

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	0	NA
300,001 – 400,000	8	4	50%
400,001 – 500,000	16	3	19%
500,001 – 600,000	70	25	36%
600,001 – 700,000	129	24	19%
700,001 – 800,000	98	19	19%
800,001 – 900,000	84	15	18%
900,001 – 1,000,000	67	3	4%
1,000,001 – 1,250,000	82	13	16%
1,250,001 – 1,500,000	87	6	7%
1,500,001 – 1,750,000	70	4	6%
1,750,001 – 2,000,000	63	1	2%
2,000,001 – 2,250,000	30	2	7%
2,250,001 – 2,500,000	25	0	NA
2,500,001 – 2,750,000	8	1	13%
2,750,001 – 3,000,000	23	2	9%
3,000,001 – 3,500,000	21	0	NA
3,500,001 – 4,000,000	23	3	13%
4,000,001 – 4,500,000	11	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	48	1	2%
TOTAL*	969	126	13%

0 to 1 Bedroom	388	66	17%
2 Bedrooms	472	56	12%
3 Bedrooms	97	4	4%
4 Bedrooms & Greater	12	0	NA
TOTAL*	969	126	13%

SnapStats®	March	April	Variance
Inventory	902	969	7%
Solds	120	126	5%
Sale Price	\$767,500	\$740,000	-4%
Sale Price SQFT	\$985	\$991	1%
Sale to List Price Ratio	97%	95%	-2%
Days on Market	20	21	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.

Community CONDOS & TOWNHOMES

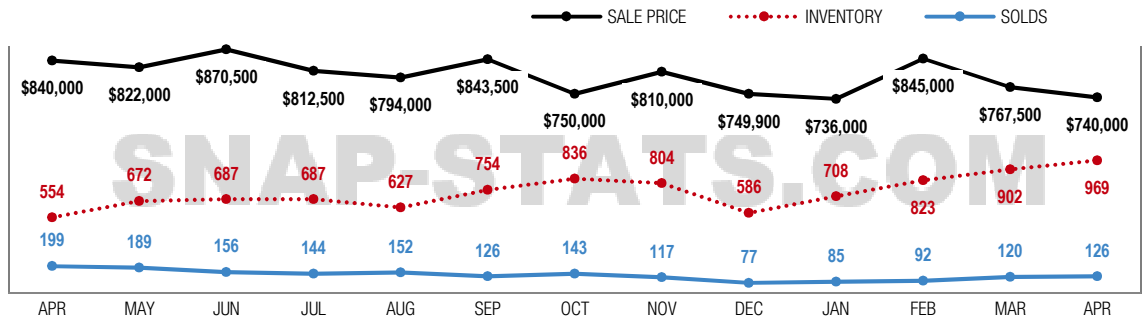
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	158	10	6%
Downtown	353	58	16%
Westend	210	29	14%
Yaletown	248	29	12%
TOTAL*	969	126	13%

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 5% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil / \$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	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	1	NA*
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	7	4	57%
1,750,001 – 2,000,000	12	2	17%
2,000,001 – 2,250,000	20	3	15%
2,250,001 – 2,500,000	40	8	20%
2,500,001 – 2,750,000	36	6	17%
2,750,001 – 3,000,000	60	11	18%
3,000,001 – 3,500,000	76	12	16%
3,500,001 – 4,000,000	99	4	4%
4,000,001 – 4,500,000	51	9	18%
4,500,001 – 5,000,000	64	1	2%
5,000,001 & Greater	233	3	1%
TOTAL*	699	64	9%

2 Bedrooms & Less	22	2	9%
3 to 4 Bedrooms	235	31	13%
5 to 6 Bedrooms	369	25	7%
7 Bedrooms & More	73	6	8%
TOTAL*	699	64	9%

SnapStats®	March	April	Variance
Inventory	658	699	6%
Solds	64	64	0%
Sale Price	\$2,800,000	\$2,999,000	7%
Sale Price SQFT	\$988	\$970	-2%
Sale to List Price Ratio	97%	94%	-3%
Days on Market	15	26	73%

*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

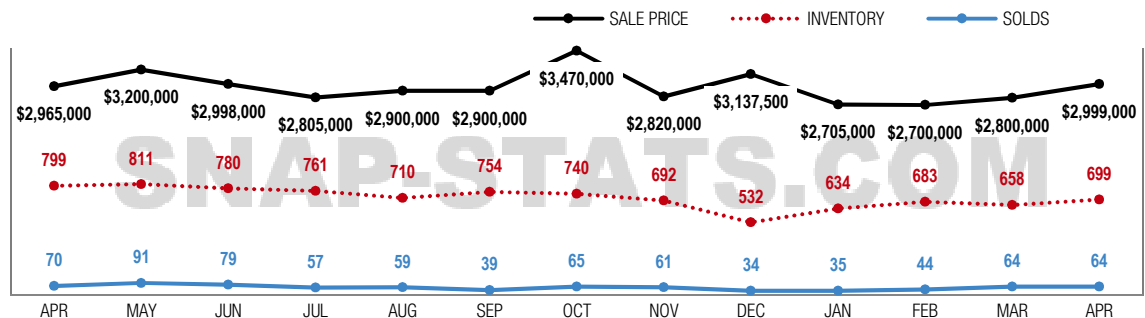
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	31	3	10%
Cambie	48	4	8%
Dunbar	107	11	10%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	47	4	9%
Kitsilano	41	5	12%
Mackenzie Heights	28	1	4%
Marpole	51	1	2%
Mount Pleasant	5	0	NA
Oakridge	14	5	36%
Point Grey	79	8	10%
Quilchena	14	5	36%
SW Marine	28	1	4%
Shaughnessy	72	5	7%
South Cambie	8	1	13%
South Granville	75	4	5%
Southlands	30	4	13%
University	20	2	10%
TOTAL*	699	64	9%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Marpole and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Oakridge, 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	6	2	33%
400,001 – 500,000	21	9	43%
500,001 – 600,000	76	24	32%
600,001 – 700,000	99	24	24%
700,001 – 800,000	88	16	18%
800,001 – 900,000	92	21	23%
900,001 – 1,000,000	105	6	6%
1,000,001 – 1,250,000	144	12	8%
1,250,001 – 1,500,000	113	10	9%
1,500,001 – 1,750,000	78	10	13%
1,750,001 – 2,000,000	62	3	5%
2,000,001 – 2,250,000	24	1	4%
2,250,001 – 2,500,000	27	0	NA
2,500,001 – 2,750,000	13	0	NA
2,750,001 – 3,000,000	11	0	NA
3,000,001 – 3,500,000	7	1	14%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	977	139	14%

