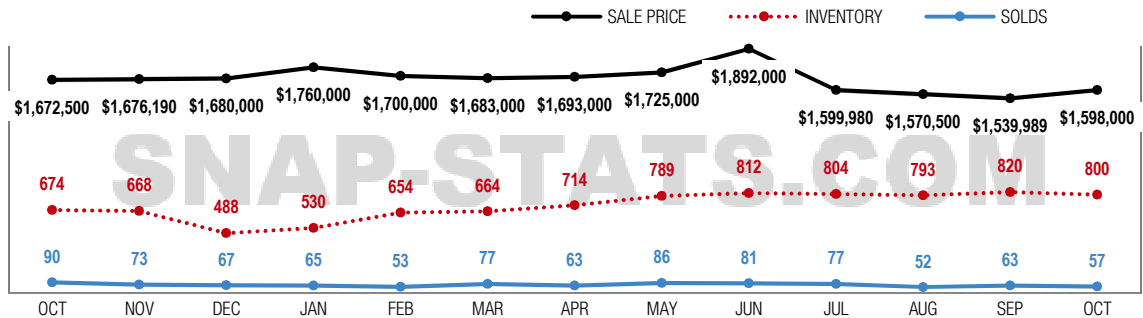
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 29 | 0 | NA |
| Bridgeport | 22 | 4 | 18% |
| Brighthouse | 26 | 0 | NA |
| Brighthouse South | 1 | 0 | NA |
| Broadmoor | 50 | 5 | 10% |
| East Cambie | 24 | 2 | 8% |
| East Richmond | 1 | 1 | 100% |
| Garden City | 25 | 3 | 12% |
| Gilmore | 2 | 0 | NA |
| Granville | 70 | 5 | 7% |
| Hamilton | 14 | 0 | NA |
| Ironwood | 34 | 3 | 9% |
| Lackner | 39 | 1 | 3% |
| McLennan | 13 | 0 | NA |
| McLennan North | 9 | 1 | 11% |
| McNair | 29 | 2 | 7% |
| Quilchena | 33 | 2 | 6% |
| Riverdale | 37 | 3 | 8% |
| Saunders | 44 | 1 | 2% |
| Sea Island | 4 | 2 | 50% |
| Seafair | 54 | 5 | 9% |
| South Arm | 23 | 1 | 4% |
| Steveston North | 57 | 2 | 4% |
| Steveston South | 23 | 3 | 13% |
| Steveston Village | 14 | 2 | 14% |
| Terra Nova | 20 | 2 | 10% |
| West Cambie | 26 | 1 | 4% |
| Westwind | 15 | 1 | 7% |
| Woodwards | 62 | 5 | 8% |
| TOTAL* | 800 | 57 | 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 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$3 mil, Lackner, Saunders, South Arm, Steveston North and West Cambie
- Sellers Best Bet** Selling homes in Bridgeport 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 | 3 | 1 | 33% |
| 300,001 – 400,000 | 18 | 20 | 111%* |
| 400,001 – 500,000 | 79 | 27 | 34% |
| 500,001 – 600,000 | 142 | 27 | 19% |
| 600,001 – 700,000 | 149 | 35 | 23% |
| 700,001 – 800,000 | 161 | 25 | 16% |
| 800,001 – 900,000 | 133 | 9 | 7% |
| 900,001 – 1,000,000 | 97 | 10 | 10% |
| 1,000,001 – 1,250,000 | 89 | 14 | 16% |
| 1,250,001 – 1,500,000 | 40 | 1 | 3% |
| 1,500,001 – 1,750,000 | 13 | 0 | NA |
| 1,750,001 – 2,000,000 | 4 | 1 | 25% |
| 2,000,001 – 2,250,000 | 2 | 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 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 937 | 170 | 18% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 154 | 47 | 31% |
| 2 Bedrooms | 415 | 76 | 18% |
| 3 Bedrooms | 267 | 38 | 14% |
| 4 Bedrooms & Greater | 101 | 9 | 9% |
| TOTAL* | 937 | 170 | 18% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 924 | 937 | 1% |
| Solds | 132 | 170 | 29% |
| Sale Price | \$617,000 | \$640,000 | 4% |
| Sale Price SQFT | \$663 | \$677 | 2% |
| Sale to List Price Ratio | 99% | 98% | -1% |
| Days on Market | 29 | 22 | -24% |

