

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	3	1	33%
300,001 – 400,000	6	4	67%
400,001 – 500,000	13	11	85%
500,001 – 600,000	57	10	18%
600,001 – 700,000	125	24	19%
700,001 – 800,000	89	16	18%
800,001 – 900,000	81	13	16%
900,001 – 1,000,000	50	7	14%
1,000,001 – 1,250,000	85	18	21%
1,250,001 – 1,500,000	82	5	6%
1,500,001 – 1,750,000	49	3	6%
1,750,001 – 2,000,000	63	3	5%
2,000,001 – 2,250,000	23	0	NA
2,250,001 – 2,500,000	33	0	NA
2,500,001 – 2,750,000	8	2	25%
2,750,001 – 3,000,000	23	1	4%
3,000,001 – 3,500,000	27	0	NA
3,500,001 – 4,000,000	19	1	5%
4,000,001 – 4,500,000	8	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	52	1	2%
TOTAL*	902	120	13%

0 to 1 Bedroom	347	59	17%
2 Bedrooms	447	57	13%
3 Bedrooms	98	4	4%
4 Bedrooms & Greater	10	0	NA
TOTAL*	902	120	13%

SnapStats®	February	March	Variance
Inventory	823	902	10%
Solds	92	120	30%
Sale Price	\$845,000	\$767,500	-9%
Sale Price SQFT	\$1,099	\$985	-10%
Sale to List Price Ratio	97%	97%	0%
Days on Market	17	20	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 CONDOS & TOWNHOMES

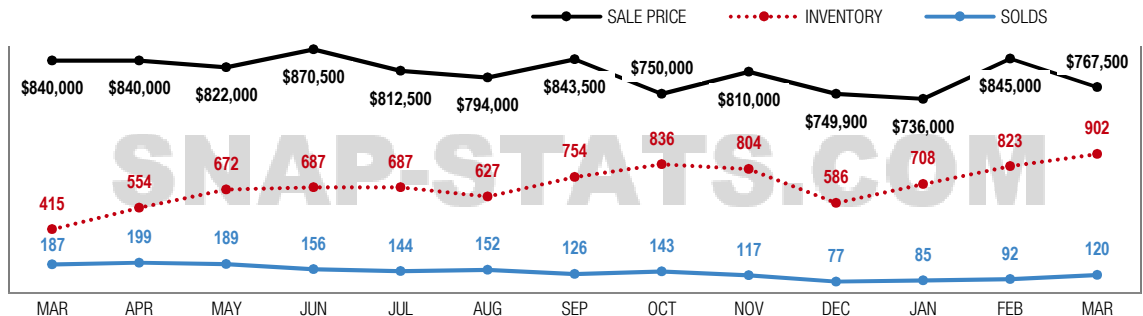
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	139	9	6%
Downtown	329	55	17%
Westend	173	24	14%
Yaletown	261	32	12%
TOTAL*	902	120	13%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3/10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 85% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	1	NA*
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	1	NA*
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	3	3	100%
1,750,001 – 2,000,000	15	5	33%
2,000,001 – 2,250,000	14	9	64%
2,250,001 – 2,500,000	35	8	23%
2,500,001 – 2,750,000	24	4	17%
2,750,001 – 3,000,000	61	7	11%
3,000,001 – 3,500,000	79	10	13%
3,500,001 – 4,000,000	93	7	8%
4,000,001 – 4,500,000	51	2	4%
4,500,001 – 5,000,000	68	0	NA
5,000,001 & Greater	214	7	3%
TOTAL*	658	64	10%

2 Bedrooms & Less	22	1	5%
3 to 4 Bedrooms	222	29	13%
5 to 6 Bedrooms	342	30	9%
7 Bedrooms & More	72	4	6%
TOTAL*	658	64	10%

SnapStats®	February	March	Variance
Inventory	683	658	-4%
Solds	44	64	45%
Sale Price	\$2,700,000	\$2,800,000	4%
Sale Price SQFT	\$926	\$988	7%
Sale to List Price Ratio	92%	97%	5%
Days on Market	16	15	-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 DETACHED HOUSES

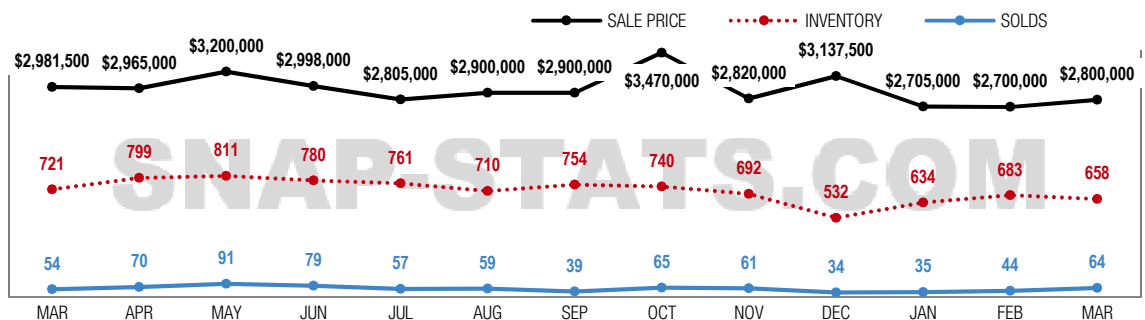
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	31	2	6%
Cambie	39	4	10%
Dunbar	95	15	16%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	43	6	14%
Kitsilano	40	9	23%
Mackenzie Heights	28	3	11%
Marpole	49	4	8%
Mount Pleasant	4	0	NA
Oakridge	16	2	13%
Point Grey	71	5	7%
Quilchena	13	3	23%
SW Marine	24	0	NA
Shaughnessy	68	1	1%
South Cambie	11	2	18%
South Granville	74	4	5%
Southlands	31	1	3%
University	20	3	15%
TOTAL*	658	64	10%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: 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** \$2 mil to \$2.25 mil with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Shaughnessy, Southlands and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Quilchena and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	5	1	20%
400,001 – 500,000	18	9	50%
500,001 – 600,000	65	19	29%
600,001 – 700,000	87	26	30%
700,001 – 800,000	61	11	18%
800,001 – 900,000	77	12	16%
900,001 – 1,000,000	75	14	19%
1,000,001 – 1,250,000	119	26	22%
1,250,001 – 1,500,000	94	11	12%
1,500,001 – 1,750,000	66	7	11%
1,750,001 – 2,000,000	58	5	9%
2,000,001 – 2,250,000	13	2	15%
2,250,001 – 2,500,000	22	0	NA
2,500,001 – 2,750,000	11	0	NA
2,750,001 – 3,000,000	13	0	NA
3,000,001 – 3,500,000	8	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	7	0	NA
TOTAL*	804	143	18%