0 to 1 Bedroom	254	57	22%
2 Bedrooms	495	69	14%
3 Bedrooms	199	11	6%
4 Bedrooms & Greater	29	2	7%
TOTAL*	977	139	14%

SnapStats®	March	April	Variance
Inventory	804	977	22%
Solds	143	139	-3%
Sale Price	\$850,000	\$750,000	-12%
Sale Price SQFT	\$942	\$888	-6%
Sale to List Price Ratio	99%	94%	-5%
Days on Market	15	17	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.

Community CONDOS & TOWNHOMES

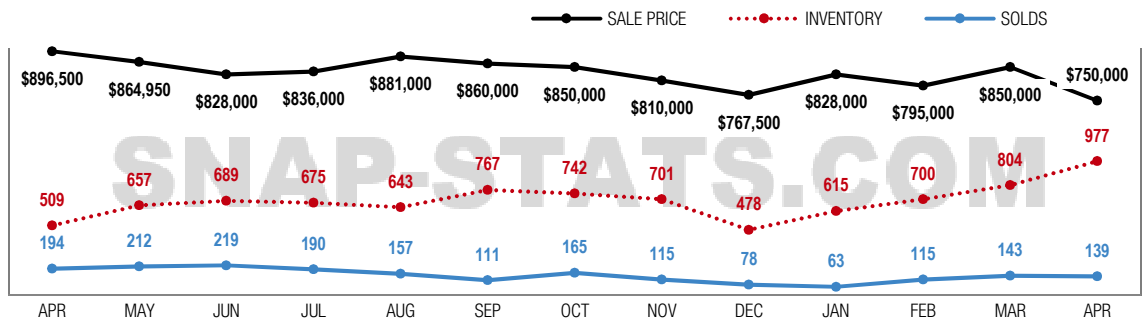
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	89	4	4%
Dunbar	3	2	67%
Fairview	118	30	25%
Falsecreek	119	25	21%
Kerrisdale	44	6	14%
Kitsilano	119	29	24%
Mackenzie Heights	2	0	NA
Marpole	114	16	14%
Mount Pleasant	14	7	50%
Oakridge	30	2	7%
Point Grey	11	2	18%
Quilchena	18	0	NA
SW Marine	25	0	NA
Shaughnessy	8	1	13%
South Cambie	27	1	4%
South Granville	41	2	5%
Southlands	2	0	NA
University	192	12	6%
TOTAL*	977	139	14%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil, Cambie, Oakridge, South Cambie, South Granville and University
- Sellers Best Bet** Selling homes in Mount Pleasant 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	1	NA*
800,001 – 900,000	1	2	200%*
900,001 – 1,000,000	5	6	120%*
1,000,001 – 1,250,000	50	9	18%
1,250,001 – 1,500,000	147	24	16%
1,500,001 – 1,750,000	144	15	10%
1,750,001 – 2,000,000	75	4	5%
2,000,001 – 2,250,000	52	3	6%
2,250,001 – 2,500,000	73	2	3%
2,500,001 – 2,750,000	40	0	NA
2,750,001 – 3,000,000	44	0	NA
3,000,001 – 3,500,000	18	0	NA
3,500,001 – 4,000,000	8	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	664	66	10%

2 Bedrooms & Less	29	4	14%
3 to 4 Bedrooms	220	33	15%
5 to 6 Bedrooms	306	27	9%
7 Bedrooms & More	109	2	2%
TOTAL*	664	66	10%

SnapStats®	March	April	Variance
Inventory	621	664	7%
Solds	53	66	25%
Sale Price	\$1,385,000	\$1,381,000	0%
Sale Price SQFT	\$610	\$628	3%
Sale to List Price Ratio	92%	94%	2%
Days on Market	13	20	54%

