

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 | 1 | 1 | 100% |
| 300,001 – 400,000 | 3 | 1 | 33% |
| 400,001 – 500,000 | 14 | 12 | 86% |
| 500,001 – 600,000 | 58 | 27 | 47% |
| 600,001 – 700,000 | 84 | 40 | 48% |
| 700,001 – 800,000 | 64 | 19 | 30% |
| 800,001 – 900,000 | 43 | 20 | 47% |
| 900,001 – 1,000,000 | 48 | 11 | 23% |
| 1,000,001 – 1,250,000 | 58 | 25 | 43% |
| 1,250,001 – 1,500,000 | 71 | 6 | 8% |
| 1,500,001 – 1,750,000 | 42 | 7 | 17% |
| 1,750,001 – 2,000,000 | 41 | 2 | 5% |
| 2,000,001 – 2,250,000 | 17 | 1 | 6% |
| 2,250,001 – 2,500,000 | 24 | 1 | 4% |
| 2,500,001 – 2,750,000 | 17 | 0 | NA |
| 2,750,001 – 3,000,000 | 27 | 1 | 4% |
| 3,000,001 – 3,500,000 | 14 | 2 | 14% |
| 3,500,001 – 4,000,000 | 13 | 0 | NA |
| 4,000,001 – 4,500,000 | 11 | 0 | NA |
| 4,500,001 – 5,000,000 | 5 | 0 | NA |
| 5,000,001 & Greater | 49 | 0 | NA |
| TOTAL* | 704 | 176 | 25% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 262 | 86 | 33% |
| 2 Bedrooms | 342 | 83 | 24% |
| 3 Bedrooms | 88 | 6 | 7% |
| 4 Bedrooms & Greater | 12 | 1 | 8% |
| TOTAL* | 704 | 176 | 25% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 826 | 704 | -15% |
| Solds | 167 | 176 | 5% |
| Sale Price | \$765,000 | \$730,000 | -5% |
| Sale Price SQFT | \$1,005 | \$953 | -5% |
| Sale to List Price Ratio | 96% | 97% | 1% |
| Days on Market | 25 | 25 | 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

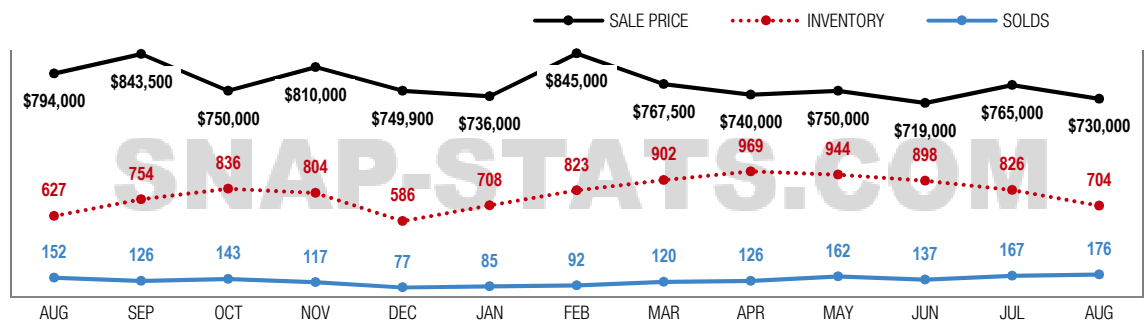
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 140 | 10 | 7% |
| Downtown | 240 | 76 | 32% |
| Westend | 156 | 39 | 25% |
| Yaletown | 168 | 51 | 30% |
| TOTAL* | 704 | 176 | 25% |