0 to 1 Bedroom	215	62	29%
2 Bedrooms	403	65	16%
3 Bedrooms	159	14	9%
4 Bedrooms & Greater	27	2	7%
TOTAL*	804	143	18%

SnapStats®	February	March	Variance
Inventory	700	804	15%
Solds	115	143	24%
Sale Price	\$795,000	\$850,000	7%
Sale Price SQFT	\$946	\$942	0%
Sale to List Price Ratio	98%	99%	1%
Days on Market	14	15	7%

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Community CONDOS & TOWNHOMES

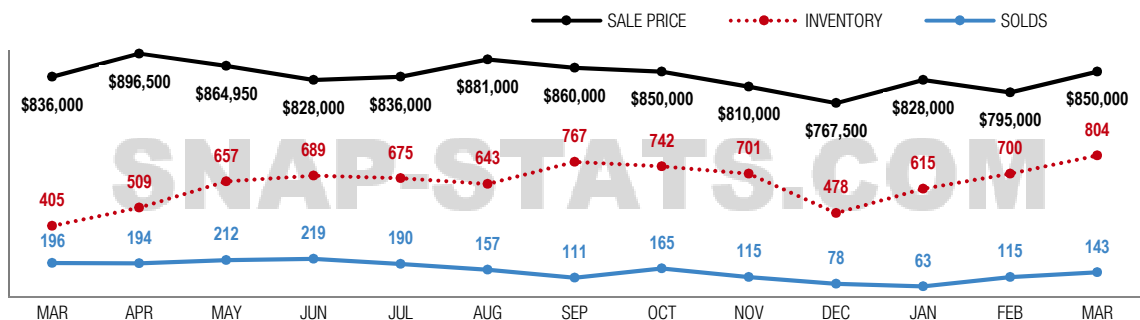
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	80	5	6%
Dunbar	5	1	20%
Fairview	91	28	31%
Falsecreek	106	21	20%
Kerrisdale	39	4	10%
Kitsilano	94	24	26%
Mackenzie Heights	2	0	NA
Marpole	109	8	7%
Mount Pleasant	13	5	38%
Oakridge	22	4	18%
Point Grey	9	5	56%
Quilchena	11	3	27%
SW Marine	21	2	10%
Shaughnessy	7	4	57%
South Cambie	21	2	10%
South Granville	28	2	7%
Southlands	3	0	NA
University	142	25	18%
TOTAL*	804	143	18%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8/10 homes selling rate)
- Homes are selling on average 1% 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, Cambie, Marpole, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Mount Pleasant, Point Grey and up to 1 bedroom properties

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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	1	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	6	1	17%
1,000,001 – 1,250,000	35	15	43%
1,250,001 – 1,500,000	121	15	12%
1,500,001 – 1,750,000	129	9	7%
1,750,001 – 2,000,000	83	4	5%
2,000,001 – 2,250,000	51	4	8%
2,250,001 – 2,500,000	72	3	4%
2,500,001 – 2,750,000	42	1	2%
2,750,001 – 3,000,000	44	0	NA
3,000,001 – 3,500,000	19	0	NA
3,500,001 – 4,000,000	9	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	7	0	NA
TOTAL*	621	53	9%

2 Bedrooms & Less	26	3	12%
3 to 4 Bedrooms	197	24	12%
5 to 6 Bedrooms	292	20	7%
7 Bedrooms & More	106	6	6%
TOTAL*	621	53	9%

SnapStats®	February	March	Variance
Inventory	569	621	9%
Solds	54	53	-2%
Sale Price	\$1,269,400	\$1,385,000	9%
Sale Price SQFT	\$594	\$610	3%
Sale to List Price Ratio	98%	92%	-6%
Days on Market	17	13	-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

