

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 | 9 | 3 | 33% |
| 400,001 – 500,000 | 19 | 10 | 53% |
| 500,001 – 600,000 | 73 | 33 | 45% |
| 600,001 – 700,000 | 129 | 25 | 19% |
| 700,001 – 800,000 | 92 | 20 | 22% |
| 800,001 – 900,000 | 71 | 17 | 24% |
| 900,001 – 1,000,000 | 74 | 12 | 16% |
| 1,000,001 – 1,250,000 | 80 | 13 | 16% |
| 1,250,001 – 1,500,000 | 85 | 9 | 11% |
| 1,500,001 – 1,750,000 | 58 | 8 | 14% |
| 1,750,001 – 2,000,000 | 61 | 5 | 8% |
| 2,000,001 – 2,250,000 | 26 | 0 | NA |
| 2,250,001 – 2,500,000 | 28 | 2 | 7% |
| 2,500,001 – 2,750,000 | 7 | 1 | 14% |
| 2,750,001 – 3,000,000 | 25 | 0 | NA |
| 3,000,001 – 3,500,000 | 21 | 1 | 5% |
| 3,500,001 – 4,000,000 | 20 | 1 | 5% |
| 4,000,001 – 4,500,000 | 11 | 0 | NA |
| 4,500,001 – 5,000,000 | 3 | 0 | NA |
| 5,000,001 & Greater | 49 | 1 | 2% |
| TOTAL* | 944 | 162 | 17% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 373 | 90 | 24% |
| 2 Bedrooms | 468 | 60 | 13% |
| 3 Bedrooms | 93 | 12 | 13% |
| 4 Bedrooms & Greater | 10 | 0 | NA |
| TOTAL* | 944 | 162 | 17% |

| SnapStats® | April | May | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 969 | 944 | -3% |
| Solds | 126 | 162 | 29% |
| Sale Price | \$740,000 | \$750,000 | 1% |
| Sale Price SQFT | \$991 | \$1,004 | 1% |
| Sale to List Price Ratio | 95% | 97% | 2% |
| Days on Market | 21 | 16 | -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

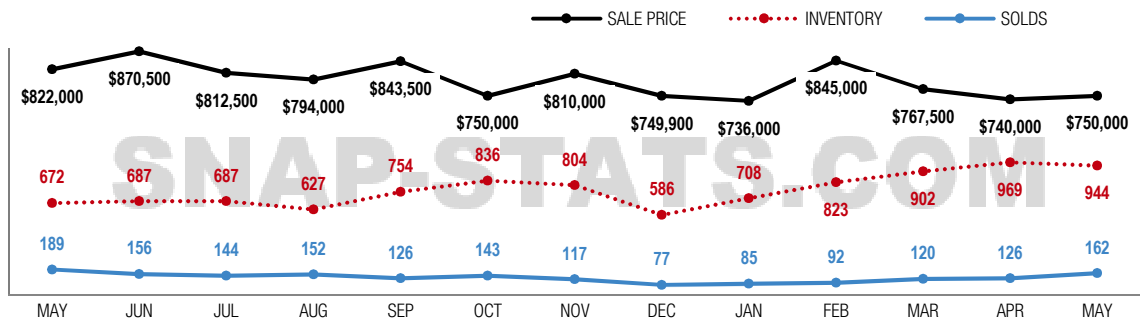
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 158 | 14 | 9% |
| Downtown | 349 | 60 | 17% |
| Westend | 213 | 40 | 19% |
| Yaletown | 224 | 48 | 21% |
| TOTAL* | 944 | 162 | 17% |

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN 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** \$400,000 to \$500,000 with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Coal Harbour and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Yaletown 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 | 2 | NA* |
| 1,250,001 – 1,500,000 | 0 | 0 | NA |
| 1,500,001 – 1,750,000 | 5 | 3 | 60% |
| 1,750,001 – 2,000,000 | 20 | 5 | 25% |
| 2,000,001 – 2,250,000 | 15 | 8 | 53% |
| 2,250,001 – 2,500,000 | 49 | 6 | 12% |
| 2,500,001 – 2,750,000 | 42 | 9 | 21% |
| 2,750,001 – 3,000,000 | 44 | 13 | 30% |
| 3,000,001 – 3,500,000 | 76 | 17 | 22% |
| 3,500,001 – 4,000,000 | 97 | 7 | 7% |
| 4,000,001 – 4,500,000 | 49 | 2 | 4% |
| 4,500,001 – 5,000,000 | 77 | 6 | 8% |
| 5,000,001 & Greater | 230 | 7 | 3% |
| TOTAL* | 704 | 85 | 12% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 19 | 3 | 16% |
| 3 to 4 Bedrooms | 237 | 25 | 11% |
| 5 to 6 Bedrooms | 363 | 51 | 14% |
| 7 Bedrooms & More | 85 | 6 | 7% |
| TOTAL* | 704 | 85 | 12% |

| SnapStats® | April | May | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 699 | 704 | 1% |
| Solds | 64 | 85 | 33% |
| Sale Price | \$2,999,000 | \$2,850,000 | -5% |
| Sale Price SQFT | \$970 | \$943 | -3% |
| Sale to List Price Ratio | 94% | 92% | -2% |
| Days on Market | 26 | 31 | 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

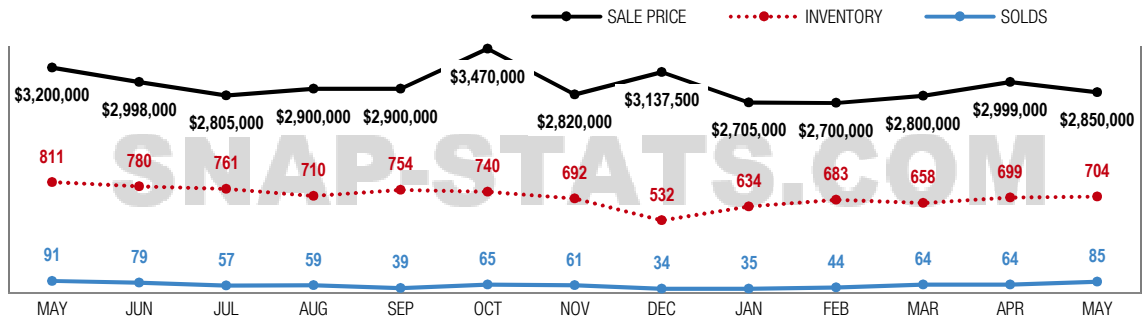
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 36 | 4 | 11% |
| Cambie | 48 | 6 | 13% |
| Dunbar | 100 | 24 | 24% |
| Fairview | 0 | 0 | NA |
| Falsecreek | 0 | 0 | NA |
| Kerrisdale | 47 | 9 | 19% |
| Kitsilano | 42 | 8 | 19% |
| Mackenzie Heights | 29 | 5 | 17% |
| Marpole | 57 | 7 | 12% |
| Mount Pleasant | 6 | 0 | NA |
| Oakridge | 18 | 0 | NA |
| Point Grey | 68 | 7 | 10% |
| Quilchena | 17 | 2 | 12% |
| SW Marine | 28 | 1 | 4% |
| Shaughnessy | 76 | 2 | 3% |
| South Cambie | 9 | 0 | NA |
| South Granville | 71 | 7 | 10% |
| Southlands | 31 | 2 | 6% |
| University | 21 | 1 | 5% |
| TOTAL* | 704 | 85 | 12% |