*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

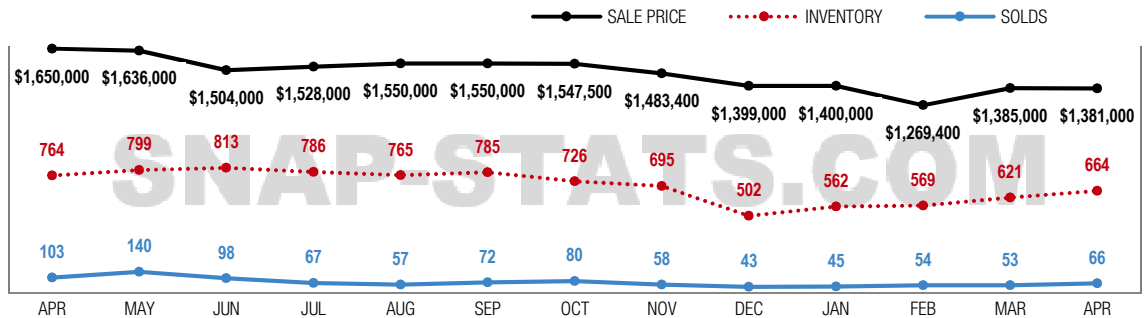
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	1	33%
Collingwood	96	4	4%
Downtown	0	0	NA
Fraser	55	7	13%
Fraserview	29	5	17%
Grandview	46	6	13%
Hastings	9	0	NA
Hastings East	29	3	10%
Killarney	65	5	8%
Knight	58	6	10%
Main	25	6	24%
Mount Pleasant	12	5	42%
Renfrew Heights	49	5	10%
Renfrew	98	4	4%
South Vancouver	54	6	11%
Victoria	36	3	8%
TOTAL*	664	66	10%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Collingwood, Renfrew and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Mount Pleasant and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	4	400%*
300,001 – 400,000	18	8	44%
400,001 – 500,000	95	30	32%
500,001 – 600,000	140	36	26%
600,001 – 700,000	86	20	23%
700,001 – 800,000	88	16	18%
800,001 – 900,000	50	11	22%
900,001 – 1,000,000	30	5	17%
1,000,001 – 1,250,000	44	5	11%
1,250,001 – 1,500,000	11	4	36%
1,500,001 – 1,750,000	10	2	20%
1,750,001 – 2,000,000	3	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	3	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	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*	583	141	24%

0 to 1 Bedroom	246	69	28%
2 Bedrooms	243	52	21%
3 Bedrooms	81	20	25%
4 Bedrooms & Greater	13	0	NA
TOTAL*	583	141	24%

SnapStats®	March	April	Variance
Inventory	500	583	17%
Solds	113	141	25%
Sale Price	\$619,900	\$580,000	-6%
Sale Price SQFT	\$798	\$768	-4%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	15	14	-7%

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Community CONDOS & TOWNHOMES

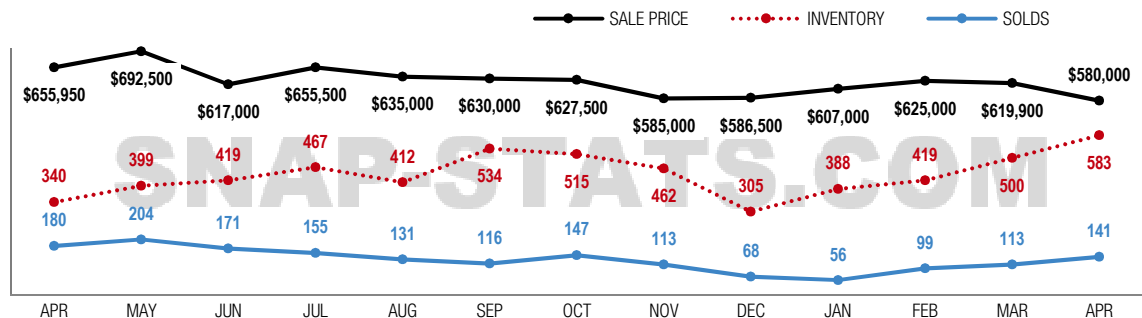
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	60	11	18%
Collingwood	113	22	19%
Downtown	28	5	18%
Fraser	14	7	50%
Fraserview	34	12	35%
Grandview	26	10	38%
Hastings	40	8	20%
Hastings East	12	1	8%
Killarney	17	1	6%
Knight	10	2	20%
Main	21	5	24%
Mount Pleasant	146	41	28%
Renfrew Heights	0	0	NA
Renfrew	32	8	25%
South Vancouver	0	0	NA
Victoria	30	8	27%
TOTAL*	583	141	24%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 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 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Hastings East, Killarney and 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser 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	1	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	1	100%
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	21	3	14%
1,250,001 – 1,500,000	85	11	13%
1,500,001 – 1,750,000	55	12	22%
1,750,001 – 2,000,000	82	5	6%
2,000,001 – 2,250,000	22	6	27%
2,250,001 – 2,500,000	41	4	10%
2,500,001 – 2,750,000	24	3	13%
2,750,001 – 3,000,000	25	1	4%
3,000,001 – 3,500,000	17	2	12%
3,500,001 – 4,000,000	17	2	12%
4,000,001 – 4,500,000	7	2	29%
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	411	53	13%

2 Bedrooms & Less	17	3	18%
3 to 4 Bedrooms	205	27	13%
5 to 6 Bedrooms	159	15	9%
7 Bedrooms & More	30	8	27%
TOTAL*	411	53	13%

SnapStats®	March	April	Variance
Inventory	356	411	15%
Solds	70	53	-24%
Sale Price	\$1,547,500	\$1,725,000	11%
Sale Price SQFT	\$588	\$615	5%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	29	21	-28%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	20	2	10%
Boulevard	18	0	NA
Braemar	2	0	NA
Calverhall	12	1	8%
Canyon Heights	43	9	21%
Capilano	3	2	67%
Central Lonsdale	14	0	NA
Deep Cove	20	2	10%
Delbrook	2	0	NA
Dollarton	16	1	6%
Edgemont	24	8	33%
Forest Hills	14	0	NA
Grouse Woods	4	0	NA
Hamilton	14	1	7%
Hamilton Heights	2	0	NA
Indian Arm	4	0	NA
Indian River	7	1	14%
Lower Lonsdale	11	2	18%
Lynn Valley	36	8	22%
Lynn timer	1	0	NA
Norgate	5	0	NA
Northlands	3	0	NA
Pemberton Heights	12	3	25%
Pemberton	13	0	NA
Princess Park	4	0	NA
Queensbury	4	2	50%
Roche Point	3	1	33%
Seymour	6	0	NA
Tempe	3	0	NA
Upper Delbrook	20	2	10%
Upper Lonsdale	50	4	8%
Westlynn	12	2	17%
Westlynn Terrace	2	0	NA
Windsor Park	4	2	50%
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	411	53	13%

