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

Compliments of: SnapStats Publishing

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SnapStats Publishing Company

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Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen

VANCOUVER FNITINI



VANCOUVER DOWNTOWN DECEMBER 2018

Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	1	0	NA
300,001 - 400,000	3	3	100%
400,001 - 500,000	6	2	33%
500,001 - 600,000	32	7	22%
600,001 - 700,000	68	18	26%
700,001 - 800,000	66	14	21%
800,001 - 900,000	42	8	19%
900,001 - 1,000,000	53	1	2%
1,000,001 - 1,250,000	64	8	13%
1,250,001 - 1,500,000	58	5	9%
1,500,001 - 1,750,000	24	3	13%
1,750,001 - 2,000,000	46	3	7%
2,000,001 - 2,250,000	14	2	14%
2,250,001 - 2,500,000	20	2	10%
2,500,001 - 2,750,000	7	0	NA
2,750,001 - 3,000,000	13	1	8%
3,000,001 - 3,500,000	19	0	NA
3,500,001 - 4,000,000	8	0	NA
4,000,001 - 4,500,000	10	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 & Greater	24	0	NA
TOTAL*	586	77	13%
0 to 1 Bedroom	228	41	18%
2 Bedrooms	297	32	11%
3 Bedrooms	58	4	7%
4 Bedrooms & Greater	3	0	NA
TOTAL*	586	77	13%

November	December	Variance
804	586	-27%
117	77	-34%
\$810,000	\$749,900	-7%
\$1,042	\$1,034	-1%
97%	94%	-3%
24	34	42%
	117 \$810,000 \$1,042 97%	804 586 117 77 \$810,000 \$749,900 \$1,042 \$1,034 97% 94%

Community CONDOS & TOWNHOMES

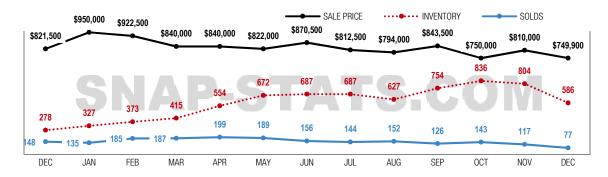
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	73	5	7%
Downtown	234	34	15%
Westend	105	14	13%
Yaletown	174	24	14%
TOTAL*	586	77	13%

*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 VANCOUVER DOWNTOWN ATTACHED: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 26% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

13 Month **Market Trend**



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



VANCOUVER WESTSIDE

DECEMBER 2018

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	0	0	NA
1,250,001 – 1,500,000	0	1	NA*
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	13	2	15%
2,000,001 – 2,250,000	10	3	30%
2,250,001 – 2,500,000	20	3	15%
2,500,001 – 2,750,000	22	6	27%
2,750,001 – 3,000,000	38	1	3%
3,000,001 – 3,500,000	52	7	13%
3,500,001 - 4,000,000	79	5	6%
4,000,001 – 4,500,000	54	1	2%
4,500,001 - 5,000,000	46	2	4%
5,000,001 & Greater	196	3	2%
TOTAL*	532	34	6%
	•	,	=0/
2 Bedrooms & Less	21	1	5%
3 to 4 Bedrooms	185	15	8%
5 to 6 Bedrooms	269	16	6%
7 Bedrooms & More	57	2	4%
TOTAL*	532	34	6%

SnapStats®	November	December	Variance
Inventory	692	532	-23%
Solds	61	34	-44%
Sale Price	\$2,820,000	\$3,137,500	11%
Sale Price SQFT	\$977	\$1,106	13%
Sale to List Price Ratio	94%	98%	4%
Days on Market	31	22	-29%

Community DETACHED HOUSES

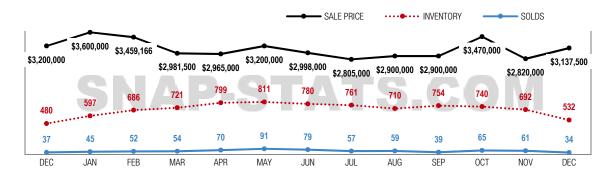
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	23	2	9%
Cambie	34	2	6%
Dunbar	78	8	10%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	36	2	6%
Kitsilano	27	3	11%
Mackenzie Heights	22	1	5%
Marpole	48	0	NA
Mount Pleasant	4	0	NA
Oakridge	12	0	NA
Point Grey	44	7	16%
Quilchena	16	1	6%
SW Marine	19	0	NA
Shaughnessy	57	4	7%
South Cambie	16	0	NA
South Granville	61	3	5%
Southlands	20	0	NA
University	14	1	7%
TOTAL*	532	34	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 VANCOUVER WESTSIDE DETACHED: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil / \$5 mil plus, Mackenzie Heights, South Granville and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Point Grey and 3 to 4 bedroom properties