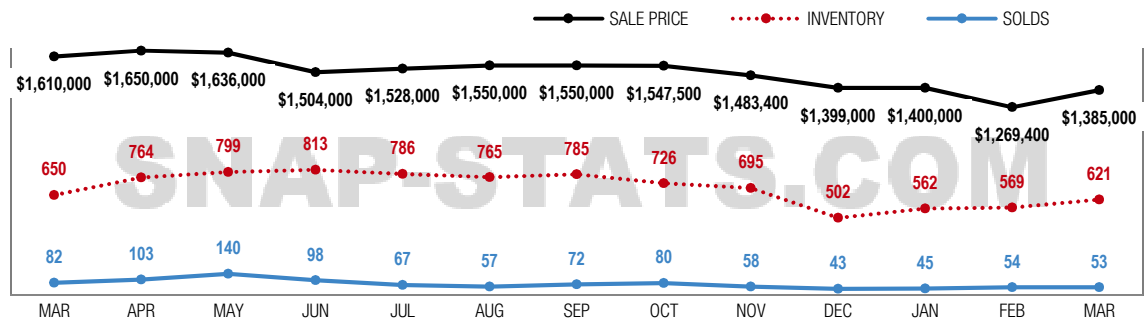
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	4	0	NA
Collingwood	100	0	NA
Downtown	0	0	NA
Fraser	40	5	13%
Fraserview	27	1	4%
Grandview	40	5	13%
Hastings	7	1	14%
Hastings East	27	9	33%
Killarney	53	4	8%
Knight	58	3	5%
Main	25	3	12%
Mount Pleasant	17	3	18%
Renfrew Heights	42	6	14%
Renfrew	88	5	6%
South Vancouver	54	8	15%
Victoria	39	0	NA
TOTAL*	621	53	9%

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 8% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Fraserview, Killarney, Knight, Renfrew and 5 plus bedroom properties
- Sellers Best Bet** Selling homes in Hastings East and up to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	1	33%
300,001 – 400,000	15	6	40%
400,001 – 500,000	79	26	33%
500,001 – 600,000	120	22	18%
600,001 – 700,000	60	21	35%
700,001 – 800,000	86	13	15%
800,001 – 900,000	44	11	25%
900,001 – 1,000,000	31	7	23%
1,000,001 – 1,250,000	31	3	10%
1,250,001 – 1,500,000	11	1	9%
1,500,001 – 1,750,000	9	1	11%
1,750,001 – 2,000,000	5	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	3	1	33%
2,750,001 – 3,000,000	0	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*	500	113	23%

0 to 1 Bedroom	193	56	29%
2 Bedrooms	218	42	19%
3 Bedrooms	78	14	18%
4 Bedrooms & Greater	11	1	9%
TOTAL*	500	113	23%

SnapStats®	February	March	Variance
Inventory	419	500	19%
Solds	99	113	14%
Sale Price	\$625,000	\$619,900	-1%
Sale Price SQFT	\$789	\$798	1%
Sale to List Price Ratio	100%	100%	0%
Days on Market	13	15	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

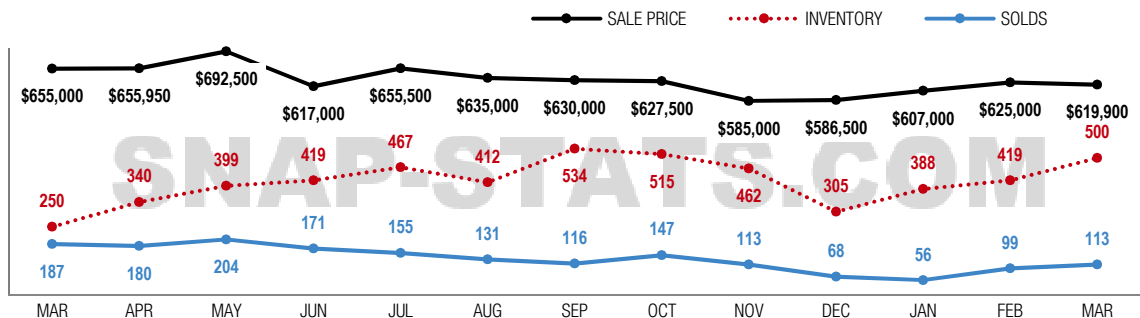
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	56	10	18%
Collingwood	108	16	15%
Downtown	25	4	16%
Fraser	9	3	33%
Fraserview	34	10	29%
Grandview	19	9	47%
Hastings	30	9	30%
Hastings East	7	3	43%
Killarney	17	0	NA
Knight	9	2	22%
Main	15	0	NA
Mount Pleasant	112	39	35%
Renfrew Heights	0	1	NA*
Renfrew	28	4	14%
South Vancouver	0	0	NA
Victoria	31	3	10%
TOTAL*	500	113	23%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$300,000 to \$400,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Victoria and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Grandview, Hastings East and up to 1 bedroom properties

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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	14	8	57%
1,250,001 – 1,500,000	59	23	39%
1,500,001 – 1,750,000	50	15	30%
1,750,001 – 2,000,000	66	10	15%
2,000,001 – 2,250,000	25	3	12%
2,250,001 – 2,500,000	43	2	5%
2,500,001 – 2,750,000	22	4	18%
2,750,001 – 3,000,000	22	1	5%
3,000,001 – 3,500,000	20	1	5%
3,500,001 – 4,000,000	17	1	6%
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	356	70	20%

2 Bedrooms & Less	14	3	21%
3 to 4 Bedrooms	169	37	22%
5 to 6 Bedrooms	140	29	21%
7 Bedrooms & More	33	1	3%
TOTAL*	356	70	20%

SnapStats®	February	March	Variance
Inventory	337	356	6%
Solds	37	70	89%
Sale Price	\$1,470,000	\$1,547,500	5%
Sale Price SQFT	\$556	\$588	6%
Sale to List Price Ratio	95%	97%	2%
Days on Market	21	29	38%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	13	4	31%
Boulevard	15	3	20%
Braemar	2	0	NA
Calverhall	10	4	40%
Canyon Heights	44	4	9%
Capilano	6	1	17%
Central Lonsdale	14	3	21%
Deep Cove	11	4	36%
Delbrook	1	1	100%
Dollarton	15	0	NA
Edgemont	26	4	15%
Forest Hills	12	5	42%
Grouse Woods	2	0	NA
Hamilton	9	1	11%
Hamilton Heights	2	0	NA
Indian Arm	2	0	NA
Indian River	2	2	100%
Lower Lonsdale	9	3	33%
Lynn Valley	29	11	38%
Lynnmoor	1	0	NA
Norgate	6	1	17%
Northlands	3	0	NA
Pemberton Heights	12	3	25%
Pemberton	7	1	14%
Princess Park	4	1	25%
Queensbury	4	0	NA
Roche Point	2	0	NA
Seymour	5	1	20%
Tempe	4	0	NA
Upper Delbrook	20	2	10%
Upper Lonsdale	47	5	11%
Westlynn	7	3	43%
Westlynn Terrace	2	1	50%
Windsor Park	5	2	40%
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	356	70	20%