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, SW Marine, Shaughnessy, Southlands, University and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Dunbar 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 | 6 | 3 | 50% |
| 400,001 – 500,000 | 29 | 13 | 45% |
| 500,001 – 600,000 | 62 | 30 | 48% |
| 600,001 – 700,000 | 89 | 34 | 38% |
| 700,001 – 800,000 | 76 | 29 | 38% |
| 800,001 – 900,000 | 105 | 19 | 18% |
| 900,001 – 1,000,000 | 104 | 19 | 18% |
| 1,000,001 – 1,250,000 | 147 | 25 | 17% |
| 1,250,001 – 1,500,000 | 107 | 16 | 15% |
| 1,500,001 – 1,750,000 | 84 | 8 | 10% |
| 1,750,001 – 2,000,000 | 66 | 6 | 9% |
| 2,000,001 – 2,250,000 | 23 | 1 | 4% |
| 2,250,001 – 2,500,000 | 21 | 1 | 5% |
| 2,500,001 – 2,750,000 | 14 | 1 | 7% |
| 2,750,001 – 3,000,000 | 11 | 0 | NA |
| 3,000,001 – 3,500,000 | 6 | 1 | 17% |
| 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* | 961 | 206 | 21% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 234 | 85 | 36% |
| 2 Bedrooms | 503 | 90 | 18% |
| 3 Bedrooms | 192 | 30 | 16% |
| 4 Bedrooms & Greater | 32 | 1 | 3% |
| TOTAL* | 961 | 206 | 21% |

| SnapStats® | April | May | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 977 | 961 | -2% |
| Solds | 139 | 206 | 48% |
| Sale Price | \$750,000 | \$772,250 | 3% |
| Sale Price SQFT | \$888 | \$854 | -4% |
| Sale to List Price Ratio | 94% | 97% | 3% |
| Days on Market | 17 | 21 | 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

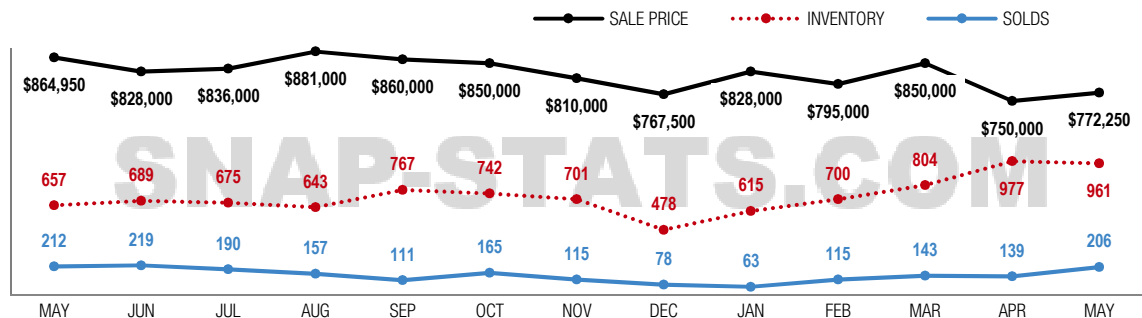
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 0 | 0 | NA |
| Cambie | 76 | 12 | 16% |
| Dunbar | 3 | 1 | 33% |
| Fairview | 109 | 44 | 40% |
| Falsecreek | 101 | 35 | 35% |
| Kerrisdale | 40 | 4 | 10% |
| Kitsilano | 117 | 40 | 34% |
| Mackenzie Heights | 2 | 0 | NA |
| Marpole | 110 | 22 | 20% |
| Mount Pleasant | 22 | 10 | 45% |
| Oakridge | 21 | 4 | 19% |
| Point Grey | 14 | 5 | 36% |
| Quilchena | 25 | 1 | 4% |
| SW Marine | 23 | 3 | 13% |
| Shaughnessy | 4 | 3 | 75% |
| South Cambie | 29 | 1 | 3% |
| South Granville | 54 | 2 | 4% |
| Southlands | 2 | 0 | NA |
| University | 209 | 19 | 9% |
| TOTAL* | 961 | 206 | 21% |

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 48% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil, Quilchena, South Cambie, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Mount Pleasant 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 | 1 | 2 | 200%* |
| 900,001 – 1,000,000 | 8 | 9 | 113%* |
| 1,000,001 – 1,250,000 | 44 | 25 | 57% |
| 1,250,001 – 1,500,000 | 142 | 37 | 26% |
| 1,500,001 – 1,750,000 | 150 | 32 | 21% |
| 1,750,001 – 2,000,000 | 72 | 9 | 13% |
| 2,000,001 – 2,250,000 | 66 | 4 | 6% |
| 2,250,001 – 2,500,000 | 73 | 5 | 7% |
| 2,500,001 – 2,750,000 | 37 | 1 | 3% |
| 2,750,001 – 3,000,000 | 41 | 0 | NA |
| 3,000,001 – 3,500,000 | 17 | 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 | 6 | 0 | NA |
| TOTAL* | 663 | 124 | 19% |

| | | | |
|-------------------|-----|-----|-----|
| 2 Bedrooms & Less | 37 | 8 | 22% |
| 3 to 4 Bedrooms | 207 | 54 | 26% |
| 5 to 6 Bedrooms | 304 | 50 | 16% |
| 7 Bedrooms & More | 115 | 12 | 10% |
| TOTAL* | 663 | 124 | 19% |

| SnapStats® | April | May | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 664 | 663 | 0% |
| Solds | 66 | 124 | 88% |
| Sale Price | \$1,381,000 | \$1,397,500 | 1% |
| Sale Price SQFT | \$628 | \$635 | 1% |
| Sale to List Price Ratio | 94% | 95% | 1% |
| Days on Market | 20 | 22 | 10% |