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 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 86% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 - \$2.5 mil / \$2.75 - \$3 mil, Coal Harbour and minimum 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 | 1 | 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 | 1 | 0 | NA |
| 900,001 – 1,000,000 | 1 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 1 | NA* |
| 1,250,001 – 1,500,000 | 0 | 0 | NA |
| 1,500,001 – 1,750,000 | 6 | 1 | 17% |
| 1,750,001 – 2,000,000 | 7 | 4 | 57% |
| 2,000,001 – 2,250,000 | 23 | 5 | 22% |
| 2,250,001 – 2,500,000 | 33 | 8 | 24% |
| 2,500,001 – 2,750,000 | 26 | 6 | 23% |
| 2,750,001 – 3,000,000 | 49 | 8 | 16% |
| 3,000,001 – 3,500,000 | 50 | 6 | 12% |
| 3,500,001 – 4,000,000 | 104 | 7 | 7% |
| 4,000,001 – 4,500,000 | 49 | 4 | 8% |
| 4,500,001 – 5,000,000 | 64 | 2 | 3% |
| 5,000,001 & Greater | 209 | 5 | 2% |
| TOTAL* | 622 | 59 | 9% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 16 | 1 | 6% |
| 3 to 4 Bedrooms | 204 | 25 | 12% |
| 5 to 6 Bedrooms | 320 | 25 | 8% |
| 7 Bedrooms & More | 82 | 8 | 10% |
| TOTAL* | 622 | 59 | 9% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 662 | 622 | -6% |
| Solds | 79 | 59 | -25% |
| Sale Price | \$3,000,000 | \$2,830,000 | -6% |
| Sale Price SQFT | \$910 | \$876 | -4% |
| Sale to List Price Ratio | 91% | 94% | 3% |
| Days on Market | 33 | 47 | 42% |

*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

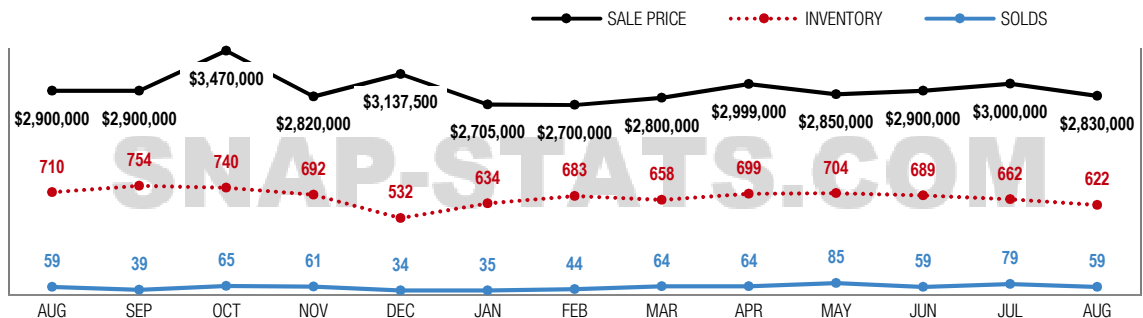
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 32 | 2 | 6% |
| Cambie | 40 | 4 | 10% |
| Dunbar | 91 | 10 | 11% |
| Fairview | 2 | 0 | NA |
| Falsecreek | 0 | 0 | NA |
| Kerrisdale | 43 | 5 | 12% |
| Kitsilano | 25 | 6 | 24% |
| Mackenzie Heights | 23 | 2 | 9% |
| Marpole | 45 | 2 | 4% |
| Mount Pleasant | 4 | 1 | 25% |
| Oakridge | 14 | 1 | 7% |
| Point Grey | 65 | 5 | 8% |
| Quilchena | 22 | 1 | 5% |
| SW Marine | 19 | 2 | 11% |
| Shaughnessy | 72 | 5 | 7% |
| South Cambie | 11 | 1 | 9% |
| South Granville | 60 | 8 | 13% |
| Southlands | 31 | 2 | 6% |
| University | 23 | 2 | 9% |
| TOTAL* | 622 | 59 | 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** \$2.25 mil to \$2.5 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Marpole and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano 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 | 4 | 5 | 125%* |
| 400,001 – 500,000 | 21 | 10 | 48% |
| 500,001 – 600,000 | 55 | 24 | 44% |
| 600,001 – 700,000 | 66 | 20 | 30% |
| 700,001 – 800,000 | 83 | 19 | 23% |
| 800,001 – 900,000 | 91 | 15 | 16% |
| 900,001 – 1,000,000 | 80 | 18 | 23% |
| 1,000,001 – 1,250,000 | 118 | 31 | 26% |
| 1,250,001 – 1,500,000 | 103 | 13 | 13% |
| 1,500,001 – 1,750,000 | 66 | 13 | 20% |
| 1,750,001 – 2,000,000 | 76 | 3 | 4% |
| 2,000,001 – 2,250,000 | 19 | 0 | NA |
| 2,250,001 – 2,500,000 | 25 | 2 | 8% |
| 2,500,001 – 2,750,000 | 9 | 1 | 11% |
| 2,750,001 – 3,000,000 | 13 | 0 | NA |
| 3,000,001 – 3,500,000 | 10 | 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 | 3 | 0 | NA |
| TOTAL* | 847 | 174 | 21% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 202 | 58 | 29% |
| 2 Bedrooms | 445 | 85 | 19% |
| 3 Bedrooms | 170 | 27 | 16% |
| 4 Bedrooms & Greater | 30 | 4 | 13% |
| TOTAL* | 847 | 174 | 21% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 931 | 847 | -9% |
| Solds | 234 | 174 | -26% |
| Sale Price | \$805,000 | \$849,750 | 6% |
| Sale Price SQFT | \$908 | \$937 | 3% |
| Sale to List Price Ratio | 98% | 96% | -2% |
| Days on Market | 23 | 25 | 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