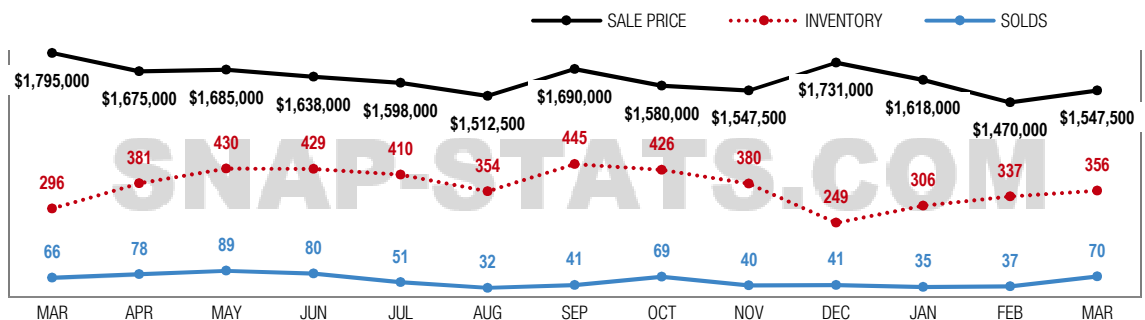
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 20% Sales Ratio average (2 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 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$2.75 mil to \$3.5 mil, Canyon Heights, Upper Delbrook and Upper Lonsdale
- Sellers Best Bet** Selling homes in Calverhill, Deep Cove, Forest Hills, Lynn Valley and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	9	5	56%
400,001 – 500,000	33	13	39%
500,001 – 600,000	63	19	30%
600,001 – 700,000	65	11	17%
700,001 – 800,000	61	10	16%
800,001 – 900,000	66	14	21%
900,001 – 1,000,000	48	9	19%
1,000,001 – 1,250,000	64	11	17%
1,250,001 – 1,500,000	26	1	4%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	1	1	100%
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	2	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	1	0	NA
TOTAL*	455	94	21%

0 to 1 Bedroom	129	26	20%
2 Bedrooms	220	47	21%
3 Bedrooms	86	18	21%
4 Bedrooms & Greater	20	3	15%
TOTAL*	455	94	21%

SnapStats®	February	March	Variance
Inventory	404	455	13%
Solds	83	94	13%
Sale Price	\$700,000	\$699,000	0%
Sale Price SQFT	\$745	\$722	-3%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	12	30	150%

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

Community CONDOS & TOWNHOMES

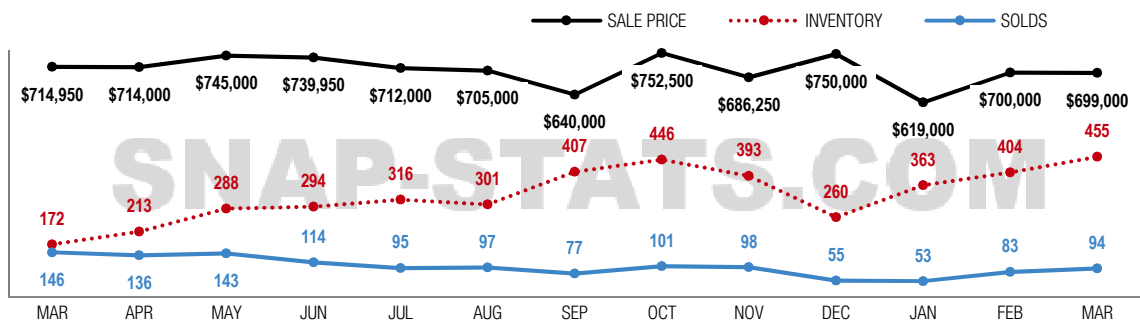
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	1	100%
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	6	0	NA
Central Lonsdale	97	20	21%
Deep Cove	2	0	NA
Delbrook	0	0	NA
Dollarton	2	0	NA
Edgemont	5	1	20%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	27	4	15%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	5	0	NA
Lower Lonsdale	109	22	20%
Lynn Valley	31	9	29%
Lynn timer	60	10	17%
Norgate	10	1	10%
Northlands	9	2	22%
Pemberton Heights	0	1	NA*
Pemberton	34	11	32%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	37	12	32%
Seymour	4	0	NA
Tempe	0	0	NA
Upper Delbrook	2	0	NA
Upper Lonsdale	6	0	NA
Westlynn	7	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	455	94	21%

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 4% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Hamilton, Norgate and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Pemberton, Roche Point and 2 to 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	1	1	100%
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	9	4	44%
1,750,001 – 2,000,000	22	2	9%
2,000,001 – 2,250,000	18	2	11%
2,250,001 – 2,500,000	35	4	11%
2,500,001 – 2,750,000	38	0	NA
2,750,001 – 3,000,000	32	1	3%
3,000,001 – 3,500,000	32	1	3%
3,500,001 – 4,000,000	44	3	7%
4,000,001 – 4,500,000	30	1	3%
4,500,001 – 5,000,000	35	0	NA
5,000,001 & Greater	158	3	2%
TOTAL*	459	22	5%

