

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

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SnapStats Publishing

604.229.0521  
snapstatsinfo@gmail.com  
snap-stats.com

SnapStats Publishing Company  
1838 West 1 Avenue  
Vancouver, BC V6J 1G5



January 2019

Produced & Published by SnapStats® Publishing Co.  
info@snap-stats.com | snap-stats.com

# 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	1	1	100%
300,001 – 400,000	4	1	25%
400,001 – 500,000	10	2	20%
500,001 – 600,000	40	19	48%
600,001 – 700,000	77	17	22%
700,001 – 800,000	62	13	21%
800,001 – 900,000	64	8	13%
900,001 – 1,000,000	66	6	9%
1,000,001 – 1,250,000	73	6	8%
1,250,001 – 1,500,000	66	5	8%
1,500,001 – 1,750,000	33	1	3%
1,750,001 – 2,000,000	57	1	2%
2,000,001 – 2,250,000	14	3	21%
2,250,001 – 2,500,000	33	0	NA
2,500,001 – 2,750,000	11	0	NA
2,750,001 – 3,000,000	12	1	8%
3,000,001 – 3,500,000	19	0	NA
3,500,001 – 4,000,000	10	1	10%
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	8	0	NA
5,000,001 & Greater	41	0	NA
TOTAL*	708	85	12%

0 to 1 Bedroom	253	53	21%
2 Bedrooms	382	27	7%
3 Bedrooms	66	5	8%
4 Bedrooms & Greater	7	0	NA
TOTAL*	708	85	12%

SnapStats®	December	January	Variance
Inventory	586	708	21%
Solds	77	85	10%
Sale Price	\$749,900	\$736,000	-2%
Sale Price SQFT	\$1,034	\$1,059	2%
Sale to List Price Ratio	94%	95%	1%
Days on Market	34	30	-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.

## Community CONDOS & TOWNHOMES

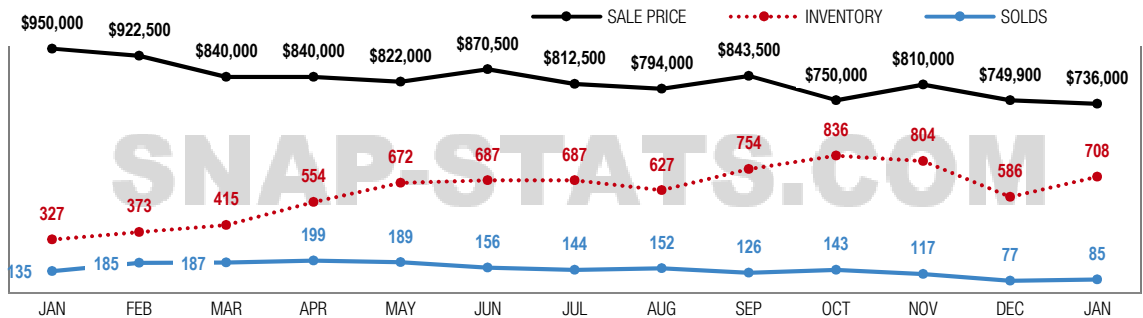
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	105	4	4%
Downtown	264	34	13%
Westend	121	24	20%
Yaletown	218	23	11%
TOTAL*	708	85	12%

## Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling ratio)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 48% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$2 mil, Coal Harbour and 2 to 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	0	1	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	0	NA
1,500,001 – 1,750,000	4	1	25%
1,750,001 – 2,000,000	11	3	27%
2,000,001 – 2,250,000	15	5	33%
2,250,001 – 2,500,000	31	2	6%
2,500,001 – 2,750,000	24	8	33%
2,750,001 – 3,000,000	49	1	2%
3,000,001 – 3,500,000	67	2	3%
3,500,001 – 4,000,000	86	3	3%
4,000,001 – 4,500,000	66	3	5%
4,500,001 – 5,000,000	55	3	5%
5,000,001 & Greater	226	3	1%
TOTAL*	634	35	6%

2 Bedrooms & Less	21	0	NA
3 to 4 Bedrooms	218	11	5%
5 to 6 Bedrooms	313	23	7%
7 Bedrooms & More	82	1	1%
TOTAL*	634	35	6%

SnapStats®	December	January	Variance
Inventory	532	634	19%
Solds	34	35	3%
Sale Price	\$3,137,500	\$2,705,000	-14%
Sale Price SQFT	\$1,106	\$887	-20%
Sale to List Price Ratio	98%	90%	-8%
Days on Market	22	53	141%

\*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

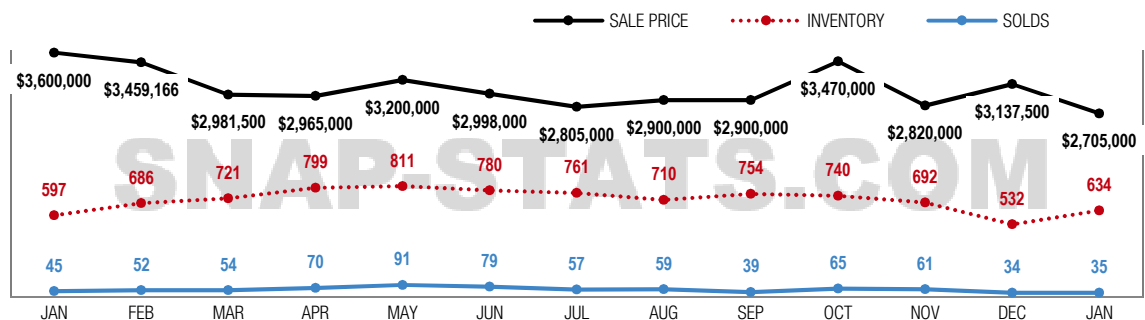
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	28	0	NA
Cambie	40	3	8%
Dunbar	93	9	10%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	40	2	5%
Kitsilano	41	3	7%
Mackenzie Heights	26	2	8%
Marpole	50	0	NA
Mount Pleasant	4	0	NA
Oakridge	15	1	7%
Point Grey	65	5	8%
Quilchena	15	1	7%
SW Marine	23	0	NA
Shaughnessy	64	3	5%
South Cambie	14	1	7%
South Granville	75	2	3%
Southlands	24	2	8%
University	16	1	6%
TOTAL*	634	35	6%