13 Month Market Trend



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



VANCOUVER WESTSIDE

DECEMBER 2018

Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	()) ()	NA
300,001 – 400,000	2	0	NA NA
400,001 - 500,000	14	8	57%
500,001 - 600,000	39	7	18%
600,001 - 700,000	44	17	39%
700,001 - 800,000	44	9	20%
800,001 – 900,000	36	9	25%
900,001 - 1,000,000	36	6	17%
1,000,001 – 1,250,000	70	7	10%
1,250,001 – 1,500,000	64	7	11%
1,500,001 – 1,750,000	30	2	7%
1,750,001 - 2,000,000	40	2	5%
2,000,001 – 2,250,000	8	0	NA
2,250,001 - 2,500,000	14	1	7%
2,500,001 - 2,750,000	12	0	NA
2,750,001 - 3,000,000	14	0	NA
3,000,001 - 3,500,000	3	0	NA
3,500,001 - 4,000,000	3	1	33%
4,000,001 - 4,500,000	1	2	200%*
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	478	78	16%
0 to 1 Bedroom	130	30	23%
2 Bedrooms	238	39	16%
3 Bedrooms	96	8	8%
4 Bedrooms & Greater	14	1	7%
TOTAL*	478	78	16%

Z Deurooms	230	33	10 /0
3 Bedrooms	96	8	8%
4 Bedrooms & Greater	14	1	7%
TOTAL*	478	78	16%
SnapStats®	November	December	Variance
Inventory	701	478	-32%
Solds	115	78	-32%

\$810,000

\$892

99%

20

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	47	3	6%
Dunbar	5	0	NA
Fairview	63	17	27%
Falsecreek	67	13	19%
Kerrisdale	27	2	7%
Kitsilano	60	21	35%
Mackenzie Heights	1	0	NA
Marpole	48	6	13%
Mount Pleasant	9	2	22%
Oakridge	13	1	8%
Point Grey	11	1	9%
Quilchena	9	2	22%
SW Marine	15	1	7%
Shaughnessy	4	1	25%
South Cambie	9	0	NA
South Granville	17	1	6%
Southlands	2	0	NA
University	71	7	10%
TOTAL*	478	78	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.

Market Summary

Sale to List Price Ratio

Sale Price

Sale Price SQFT

Days on Market

- Market Type Indicator VANCOUVER WESTSIDE ATTACHED: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 4% below list price

\$767,500

\$859

96%

30

- Most Active Price Band** \$400,000 to \$500,000 with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Cambie, South Granville and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano and up to 1 bedroom properties

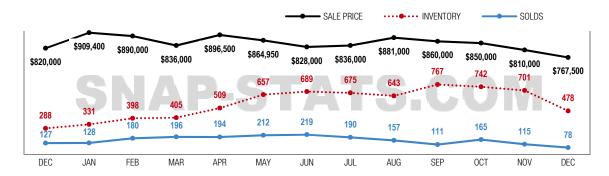
-5%

-4%

-3%

50%

13 Month **Market Trend**



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VANCOUVER EASTSIDE

DECEMBER 2018

Price Band & Bedroom DETACHED HOUSES

I IIIO Dalla & Doulo	JE 17 1077	22 1100020	
SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	1	0	NA
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	3	1	33%
1,000,001 - 1,250,000	23	8	35%
1,250,001 - 1,500,000	86	20	23%
1,500,001 - 1,750,000	96	3	3%
1,750,001 - 2,000,000	89	4	4%
2,000,001 - 2,250,000	42	4	10%
2,250,001 - 2,500,000	51	2	4%
2,500,001 - 2,750,000	31	1	3%
2,750,001 - 3,000,000	46	0	NA
3,000,001 - 3,500,000	21	0	NA
3,500,001 - 4,000,000	4	0	NA
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	502	43	9%
2 Bedrooms & Less	27	3	11%
3 to 4 Bedrooms	185	16	9%
5 to 6 Bedrooms	216	20	9%
7 Bedrooms & More	74	4	5%
TOTAL*	502	43	9%

SnapStats®	November	December	Variance
Inventory	695	502	-28%
Solds	58	43	-26%
Sale Price	\$1,483,400	\$1,399,000	-6%
Sale Price SQFT	\$654	\$593	-9%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	26	28	8%