2 Bedrooms & Less	17	2	12%
3 to 4 Bedrooms	201	8	4%
5 to 6 Bedrooms	207	10	5%
7 Bedrooms & More	34	2	6%
TOTAL*	459	22	5%

SnapStats®	February	March	Variance
Inventory	445	459	3%
Solds	25	22	-12%
Sale Price	\$2,043,800	\$2,415,000	18%
Sale Price SQFT	\$638	\$579	-9%
Sale to List Price Ratio	85%	89%	5%
Days on Market	59	42	-29%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	12	1	8%
Ambleside	60	2	3%
Bayridge	9	2	22%
British Properties	87	2	2%
Canterbury	10	0	NA
Caulfield	21	1	5%
Cedardale	7	0	NA
Chartwell	32	1	3%
Chelsea Park	4	0	NA
Cypress	4	0	NA
Cypress Park Estates	12	1	8%
Deer Ridge	1	0	NA
Dundarave	27	5	19%
Eagle Harbour	15	2	13%
Eagleridge	5	1	20%
Furry Creek	1	0	NA
Gleneagles	5	0	NA
Glenmore	20	1	5%
Horseshoe Bay	7	0	NA
Howe Sound	5	0	NA
Lions Bay	18	0	NA
Old Caulfield	6	0	NA
Panorama Village	0	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	15	0	NA
Rockridge	3	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	17	0	NA
Upper Caulfield	14	0	NA
West Bay	9	0	NA
Westhill	2	0	NA
Westmount	17	1	6%
Whitby Estates	5	1	20%
Whytecliff	5	1	20%
TOTAL*	459	22	5%

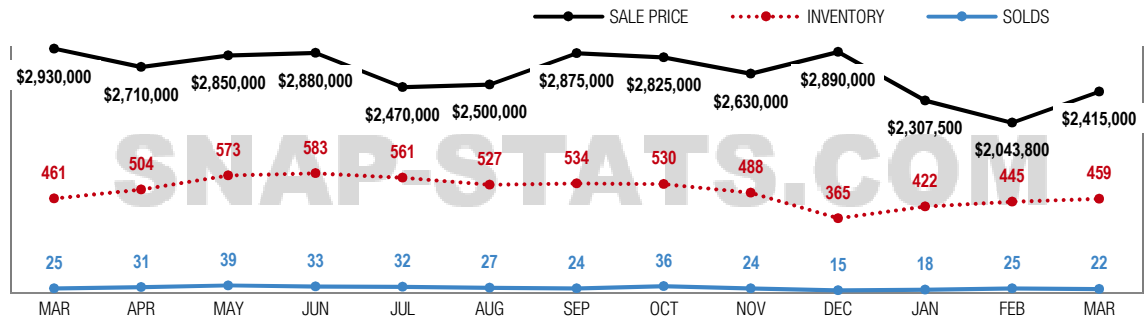
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 11% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Ambleside, British Properties, Chartwell and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Bayridge, Dundarave 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	1	0	NA
400,001 – 500,000	4	0	NA
500,001 – 600,000	3	1	33%
600,001 – 700,000	1	0	NA
700,001 – 800,000	5	3	60%
800,001 – 900,000	3	2	67%
900,001 – 1,000,000	7	1	14%
1,000,001 – 1,250,000	15	1	7%
1,250,001 – 1,500,000	18	1	6%
1,500,001 – 1,750,000	14	0	NA
1,750,001 – 2,000,000	16	0	NA
2,000,001 – 2,250,000	13	0	NA
2,250,001 – 2,500,000	11	0	NA
2,500,001 – 2,750,000	4	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	4	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	137	9	7%

0 to 1 Bedroom	22	3	14%
2 Bedrooms	85	5	6%
3 Bedrooms	29	1	3%
4 Bedrooms & Greater	1	0	NA
TOTAL*	137	9	7%

SnapStats®	February	March	Variance
Inventory	126	137	9%
Solds	12	9	-25%
Sale Price	\$1,397,500	\$870,000	-38%
Sale Price SQFT	\$1,089	\$867	-20%
Sale to List Price Ratio	92%	101%	10%
Days on Market	32	35	9%

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

Community CONDOS & TOWNHOMES

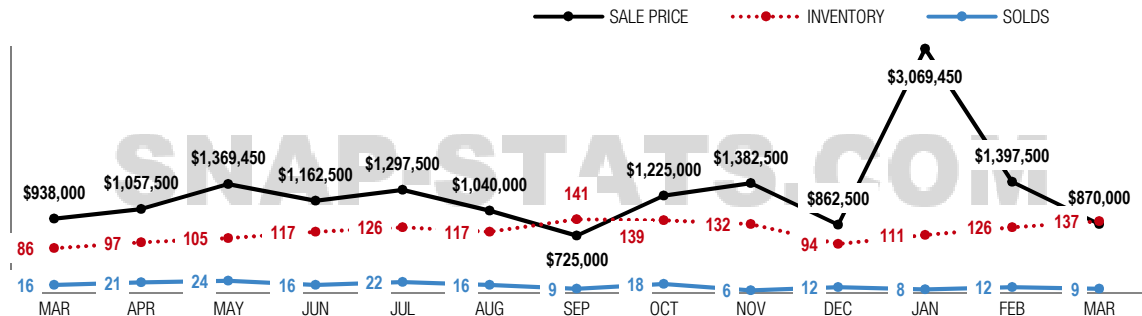
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	30	3	10%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	4	1	25%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	1	0	NA
Cypress Park Estates	8	0	NA
Deer Ridge	5	0	NA
Dundarave	33	4	12%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	5	0	NA
Howe Sound	5	0	NA
Lions Bay	1	0	NA
Old Caulfield	1	0	NA
Panorama Village	11	0	NA
Park Royal	24	1	4%
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*	137	9	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 1% above list price
- Most Active Price Band** Insufficient data but with 3 sales \$700,000 to \$800,000
- Buyers Best Bet** Homes in Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	2	200%*
300,001 – 400,000	2	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	35	8	23%
1,250,001 – 1,500,000	121	13	11%
1,500,001 – 1,750,000	115	7	6%
1,750,001 – 2,000,000	117	8	7%
2,000,001 – 2,250,000	33	1	3%
2,250,001 – 2,500,000	85	5	6%
2,500,001 – 2,750,000	54	3	6%
2,750,001 – 3,000,000	81	2	2%
3,000,001 – 3,500,000	49	2	4%
3,500,001 – 4,000,000	35	0	NA
4,000,001 – 4,500,000	15	0	NA
4,500,001 – 5,000,000	12	0	NA
5,000,001 & Greater	9	0	NA
TOTAL*	776	53	7%