*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

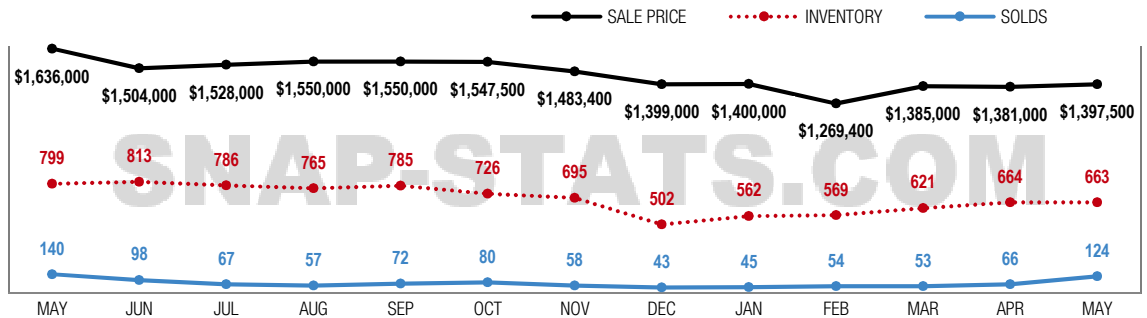
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 2 | 0 | NA |
| Collingwood | 92 | 8 | 9% |
| Downtown | 0 | 0 | NA |
| Fraser | 49 | 21 | 43% |
| Fraserview | 26 | 6 | 23% |
| Grandview Woodland | 51 | 5 | 10% |
| Hastings | 11 | 2 | 18% |
| Hastings Sunrise | 27 | 8 | 30% |
| Killarney | 69 | 8 | 12% |
| Knight | 61 | 10 | 16% |
| Main | 24 | 11 | 46% |
| Mount Pleasant | 10 | 3 | 30% |
| Renfrew Heights | 61 | 9 | 15% |
| Renfrew | 76 | 19 | 25% |
| South Marine | 4 | 0 | NA |
| South Vancouver | 55 | 7 | 13% |
| Strathcona | 6 | 2 | 33% |
| Victoria | 39 | 5 | 13% |
| TOTAL* | 663 | 124 | 19% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Collingwood and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Main 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 | 14 | 8 | 57% |
| 400,001 – 500,000 | 93 | 38 | 41% |
| 500,001 – 600,000 | 132 | 49 | 37% |
| 600,001 – 700,000 | 100 | 27 | 27% |
| 700,001 – 800,000 | 92 | 17 | 18% |
| 800,001 – 900,000 | 53 | 15 | 28% |
| 900,001 – 1,000,000 | 30 | 10 | 33% |
| 1,000,001 – 1,250,000 | 40 | 16 | 40% |
| 1,250,001 – 1,500,000 | 14 | 1 | 7% |
| 1,500,001 – 1,750,000 | 9 | 1 | 11% |
| 1,750,001 – 2,000,000 | 4 | 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 | 1 | 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* | 586 | 182 | 31% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 224 | 78 | 35% |
| 2 Bedrooms | 259 | 76 | 29% |
| 3 Bedrooms | 92 | 25 | 27% |
| 4 Bedrooms & Greater | 11 | 3 | 27% |
| TOTAL* | 586 | 182 | 31% |

| SnapStats® | April | May | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 583 | 586 | 1% |
| Solds | 141 | 182 | 29% |
| Sale Price | \$580,000 | \$590,000 | 2% |
| Sale Price SQFT | \$768 | \$741 | -4% |
| Sale to List Price Ratio | 97% | 98% | 1% |
| Days on Market | 14 | 14 | 0% |

*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

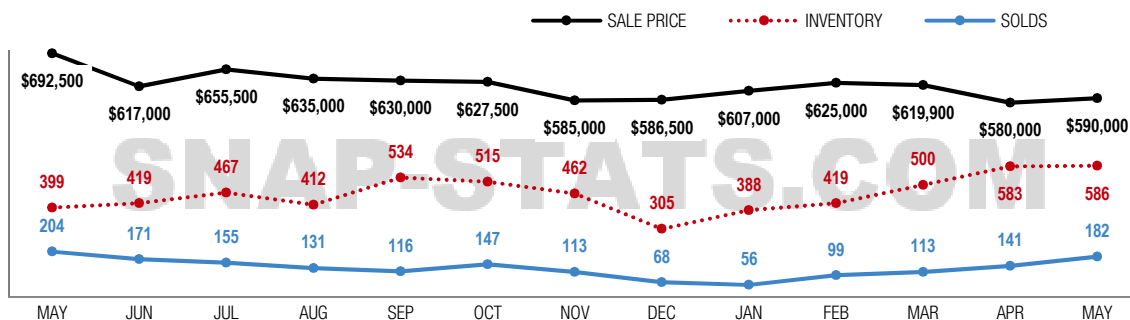
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 26 | 14 | 54% |
| Collingwood | 127 | 25 | 20% |
| Downtown | 43 | 10 | 23% |
| Fraser | 8 | 8 | 100% |
| Fraserview | 11 | 1 | 9% |
| Grandview Woodland | 20 | 15 | 75% |
| Hastings | 25 | 15 | 60% |
| Hastings Sunrise | 13 | 1 | 8% |
| Killarney | 16 | 1 | 6% |
| Knight | 13 | 1 | 8% |
| Main | 16 | 10 | 63% |
| Mount Pleasant | 104 | 36 | 35% |
| Renfrew Heights | 1 | 0 | NA |
| Renfrew | 38 | 9 | 24% |
| South Marine | 56 | 13 | 23% |
| South Vancouver | 0 | 0 | NA |
| Strathcona | 40 | 11 | 28% |
| Victoria | 29 | 12 | 41% |
| TOTAL* | 586 | 182 | 31% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 31% Sales Ratio average (3.1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Fraserview, Hastings Sunrise, Killarney, Knight and 3 plus bedrooms
- Sellers Best Bet** Selling homes in Fraser, Grandview Woodland, Hastings, 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 | 1 | 0 | NA |
| 600,001 – 700,000 | 0 | 1 | NA* |
| 700,001 – 800,000 | 1 | 0 | NA |
| 800,001 – 900,000 | 2 | 0 | NA |
| 900,001 – 1,000,000 | 1 | 2 | 200%* |
| 1,000,001 – 1,250,000 | 17 | 11 | 65% |
| 1,250,001 – 1,500,000 | 88 | 37 | 42% |
| 1,500,001 – 1,750,000 | 65 | 17 | 26% |
| 1,750,001 – 2,000,000 | 70 | 14 | 20% |
| 2,000,001 – 2,250,000 | 31 | 7 | 23% |
| 2,250,001 – 2,500,000 | 32 | 10 | 31% |
| 2,500,001 – 2,750,000 | 20 | 4 | 20% |
| 2,750,001 – 3,000,000 | 27 | 0 | NA |
| 3,000,001 – 3,500,000 | 25 | 0 | NA |
| 3,500,001 – 4,000,000 | 15 | 1 | 7% |
| 4,000,001 – 4,500,000 | 10 | 1 | 10% |
| 4,500,001 – 5,000,000 | 9 | 0 | NA |
| 5,000,001 & Greater | 4 | 0 | NA |
| TOTAL* | 418 | 105 | 25% |

| | | | |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 14 | 3 | 21% |
| 3 to 4 Bedrooms | 201 | 64 | 32% |
| 5 to 6 Bedrooms | 166 | 34 | 20% |
| 7 Bedrooms & More | 37 | 4 | 11% |
| TOTAL* | 418 | 105 | 25% |

| SnapStats® | April | May | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 411 | 418 | 2% |
| Solds | 53 | 105 | 98% |
| Sale Price | \$1,725,000 | \$1,502,000 | -13% |
| Sale Price SQFT | \$615 | \$614 | 0% |
| Sale to List Price Ratio | 96% | 94% | -2% |
| Days on Market | 21 | 26 | 24% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|------------|------------|-------------|
| Blueridge | 20 | 7 | 35% |
| Boulevard | 19 | 2 | 11% |
| Braemar | 2 | 0 | NA |
| Calverhall | 12 | 2 | 17% |
| Canyon Heights | 51 | 10 | 20% |
| Capilano | 2 | 1 | 50% |
| Central Lonsdale | 23 | 9 | 39% |
| Deep Cove | 17 | 6 | 35% |
| Delbrook | 1 | 1 | 100% |
| Dollarton | 17 | 1 | 6% |
| Edgemont | 25 | 9 | 36% |
| Forest Hills | 14 | 3 | 21% |
| Grouse Woods | 5 | 1 | 20% |
| Harbourside | 0 | 0 | NA |
| Indian Arm | 5 | 0 | NA |
| Indian River | 6 | 1 | 17% |
| Lower Lonsdale | 8 | 4 | 50% |
| Lynn Valley | 35 | 14 | 40% |
| Lynnmoor | 0 | 0 | NA |
| Mosquito Creek | 4 | 1 | 25% |
| Norgate | 4 | 1 | 25% |
| Northlands | 2 | 2 | 100% |
| Pemberton Heights | 12 | 7 | 58% |
| Pemberton | 12 | 2 | 17% |
| Princess Park | 2 | 1 | 50% |
| Queensbury | 5 | 0 | NA |
| Roche Point | 2 | 1 | 50% |
| Seymour | 7 | 1 | 14% |
| Tempe | 3 | 0 | NA |
| Upper Delbrook | 23 | 3 | 13% |
| Upper Lonsdale | 52 | 8 | 15% |
| Westlynn | 13 | 5 | 38% |
| Westlynn Terrace | 4 | 0 | NA |
| Windsor Park | 6 | 1 | 17% |
| Woodlands-Sunshine Cascade | 5 | 1 | 20% |
| TOTAL* | 418 | 105 | 25% |