*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

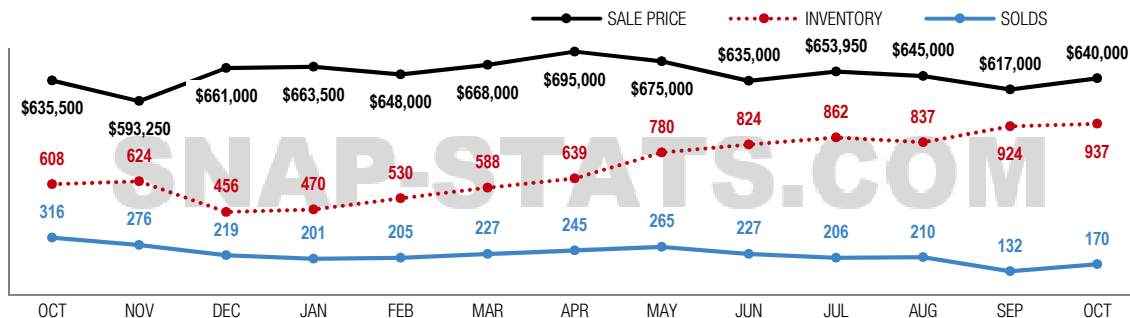
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 19 | 0 | NA |
| Bridgeport | 32 | 3 | 9% |
| Brighthouse | 278 | 58 | 21% |
| Brighthouse South | 107 | 26 | 24% |
| Broadmoor | 8 | 1 | 13% |
| East Cambie | 16 | 4 | 25% |
| East Richmond | 3 | 0 | NA |
| Garden City | 5 | 1 | 20% |
| Gilmore | 0 | 0 | NA |
| Granville | 16 | 2 | 13% |
| Hamilton | 14 | 5 | 36% |
| Ironwood | 27 | 3 | 11% |
| Lackner | 4 | 0 | NA |
| McLennan | 0 | 0 | NA |
| McLennan North | 94 | 16 | 17% |
| McNair | 1 | 1 | 100% |
| Quilchena | 2 | 1 | 50% |
| Riverdale | 20 | 2 | 10% |
| Saunders | 16 | 1 | 6% |
| Sea Island | 4 | 0 | NA |
| Seafair | 5 | 1 | 20% |
| South Arm | 4 | 4 | 100% |
| Steveston North | 8 | 2 | 25% |
| Steveston South | 41 | 5 | 12% |
| Steveston Village | 12 | 2 | 17% |
| Terra Nova | 15 | 2 | 13% |
| West Cambie | 162 | 27 | 17% |
| Westwind | 3 | 1 | 33% |
| Woodwards | 21 | 2 | 10% |
| TOTAL* | 937 | 170 | 18% |

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 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 \$1.5 mil, Saunders and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton 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 | 0 | 0 | NA |
| 800,001 – 900,000 | 3 | 0 | NA |
| 900,001 – 1,000,000 | 9 | 6 | 67% |
| 1,000,001 – 1,250,000 | 42 | 4 | 10% |
| 1,250,001 – 1,500,000 | 45 | 1 | 2% |
| 1,500,001 – 1,750,000 | 17 | 2 | 12% |
| 1,750,001 – 2,000,000 | 12 | 0 | NA |
| 2,000,001 – 2,250,000 | 4 | 0 | NA |
| 2,250,001 – 2,500,000 | 4 | 0 | NA |
| 2,500,001 – 2,750,000 | 9 | 0 | NA |
| 2,750,001 – 3,000,000 | 6 | 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 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 156 | 13 | 8% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 6 | 0 | NA |
| 3 to 4 Bedrooms | 109 | 13 | 12% |
| 5 to 6 Bedrooms | 38 | 0 | NA |
| 7 Bedrooms & More | 3 | 0 | NA |
| TOTAL* | 156 | 13 | 8% |