Community DETACHED HOUSES

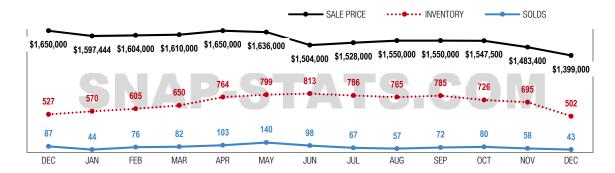
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	87	1	1%
Downtown	0	0	NA
Fraser	30	2	7%
Fraserview	19	5	26%
Grandview	41	7	17%
Hastings	6	2	33%
Hastings East	18	2	11%
Killarney	44	4	9%
Knight	43	0	NA
Main	12	5	42%
Mount Pleasant	7	1	14%
Renfrew Heights	36	3	8%
Renfrew	77	4	5%
South Vancouver	46	4	9%
Victoria	34	3	9%
TOTAL*	502	43	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 VANCOUVER EASTSIDE DETACHED: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 4% 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 \$1.5 to \$1.75 mil, \$2.5 to \$2.75 mil, Collingwood, Renfrew and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraserview, Main and up to 2 bedroom properties

13 Month Market Trend



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



VANCOUVER EASTSIDE

DECEMBER 2018

Price Band & Bedroom CONDOS & TOWNHOMES

		-	
SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	11	1	9%
400,001 - 500,000	42	14	33%
500,001 - 600,000	79	21	27%
600,001 - 700,000	31	9	29%
700,001 - 800,000	48	7	15%
800,001 - 900,000	25	8	32%
900,001 - 1,000,000	24	3	13%
1,000,001 - 1,250,000	16	3	19%
1,250,001 - 1,500,000	12	1	8%
1,500,001 - 1,750,000	5	0	NA
1,750,001 - 2,000,000	7	1	14%
2,000,001 - 2,250,000	1	0	NA
2,250,001 - 2,500,000	1	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*	305	68	22%
0 to 1 Bedroom	118	35	30%
2 Bedrooms	121	22	18%
3 Bedrooms	57	10	18%
4 Bedrooms & Greater	9	1	11%
TOTAL*	305	68	22%

SnapStats®	November	December	Variance
Inventory	462	305	-34%
Solds	113	68	-40%
Sale Price	\$585,000	\$586,500	0%
Sale Price SQFT	\$756	\$752	-1%
Sale to List Price Ratio	98%	98%	0%
Days on Market	21	20	-5%

Community CONDOS & TOWNHOMES

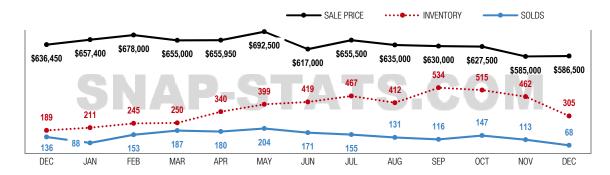
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	37	3	8%
Collingwood	60	8	13%
Downtown	17	3	18%
Fraser	5	5	100%
Fraserview	16	3	19%
Grandview	8	5	63%
Hastings	23	5	22%
Hastings East	6	2	33%
Killarney	14	0	NA
Knight	5	1	20%
Main	8	4	50%
Mount Pleasant	77	25	32%
Renfrew Heights	0	0	NA
Renfrew	11	2	18%
South Vancouver	0	0	NA
Victoria	18	2	11%
TOTAL*	305	68	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

- 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
- Most Active Price Band** \$400,000 to \$500,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Champlain Heights, Victoria and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Grandview, Main and up to 1 bedroom properties

13 Month Market Trend



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



NORTH VANCOUVER

DECEMBER 2018

Price Band & Bedroom DETACHED HOUSES

Inventory Sales Sales Ratio \$0 - 300,0000 NA 300,001 - 400,000 NA 0 0 400,001 - 500,0000 0 NA 500,001 - 600,0000 0 NA 600.001 - 700.0000 0 NA 0 700,001 - 800,0000 NA 800,001 - 900,0000 0 NA 900,001 - 1,000,0003 0 NA 2 33% 1,000,001 - 1,250,0006 1,250,001 - 1,500,00039 28% 11 1,500,001 - 1,750,00033 9 27% 1,750,001 - 2,000,00043 4 9% 2,000,001 - 2,250,00016 2 13% 2,250,001 - 2,500,00027 4 15% 2,500,001 - 2,750,00028% 18 5 2,750,001 - 3,000,00019 5% 3,000,001 - 3,500,00022 5% 1 7% 3,500,001 - 4,000,00014 4,000,001 - 4,500,0004 0 NA 4,500,001 - 5,000,0000 NA 4 5,000,001 & Greater 100% 1 1 TOTAL* 249 41 16% 9 2 Bedrooms & Less 0 NA 3 to 4 Bedrooms 108 17 16% 20 19% 5 to 6 Bedrooms 105 7 Bedrooms & More 27 4 15% TOTAL* 249 41 16%

SnapStats®	November	December	Variance
Inventory	380	249	-34%
Solds	40	41	3%
Sale Price	\$1,547,500	\$1,731,000	12%
Sale Price SQFT	\$566	\$575	1%
Sale to List Price Ratio	91%	96%	5%
Days on Market	27	50	85%