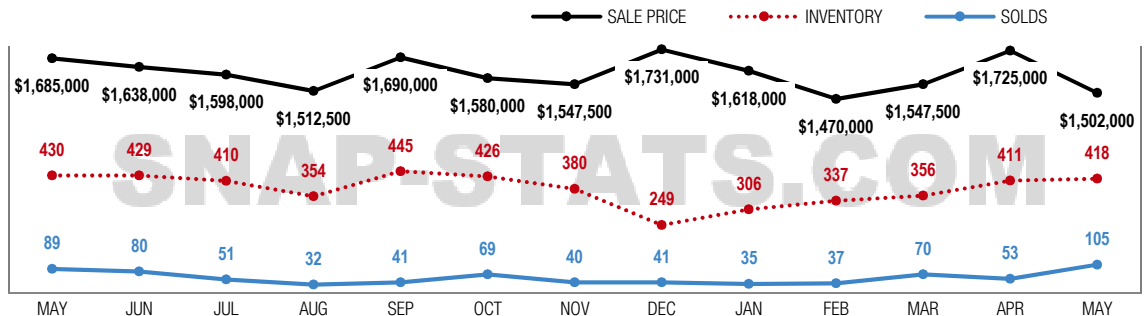
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 25% Sales Ratio average (2.5 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 65% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Dollarton and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lower Lonsdale, Pemberton Heights 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 | 1 | 1 | 100% |
| 300,001 – 400,000 | 14 | 6 | 43% |
| 400,001 – 500,000 | 43 | 18 | 42% |
| 500,001 – 600,000 | 73 | 26 | 36% |
| 600,001 – 700,000 | 77 | 23 | 30% |
| 700,001 – 800,000 | 66 | 22 | 33% |
| 800,001 – 900,000 | 75 | 13 | 17% |
| 900,001 – 1,000,000 | 71 | 10 | 14% |
| 1,000,001 – 1,250,000 | 70 | 20 | 29% |
| 1,250,001 – 1,500,000 | 30 | 5 | 17% |
| 1,500,001 – 1,750,000 | 7 | 2 | 29% |
| 1,750,001 – 2,000,000 | 7 | 1 | 14% |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 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 | 1 | 0 | NA |
| TOTAL* | 541 | 147 | 27% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 148 | 42 | 28% |
| 2 Bedrooms | 272 | 70 | 26% |
| 3 Bedrooms | 102 | 29 | 28% |
| 4 Bedrooms & Greater | 19 | 6 | 32% |
| TOTAL* | 541 | 147 | 27% |

| SnapStats® | April | May | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 544 | 541 | -1% |
| Solds | 93 | 147 | 58% |
| Sale Price | \$697,000 | \$700,000 | 0% |
| Sale Price SQFT | \$728 | \$714 | -2% |
| Sale to List Price Ratio | 97% | 96% | -1% |
| Days on Market | 12 | 20 | 67% |

*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

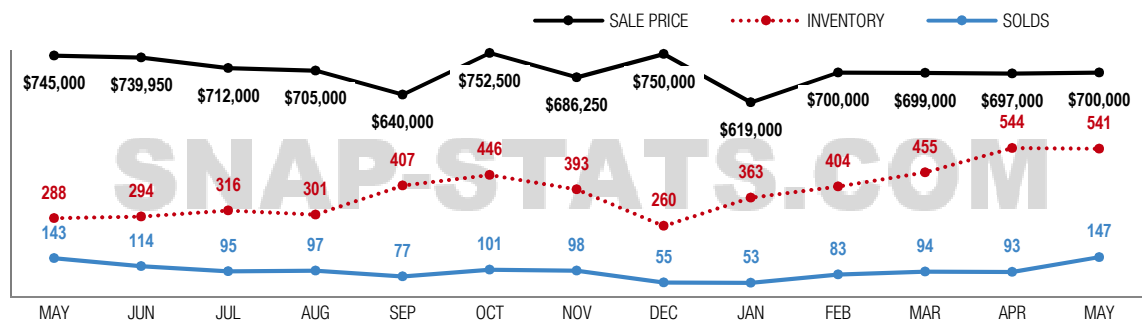
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 2 | 0 | NA |
| Boulevard | 0 | 0 | NA |
| Braemar | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 2 | 0 | NA |
| Capilano | 6 | 0 | NA |
| Central Lonsdale | 96 | 26 | 27% |
| Deep Cove | 3 | 0 | NA |
| Delbrook | 1 | 0 | NA |
| Dollarton | 1 | 0 | NA |
| Edgemont | 11 | 1 | 9% |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 2 | 0 | NA |
| Harbourside | 17 | 6 | 35% |
| Indian Arm | 0 | 0 | NA |
| Indian River | 10 | 1 | 10% |
| Lower Lonsdale | 133 | 47 | 35% |
| Lynn Valley | 35 | 10 | 29% |
| Lynnmoor | 60 | 13 | 22% |
| Mosquito Creek | 15 | 5 | 33% |
| Norgate | 15 | 2 | 13% |
| Northlands | 18 | 5 | 28% |
| Pemberton Heights | 1 | 0 | NA |
| Pemberton | 45 | 8 | 18% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 2 | 1 | 50% |
| Roche Point | 44 | 11 | 25% |
| Seymour | 6 | 3 | 50% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 1 | 1 | 100% |
| Upper Lonsdale | 11 | 4 | 36% |
| Westlynn | 4 | 3 | 75% |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 541 | 147 | 27% |

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 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 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Edgemont, Indian River, Norgate and 2 bedroom properties
- Sellers Best Bet** Selling homes in Harbourside, Lower Lonsdale, Mosquito Creek, Upper Lonsdale and minimum 4 bedrooms