| SnapStats® | September | October | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 163 | 156 | -4% |
| Solds | 11 | 13 | 18% |
| Sale Price | \$1,180,000 | \$1,050,000 | -11% |
| Sale Price SQFT | \$504 | \$495 | -2% |
| Sale to List Price Ratio | 86% | 96% | 12% |
| Days on Market | 74 | 63 | -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 DETACHED HOUSES

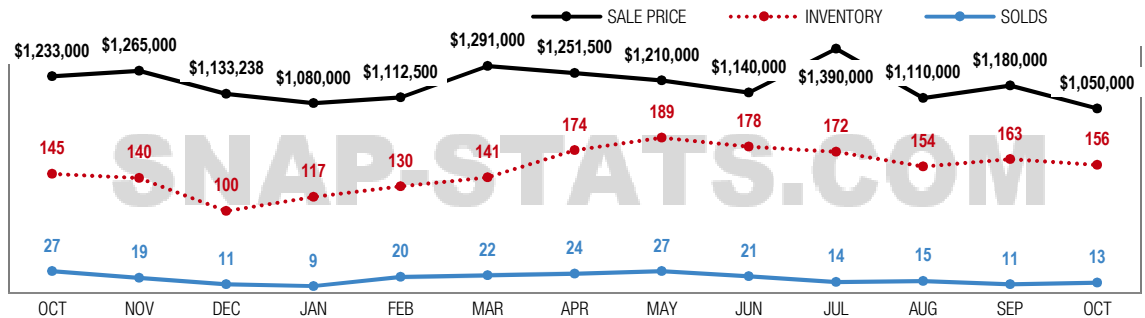
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 20 | 1 | 5% |
| Boundary Beach | 15 | 3 | 20% |
| Cliff Drive | 19 | 4 | 21% |
| English Bluff | 24 | 0 | NA |
| Pebble Hill | 31 | 3 | 10% |
| Tsawwassen Central | 33 | 2 | 6% |
| Tsawwassen East | 14 | 0 | NA |
| TOTAL* | 156 | 13 | 8% |

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Beach Grove and Tsawwassen Central
- Sellers Best Bet** Selling homes in Boundary Beach and Cliff Drive

**With minimum inventory of 10 in most instances

13 Month Market Trend



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snap-stats.com
snapstatsinfo@gmail.com



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 | 15 | 2 | 13% |
| 500,001 – 600,000 | 6 | 1 | 17% |
| 600,001 – 700,000 | 16 | 5 | 31% |
| 700,001 – 800,000 | 11 | 0 | NA |
| 800,001 – 900,000 | 4 | 2 | 50% |
| 900,001 – 1,000,000 | 2 | 1 | 50% |
| 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 | 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 | 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* | 62 | 12 | 19% |

| | | | |
|----------------------|----|----|-----|
| 0 to 1 Bedroom | 11 | 2 | 18% |
| 2 Bedrooms | 31 | 7 | 23% |
| 3 Bedrooms | 20 | 3 | 15% |
| 4 Bedrooms & Greater | 0 | 0 | NA |
| TOTAL* | 62 | 12 | 19% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 58 | 62 | 7% |
| Solds | 14 | 12 | -14% |
| Sale Price | \$604,500 | \$624,950 | 3% |
| Sale Price SQFT | \$514 | \$558 | 9% |
| Sale to List Price Ratio | 99% | 99% | 0% |
| Days on Market | 30 | 29 | -3% |