Community DETACHED HOUSES

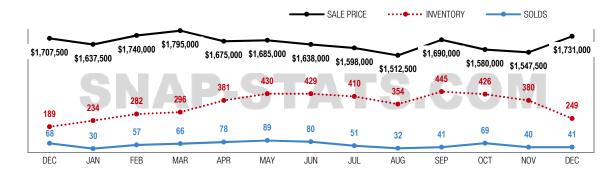
Community BETTICHES TICOCEC					
SnapStats®	Inventory	Sales	Sales Ratio		
Blueridge	8	3	38%		
Boulevard	7	4	57%		
Braemar	3	0	NA		
Calverhall	6	0	NA		
Canyon Heights	26	2	8%		
Capilano	4	2	50%		
Central Lonsdale	9	6	67%		
Deep Cove	6	2	33%		
Delbrook	4	1	25%		
Dollarton	9	1	11%		
Edgemont	18	8	44%		
Forest Hills	10	1	10%		
Grouse Woods	2	1	50%		
Hamilton	7	0	NA		
Hamilton Heights	0	0	NA		
Indian Arm	3	0	NA		
Indian River	2	0	NA		
Lower Lonsdale	12	0	NA		
Lynn Valley	12	3	25%		
Lynnmour	3	0	NA		
Norgate	5	0	NA		
Northlands	1	0	NA		
Pemberton Heights	8	0	NA		
Pemberton	10	0	NA		
Princess Park	4	0	NA		
Queensbury	1	1	100%		
Roche Point	1	0	NA		
Seymour	5	1	20%		
Tempe	3	0	NA		
Upper Delbrook	19	0	NA		
Upper Lonsdale	25	4	16%		
Westlynn	8	1	13%		
Westlynn Terrace	0	0	NA		
Windsor Park	4	0	NA		
Woodlands-Sunshine Cascade	4	0	NA		
TOTAL*	249	41	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.

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 4% below list price
- Most Active Price Band** \$1.25 to \$1.5 mil / \$2.5 to \$2.75 mil with average 28% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3.5 mil, Canyon Heights, Dollarton, Forest Hills and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Blueridge, Central Lonsdale, Edgemont and 5 to 6 bedroom properties
 **With minimum inventory of 10 in most instances

13 Month Market Trend



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NORTH VANCOUVER

DECEMBER 2018

Price Band & Bedroom CONDOS & TOWNHOMES

Tiloo Balla & Boaloo	0011200	<i>a 10111</i>	11011120
SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	3	3	100%
400,001 - 500,000	22	4	18%
500,001 - 600,000	34	11	32%
600,001 - 700,000	37	8	22%
700,001 - 800,000	29	5	17%
800,001 - 900,000	26	11	42%
900,001 - 1,000,000	26	2	8%
1,000,001 - 1,250,000	45	6	13%
1,250,001 - 1,500,000	24	3	13%
1,500,001 - 1,750,000	8	0	NA
1,750,001 - 2,000,000	2	1	50%
2,000,001 - 2,250,000	1	1	100%
2,250,001 - 2,500,000	1	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	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*	260	55	21%
0 to 1 Bedroom	68	15	22%
2 Bedrooms	134	26	19%
3 Bedrooms	42	12	29%
4 Bedrooms & Greater	16	2	13%
TOTAL*	260	55	21%

SnapStats®	November	December	Variance
Inventory	393	260	-34%
Solds	98	55	-44%
Sale Price	\$686,250	\$750,000	9%
Sale Price SQFT	\$764	\$772	1%
Sale to List Price Ratio	98%	100%	2%
Days on Market	22	31	41%

Community CONDOS & TOWNHOMES

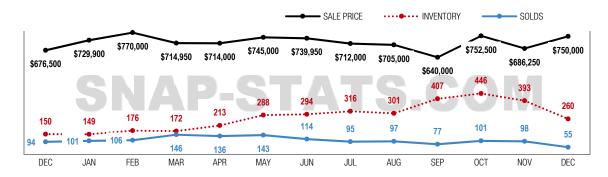
•			
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	3	1	33%
Central Lonsdale	50	13	26%
Deep Cove	1	0	NA
Delbrook	0	0	NA
Dollarton	1	0	NA
Edgemont	3	1	33%
Forest Hills	0	0	NA
Grouse Woods	2	1	50%
Hamilton	18	8	44%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	1	0	NA
Lower Lonsdale	53	10	19%
Lynn Valley	21	4	19%
Lynnmour	34	2	6%
Norgate	7	1	14%
Northlands	3	3	100%
Pemberton Heights	0	0	NA
Pemberton	25	3	12%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	21	5	24%
Seymour	3	1	33%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	9	2	22%
Westlynn	3	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	260	55	21%

*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 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$800,000 to \$900,000 with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Lynnmour and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton and 3 bedroom properties