**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 | 1 | 0 | NA |
| 800,001 – 900,000 | 1 | 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 | 5 | 5 | 100% |
| 1,500,001 – 1,750,000 | 17 | 4 | 24% |
| 1,750,001 – 2,000,000 | 27 | 4 | 15% |
| 2,000,001 – 2,250,000 | 26 | 6 | 23% |
| 2,250,001 – 2,500,000 | 47 | 6 | 13% |
| 2,500,001 – 2,750,000 | 34 | 7 | 21% |
| 2,750,001 – 3,000,000 | 50 | 5 | 10% |
| 3,000,001 – 3,500,000 | 38 | 7 | 18% |
| 3,500,001 – 4,000,000 | 47 | 3 | 6% |
| 4,000,001 – 4,500,000 | 27 | 1 | 4% |
| 4,500,001 – 5,000,000 | 35 | 0 | NA |
| 5,000,001 & Greater | 153 | 8 | 5% |
| TOTAL* | 511 | 56 | 11% |

| | | | |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 18 | 1 | 6% |
| 3 to 4 Bedrooms | 235 | 25 | 11% |
| 5 to 6 Bedrooms | 224 | 28 | 13% |
| 7 Bedrooms & More | 34 | 2 | 6% |
| TOTAL* | 511 | 56 | 11% |

| SnapStats® | April | May | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 501 | 511 | 2% |
| Solds | 38 | 56 | 47% |
| Sale Price | \$2,925,000 | \$2,649,285 | -9% |
| Sale Price SQFT | \$738 | \$744 | 1% |
| Sale to List Price Ratio | 87% | 92% | 6% |
| Days on Market | 50 | 27 | -46% |

*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

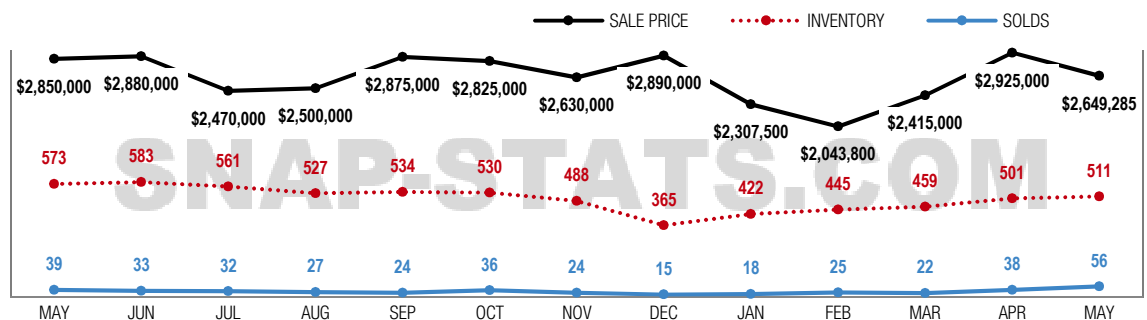
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|------------|-----------|-------------|
| Altamont | 15 | 0 | NA |
| Ambleside | 69 | 9 | 13% |
| Bayridge | 8 | 0 | NA |
| British Properties | 87 | 10 | 11% |
| Canterbury | 8 | 0 | NA |
| Caulfield | 26 | 3 | 12% |
| Cedardale | 9 | 1 | 11% |
| Chartwell | 27 | 2 | 7% |
| Chelsea Park | 5 | 0 | NA |
| Cypress | 10 | 0 | NA |
| Cypress Park Estates | 18 | 3 | 17% |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 27 | 7 | 26% |
| Eagle Harbour | 18 | 2 | 11% |
| Eagleridge | 3 | 1 | 33% |
| Furry Creek | 1 | 0 | NA |
| Gleneagles | 10 | 1 | 10% |
| Glenmore | 26 | 2 | 8% |
| Horseshoe Bay | 8 | 3 | 38% |
| Howe Sound | 6 | 1 | 17% |
| Lions Bay | 21 | 1 | 5% |
| Old Caulfield | 5 | 1 | 20% |
| Panorama Village | 0 | 0 | NA |
| Park Royal | 2 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 18 | 2 | 11% |
| Rockridge | 5 | 0 | NA |
| Sandy Cove | 4 | 1 | 25% |
| Sentinel Hill | 19 | 1 | 5% |
| Upper Caulfield | 11 | 0 | NA |
| West Bay | 14 | 0 | NA |
| Westhill | 4 | 0 | NA |
| Westmount | 15 | 4 | 27% |
| Whitby Estates | 6 | 0 | NA |
| Whytecliff | 5 | 1 | 20% |
| TOTAL* | 511 | 56 | 11% |

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Chartwell, Glenmore, Lions Bay and Sentinel Hill
- Sellers Best Bet** Selling homes in Dundarave, Horseshoe Bay, Westmount 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 | 1 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 4 | 1 | 25% |
| 500,001 – 600,000 | 4 | 0 | NA |
| 600,001 – 700,000 | 5 | 2 | 40% |
| 700,001 – 800,000 | 9 | 0 | NA |
| 800,001 – 900,000 | 3 | 2 | 67% |
| 900,001 – 1,000,000 | 7 | 2 | 29% |
| 1,000,001 – 1,250,000 | 11 | 0 | NA |
| 1,250,001 – 1,500,000 | 33 | 2 | 6% |
| 1,500,001 – 1,750,000 | 19 | 1 | 5% |
| 1,750,001 – 2,000,000 | 19 | 1 | 5% |
| 2,000,001 – 2,250,000 | 5 | 1 | 20% |
| 2,250,001 – 2,500,000 | 11 | 0 | NA |
| 2,500,001 – 2,750,000 | 5 | 0 | NA |
| 2,750,001 – 3,000,000 | 7 | 0 | NA |
| 3,000,001 – 3,500,000 | 5 | 0 | NA |
| 3,500,001 – 4,000,000 | 3 | 0 | NA |
| 4,000,001 – 4,500,000 | 5 | 1 | 20% |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 2 | 0 | NA |
| TOTAL* | 158 | 13 | 8% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 22 | 3 | 14% |
| 2 Bedrooms | 97 | 9 | 9% |
| 3 Bedrooms | 35 | 1 | 3% |
| 4 Bedrooms & Greater | 4 | 0 | NA |
| TOTAL* | 158 | 13 | 8% |

| SnapStats® | April | May | Variance |
|--------------------------|-------------|-----------|----------|
| Inventory | 147 | 158 | 7% |
| Solds | 8 | 13 | 63% |
| Sale Price | \$1,236,750 | \$990,000 | -20% |
| Sale Price SQFT | \$1,143 | \$868 | -24% |
| Sale to List Price Ratio | 95% | 91% | -4% |
| Days on Market | 28 | 45 | 61% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 35 | 4 | 11% |
| Bayridge | 0 | 0 | NA |
| British Properties | 1 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 6 | 1 | 17% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 1 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 7 | 1 | 14% |
| Deer Ridge | 3 | 2 | 67% |
| Dundarave | 35 | 4 | 11% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 1 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 1 | 0 | NA |
| Horseshoe Bay | 5 | 0 | NA |
| Howe Sound | 8 | 0 | NA |
| Lions Bay | 1 | 0 | NA |
| Old Caulfield | 1 | 0 | NA |
| Panorama Village | 17 | 0 | NA |
| Park Royal | 28 | 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 | 6 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 158 | 13 | 8% |