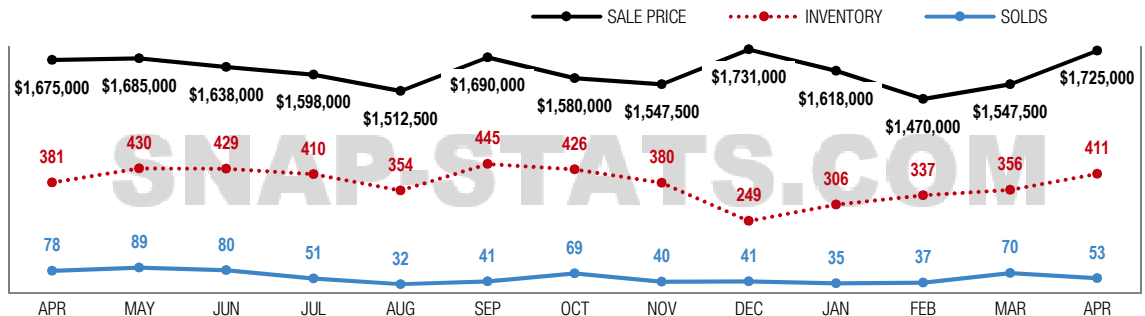
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Calverhill, Dollarton, Hamilton, Upper Lonsdale and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Edgemont and minimum 7 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	15	1	7%
400,001 – 500,000	43	10	23%
500,001 – 600,000	93	18	19%
600,001 – 700,000	71	19	27%
700,001 – 800,000	68	12	18%
800,001 – 900,000	67	8	12%
900,001 – 1,000,000	60	9	15%
1,000,001 – 1,250,000	70	13	19%
1,250,001 – 1,500,000	32	2	6%
1,500,001 – 1,750,000	10	0	NA
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	2	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	2	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*	544	93	17%

0 to 1 Bedroom	156	31	20%
2 Bedrooms	263	37	14%
3 Bedrooms	101	19	19%
4 Bedrooms & Greater	24	6	25%
TOTAL*	544	93	17%

SnapStats®	March	April	Variance
Inventory	455	544	20%
Solds	94	93	-1%
Sale Price	\$699,000	\$697,000	0%
Sale Price SQFT	\$722	\$728	1%
Sale to List Price Ratio	96%	97%	1%
Days on Market	30	12	-60%

*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

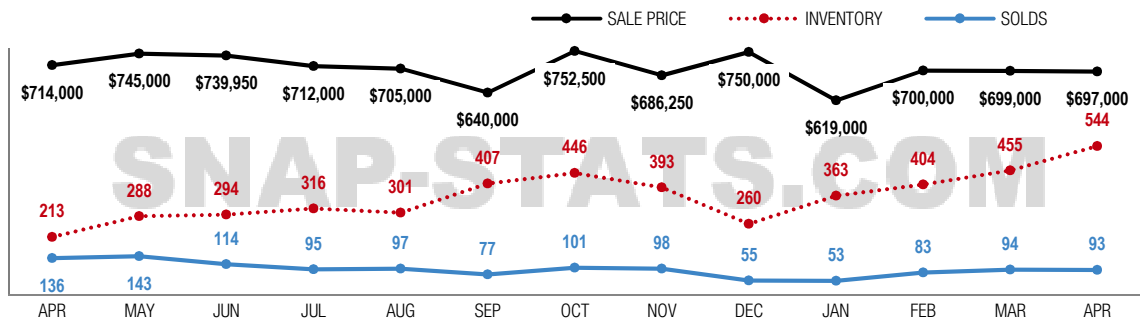
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	2	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	6	0	NA
Central Lonsdale	103	21	20%
Deep Cove	2	0	NA
Delbrook	0	0	NA
Dollarton	1	0	NA
Edgemont	10	1	10%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Hamilton	37	7	19%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	6	0	NA
Lower Lonsdale	147	27	18%
Lynn Valley	40	8	20%
Lynnmoor	40	5	13%
Norgate	14	1	7%
Northlands	17	5	29%
Pemberton Heights	0	0	NA
Pemberton	41	5	12%
Princess Park	0	0	NA
Queensbury	2	0	NA
Roche Point	48	6	13%
Seymour	6	4	67%
Tempe	0	0	NA
Upper Delbrook	2	0	NA
Upper Lonsdale	12	2	17%
Westlynn	6	1	17%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	544	93	17%

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Norgate and 2 bedroom properties
- Sellers Best Bet** Selling homes in Northlands and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	4	2	50%
1,500,001 – 1,750,000	10	5	50%
1,750,001 – 2,000,000	30	3	10%
2,000,001 – 2,250,000	19	3	16%
2,250,001 – 2,500,000	46	4	9%
2,500,001 – 2,750,000	34	1	3%
2,750,001 – 3,000,000	53	2	4%
3,000,001 – 3,500,000	35	4	11%
3,500,001 – 4,000,000	48	2	4%
4,000,001 – 4,500,000	33	4	12%
4,500,001 – 5,000,000	34	0	NA
5,000,001 & Greater	152	8	5%
TOTAL*	501	38	8%