2 Bedrooms & Less	37	3	8%
3 to 4 Bedrooms	313	26	8%
5 to 6 Bedrooms	394	23	6%
7 Bedrooms & More	32	1	3%
TOTAL*	776	53	7%

SnapStats®	February	March	Variance
Inventory	753	776	3%
Solds	36	53	47%
Sale Price	\$1,517,500	\$1,518,000	0%
Sale Price SQFT	\$574	\$541	-6%
Sale to List Price Ratio	93%	90%	-3%
Days on Market	53	32	-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

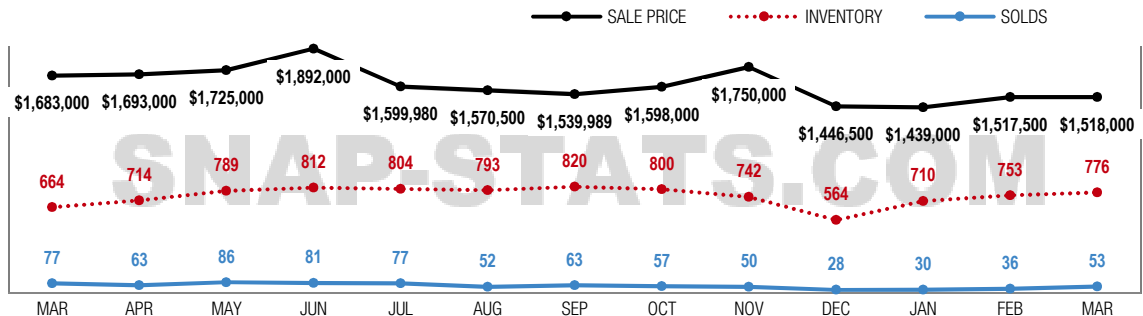
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	31	2	6%
Bridgeport	20	1	5%
Brighthouse	24	0	NA
Brighthouse South	2	0	NA
Broadmoor	57	2	4%
East Cambie	22	2	9%
East Richmond	4	0	NA
Garden City	28	0	NA
Gilmore	3	0	NA
Granville	57	4	7%
Hamilton	16	3	19%
Ironwood	33	3	9%
Lackner	42	2	5%
McLennan	9	0	NA
McLennan North	8	2	25%
McNair	24	1	4%
Quilchena	43	2	5%
Riverdale	39	1	3%
Saunders	44	0	NA
Sea Island	4	0	NA
Seafair	41	5	12%
South Arm	23	1	4%
Steveston North	43	5	12%
Steveston South	25	4	16%
Steveston Village	15	3	20%
Terra Nova	20	0	NA
West Cambie	23	2	9%
Westwind	17	2	12%
Woodwards	59	6	10%
TOTAL*	776	53	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 10% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Riverdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in McLennan North and up to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	9	7	78%
300,001 – 400,000	29	12	41%
400,001 – 500,000	109	24	22%
500,001 – 600,000	157	19	12%
600,001 – 700,000	189	18	10%
700,001 – 800,000	176	17	10%
800,001 – 900,000	145	12	8%
900,001 – 1,000,000	109	3	3%
1,000,001 – 1,250,000	109	8	7%
1,250,001 – 1,500,000	39	0	NA
1,500,001 – 1,750,000	20	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	2	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	2	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	1105	121	11%

0 to 1 Bedroom	169	37	22%
2 Bedrooms	502	53	11%
3 Bedrooms	328	23	7%
4 Bedrooms & Greater	106	8	8%
TOTAL*	1105	121	11%

SnapStats®	February	March	Variance
Inventory	976	1105	13%
Solds	117	121	3%
Sale Price	\$620,000	\$598,000	-4%
Sale Price SQFT	\$667	\$633	-5%
Sale to List Price Ratio	97%	95%	-2%
Days on Market	29	27	-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.