13 Month Market Trend



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



WEST VANCOUVER

DECEMBER 2018

Price Band & Bedroom DETACHED HOUSES

Inventory Sales Sales Ratio \$0 - 300,0000 NA 300,001 - 400,000 NA 0 0 400,001 - 500,0000 0 NA 500,001 - 600,0000 0 NA 600.001 - 700.0000 0 NA 700,001 - 800,0000 0 NA 800,001 - 900,0000 0 NA 900,001 - 1,000,0000 0 NA 1,000,001 - 1,250,0000 NA 1,250,001 - 1,500,000 3 0 NA 1,500,001 - 1,750,0008 0 NA 1,750,001 - 2,000,00016 6% 2,000,001 - 2,250,00010 2 20% 2,250,001 - 2,500,00022 4 18% 2,500,001 - 2,750,0000 24 NA 2,750,001 - 3,000,00036 3% 3,000,001 - 3,500,00036 0 NA 3% 3,500,001 - 4,000,00038 4,000,001 - 4,500,00015 0 NA 4,500,001 - 5,000,0002 8% 25 5,000,001 & Greater 131 4 3% TOTAL* 365 15 4% 2 Bedrooms & Less 11 0 NA 3 to 4 Bedrooms 155 5 3% 6 3% 5 to 6 Bedrooms 181 7 Bedrooms & More 18 4 22% TOTAL* 365 15 4%

SnapStats®	November	December	Variance
Inventory	488	365	-25%
Solds	24	15	-38%
Sale Price	\$2,630,000	\$2,890,000	10%
Sale Price SQFT	\$767	\$570	-26%
Sale to List Price Ratio	90%	88%	-2%
Days on Market	46	59	28%

Community DETACHED HOUSES

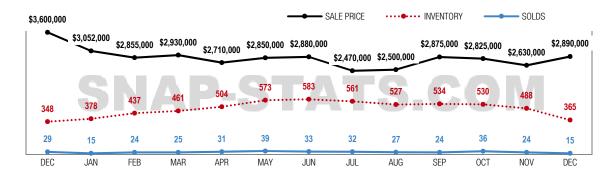
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	12	1	8%
Ambleside	41	0	NA
Bayridge	9	0	NA
British Properties	62	5	8%
Canterbury	6	0	NA
Caulfield	18	2	11%
Cedardale	3	1	33%
Chartwell	27	1	4%
Chelsea Park	3	0	NA
Cypress	5	0	NA
Cypress Park Estates	9	0	NA
Deer Ridge	1	0	NA
Dundarave	26	2	8%
Eagle Harbour	14	0	NA
Eagleridge	6	0	NA
Furry Creek	1	0	NA
Gleneagles	4	0	NA
Glenmore	18	0	NA
Horseshoe Bay	3	0	NA
Howe Sound	3	0	NA
Lions Bay	17	0	NA
Old Caulfield	2	0	NA
Panorama Village	0	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	16	0	NA
Rockridge	4	1	25%
Sandy Cove	0	0	NA
Sentinel Hill	11	1	9%
Upper Caulfield	7	0	NA
West Bay	7	0	NA
Westhill	3	0	NA
Westmount	13	1	8%
Whitby Estates	6	0	NA
Whytecliff	6	0	NA
TOTAL*	365	15	4%

*Sales Ratio suggests market type and speed (le 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 12% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Price bands with a 3% Sales Ratio, Chartwell and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Caulfield and minimum 7 bedroom properties

13 Month Market Trend



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



WEST VANCOUVER

DECEMBER 2018

Price Band & Bedroom CONDOS & TOWNHOMES

Inventory Sales Sales Ratio \$0 - 300,0000 NA 300,001 - 400,000 NA 0 400,001 - 500,0000 NA 500,001 - 600,0006 17% 600.001 - 700.0001 100% 1 700,001 - 800,0004 100% 0 800,001 - 900,000NA 900,001 - 1,000,0005 2 40% 2 1,000,001 - 1,250,0004 50% 1,250,001 - 1,500,000 0 NA 1,500,001 - 1,750,00013 0 NA 1,750,001 - 2,000,00011% 9 2,000,001 - 2,250,0004 0 NA 2,250,001 - 2,500,00010 0 NA 2,500,001 - 2,750,0004 0 NΑ 2,750,001 - 3,000,0005 0 NA 3,000,001 - 3,500,0002 0 NA NA 3,500,001 - 4,000,0000 4,000,001 - 4,500,0002 0 NA 4,500,001 - 5,000,0009 0 NA 5,000,001 & Greater 20% 5 TOTAL* 94 13% 12 0 to 1 Bedroom 18 3 17% 2 Bedrooms 52 13% 2 9% 3 Bedrooms 22 4 Bedrooms & Greater 2 0 NA TOTAL* 94 12 13%