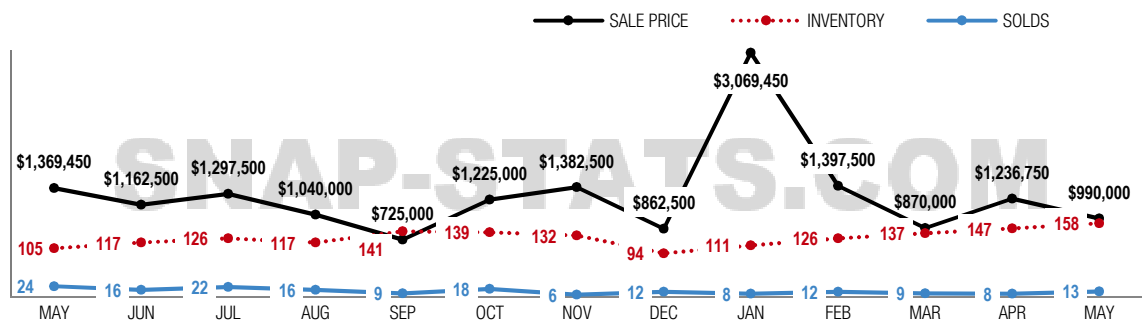
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: 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** Insufficient Data
- Buyers Best Bet** Homes in Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside, Dundarave 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 | 2 | 0 | NA |
| 300,001 – 400,000 | 2 | 0 | NA |
| 400,001 – 500,000 | 1 | 1 | 100% |
| 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 | 5 | 1 | 20% |
| 900,001 – 1,000,000 | 10 | 4 | 40% |
| 1,000,001 – 1,250,000 | 49 | 17 | 35% |
| 1,250,001 – 1,500,000 | 159 | 16 | 10% |
| 1,500,001 – 1,750,000 | 132 | 15 | 11% |
| 1,750,001 – 2,000,000 | 120 | 10 | 8% |
| 2,000,001 – 2,250,000 | 28 | 5 | 18% |
| 2,250,001 – 2,500,000 | 93 | 4 | 4% |
| 2,500,001 – 2,750,000 | 56 | 3 | 5% |
| 2,750,001 – 3,000,000 | 83 | 1 | 1% |
| 3,000,001 – 3,500,000 | 54 | 3 | 6% |
| 3,500,001 – 4,000,000 | 33 | 0 | NA |
| 4,000,001 – 4,500,000 | 14 | 0 | NA |
| 4,500,001 – 5,000,000 | 12 | 0 | NA |
| 5,000,001 & Greater | 9 | 0 | NA |
| TOTAL* | 864 | 81 | 9% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 36 | 1 | 3% |
| 3 to 4 Bedrooms | 355 | 40 | 11% |
| 5 to 6 Bedrooms | 442 | 38 | 9% |
| 7 Bedrooms & More | 31 | 2 | 6% |
| TOTAL* | 864 | 81 | 9% |

| SnapStats® | April | May | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 851 | 864 | 2% |
| Solds | 39 | 81 | 108% |
| Sale Price | \$1,490,000 | \$1,508,000 | 1% |
| Sale Price SQFT | \$596 | \$558 | -6% |
| Sale to List Price Ratio | 96% | 90% | -6% |
| Days on Market | 29 | 45 | 55% |

*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

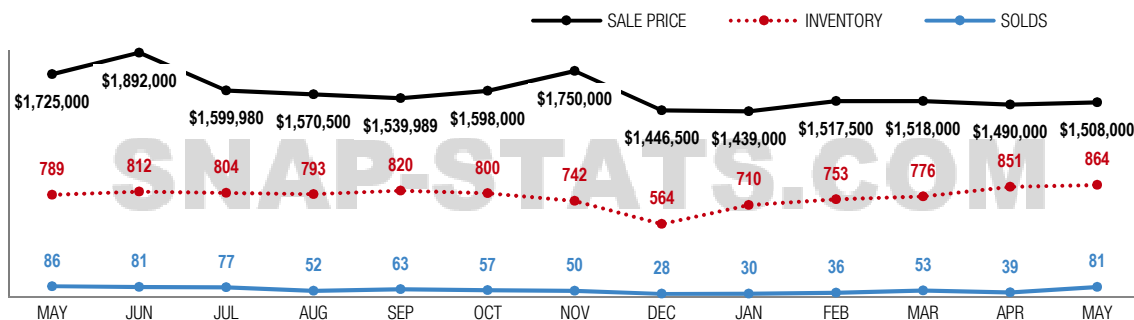
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 37 | 5 | 14% |
| Bridgeport | 21 | 1 | 5% |
| Brighthouse | 26 | 0 | NA |
| Brighthouse South | 2 | 0 | NA |
| Broadmoor | 61 | 7 | 11% |
| East Cambie | 23 | 2 | 9% |
| East Richmond | 5 | 0 | NA |
| Garden City | 33 | 2 | 6% |
| Gilmore | 4 | 0 | NA |
| Granville | 68 | 1 | 1% |
| Hamilton | 11 | 1 | 9% |
| Ironwood | 36 | 3 | 8% |
| Lackner | 40 | 5 | 13% |
| McLennan | 10 | 0 | NA |
| McLennan North | 8 | 0 | NA |
| McNair | 29 | 3 | 10% |
| Quilchena | 48 | 4 | 8% |
| Riverdale | 44 | 4 | 9% |
| Saunders | 50 | 4 | 8% |
| Sea Island | 5 | 1 | 20% |
| Seafair | 54 | 5 | 9% |
| South Arm | 30 | 2 | 7% |
| Steveston North | 53 | 8 | 15% |
| Steveston South | 30 | 2 | 7% |
| Steveston Village | 14 | 3 | 21% |
| Terra Nova | 21 | 5 | 24% |
| West Cambie | 25 | 4 | 16% |
| Westwind | 21 | 2 | 10% |
| Woodwards | 55 | 7 | 13% |
| TOTAL* | 864 | 81 | 9% |

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Granville and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Terra Nova 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 | 12 | 6 | 50% |
| 300,001 – 400,000 | 46 | 16 | 35% |
| 400,001 – 500,000 | 140 | 36 | 26% |
| 500,001 – 600,000 | 215 | 36 | 17% |
| 600,001 – 700,000 | 224 | 31 | 14% |
| 700,001 – 800,000 | 204 | 29 | 14% |
| 800,001 – 900,000 | 155 | 12 | 8% |
| 900,001 – 1,000,000 | 134 | 7 | 5% |
| 1,000,001 – 1,250,000 | 110 | 13 | 12% |
| 1,250,001 – 1,500,000 | 47 | 1 | 2% |
| 1,500,001 – 1,750,000 | 9 | 0 | NA |
| 1,750,001 – 2,000,000 | 5 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 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 | 2 | 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 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 1308 | 187 | 14% |

| | | | |
|----------------------|------|-----|-----|
| 0 to 1 Bedroom | 204 | 41 | 20% |
| 2 Bedrooms | 601 | 85 | 14% |
| 3 Bedrooms | 381 | 48 | 13% |
| 4 Bedrooms & Greater | 122 | 13 | 11% |
| TOTAL* | 1308 | 187 | 14% |

| SnapStats® | April | May | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 1224 | 1308 | 7% |
| Solds | 132 | 187 | 42% |
| Sale Price | \$620,000 | \$598,000 | -4% |
| Sale Price SQFT | \$625 | \$611 | -2% |
| Sale to List Price Ratio | 96% | 95% | -1% |
| Days on Market | 22 | 32 | 45% |