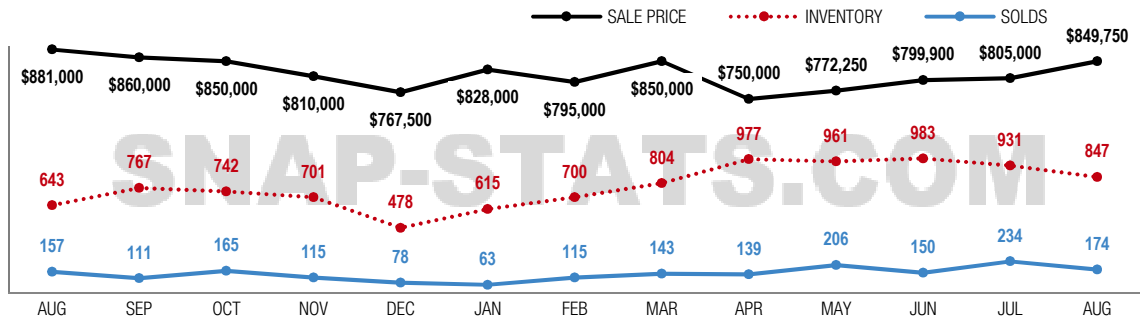
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 0 | 0 | NA |
| Cambie | 69 | 13 | 19% |
| Dunbar | 4 | 4 | 100% |
| Fairview | 106 | 21 | 20% |
| Falsecreek | 83 | 20 | 24% |
| Kerrisdale | 38 | 8 | 21% |
| Kitsilano | 80 | 37 | 46% |
| Mackenzie Heights | 1 | 0 | NA |
| Marpole | 87 | 17 | 20% |
| Mount Pleasant | 10 | 7 | 70% |
| Oakridge | 23 | 5 | 22% |
| Point Grey | 13 | 3 | 23% |
| Quilchena | 23 | 2 | 9% |
| SW Marine | 17 | 1 | 6% |
| Shaughnessy | 7 | 2 | 29% |
| South Cambie | 39 | 3 | 8% |
| South Granville | 52 | 5 | 10% |
| Southlands | 3 | 0 | NA |
| University | 192 | 26 | 14% |
| TOTAL* | 847 | 174 | 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 4% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 48% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, SW Marine, South Cambie and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, 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 | 1 | 0 | NA |
| 800,001 – 900,000 | 3 | 1 | 33% |
| 900,001 – 1,000,000 | 6 | 3 | 50% |
| 1,000,001 – 1,250,000 | 52 | 18 | 35% |
| 1,250,001 – 1,500,000 | 133 | 25 | 19% |
| 1,500,001 – 1,750,000 | 109 | 13 | 12% |
| 1,750,001 – 2,000,000 | 78 | 4 | 5% |
| 2,000,001 – 2,250,000 | 36 | 7 | 19% |
| 2,250,001 – 2,500,000 | 84 | 2 | 2% |
| 2,500,001 – 2,750,000 | 38 | 0 | NA |
| 2,750,001 – 3,000,000 | 42 | 0 | NA |
| 3,000,001 – 3,500,000 | 14 | 0 | NA |
| 3,500,001 – 4,000,000 | 6 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 3 | 0 | NA |
| TOTAL* | 607 | 73 | 12% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 29 | 4 | 14% |
| 3 to 4 Bedrooms | 187 | 30 | 16% |
| 5 to 6 Bedrooms | 275 | 27 | 10% |
| 7 Bedrooms & More | 116 | 12 | 10% |
| TOTAL* | 607 | 73 | 12% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 643 | 607 | -6% |
| Solds | 102 | 73 | -28% |
| Sale Price | \$1,355,000 | \$1,390,000 | 3% |
| Sale Price SQFT | \$595 | \$629 | 6% |
| Sale to List Price Ratio | 96% | 93% | -3% |
| 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 DETACHED HOUSES