November	December	Variance
132	94	-29%
6	12	100%
\$1,382,500	\$862,500	-38%
\$1,274	\$738	-42%
92%	89%	-3%
24	36	50%
	132 6 \$1,382,500 \$1,274 92%	132 94 6 12 \$1,382,500 \$862,500 \$1,274 \$738 92% 89%

Community CONDOS & TOWNHOMES

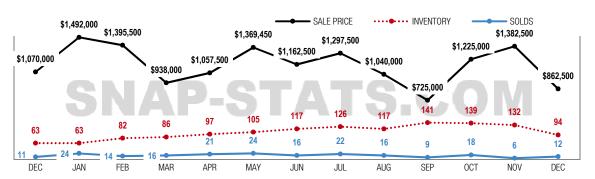
Community Community			
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	22	2	9%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	2	67%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	0	NA
Deer Ridge	4	0	NA
Dundarave	22	6	27%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	1	NA*
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	7	0	NA
Howe Sound	2	0	NA
Lions Bay	1	0	NA
Old Caulfield	1	0	NA
Panorama Village	10	0	NA
Park Royal	11	1	9%
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	4	0	NA
Whytecliff	0	0	NA
TOTAL*	94	12	13%

*Sales Ratio suggests market type and speed (le 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: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 11% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 11% Sales Ratio (Buyers market)
- Buyers Best Bet** Homes in Ambleside, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and up to 1 bedroom properties

13 Month Market Trend



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



RICHMOND

DECEMBER 2018

Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	2	0	NA
300,001 - 400,000	1	0	NA
400,001 - 500,000	1	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	1	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	5	0	NA
1,000,001 - 1,250,000	17	6	35%
1,250,001 - 1,500,000	78	10	13%
1,500,001 – 1,750,000	88	4	5%
1,750,001 - 2,000,000	73	2	3%
2,000,001 – 2,250,000	34	1	3%
2,250,001 - 2,500,000	52	1	2%
2,500,001 - 2,750,000	49	1	2%
2,750,001 - 3,000,000	64	1	2%
3,000,001 – 3,500,000	38	1	3%
3,500,001 - 4,000,000	29	1	3%
4,000,001 - 4,500,000	10	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 & Greater	14	0	NA
TOTAL*	564	28	5%
2 Bedrooms & Less	32	0	NA
3 to 4 Bedrooms	217	18	8%
5 to 6 Bedrooms	298	10	3%
7 Bedrooms & More	17	0	NA
TOTAL*	564	28	5%

SnapStats®	November	December	Variance
Inventory	742	564	-24%
Solds	50	28	-44%
Sale Price	\$1,750,000	\$1,446,500	-17%
Sale Price SQFT	\$688	\$610	-11%
Sale to List Price Ratio	94%	93%	-1%
Days on Market	42	42	0%

Community DETACHED HOUSES

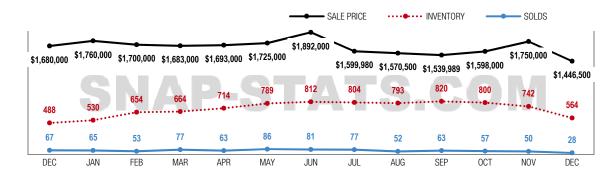
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	22	2	9%
Bridgeport	16	0	NA
Brighouse	24	0	NA
Brighouse South	1	0	NA
Broadmoor	45	0	NA
East Cambie	16	0	NA
East Richmond	2	0	NA
Garden City	18	0	NA
Gilmore	2	0	NA
Granville	47	2	4%
Hamilton	8	0	NA
Ironwood	27	1	4%
Lackner	25	1	4%
McLennan	5	0	NA
McLennan North	7	0	NA
McNair	18	2	11%
Quilchena	25	2	8%
Riverdale	32	1	3%
Saunders	31	2	6%
Sea Island	2	2	100%
Seafair	35	2	6%
South Arm	18	0	NA
Steveston North	31	4	13%
Steveston South	16	2	13%
Steveston Village	8	0	NA
Terra Nova	13	0	NA
West Cambie	20	1	5%
Westwind	11	1	9%
Woodwards	39	3	8%
TOTAL*	564	28	5%
		-	

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

Market Summary

- Market Type Indicator RICHMOND DETACHED: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 7% 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 \$1.75 mil to \$4 mil, Riverdale and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Steveston North / South and 3 to 4 bedroom properties
 **With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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RICHMOND