*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

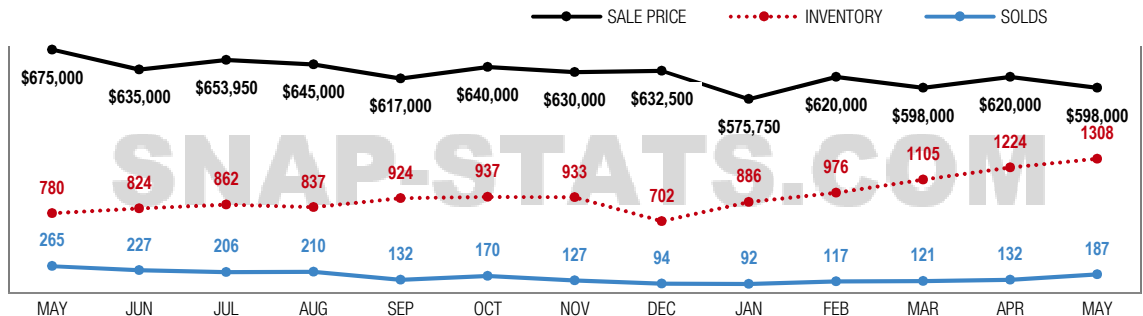
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 23 | 5 | 22% |
| Bridgeport | 23 | 6 | 26% |
| Brighthouse | 376 | 49 | 13% |
| Brighthouse South | 187 | 26 | 14% |
| Broadmoor | 11 | 2 | 18% |
| East Cambie | 14 | 2 | 14% |
| East Richmond | 6 | 3 | 50% |
| Garden City | 6 | 0 | NA |
| Gilmore | 0 | 0 | NA |
| Granville | 21 | 1 | 5% |
| Hamilton | 16 | 3 | 19% |
| Ironwood | 54 | 4 | 7% |
| Lackner | 4 | 1 | 25% |
| McLennan | 0 | 0 | NA |
| McLennan North | 150 | 18 | 12% |
| McNair | 0 | 2 | NA* |
| Quilchena | 3 | 2 | 67% |
| Riverdale | 24 | 5 | 21% |
| Saunders | 15 | 3 | 20% |
| Sea Island | 0 | 0 | NA |
| Seafair | 8 | 1 | 13% |
| South Arm | 14 | 3 | 21% |
| Steveston North | 19 | 1 | 5% |
| Steveston South | 72 | 16 | 22% |
| Steveston Village | 13 | 0 | NA |
| Terra Nova | 27 | 6 | 22% |
| West Cambie | 187 | 26 | 14% |
| Westwind | 3 | 1 | 33% |
| Woodwards | 32 | 1 | 3% |
| TOTAL* | 1308 | 187 | 14% |

Market Summary

- Market Type Indicator **RICHMOND 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** \$0 to \$300,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Granville, Ironwood, Steveston North, Woodward's and 4 plus bedrooms
- Sellers Best Bet** Selling homes in Bridgeport 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 | 1 | 2 | 200%* |
| 800,001 – 900,000 | 5 | 2 | 40% |
| 900,001 – 1,000,000 | 17 | 2 | 12% |
| 1,000,001 – 1,250,000 | 46 | 11 | 24% |
| 1,250,001 – 1,500,000 | 51 | 1 | 2% |
| 1,500,001 – 1,750,000 | 16 | 0 | NA |
| 1,750,001 – 2,000,000 | 15 | 0 | NA |
| 2,000,001 – 2,250,000 | 6 | 1 | 17% |
| 2,250,001 – 2,500,000 | 6 | 0 | NA |
| 2,500,001 – 2,750,000 | 3 | 0 | NA |
| 2,750,001 – 3,000,000 | 4 | 1 | 25% |
| 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* | 177 | 20 | 11% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 13 | 3 | 23% |
| 3 to 4 Bedrooms | 120 | 12 | 10% |
| 5 to 6 Bedrooms | 41 | 4 | 10% |
| 7 Bedrooms & More | 3 | 1 | 33% |
| TOTAL* | 177 | 20 | 11% |

| SnapStats® | April | May | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 185 | 177 | -4% |
| Solds | 13 | 20 | 54% |
| Sale Price | \$1,255,000 | \$1,067,500 | -15% |
| Sale Price SQFT | \$464 | \$513 | 11% |
| Sale to List Price Ratio | 94% | 94% | 0% |
| Days on Market | 13 | 33 | 154% |

*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

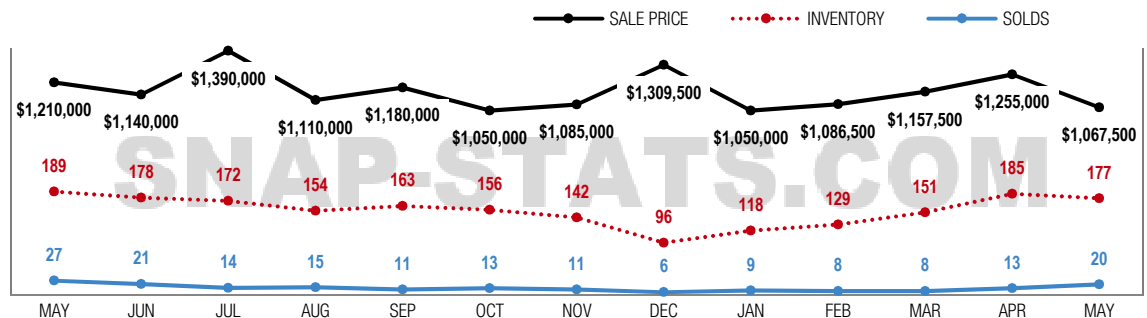
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 25 | 1 | 4% |
| Boundary Beach | 14 | 4 | 29% |
| Cliff Drive | 43 | 1 | 2% |
| English Bluff | 15 | 2 | 13% |
| Pebble Hill | 28 | 6 | 21% |
| Tsawwassen Central | 35 | 3 | 9% |
| Tsawwassen East | 17 | 3 | 18% |
| TOTAL* | 177 | 20 | 11% |

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 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 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Beach Grove, Cliff Drive and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Boundary Beach 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 | 2 | 1 | 50% |
| 300,001 – 400,000 | 8 | 1 | 13% |
| 400,001 – 500,000 | 13 | 5 | 38% |
| 500,001 – 600,000 | 13 | 1 | 8% |
| 600,001 – 700,000 | 37 | 5 | 14% |
| 700,001 – 800,000 | 10 | 0 | NA |
| 800,001 – 900,000 | 2 | 1 | 50% |
| 900,001 – 1,000,000 | 3 | 1 | 33% |
| 1,000,001 – 1,250,000 | 8 | 2 | 25% |
| 1,250,001 – 1,500,000 | 1 | 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 | 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* | 98 | 17 | 17% |

| | | | |
|----------------------|----|----|-----|
| 0 to 1 Bedroom | 16 | 4 | 25% |
| 2 Bedrooms | 61 | 11 | 18% |
| 3 Bedrooms | 18 | 2 | 11% |
| 4 Bedrooms & Greater | 3 | 0 | NA |
| TOTAL* | 98 | 17 | 17% |

| SnapStats® | April | May | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 87 | 98 | 13% |
| Solds | 4 | 17 | 325% |
| Sale Price | \$508,000 | \$640,000 | 26% |
| Sale Price SQFT | \$530 | \$618 | 16% |
| Sale to List Price Ratio | 95% | 96% | 1% |
| Days on Market | 46 | 40 | -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