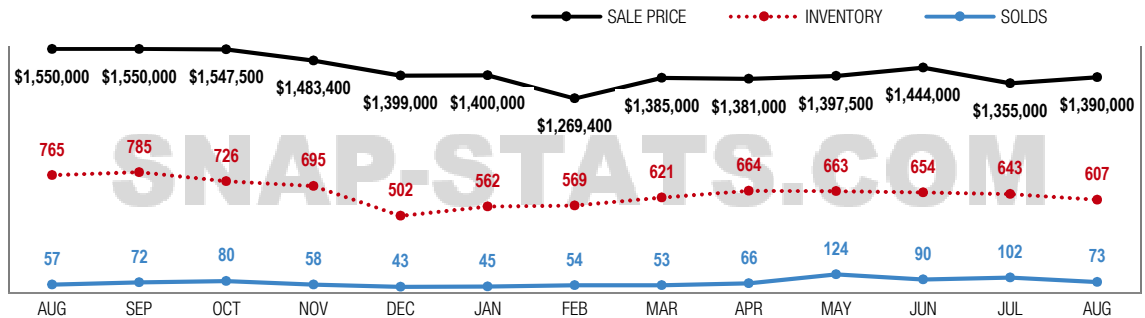
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 2 | 0 | NA |
| Collingwood | 81 | 4 | 5% |
| Downtown | 0 | 0 | NA |
| Fraser | 37 | 5 | 14% |
| Fraserview | 30 | 4 | 13% |
| Grandview Woodland | 48 | 5 | 10% |
| Hastings | 7 | 0 | NA |
| Hastings Sunrise | 22 | 1 | 5% |
| Killarney | 54 | 4 | 7% |
| Knight | 50 | 12 | 24% |
| Main | 18 | 6 | 33% |
| Mount Pleasant | 9 | 3 | 33% |
| Renfrew Heights | 49 | 9 | 18% |
| Renfrew | 87 | 8 | 9% |
| South Marine | 3 | 0 | NA |
| South Vancouver | 65 | 11 | 17% |
| Strathcona | 7 | 1 | 14% |
| Victoria | 38 | 0 | NA |
| TOTAL* | 607 | 73 | 12% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Collingwood, Hastings Sunrise, Killarney and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Main, Mount Pleasant 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 | 2 | 200%* |
| 300,001 – 400,000 | 19 | 13 | 68% |
| 400,001 – 500,000 | 83 | 36 | 43% |
| 500,001 – 600,000 | 118 | 32 | 27% |
| 600,001 – 700,000 | 71 | 31 | 44% |
| 700,001 – 800,000 | 75 | 9 | 12% |
| 800,001 – 900,000 | 43 | 4 | 9% |
| 900,001 – 1,000,000 | 19 | 8 | 42% |
| 1,000,001 – 1,250,000 | 28 | 6 | 21% |
| 1,250,001 – 1,500,000 | 21 | 5 | 24% |
| 1,500,001 – 1,750,000 | 7 | 2 | 29% |
| 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 | 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 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 495 | 148 | 30% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 181 | 79 | 44% |
| 2 Bedrooms | 233 | 52 | 22% |
| 3 Bedrooms | 69 | 16 | 23% |
| 4 Bedrooms & Greater | 12 | 1 | 8% |
| TOTAL* | 495 | 148 | 30% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 561 | 495 | -12% |
| Solds | 152 | 148 | -3% |
| Sale Price | \$601,500 | \$575,000 | -4% |
| Sale Price SQFT | \$733 | \$794 | 8% |
| Sale to List Price Ratio | 99% | 97% | -2% |
| Days on Market | 19 | 31 | 63% |