*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

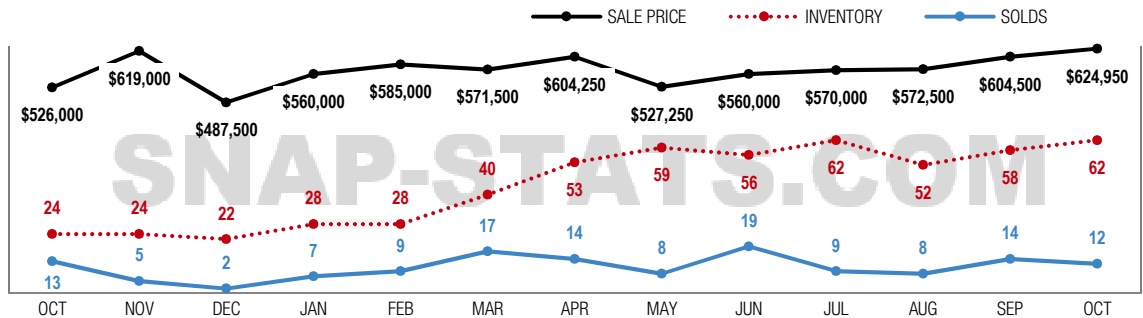
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 11 | 1 | 9% |
| Boundary Beach | 2 | 0 | NA |
| Cliff Drive | 40 | 5 | 13% |
| English Bluff | 0 | 1 | NA* |
| Pebble Hill | 1 | 0 | NA |
| Tsawwassen Central | 6 | 4 | 67% |
| Tsawwassen East | 2 | 1 | 50% |
| TOTAL* | 62 | 12 | 19% |

Market Summary

- Market Type Indicator **TSAWWASSEN 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** \$600,000 to \$700,000 with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Beach Grove and 3 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive 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 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 1 | NA* |
| 400,001 – 500,000 | 2 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 2 | 0 | NA |
| 700,001 – 800,000 | 1 | 0 | NA |
| 800,001 – 900,000 | 10 | 3 | 30% |
| 900,001 – 1,000,000 | 23 | 5 | 22% |
| 1,000,001 – 1,250,000 | 31 | 5 | 16% |
| 1,250,001 – 1,500,000 | 12 | 0 | NA |
| 1,500,001 – 1,750,000 | 11 | 0 | NA |
| 1,750,001 – 2,000,000 | 3 | 0 | NA |
| 2,000,001 – 2,250,000 | 2 | 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 | 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* | 101 | 14 | 14% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 12 | 1 | 8% |
| 3 to 4 Bedrooms | 68 | 11 | 16% |
| 5 to 6 Bedrooms | 18 | 2 | 11% |
| 7 Bedrooms & More | 3 | 0 | NA |
| TOTAL* | 101 | 14 | 14% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 105 | 101 | -4% |
| Solds | 13 | 14 | 8% |
| Sale Price | \$949,000 | \$970,000 | 2% |
| Sale Price SQFT | \$417 | \$491 | 18% |
| Sale to List Price Ratio | 99% | 98% | -1% |
| Days on Market | 68 | 41 | -40% |