DECEMBER 2018

Price Band & Bedroom CONDOS & TOWNHOMES

2 2 1 2			0 1 0 11
SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	5	1	20%
300,001 - 400,000	23	3	13%
400,001 – 500,000	57	25	44%
500,001 - 600,000	110	15	14%
600,001 - 700,000	102	17	17%
700,001 - 800,000	121	12	10%
800,001 - 900,000	93	9	10%
900,001 - 1,000,000	74	3	4%
1,000,001 - 1,250,000	74	7	9%
1,250,001 - 1,500,000	20	0	NA
1,500,001 - 1,750,000	9	2	22%
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	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	3	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*	702	94	13%
0 to 1 Bedroom	126	24	19%
2 Bedrooms	302	41	14%
3 Bedrooms	205	22	11%
4 Bedrooms & Greater	69	7	10%
TOTAL*	702	94	13%
	-		

SnapStats®	November	December	Variance
Inventory	933	702	-25%
Solds	127	94	-26%
Sale Price	\$630,000	\$632,500	0%
Sale Price SQFT	\$662	\$662	0%
Sale to List Price Ratio	97%	97%	0%
Days on Market	32	33	3%

Community CONDOS & TOWNHOMES

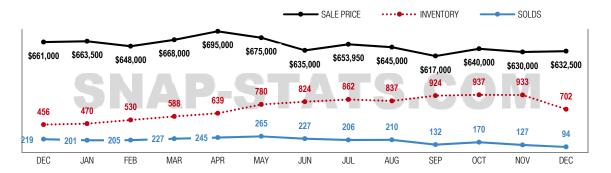
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	11	2	18%
Bridgeport	21	0	NA 100/
Brighouse	225	23	10%
Brighouse South	67	9	13%
Broadmoor	9	1	11%
East Cambie	6	2	33%
East Richmond	3	2	67%
Garden City	6	1	17%
Gilmore	0	0	NA
Granville	13	0	NA
Hamilton	16	2	13%
Ironwood	35	3	9%
Lackner	1	1	100%
McLennan	0	0	NA
McLennan North	79	12	15%
McNair	2	0	NA
Quilchena	2	0	NA
Riverdale	14	3	21%
Saunders	9	1	11%
Sea Island	1	0	NA
Seafair	3	1	33%
South Arm	1	1	100%
Steveston North	4	1	25%
Steveston South	26	3	12%
Steveston Village	3	0	NA
Terra Nova	11	0	NA
West Cambie	121	23	19%
Westwind	0	1	NA*
Woodwards	13	2	15%
TOTAL*	702	94	13%

*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 ATTACHED: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Ironwood and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Riverdale and up to 1 bedroom properties

13 Month Market Trend



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



TSAWWASSEN

DECEMBER 2018

Price Band & Bedroom DETACHED HOUSES

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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	1	33%
900,001 - 1,000,000	5	0	NA
1,000,001 - 1,250,000	29	2	7%
1,250,001 - 1,500,000	23	1	4%
1,500,001 - 1,750,000	13	0	NA
1,750,001 - 2,000,000	9	0	NA
2,000,001 - 2,250,000	3	1	33%
2,250,001 - 2,500,000	2	1	50%
2,500,001 - 2,750,000	4	0	NA
2,750,001 - 3,000,000	4	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	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	96	6	6%
2 Bedrooms & Less	5	0	NA
3 to 4 Bedrooms	62	3	5%
5 to 6 Bedrooms	26	3	12%
7 Bedrooms & More	3	0	NA
TOTAL*	96	6	6%
		-	

SnapStats®	November	December	Variance
Inventory	142	96	-32%
Solds	11	6	-45%
Sale Price	\$1,085,000	\$1,309,500	21%
Sale Price SQFT	\$483	\$404	-16%
Sale to List Price Ratio	94%	96%	2%
Days on Market	28	48	71%

Community DETACHED HOUSES

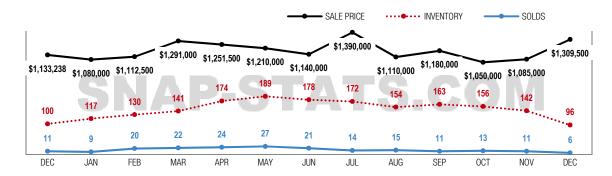
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	15	1	7%
Boundary Beach	8	1	13%
Cliff Drive	16	0	NA
English Bluff	8	2	25%
Pebble Hill	20	1	5%
Tsawwassen Central	22	0	NA
Tsawwassen East	7	1	14%
TOTAL*	96	6	6%

*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 TSAWWASSEN DETACHED: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 7% Sales Ratio (Buyers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Beach Grove, Pebble Hill and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in English Bluff and 5 to 6 bedroom properties

13 Month Market Trend



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



TSAWWASSEN

DECEMBER 2018

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	7	2	29%
600,001 - 700,000	10	2	20%
700,001 - 800,000	12	0	NA
800,001 - 900,000	4	1	25%
900,001 - 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	1	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	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*	45	7	16%
0 to 1 Bedroom	6	0	NA
2 Bedrooms	23	4	17%
3 Bedrooms	14	3	21%
4 Bedrooms & Greater	2	0	NA
TOTAL*	45	7	16%