2 Bedrooms & Less	18	2	11%
3 to 4 Bedrooms	237	16	7%
5 to 6 Bedrooms	214	17	8%
7 Bedrooms & More	32	3	9%
TOTAL*	501	38	8%

SnapStats®	March	April	Variance
Inventory	459	501	9%
Solds	22	38	73%
Sale Price	\$2,415,000	\$2,925,000	21%
Sale Price SQFT	\$579	\$738	27%
Sale to List Price Ratio	89%	87%	-2%
Days on Market	42	50	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

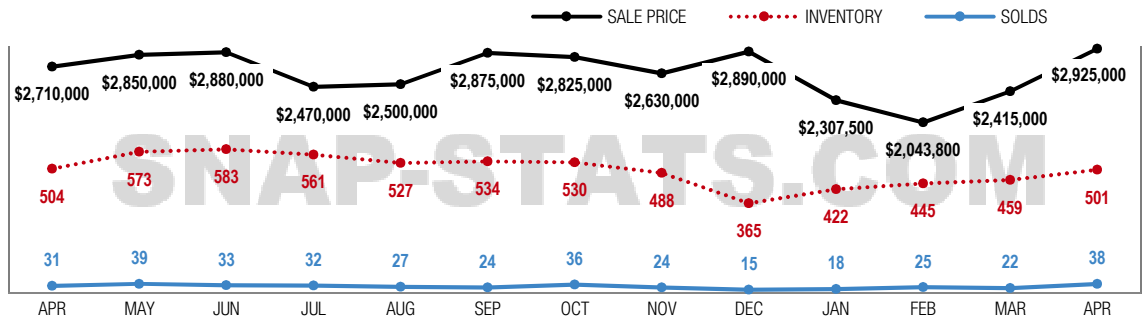
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	16	1	6%
Ambleside	66	4	6%
Bayridge	9	1	11%
British Properties	88	10	11%
Canterbury	9	1	11%
Caulfield	26	3	12%
Cedardale	8	0	NA
Chartwell	23	2	9%
Chelsea Park	5	0	NA
Cypress	9	0	NA
Cypress Park Estates	18	0	NA
Deer Ridge	1	0	NA
Dundarave	34	5	15%
Eagle Harbour	17	2	12%
Eagleridge	4	0	NA
Furry Creek	1	0	NA
Gleneagles	10	1	10%
Glenmore	22	1	5%
Horseshoe Bay	7	0	NA
Howe Sound	6	0	NA
Lions Bay	22	0	NA
Old Caulfield	6	1	17%
Panorama Village	0	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	15	0	NA
Rockridge	5	0	NA
Sandy Cove	3	0	NA
Sentinel Hill	19	1	5%
Upper Caulfield	10	4	40%
West Bay	9	0	NA
Westhill	3	1	33%
Westmount	16	0	NA
Whitby Estates	7	0	NA
Whytecliff	5	0	NA
TOTAL*	501	38	8%

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 13% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Altamont, Ambleside, Glenmore, Sentinel Hill and 3 to 4 bedrooms
- Sellers Best Bet** Selling homes in Upper Caulfield 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	2	2	100%
500,001 – 600,000	4	0	NA
600,001 – 700,000	4	0	NA
700,001 – 800,000	5	0	NA
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	11	1	9%
1,000,001 – 1,250,000	11	0	NA
1,250,001 – 1,500,000	26	0	NA
1,500,001 – 1,750,000	15	1	7%
1,750,001 – 2,000,000	22	2	9%
2,000,001 – 2,250,000	8	1	13%
2,250,001 – 2,500,000	8	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	4	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	2	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	147	8	5%

0 to 1 Bedroom	21	2	10%
2 Bedrooms	98	5	5%
3 Bedrooms	25	1	4%
4 Bedrooms & Greater	3	0	NA
TOTAL*	147	8	5%

SnapStats®	March	April	Variance
Inventory	137	147	7%
Solds	9	8	-11%
Sale Price	\$870,000	\$1,236,750	42%
Sale Price SQFT	\$867	\$1,143	32%
Sale to List Price Ratio	101%	95%	-6%
Days on Market	35	28	-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.

Community CONDOS & TOWNHOMES

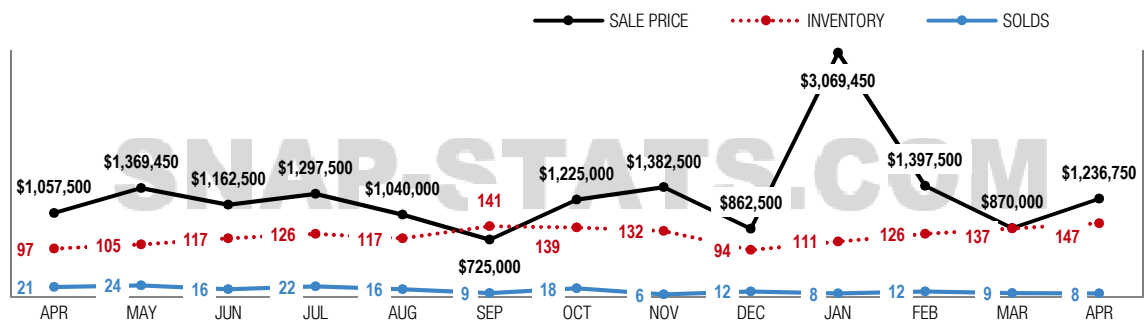
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	27	5	19%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	1	17%
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	1	0	NA
Cypress Park Estates	9	0	NA
Deer Ridge	6	0	NA
Dundarave	35	0	NA
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	6	0	NA
Howe Sound	8	0	NA
Lions Bay	1	0	NA
Old Caulfield	1	0	NA
Panorama Village	12	0	NA
Park Royal	25	2	8%
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*	147	8	5%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and up to 1 bedroom properties