*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

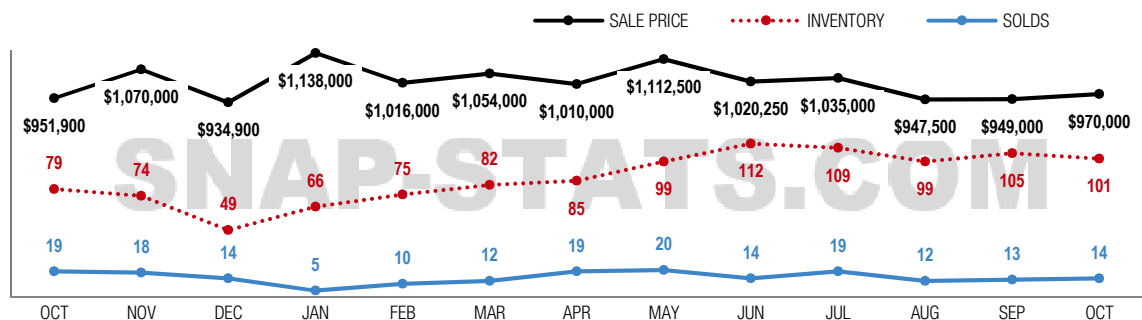
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Delta Manor | 11 | 1 | 9% |
| East Delta | 2 | 0 | NA |
| Hawthorne | 26 | 4 | 15% |
| Holly | 10 | 3 | 30% |
| Ladner Elementary | 24 | 3 | 13% |
| Ladner Rural | 6 | 0 | NA |
| Neilsen Grove | 17 | 0 | NA |
| Port Guichon | 5 | 3 | 60% |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 101 | 14 | 14% |

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Delta Manor and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Holly 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 | 4 | 0 | NA |
| 400,001 – 500,000 | 7 | 1 | 14% |
| 500,001 – 600,000 | 15 | 2 | 13% |
| 600,001 – 700,000 | 9 | 0 | NA |
| 700,001 – 800,000 | 11 | 0 | NA |
| 800,001 – 900,000 | 16 | 1 | 6% |
| 900,001 – 1,000,000 | 3 | 3 | 100% |
| 1,000,001 – 1,250,000 | 3 | 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* | 68 | 7 | 10% |

| | | | |
|----------------------|----|---|-----|
| 0 to 1 Bedroom | 7 | 0 | NA |
| 2 Bedrooms | 22 | 2 | 9% |
| 3 Bedrooms | 24 | 3 | 13% |
| 4 Bedrooms & Greater | 15 | 2 | 13% |
| TOTAL* | 68 | 7 | 10% |

| SnapStats® | September | October | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 53 | 68 | 28% |
| Solds | 17 | 7 | -59% |
| Sale Price | \$858,800 | \$804,000 | -6% |
| Sale Price SQFT | \$464 | \$493 | 6% |
| Sale to List Price Ratio | 100% | 95% | -5% |
| Days on Market | 5 | 25 | 400% |

*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

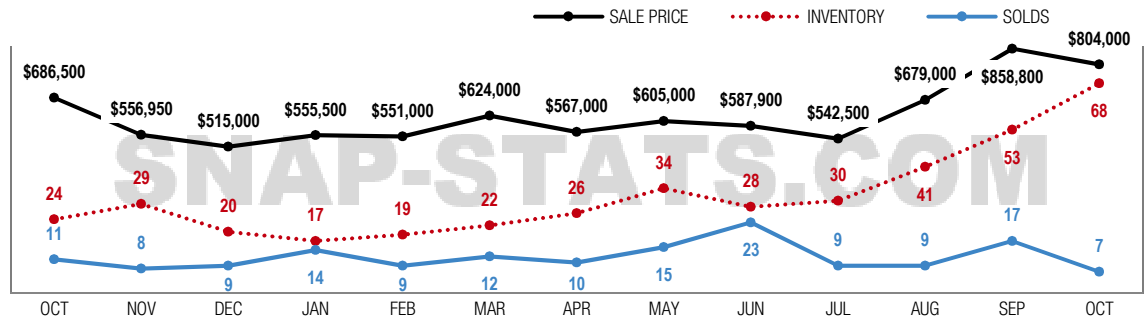
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Delta Manor | 10 | 0 | NA |
| East Delta | 1 | 0 | NA |
| Hawthorne | 22 | 0 | NA |
| Holly | 2 | 0 | NA |
| Ladner Elementary | 10 | 3 | 30% |
| Ladner Rural | 0 | 0 | NA |
| Neilsen Grove | 23 | 4 | 17% |
| Port Guichon | 0 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 68 | 7 | 10% |

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Neilsen Grove and 2 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary and minimum 3 bedroom properties

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