## 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 10% below list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil / \$2.5 mil to \$2.75 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes \$5 mil plus, South Granville and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Dunbar and 5 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	2	2	100%
400,001 – 500,000	20	3	15%
500,001 – 600,000	50	10	20%
600,001 – 700,000	58	8	14%
700,001 – 800,000	57	7	12%
800,001 – 900,000	41	9	22%
900,001 – 1,000,000	46	5	11%
1,000,001 – 1,250,000	97	7	7%
1,250,001 – 1,500,000	81	3	4%
1,500,001 – 1,750,000	49	2	4%
1,750,001 – 2,000,000	43	4	9%
2,000,001 – 2,250,000	12	0	NA
2,250,001 – 2,500,000	17	1	6%
2,500,001 – 2,750,000	14	0	NA
2,750,001 – 3,000,000	13	1	8%
3,000,001 – 3,500,000	5	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	4	1	25%
TOTAL*	615	63	10%

0 to 1 Bedroom	171	23	13%
2 Bedrooms	295	31	11%
3 Bedrooms	133	7	5%
4 Bedrooms & Greater	16	2	13%
TOTAL*	615	63	10%

SnapStats®	December	January	Variance
Inventory	478	615	29%
Solds	78	63	-19%
Sale Price	\$767,500	\$828,000	8%
Sale Price SQFT	\$859	\$888	3%
Sale to List Price Ratio	96%	96%	0%
Days on Market	30	35	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

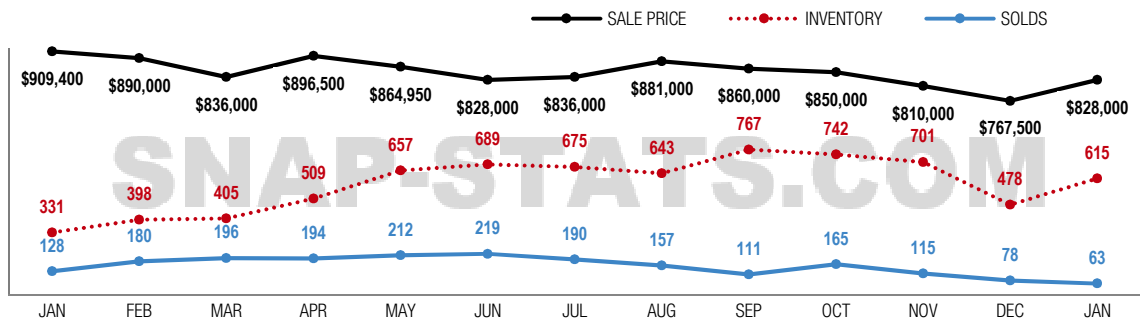
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	62	2	3%
Dunbar	3	1	33%
Fairview	71	12	17%
Falsecreek	77	10	13%
Kerrisdale	27	4	15%
Kitsilano	89	12	13%
Mackenzie Heights	1	0	NA
Marpole	66	8	12%
Mount Pleasant	12	2	17%
Oakridge	23	0	NA
Point Grey	11	3	27%
Quilchena	13	1	8%
SW Marine	14	1	7%
Shaughnessy	9	0	NA
South Cambie	15	2	13%
South Granville	16	1	6%
Southlands	2	0	NA
University	103	4	4%
TOTAL*	615	63	10%

## Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$800,000 to \$900,000 with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.75 mil, Cambie, University and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Point Grey and up to 1/ minimum 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	1	100%
800,001 – 900,000	1	2	200%*
900,001 – 1,000,000	4	1	25%
1,000,001 – 1,250,000	36	13	36%
1,250,001 – 1,500,000	86	10	12%
1,500,001 – 1,750,000	107	12	11%
1,750,001 – 2,000,000	97	3	3%
2,000,001 – 2,250,000	48	2	4%
2,250,001 – 2,500,000	64	0	NA
2,500,001 – 2,750,000	39	0	NA
2,750,001 – 3,000,000	46	0	NA
3,000,001 – 3,500,000	19	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	5	1	20%
TOTAL*	562	45	8%

2 Bedrooms & Less	26	4	15%
3 to 4 Bedrooms	201	24	12%
5 to 6 Bedrooms	252	16	6%
7 Bedrooms & More	83	1	1%
TOTAL*	562	45	8%

SnapStats®	December	January	Variance
Inventory	502	562	12%
Solds	43	45	5%
Sale Price	\$1,399,000	\$1,400,000	0%
Sale Price SQFT	\$593	\$592	0%
Sale to List Price Ratio	96%	97%	1%
Days on Market	28	50	79%