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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	1	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	5	0	NA
900,001 – 1,000,000	7	3	43%
1,000,001 – 1,250,000	41	11	27%
1,250,001 – 1,500,000	142	6	4%
1,500,001 – 1,750,000	130	7	5%
1,750,001 – 2,000,000	132	3	2%
2,000,001 – 2,250,000	31	5	16%
2,250,001 – 2,500,000	92	1	1%
2,500,001 – 2,750,000	56	0	NA
2,750,001 – 3,000,000	87	1	1%
3,000,001 – 3,500,000	51	2	4%
3,500,001 – 4,000,000	35	0	NA
4,000,001 – 4,500,000	14	0	NA
4,500,001 – 5,000,000	12	0	NA
5,000,001 & Greater	8	0	NA
TOTAL*	851	39	5%

2 Bedrooms & Less	34	0	NA
3 to 4 Bedrooms	344	23	7%
5 to 6 Bedrooms	442	15	3%
7 Bedrooms & More	31	1	3%
TOTAL*	851	39	5%

SnapStats®	March	April	Variance
Inventory	776	851	10%
Solds	53	39	-26%
Sale Price	\$1,518,000	\$1,490,000	-2%
Sale Price SQFT	\$541	\$596	10%
Sale to List Price Ratio	90%	96%	7%
Days on Market	32	29	-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 DETACHED HOUSES

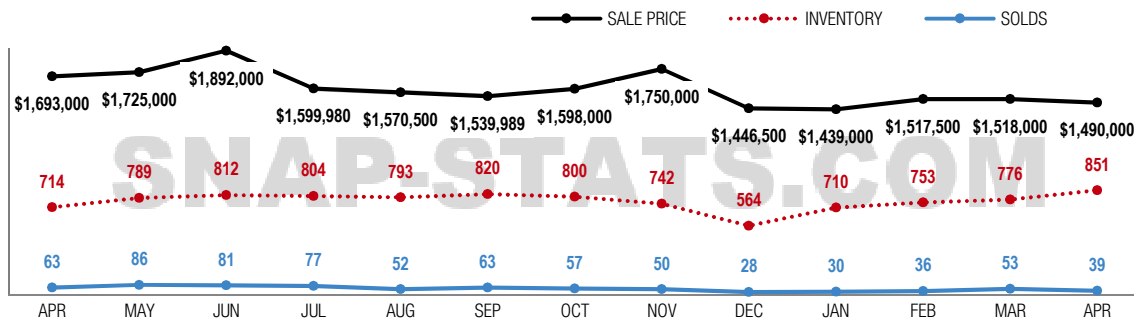
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	38	0	NA
Bridgeport	21	1	5%
Brighthouse	24	0	NA
Brighthouse South	1	0	NA
Broadmoor	59	2	3%
East Cambie	21	1	5%
East Richmond	3	1	33%
Garden City	35	1	3%
Gilmore	3	0	NA
Granville	68	2	3%
Hamilton	9	3	33%
Ironwood	32	4	13%
Lackner	36	3	8%
McLennan	9	0	NA
McLennan North	9	0	NA
McNair	29	1	3%
Quilchena	48	2	4%
Riverdale	49	0	NA
Saunders	48	4	8%
Sea Island	6	0	NA
Seafair	51	3	6%
South Arm	26	0	NA
Steveston North	48	4	8%
Steveston South	30	2	7%
Steveston Village	14	1	7%
Terra Nova	23	2	9%
West Cambie	26	0	NA
Westwind	18	2	11%
Woodwards	67	0	NA
TOTAL*	851	39	5%

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 4% 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 \$2.25 mil to \$2.5 mil / \$2.75 mil to \$3 mil, Broadmoor, Garden City, Granville and McNair
- Sellers Best Bet** Selling homes in Hamilton and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	13	4	31%
300,001 – 400,000	38	10	26%
400,001 – 500,000	127	28	22%
500,001 – 600,000	179	19	11%
600,001 – 700,000	216	23	11%
700,001 – 800,000	206	16	8%
800,001 – 900,000	149	14	9%
900,001 – 1,000,000	113	4	4%
1,000,001 – 1,250,000	115	11	10%
1,250,001 – 1,500,000	42	1	2%
1,500,001 – 1,750,000	14	1	7%
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	1224	132	11%

0 to 1 Bedroom	197	28	14%
2 Bedrooms	531	62	12%
3 Bedrooms	382	32	8%
4 Bedrooms & Greater	114	10	9%
TOTAL*	1224	132	11%

SnapStats®	March	April	Variance
Inventory	1105	1224	11%
Solds	121	132	9%
Sale Price	\$598,000	\$620,000	4%
Sale Price SQFT	\$633	\$625	-1%
Sale to List Price Ratio	95%	96%	1%
Days on Market	27	22	-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 CONDOS & TOWNHOMES