Community CONDOS & TOWNHOMES

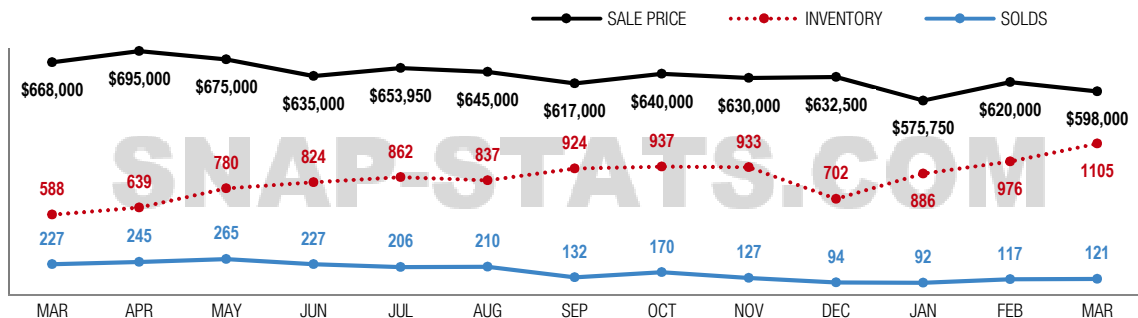
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	20	2	10%
Bridgeport	28	2	7%
Brighthouse	328	40	12%
Brighthouse South	126	14	11%
Broadmoor	11	0	NA
East Cambie	15	4	27%
East Richmond	8	2	25%
Garden City	6	5	83%
Gilmore	0	0	NA
Granville	15	1	7%
Hamilton	14	0	NA
Ironwood	52	1	2%
Lackner	3	1	33%
McLennan	0	0	NA
McLennan North	110	16	15%
McNair	1	0	NA
Quilchena	3	0	NA
Riverdale	25	3	12%
Saunders	14	0	NA
Sea Island	0	0	NA
Seafair	5	0	NA
South Arm	11	3	27%
Steveston North	14	1	7%
Steveston South	60	6	10%
Steveston Village	10	0	NA
Terra Nova	24	0	NA
West Cambie	163	20	12%
Westwind	3	0	NA
Woodwards	36	0	NA
TOTAL*	1105	121	11%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$0 to \$300,000 with average 78% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Bridgeport, Granville, Ironwood, Steveston North and 3 bedroom properties
- Sellers Best Bet** Selling homes in East Cambie, East Richmond, South Arm 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	6	0	NA
900,001 – 1,000,000	13	0	NA
1,000,001 – 1,250,000	46	6	13%
1,250,001 – 1,500,000	35	2	6%
1,500,001 – 1,750,000	11	0	NA
1,750,001 – 2,000,000	12	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	10	0	NA
2,500,001 – 2,750,000	4	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	4	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*	151	8	5%

2 Bedrooms & Less	14	0	NA
3 to 4 Bedrooms	99	5	5%
5 to 6 Bedrooms	34	3	9%
7 Bedrooms & More	4	0	NA
TOTAL*	151	8	5%

SnapStats®	February	March	Variance
Inventory	129	151	17%
Solds	8	8	0%
Sale Price	\$1,086,500	\$1,157,500	7%
Sale Price SQFT	\$451	\$376	-17%
Sale to List Price Ratio	97%	93%	-4%
Days on Market	115	40	-65%

*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

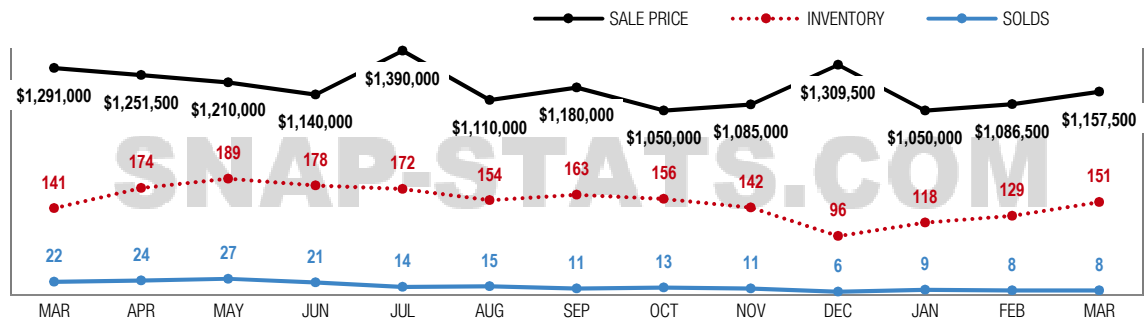
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	23	0	NA
Boundary Beach	18	0	NA
Cliff Drive	26	1	4%
English Bluff	14	1	7%
Pebble Hill	28	4	14%
Tsawwassen Central	31	1	3%
Tsawwassen East	11	1	9%
TOTAL*	151	8	5%

Market Summary

- Market Type Indicator **TSAWWASSEN 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 13% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Cliff Drive, Tsawwassen Central and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Pebble Hill and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	4	1	25%
400,001 – 500,000	13	1	8%
500,001 – 600,000	10	0	NA
600,001 – 700,000	20	3	15%
700,001 – 800,000	8	0	NA
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	5	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	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*	67	6	9%

0 to 1 Bedroom	13	3	23%
2 Bedrooms	36	0	NA
3 Bedrooms	16	2	13%
4 Bedrooms & Greater	2	1	50%
TOTAL*	67	6	9%

SnapStats®	February	March	Variance
Inventory	52	67	29%
Solds	12	6	-50%
Sale Price	\$589,250	\$643,000	9%
Sale Price SQFT	\$446	\$536	20%
Sale to List Price Ratio	94%	97%	3%
Days on Market	85	72	-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