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

## Community DETACHED HOUSES

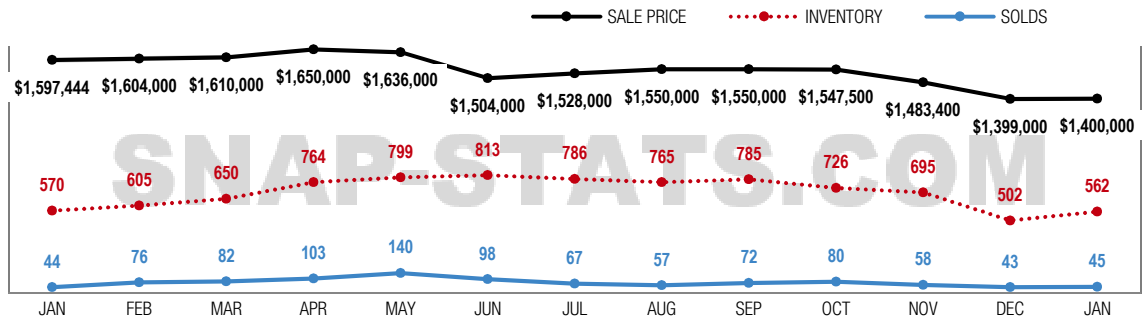
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	102	1	1%
Downtown	0	0	NA
Fraser	35	1	3%
Fraserview	21	2	10%
Grandview	41	5	12%
Hastings	5	0	NA
Hastings East	27	4	15%
Killarney	50	4	8%
Knight	54	3	6%
Main	18	2	11%
Mount Pleasant	9	3	33%
Renfrew Heights	41	3	7%
Renfrew	82	7	9%
South Vancouver	48	6	13%
Victoria	27	4	15%
TOTAL*	562	45	8%

## Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Buyers Market at 8% Sales Ratio average (8 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 36% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2.25 mil, Collingwood, Fraser and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Mount Pleasant and up to 2 bedroom properties

\*\*With minimum inventory of 10 in most instances

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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	13	4	31%
400,001 – 500,000	59	13	22%
500,001 – 600,000	93	9	10%
600,001 – 700,000	60	11	18%
700,001 – 800,000	49	11	22%
800,001 – 900,000	40	5	13%
900,001 – 1,000,000	19	2	11%
1,000,001 – 1,250,000	20	1	5%
1,250,001 – 1,500,000	16	0	NA
1,500,001 – 1,750,000	7	0	NA
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*	388	56	14%

0 to 1 Bedroom	151	30	20%
2 Bedrooms	169	18	11%
3 Bedrooms	59	7	12%
4 Bedrooms & Greater	9	1	11%
TOTAL*	388	56	14%

SnapStats®	December	January	Variance
Inventory	305	388	27%
Solds	68	56	-18%
Sale Price	\$586,500	\$607,000	3%
Sale Price SQFT	\$752	\$834	11%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	20	28	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 CONDOS & TOWNHOMES

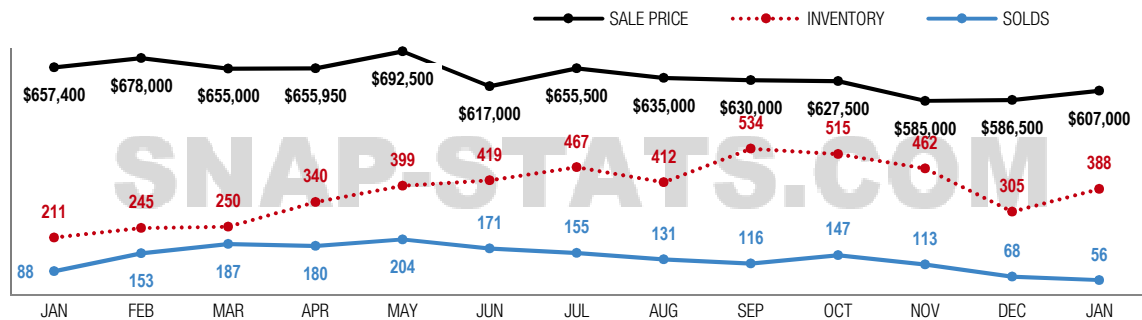
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	41	4	10%
Collingwood	53	14	26%
Downtown	21	1	5%
Fraser	10	2	20%
Fraserview	27	2	7%
Grandview	17	3	18%
Hastings	30	2	7%
Hastings East	8	2	25%
Killarney	11	1	9%
Knight	7	0	NA
Main	11	5	45%
Mount Pleasant	96	18	19%
Renfrew Heights	1	0	NA
Renfrew	24	1	4%
South Vancouver	0	0	NA
Victoria	31	1	3%
TOTAL*	388	56	14%

## Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* \$300,000 to \$400,000 with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Downtown, Renfrew, Victoria and minimum 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Main 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	0	1	NA*
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	12	1	8%
1,250,001 – 1,500,000	57	8	14%
1,500,001 – 1,750,000	36	12	33%
1,750,001 – 2,000,000	61	3	5%
2,000,001 – 2,250,000	20	1	5%
2,250,001 – 2,500,000	34	3	9%
2,500,001 – 2,750,000	16	1	6%
2,750,001 – 3,000,000	23	2	9%
3,000,001 – 3,500,000	19	2	11%
3,500,001 – 4,000,000	15	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	306	35	11%

2 Bedrooms & Less	11	1	9%
3 to 4 Bedrooms	137	18	13%
5 to 6 Bedrooms	135	14	10%
7 Bedrooms & More	23	2	9%
TOTAL*	306	35	11%

SnapStats®	December	January	Variance
Inventory	249	306	23%
Solds	41	35	-15%
Sale Price	\$1,731,000	\$1,618,000	-7%
Sale Price SQFT	\$575	\$612	7%
Sale to List Price Ratio	96%	98%	2%
Days on Market	50	50	0%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	11	4	36%
Boulevard	14	0	NA
Braemar	1	1	100%
Calverhall	9	1	11%
Canyon Heights	37	2	5%
Capilano	5	0	NA
Central Lonsdale	10	2	20%
Deep Cove	11	1	9%
Delbrook	1	1	100%
Dollarton	11	0	NA
Edgemont	21	3	14%
Forest Hills	14	0	NA
Grouse Woods	4	0	NA
Hamilton	8	1	13%
Hamilton Heights	2	0	NA
Indian Arm	4	0	NA
Indian River	1	1	100%
Lower Lonsdale	12	2	17%
Lynn Valley	23	0	NA
Lynnmoor	2	0	NA
Norgate	5	1	20%
Northlands	1	0	NA
Pemberton Heights	11	2	18%
Pemberton	9	1	11%
Princess Park	3	0	NA
Queensbury	4	1	25%
Roche Point	1	0	NA
Seymour	7	1	14%
Tempe	3	1	33%
Upper Delbrook	18	4	22%
Upper Lonsdale	27	5	19%
Westlynn	9	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	4	0	NA
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	306	35	11%