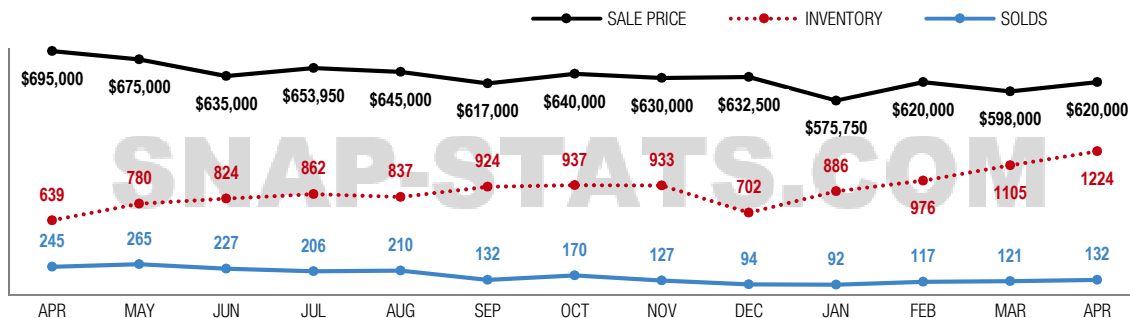
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	21	7	33%
Bridgeport	32	1	3%
Brighthouse	331	38	11%
Brighthouse South	162	12	7%
Broadmoor	12	3	25%
East Cambie	18	2	11%
East Richmond	8	0	NA
Garden City	5	0	NA
Gilmore	0	0	NA
Granville	17	4	24%
Hamilton	28	1	4%
Ironwood	52	3	6%
Lackner	3	1	33%
McLennan	0	0	NA
McLennan North	130	11	8%
McNair	2	0	NA
Quilchena	4	0	NA
Riverdale	29	2	7%
Saunders	17	2	12%
Sea Island	0	0	NA
Seafair	4	2	50%
South Arm	10	5	50%
Steveston North	15	2	13%
Steveston South	61	13	21%
Steveston Village	11	0	NA
Terra Nova	31	4	13%
West Cambie	182	17	9%
Westwind	5	0	NA
Woodwards	34	2	6%
TOTAL*	1224	132	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 4% below list price
- Most Active Price Band** \$0 to \$300,000 with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Bridgeport, Hamilton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Broadmoor, South Arm, Steveston South and up to 1 bedrooms properties

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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	8	1	13%
900,001 – 1,000,000	18	1	6%
1,000,001 – 1,250,000	51	4	8%
1,250,001 – 1,500,000	48	4	8%
1,500,001 – 1,750,000	14	1	7%
1,750,001 – 2,000,000	15	0	NA
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	9	1	11%
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	5	1	20%
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	1	0	NA
TOTAL*	185	13	7%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	122	10	8%
5 to 6 Bedrooms	45	2	4%
7 Bedrooms & More	4	0	NA
TOTAL*	185	13	7%

SnapStats®	March	April	Variance
Inventory	151	185	23%
Solds	8	13	63%
Sale Price	\$1,157,500	\$1,255,000	8%
Sale Price SQFT	\$376	\$464	23%
Sale to List Price Ratio	93%	94%	1%
Days on Market	40	13	-68%

*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

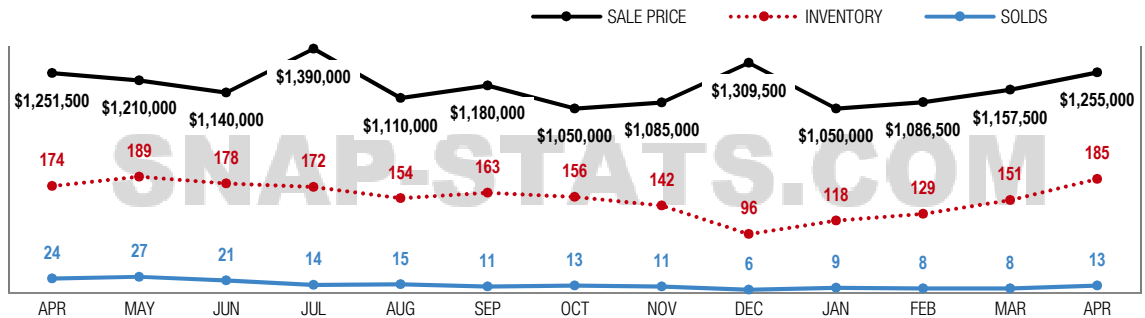
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	28	1	4%
Boundary Beach	16	4	25%
Cliff Drive	36	1	3%
English Bluff	16	1	6%
Pebble Hill	33	2	6%
Tsawwassen Central	38	4	11%
Tsawwassen East	18	0	NA
TOTAL*	185	13	7%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: 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** \$800,000 to \$900,000 with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Cliff Drive and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Boundary Beach and 3 to 4 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	8	1	13%
400,001 – 500,000	16	1	6%
500,001 – 600,000	9	1	11%
600,001 – 700,000	27	1	4%
700,001 – 800,000	10	0	NA
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	9	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	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*	87	4	5%

0 to 1 Bedroom	16	1	6%
2 Bedrooms	48	2	4%
3 Bedrooms	20	1	5%
4 Bedrooms & Greater	3	0	NA
TOTAL*	87	4	5%

SnapStats®	March	April	Variance
Inventory	67	87	30%
Solds	6	4	-33%
Sale Price	\$643,000	\$508,000	-21%
Sale Price SQFT	\$536	\$530	-1%
Sale to List Price Ratio	97%	95%	-2%
Days on Market	72	46	-36%