Z Deurooms	23	4	17 /0
3 Bedrooms	14	3	21%
4 Bedrooms & Greater	2	0	NA
TOTAL*	45	7	16%
SnapStats®	November	December	Variance
Inventory	60	45	-25%
nivoritory	00	40	-20/0

\$460,000

\$514

95%

22

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	7	2	29%
Boundary Beach	0	0	NA
Cliff Drive	28	4	14%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	8	0	NA
Tsawwassen East	2	1	50%
TOTAL*	45	7	16%

*Sales Ratio suggests market type and speed (le 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 TSAWWASSEN ATTACHED: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 4% below list price

\$625,000

\$484

96%

68

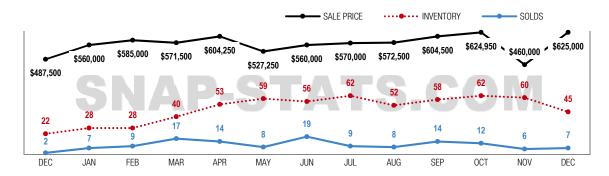
- Most Active Price Band** \$600,000 to \$700,000 with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Insufficient data but homes with 2 bedrooms
- Sellers Best Bet** Selling homes in Cliff Drive and 3 bedroom properties

36%

-6%

1% 209%

13 Month Market Trend



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



LADNER

DECEMBER 2018

Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	()	0	NA
300.001 - 400.000	1	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	1	1	100%
700,001 - 800,000	3	1	33%
800,001 - 900,000	5	4	80%
900,001 - 1,000,000	19	2	11%
1,000,001 - 1,250,000	22	2	9%
1,250,001 - 1,500,000	10	1	10%
1,500,001 - 1,750,000	5	0	NA
1,750,001 - 2,000,000	2	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	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	72	11	15%
2 Bedrooms & Less	9	1	11%
3 to 4 Bedrooms	46	8	17%
5 to 6 Bedrooms	15	2	13%
7 Bedrooms & More	2	0	NA
TOTAL*	72	11	15%

SnapStats®	November	December	Variance
Inventory	96	72	-25%
Solds	11	11	0%
Sale Price	\$1,038,000	\$890,000	-14%
Sale Price SQFT	\$450	\$431	-4%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	62	46	-26%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	8	1	13%
East Delta	2	0	NA
Hawthorne	19	3	16%
Holly	7	1	14%
Ladner Elementary	14	4	29%
Ladner Rural	3	0	NA
Neilsen Grove	15	2	13%
Port Guichon	4	0	NA
Westham Island	0	0	NA
TOTAL*	72	11	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.

Market Summary

- Market Type Indicator LADNER DETACHED: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 11% Sales Ratio (Buyers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Delta Manor, Neilsen Grove and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary and 3 to 4 bedroom properties **With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing SnapStats Publishing Company 604.229.0521





LADNER

DECEMBER 2018

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	5	1	20%
500,001 - 600,000	8	1	13%
600,001 - 700,000	5	0	NA
700,001 - 800,000	8	1	13%
800,001 – 900,000	6	4	67%
900,001 - 1,000,000	4	1	25%
1,000,001 - 1,250,000	2	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*	41	9	22%
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0 to 1 Bedroom	4	1	25%
2 Bedrooms	14	3	21%
3 Bedrooms	13	0	NA Foot
4 Bedrooms & Greater	10	5	50%
TOTAL*	41	9	22%

Community	COMPAC &	TOWNHOMES
COMMUNIC	$UUNUUS \alpha$	IUVVIVITUIVIES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	8	1	13%
East Delta	0	0	NA
Hawthorne	11	1	9%
Holly	1	0	NA
Ladner Elementary	7	2	29%
Ladner Rural	0	0	NA
Neilsen Grove	14	5	36%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	41	9	22%

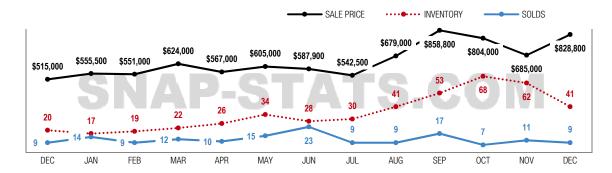
SnapStats®	November	December	Variance
Inventory	62	41	-34%
Solds	11	9	-18%
Sale Price	\$685,000	\$828,800	21%
Sale Price SQFT	\$437	\$448	3%
Sale to List Price Ratio	98%	100%	2%
Days on Market	24	28	17%

*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

- Market Type Indicator LADNER ATTACHED: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** Based on sales (4) \$800,000 to \$900,000
- Buyers Best Bet** Homes in Hawthorne and 2 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and minimum 4 bedroom properties

13 Month Market Trend



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