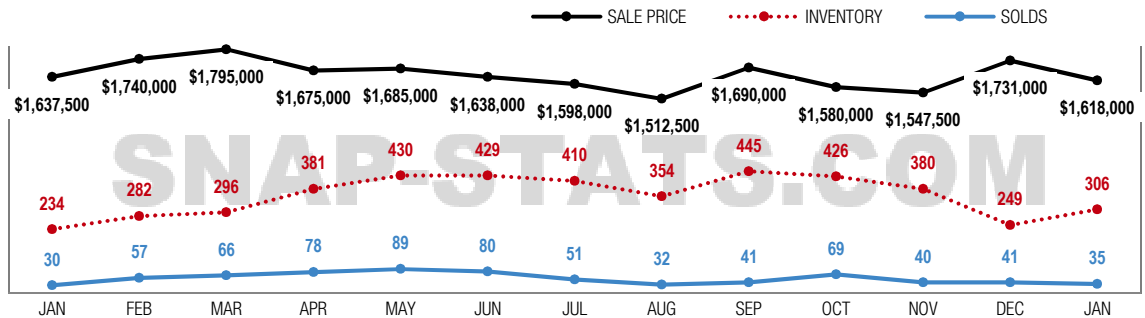
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$1.5 mil to \$1.75 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2.25 mil, Canyon Heights and Deep Cove
- Sellers Best Bet\*\* Selling homes in Blueridge and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	6	5	83%
400,001 – 500,000	30	9	30%
500,001 – 600,000	42	11	26%
600,001 – 700,000	56	9	16%
700,001 – 800,000	41	4	10%
800,001 – 900,000	36	5	14%
900,001 – 1,000,000	39	2	5%
1,000,001 – 1,250,000	64	5	8%
1,250,001 – 1,500,000	24	2	8%
1,500,001 – 1,750,000	16	0	NA
1,750,001 – 2,000,000	1	1	100%
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	0	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	363	53	15%

0 to 1 Bedroom	99	22	22%
2 Bedrooms	178	21	12%
3 Bedrooms	70	8	11%
4 Bedrooms & Greater	16	2	13%
TOTAL*	363	53	15%

SnapStats®	December	January	Variance
Inventory	260	363	40%
Solds	55	53	-4%
Sale Price	\$750,000	\$619,000	-17%
Sale Price SQFT	\$772	\$726	-6%
Sale to List Price Ratio	100%	95%	-5%
Days on Market	31	54	74%

## 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	2	0	NA
Capilano	5	0	NA
Central Lonsdale	72	7	10%
Deep Cove	1	0	NA
Delbrook	0	0	NA
Dollarton	2	1	50%
Edgemont	3	0	NA
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Hamilton	26	5	19%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	2	1	50%
Lower Lonsdale	87	13	15%
Lynn Valley	30	2	7%
Lynn timer	37	8	22%
Norgate	9	1	11%
Northlands	5	4	80%
Pemberton Heights	0	0	NA
Pemberton	29	4	14%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	28	3	11%
Seymour	5	1	20%
Tempe	0	0	NA
Upper Delbrook	2	0	NA
Upper Lonsdale	12	2	17%
Westlynn	4	1	25%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	363	53	15%

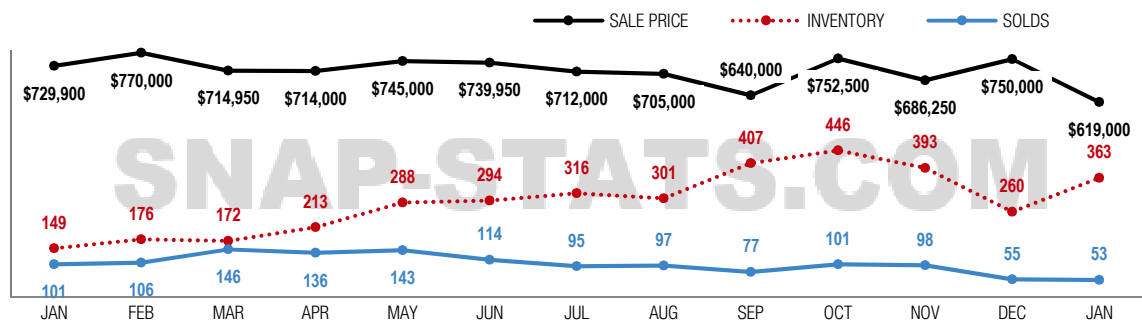
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 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 30% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$900,000 to \$1 mil, Lynn Valley and minimum 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hamilton, Lynn timer and up to 1 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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snapstatsinfo@gmail.com





## 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	1	0	NA
1,250,001 – 1,500,000	3	1	33%
1,500,001 – 1,750,000	13	3	23%
1,750,001 – 2,000,000	19	3	16%
2,000,001 – 2,250,000	9	1	11%
2,250,001 – 2,500,000	31	3	10%
2,500,001 – 2,750,000	31	0	NA
2,750,001 – 3,000,000	31	1	3%
3,000,001 – 3,500,000	32	1	3%
3,500,001 – 4,000,000	43	0	NA
4,000,001 – 4,500,000	20	2	10%
4,500,001 – 5,000,000	30	1	3%
5,000,001 & Greater	159	2	1%
TOTAL*	422	18	4%