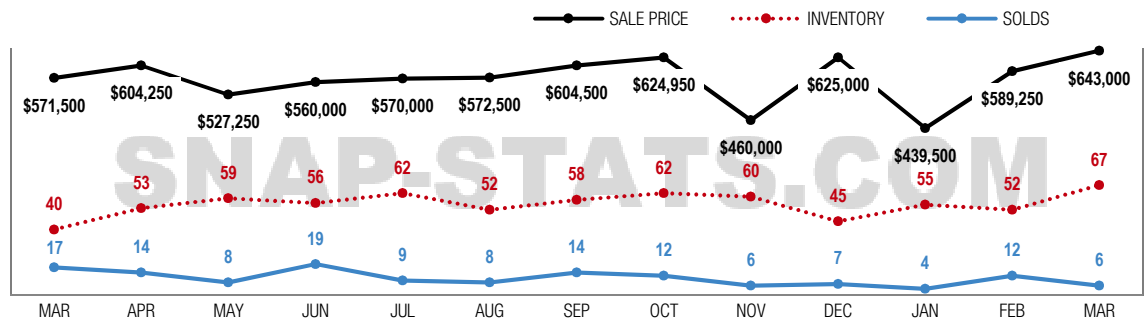
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	17	1	6%
Boundary Beach	1	0	NA
Cliff Drive	32	4	13%
English Bluff	4	0	NA
Pebble Hill	1	0	NA
Tsawwassen Central	10	0	NA
Tsawwassen East	2	1	50%
TOTAL*	67	6	9%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 15% Sales Ratio (Balanced 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 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	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	1	2	200%*
700,001 – 800,000	2	1	50%
800,001 – 900,000	7	2	29%
900,001 – 1,000,000	25	4	16%
1,000,001 – 1,250,000	32	3	9%
1,250,001 – 1,500,000	8	1	13%
1,500,001 – 1,750,000	7	1	14%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	2	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*	94	14	15%

2 Bedrooms & Less	16	2	13%
3 to 4 Bedrooms	59	8	14%
5 to 6 Bedrooms	17	4	24%
7 Bedrooms & More	2	0	NA
TOTAL*	94	14	15%

SnapStats®	February	March	Variance
Inventory	79	94	19%
Solds	10	14	40%
Sale Price	\$883,500	\$936,250	6%
Sale Price SQFT	\$467	\$435	-7%
Sale to List Price Ratio	97%	99%	2%
Days on Market	42	34	-19%

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

Community DETACHED HOUSES

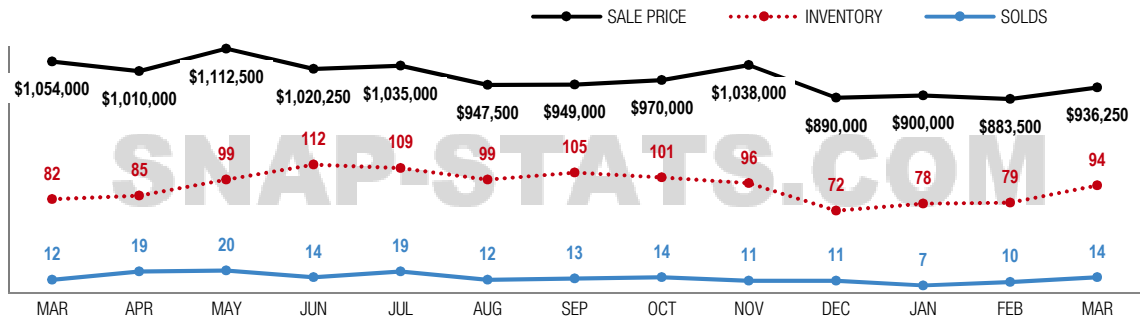
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	5	3	60%
East Delta	2	0	NA
Hawthorne	31	3	10%
Holly	15	1	7%
Ladner Elementary	12	3	25%
Ladner Rural	6	1	17%
Neilsen Grove	18	3	17%
Port Guichon	4	0	NA
Westham Island	1	0	NA
TOTAL*	94	14	15%

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 1% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Holly and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
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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	2	200%*
400,001 – 500,000	7	2	29%
500,001 – 600,000	12	3	25%
600,001 – 700,000	15	3	20%
700,001 – 800,000	8	1	13%
800,001 – 900,000	8	0	NA
900,001 – 1,000,000	5	0	NA
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*	60	11	18%

0 to 1 Bedroom	4	2	50%
2 Bedrooms	21	2	10%
3 Bedrooms	23	7	30%
4 Bedrooms & Greater	12	0	NA
TOTAL*	60	11	18%

SnapStats®	February	March	Variance
Inventory	50	60	20%
Solds	10	11	10%
Sale Price	\$540,000	\$535,000	-1%
Sale Price SQFT	\$453	\$464	3%
Sale to List Price Ratio	97%	98%	1%
Days on Market	48	17	-65%

*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

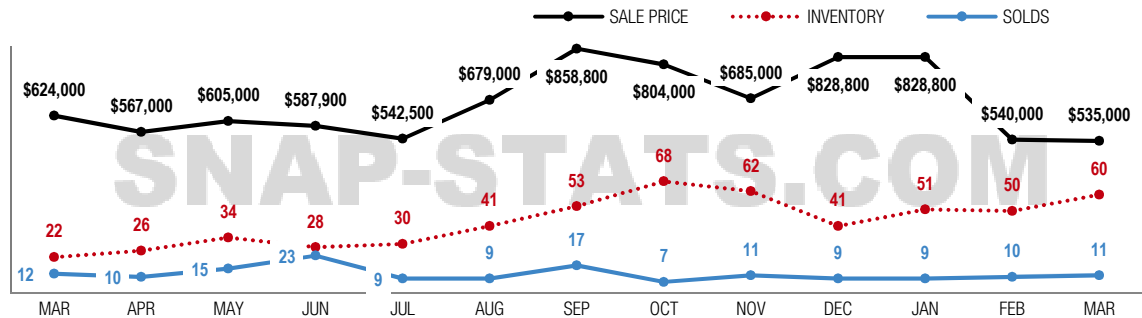
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	13	1	8%
East Delta	1	0	NA
Hawthorne	11	4	36%
Holly	1	0	NA
Ladner Elementary	9	2	22%
Ladner Rural	2	0	NA
Neilsen Grove	23	4	17%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	60	11	18%

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 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Delta Manor and 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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