*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

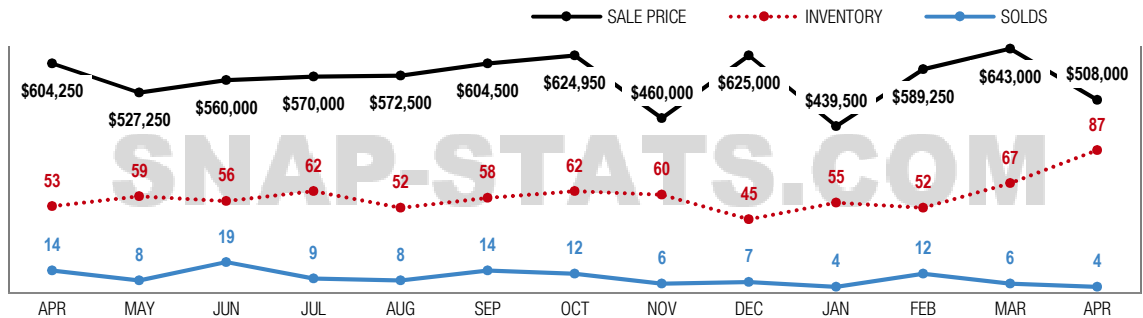
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	18	0	NA
Boundary Beach	2	0	NA
Cliff Drive	47	3	6%
English Bluff	4	0	NA
Pebble Hill	1	0	NA
Tsawwassen Central	11	1	9%
Tsawwassen East	4	0	NA
TOTAL*	87	4	5%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000, Cliff Drive and 2 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central 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	0	2	NA*
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	12	3	25%
900,001 – 1,000,000	25	2	8%
1,000,001 – 1,250,000	41	3	7%
1,250,001 – 1,500,000	7	0	NA
1,500,001 – 1,750,000	9	0	NA
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	0	1	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	0	0	NA
TOTAL*	105	11	10%

2 Bedrooms & Less	14	2	14%
3 to 4 Bedrooms	71	6	8%
5 to 6 Bedrooms	19	2	11%
7 Bedrooms & More	1	1	100%
TOTAL*	105	11	10%

SnapStats®	March	April	Variance
Inventory	94	105	12%
Solds	14	11	-21%
Sale Price	\$936,250	\$920,000	-2%
Sale Price SQFT	\$435	\$440	1%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	34	72	112%

*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

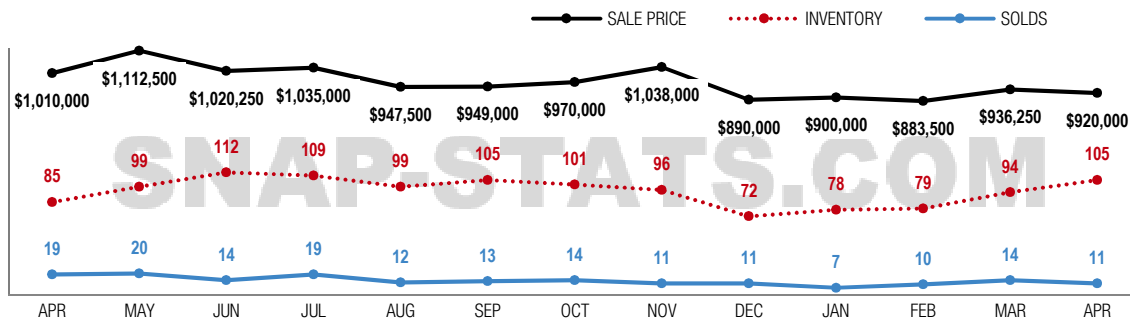
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	7	0	NA
East Delta	1	0	NA
Hawthorne	28	6	21%
Holly	24	1	4%
Ladner Elementary	14	1	7%
Ladner Rural	8	0	NA
Neilsen Grove	18	1	6%
Port Guichon	4	2	50%
Westham Island	1	0	NA
TOTAL*	105	11	10%

Market Summary

- Market Type Indicator **LADNER DETACHED**: 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 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Holly and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne 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	2	0	NA
400,001 – 500,000	9	2	22%
500,001 – 600,000	12	1	8%
600,001 – 700,000	16	7	44%
700,001 – 800,000	8	4	50%
800,001 – 900,000	10	2	20%
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	4	1	25%
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*	64	18	28%

0 to 1 Bedroom	6	0	NA
2 Bedrooms	24	3	13%
3 Bedrooms	25	10	40%
4 Bedrooms & Greater	9	5	56%
TOTAL*	64	18	28%

SnapStats®	March	April	Variance
Inventory	60	64	7%
Solds	11	18	64%
Sale Price	\$535,000	\$691,900	29%
Sale Price SQFT	\$464	\$440	-5%
Sale to List Price Ratio	98%	98%	0%
Days on Market	17	24	41%

*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

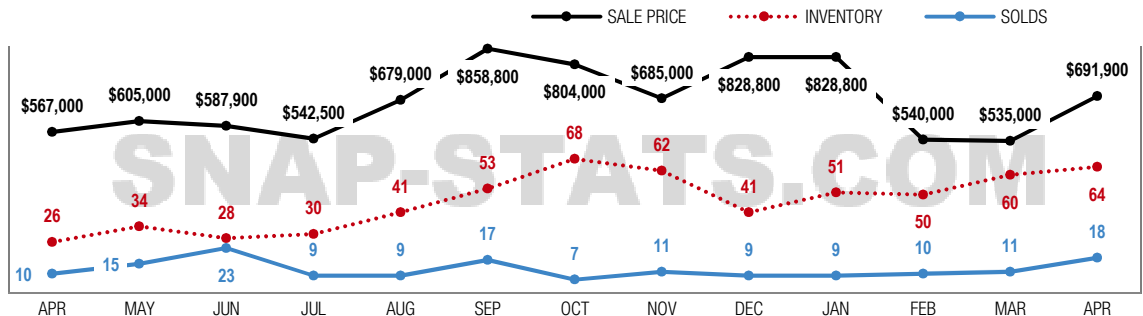
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	14	4	29%
East Delta	1	0	NA
Hawthorne	11	3	27%
Holly	2	0	NA
Ladner Elementary	11	1	9%
Ladner Rural	3	0	NA
Neilsen Grove	22	10	45%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	64	18	28%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Hawthorne and 2 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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