2 Bedrooms & Less	13	1	8%
3 to 4 Bedrooms	184	12	7%
5 to 6 Bedrooms	196	5	3%
7 Bedrooms & More	29	0	NA
TOTAL*	422	18	4%

SnapStats®	December	January	Variance
Inventory	365	422	16%
Solds	15	18	20%
Sale Price	\$2,890,000	\$2,307,500	-20%
Sale Price SQFT	\$570	\$714	25%
Sale to List Price Ratio	88%	90%	2%
Days on Market	59	64	8%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	13	0	NA
Ambleside	46	4	9%
Bayridge	10	0	NA
British Properties	76	4	5%
Canterbury	7	0	NA
Caulfield	23	1	4%
Cedardale	4	0	NA
Chartwell	36	1	3%
Chelsea Park	5	0	NA
Cypress	6	0	NA
Cypress Park Estates	12	0	NA
Deer Ridge	1	0	NA
Dundarave	31	2	6%
Eagle Harbour	14	1	7%
Eagleridge	5	0	NA
Furry Creek	2	0	NA
Gleneagles	5	0	NA
Glenmore	15	0	NA
Horseshoe Bay	2	0	NA
Howe Sound	3	0	NA
Lions Bay	17	0	NA
Old Caulfield	3	0	NA
Panorama Village	0	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	18	1	6%
Rockridge	4	0	NA
Sandy Cove	1	0	NA
Sentinel Hill	13	2	15%
Upper Caulfield	9	0	NA
West Bay	9	0	NA
Westhill	3	0	NA
Westmount	15	1	7%
Whitby Estates	6	0	NA
Whytecliff	6	1	17%
TOTAL*	422	18	4%

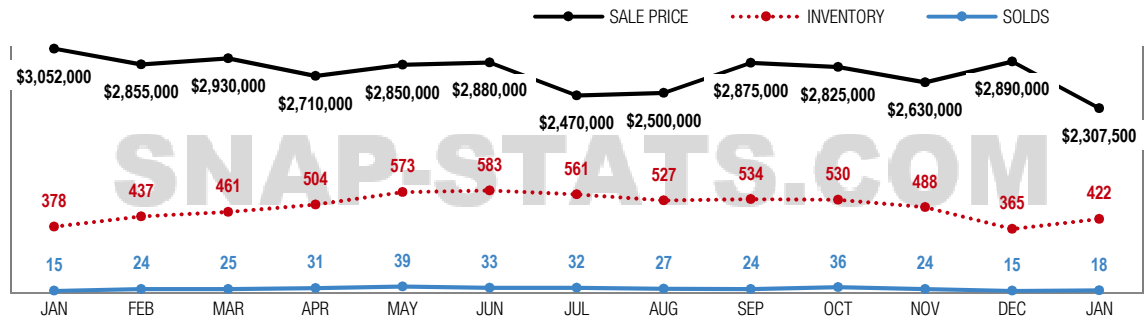
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## 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 10% below list price
- Most Active Price Band\*\* \$1.5 mil to \$1.75 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes \$5 mil plus, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Sentinel Hill and up to 2 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

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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	2	0	NA
500,001 – 600,000	5	1	20%
600,001 – 700,000	3	0	NA
700,001 – 800,000	4	0	NA
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	6	1	17%
1,000,001 – 1,250,000	8	1	13%
1,250,001 – 1,500,000	11	0	NA
1,500,001 – 1,750,000	18	0	NA
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	8	0	NA
2,500,001 – 2,750,000	5	1	20%
2,750,001 – 3,000,000	7	0	NA
3,000,001 – 3,500,000	2	1	50%
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	1	1	100%
4,500,001 – 5,000,000	7	1	14%
5,000,001 & Greater	2	1	50%
TOTAL*	111	8	7%

0 to 1 Bedroom	21	0	NA
2 Bedrooms	63	6	10%
3 Bedrooms	26	2	8%
4 Bedrooms & Greater	1	0	NA
TOTAL*	111	8	7%

SnapStats®	December	January	Variance
Inventory	94	111	18%
Solds	12	8	-33%
Sale Price	\$862,500	\$3,069,450	256%
Sale Price SQFT	\$738	\$1,704	131%
Sale to List Price Ratio	89%	104%	17%
Days on Market	36	10	-72%

\*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

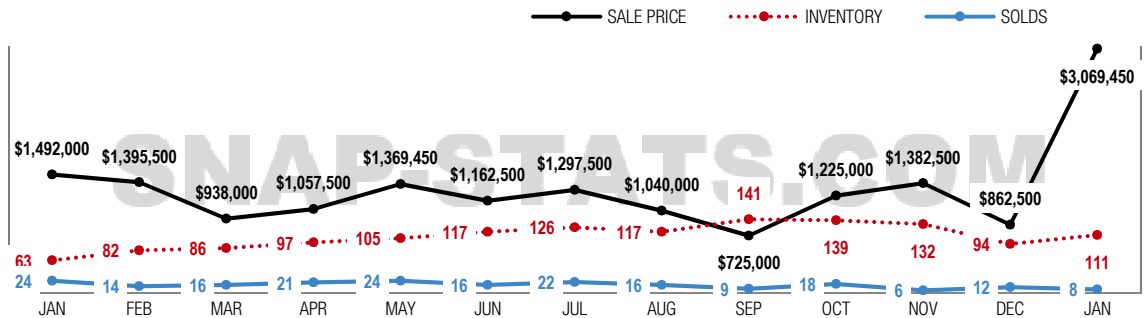
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	32	2	6%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	5	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	0	NA
Deer Ridge	5	0	NA
Dundarave	22	1	5%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	0	NA
Gleneagles	0	0	NA
Glenmore	0	1	NA*
Horseshoe Bay	2	4	200%*
Howe Sound	2	0	NA
Lions Bay	1	0	NA
Old Caulfield	2	0	NA
Panorama Village	11	0	NA
Park Royal	19	0	NA
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	1	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	6	0	NA
Whytecliff	0	0	NA
TOTAL*	111	8	7%