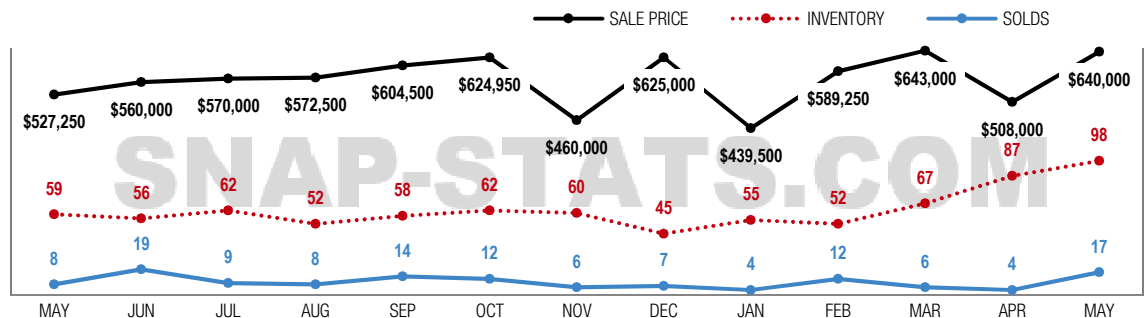
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 19 | 4 | 21% |
| Boundary Beach | 5 | 1 | 20% |
| Cliff Drive | 51 | 10 | 20% |
| English Bluff | 5 | 0 | NA |
| Pebble Hill | 1 | 0 | NA |
| Tsawwassen Central | 15 | 1 | 7% |
| Tsawwassen East | 2 | 1 | 50% |
| TOTAL* | 98 | 17 | 17% |

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Tsawwassen Central and 3 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|------------|-----------|-------------|
| \$0 – 300,000 | 1 | 1 | 100% |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 2 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 3 | 0 | NA |
| 700,001 – 800,000 | 2 | 1 | 50% |
| 800,001 – 900,000 | 17 | 7 | 41% |
| 900,001 – 1,000,000 | 26 | 2 | 8% |
| 1,000,001 – 1,250,000 | 37 | 7 | 19% |
| 1,250,001 – 1,500,000 | 13 | 0 | NA |
| 1,500,001 – 1,750,000 | 5 | 0 | NA |
| 1,750,001 – 2,000,000 | 4 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | | | |
| TOTAL* | 114 | 18 | 16% |

| | | | |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 17 | 1 | 6% |
| 3 to 4 Bedrooms | 75 | 16 | 21% |
| 5 to 6 Bedrooms | 21 | 1 | 5% |
| 7 Bedrooms & More | 1 | 0 | NA |
| TOTAL* | 114 | 18 | 16% |

| SnapStats® | April | May | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 105 | 114 | 9% |
| Solds | 11 | 18 | 64% |
| Sale Price | \$920,000 | \$920,000 | 0% |
| Sale Price SQFT | \$440 | \$427 | -3% |
| Sale to List Price Ratio | 96% | 96% | 0% |
| Days on Market | 72 | 17 | -76% |

*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

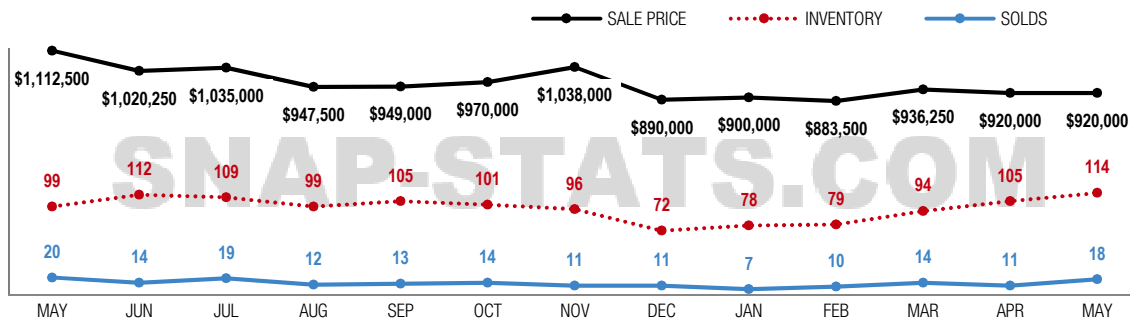
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|------------|-----------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 2 | 4 | 200%* |
| East Delta | 0 | 1 | NA* |
| Hawthorne | 33 | 5 | 15% |
| Holly | 24 | 3 | 13% |
| Ladner Elementary | 19 | 2 | 11% |
| Ladner Rural | 9 | 0 | NA |
| Neilsen Grove | 19 | 2 | 11% |
| Port Guichon | 6 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 2 | 1 | 50% |
| TOTAL* | 114 | 18 | 16% |

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Ladner Elementary, Neilsen Grove and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 2 | 2 | 100% |
| 400,001 – 500,000 | 10 | 4 | 40% |
| 500,001 – 600,000 | 11 | 5 | 45% |
| 600,001 – 700,000 | 22 | 6 | 27% |
| 700,001 – 800,000 | 10 | 2 | 20% |
| 800,001 – 900,000 | 10 | 1 | 10% |
| 900,001 – 1,000,000 | 3 | 1 | 33% |
| 1,000,001 – 1,250,000 | 6 | 1 | 17% |
| 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* | 74 | 22 | 30% |

| | | | |
|----------------------|----|----|-----|
| 0 to 1 Bedroom | 7 | 3 | 43% |
| 2 Bedrooms | 28 | 9 | 32% |
| 3 Bedrooms | 32 | 9 | 28% |
| 4 Bedrooms & Greater | 7 | 1 | 14% |
| TOTAL* | 74 | 22 | 30% |

| SnapStats® | April | May | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 64 | 74 | 16% |
| Solds | 18 | 22 | 22% |
| Sale Price | \$691,900 | \$604,000 | -13% |
| Sale Price SQFT | \$440 | \$484 | 10% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 24 | 26 | 8% |

*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

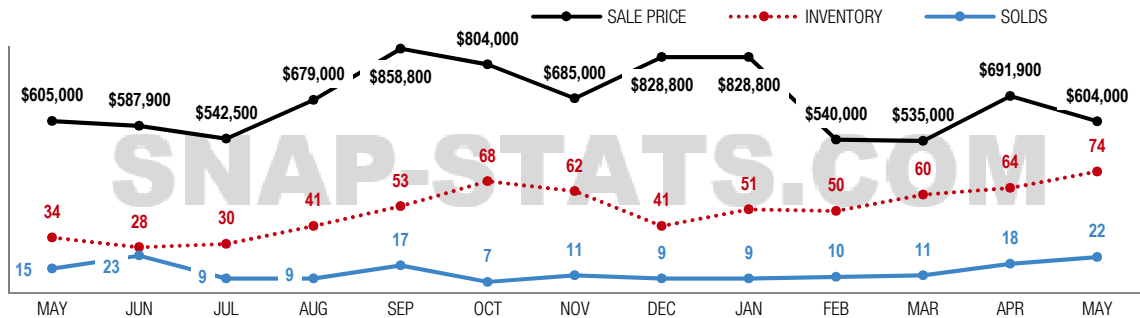
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 14 | 5 | 36% |
| East Delta | 0 | 1 | NA* |
| Hawthorne | 9 | 4 | 44% |
| Holly | 2 | 1 | 50% |
| Ladner Elementary | 15 | 2 | 13% |
| Ladner Rural | 6 | 0 | NA |
| Neilsen Grove | 28 | 9 | 32% |
| Port Guichon | 0 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 74 | 22 | 30% |

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 30% Sales Ratio average (3 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 45% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Ladner Elementary and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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