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet\*\* Insufficient Data and 3 bedroom properties
- Sellers Best Bet\*\* Insufficient Data 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	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	2	0	NA
900,001 – 1,000,000	3	3	100%
1,000,001 – 1,250,000	22	6	27%
1,250,001 – 1,500,000	96	7	7%
1,500,001 – 1,750,000	103	7	7%
1,750,001 – 2,000,000	99	2	2%
2,000,001 – 2,250,000	43	0	NA
2,250,001 – 2,500,000	70	3	4%
2,500,001 – 2,750,000	57	1	2%
2,750,001 – 3,000,000	87	0	NA
3,000,001 – 3,500,000	48	0	NA
3,500,001 – 4,000,000	40	0	NA
4,000,001 – 4,500,000	13	1	8%
4,500,001 – 5,000,000	10	0	NA
5,000,001 & Greater	12	0	NA
TOTAL*	710	30	4%

2 Bedrooms & Less	37	0	NA
3 to 4 Bedrooms	277	17	6%
5 to 6 Bedrooms	367	13	4%
7 Bedrooms & More	29	0	NA
TOTAL*	710	30	4%

SnapStats®	December	January	Variance
Inventory	564	710	26%
Solds	28	30	7%
Sale Price	\$1,446,500	\$1,439,000	-1%
Sale Price SQFT	\$610	\$644	6%
Sale to List Price Ratio	93%	95%	2%
Days on Market	42	52	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

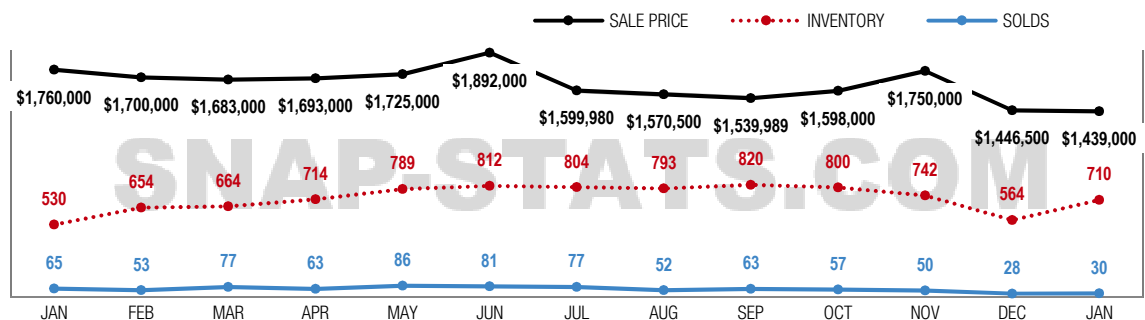
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	23	2	9%
Bridgeport	15	0	NA
Brighthouse	24	0	NA
Brighthouse South	2	0	NA
Broadmoor	56	3	5%
East Cambie	17	2	12%
East Richmond	2	1	50%
Garden City	25	1	4%
Gilmore	3	0	NA
Granville	60	3	5%
Hamilton	10	0	NA
Ironwood	32	4	13%
Lackner	31	2	6%
McLennan	5	0	NA
McLennan North	8	0	NA
McNair	20	1	5%
Quilchena	36	2	6%
Riverdale	36	1	3%
Saunders	39	0	NA
Sea Island	2	0	NA
Seafair	47	1	2%
South Arm	26	0	NA
Steveston North	42	2	5%
Steveston South	23	2	9%
Steveston Village	11	1	9%
Terra Nova	16	0	NA
West Cambie	27	0	NA
Westwind	16	1	6%
Woodwards	56	1	2%
TOTAL*	710	30	4%

## Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 4% Sales Ratio average (4 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 27% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil / \$2.5 mil to \$2.75 mil, Seafair and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in East Cambie, Ironwood 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	5	1	20%
300,001 – 400,000	26	8	31%
400,001 – 500,000	85	24	28%
500,001 – 600,000	122	16	13%
600,001 – 700,000	141	14	10%
700,001 – 800,000	153	13	8%
800,001 – 900,000	112	7	6%
900,001 – 1,000,000	94	6	6%
1,000,001 – 1,250,000	93	1	1%
1,250,001 – 1,500,000	30	1	3%
1,500,001 – 1,750,000	12	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	2	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	1	NA*
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	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*	886	92	10%

0 to 1 Bedroom	142	30	21%
2 Bedrooms	409	38	9%
3 Bedrooms	247	18	7%
4 Bedrooms & Greater	88	6	7%
TOTAL*	886	92	10%

SnapStats®	December	January	Variance
Inventory	702	886	26%
Solds	94	92	-2%
Sale Price	\$632,500	\$575,750	-9%
Sale Price SQFT	\$662	\$610	-8%
Sale to List Price Ratio	97%	97%	0%
Days on Market	33	52	58%

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

## Community CONDOS & TOWNHOMES

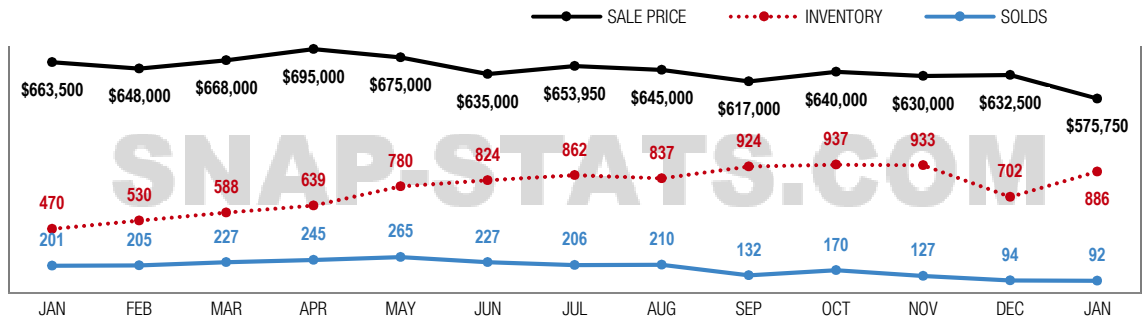
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	18	1	6%
Bridgeport	20	2	10%
Brighthouse	280	34	12%
Brighthouse South	89	11	12%
Broadmoor	9	1	11%
East Cambie	14	1	7%
East Richmond	4	0	NA
Garden City	9	0	NA
Gilmore	0	0	NA
Granville	13	2	15%
Hamilton	17	1	6%
Ironwood	34	4	12%
Lackner	3	0	NA
McLennan	0	0	NA
McLennan North	82	14	17%
McNair	1	1	100%
Quilchena	1	0	NA
Riverdale	19	2	11%
Saunders	10	0	NA
Sea Island	0	0	NA
Seafair	4	0	NA
South Arm	4	0	NA
Steveston North	8	1	13%
Steveston South	39	3	8%
Steveston Village	6	1	17%
Terra Nova	16	0	NA
West Cambie	156	13	8%
Westwind	1	0	NA
Woodwards	29	0	NA
TOTAL*	886	92	10%

## Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Buyers Market at 10% Sales Ratio average (1 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 31% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Boyd Park, Hamilton and minimum 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Granville, McLennan North 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	2	67%
900,001 – 1,000,000	9	1	11%
1,000,001 – 1,250,000	37	4	11%
1,250,001 – 1,500,000	24	1	4%
1,500,001 – 1,750,000	15	0	NA
1,750,001 – 2,000,000	10	1	10%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	5	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	118	9	8%

2 Bedrooms & Less	10	1	10%
3 to 4 Bedrooms	73	7	10%
5 to 6 Bedrooms	30	1	3%
7 Bedrooms & More	5	0	NA
TOTAL*	118	9	8%

SnapStats®	December	January	Variance
Inventory	96	118	23%
Solds	6	9	50%
Sale Price	\$1,309,500	\$1,050,000	-20%
Sale Price SQFT	\$404	\$470	16%
Sale to List Price Ratio	96%	91%	-5%
Days on Market	48	127	165%

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

## Community DETACHED HOUSES

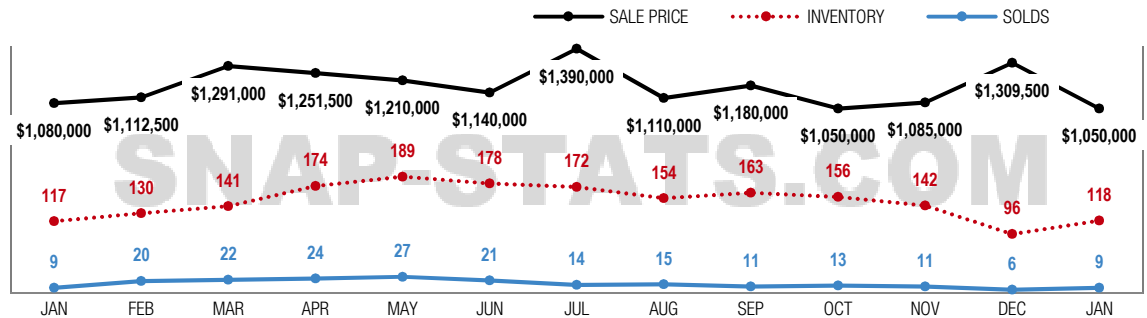
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	15	2	13%
Boundary Beach	10	0	NA
Cliff Drive	19	2	11%
English Bluff	11	1	9%
Pebble Hill	28	2	7%
Tsawwassen Central	26	1	4%
Tsawwassen East	9	1	11%
TOTAL*	118	9	8%

## 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 9% below list price
- Most Active Price Band\*\* \$900,000 to \$1.25 mil with average 11% Sales Ratio (Buyers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Beach Grove and up 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	2	50%
400,001 – 500,000	7	1	14%
500,001 – 600,000	10	1	10%
600,001 – 700,000	15	0	NA
700,001 – 800,000	9	0	NA
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	3	0	NA
1,250,001 – 1,500,000	1	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*	55	4	7%

0 to 1 Bedroom	6	1	17%
2 Bedrooms	29	3	10%
3 Bedrooms	18	0	NA
4 Bedrooms & Greater	2	0	NA
TOTAL*	55	4	7%

SnapStats®	December	January	Variance
Inventory	45	55	22%
Solds	7	4	-43%
Sale Price	\$625,000	\$439,500	-30%
Sale Price SQFT	\$484	\$411	-15%
Sale to List Price Ratio	96%	94%	-2%
Days on Market	68	84	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

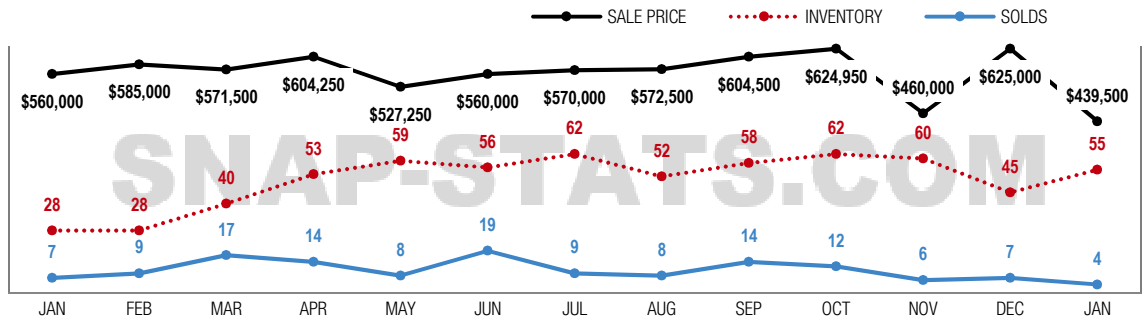
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	11	0	NA
Boundary Beach	0	0	NA
Cliff Drive	32	2	6%
English Bluff	0	0	NA
Pebble Hill	1	0	NA
Tsawwassen Central	9	1	11%
Tsawwassen East	2	1	50%
TOTAL*	55	4	7%

## Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band\*\* Insufficient data but based on sales \$300,000 to \$400,000 (2)
- Buyers Best Bet\*\* Homes in Cliff Drive
- Sellers Best Bet\*\* Homes in Tsawwassen Central

\*\*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	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	2	2	100%
700,001 – 800,000	3	0	NA
800,001 – 900,000	5	2	40%
900,001 – 1,000,000	23	1	4%
1,000,001 – 1,250,000	23	1	4%
1,250,001 – 1,500,000	10	1	10%
1,500,001 – 1,750,000	5	0	NA
1,750,001 – 2,000,000	3	0	NA
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	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*	78	7	9%

2 Bedrooms & Less	10	2	20%
3 to 4 Bedrooms	48	3	6%
5 to 6 Bedrooms	18	1	6%
7 Bedrooms & More	2	1	50%
TOTAL*	78	7	9%

SnapStats®	December	January	Variance
Inventory	72	78	8%
Solds	11	7	-36%
Sale Price	\$890,000	\$900,000	1%
Sale Price SQFT	\$431	\$440	2%
Sale to List Price Ratio	97%	91%	-6%
Days on Market	46	83	80%

\*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

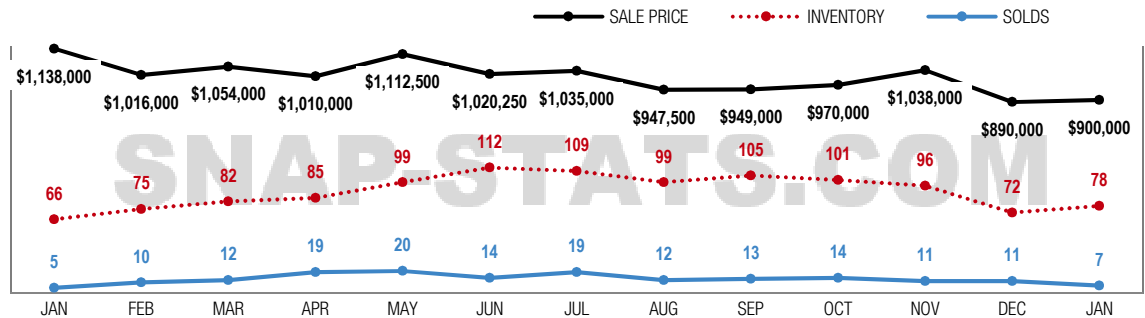
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	7	1	14%
East Delta	1	0	NA
Hawthorne	25	1	4%
Holly	10	0	NA
Ladner Elementary	15	2	13%
Ladner Rural	1	1	100%
Neilsen Grove	15	2	13%
Port Guichon	4	0	NA
Westham Island	0	0	NA
TOTAL*	78	7	9%

## Market Summary

- Market Type Indicator **LADNER DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 10% Sales Ratio (Buyers market)
- Buyers Best Bet\*\* Homes between \$900,000 to \$1.25 mil, Holly and 3 top 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ladner Elementary, Neilsen Grove and up to 2 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

SnapStats Publishing  
SnapStats Publishing Company  
604.229.0521

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	3	1	33%
400,001 – 500,000	9	0	NA
500,001 – 600,000	8	1	13%
600,001 – 700,000	9	1	11%
700,001 – 800,000	7	1	14%
800,001 – 900,000	8	4	50%
900,001 – 1,000,000	3	1	33%
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*	51	9	18%

0 to 1 Bedroom	5	1	20%
2 Bedrooms	17	1	6%
3 Bedrooms	19	2	11%
4 Bedrooms & Greater	10	5	50%
TOTAL*	51	9	18%

SnapStats®	December	January	Variance
Inventory	41	51	24%
Solds	9	9	0%
Sale Price	\$828,800	\$828,800	0%
Sale Price SQFT	\$448	\$448	0%
Sale to List Price Ratio	100%	100%	0%
Days on Market	28	12	-57%

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

## Community CONDOS & TOWNHOMES

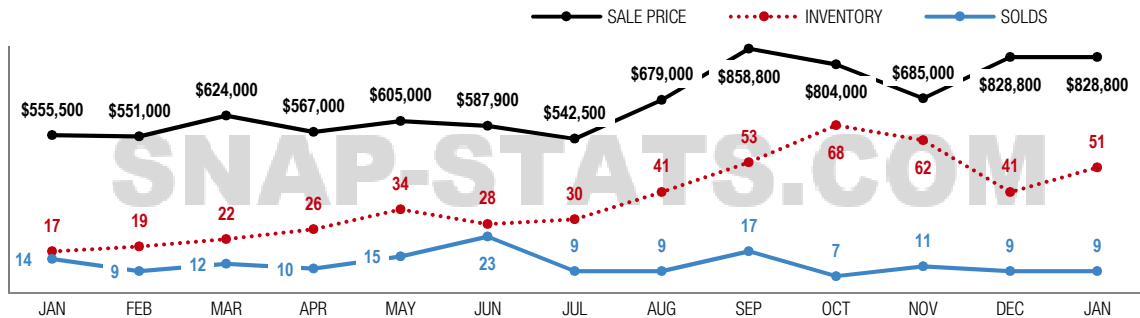
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	12	1	8%
East Delta	1	0	NA
Hawthorne	11	3	27%
Holly	2	0	NA
Ladner Elementary	8	0	NA
Ladner Rural	0	0	NA
Neilsen Grove	17	5	29%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	51	9	18%

## Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$600,000 to \$700,000, Delta Manor and 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hawthorne, Neilsen Grove and minimum 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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