*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

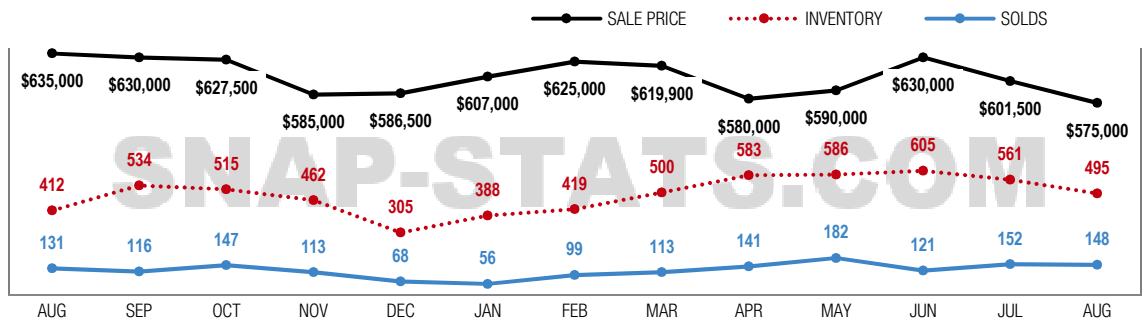
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 26 | 8 | 31% |
| Collingwood | 119 | 29 | 24% |
| Downtown | 35 | 6 | 17% |
| Fraser | 18 | 4 | 22% |
| Fraserview | 2 | 0 | NA |
| Grandview Woodland | 8 | 12 | 150%* |
| Hastings | 30 | 9 | 30% |
| Hastings Sunrise | 3 | 5 | 167%* |
| Killarney | 12 | 3 | 25% |
| Knight | 8 | 2 | 25% |
| Main | 22 | 4 | 18% |
| Mount Pleasant | 67 | 38 | 57% |
| Renfrew Heights | 3 | 0 | NA |
| Renfrew | 37 | 4 | 11% |
| South Marine | 58 | 10 | 17% |
| South Vancouver | 0 | 1 | NA* |
| Strathcona | 26 | 8 | 31% |
| Victoria | 21 | 5 | 24% |
| TOTAL* | 495 | 148 | 30% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 30% Sales Ratio average (3 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 68% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Main, Renfrew and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Grandview Woodland, 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 | 1 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 2 | 0 | NA |
| 700,001 – 800,000 | 1 | 1 | 100% |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 1 | 3 | 300%* |
| 1,000,001 – 1,250,000 | 14 | 9 | 64% |
| 1,250,001 – 1,500,000 | 46 | 20 | 43% |
| 1,500,001 – 1,750,000 | 44 | 12 | 27% |
| 1,750,001 – 2,000,000 | 51 | 9 | 18% |
| 2,000,001 – 2,250,000 | 26 | 1 | 4% |
| 2,250,001 – 2,500,000 | 25 | 3 | 12% |
| 2,500,001 – 2,750,000 | 16 | 2 | 13% |
| 2,750,001 – 3,000,000 | 26 | 1 | 4% |
| 3,000,001 – 3,500,000 | 20 | 2 | 10% |
| 3,500,001 – 4,000,000 | 21 | 0 | NA |
| 4,000,001 – 4,500,000 | 7 | 1 | 14% |
| 4,500,001 – 5,000,000 | 11 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL* | 318 | 64 | 20% |

| | | | |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 10 | 3 | 30% |
| 3 to 4 Bedrooms | 138 | 37 | 27% |
| 5 to 6 Bedrooms | 133 | 21 | 16% |
| 7 Bedrooms & More | 37 | 3 | 8% |
| TOTAL* | 318 | 64 | 20% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 368 | 318 | -14% |
| Solds | 76 | 64 | -16% |
| Sale Price | \$1,452,500 | \$1,497,500 | 3% |
| Sale Price SQFT | \$549 | \$575 | 5% |
| Sale to List Price Ratio | 96% | 94% | -2% |
| Days on Market | 33 | 32 | -3% |

*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

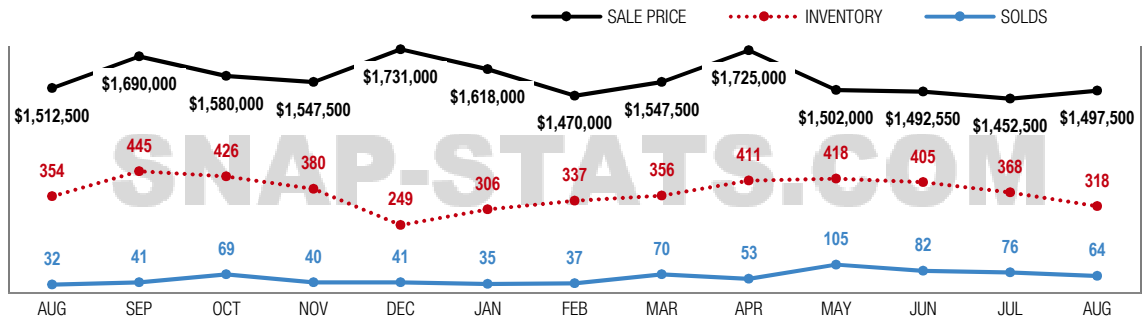
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|------------|-----------|-------------|
| Blueridge | 12 | 4 | 33% |
| Boulevard | 7 | 6 | 86% |
| Braemar | 3 | 0 | NA |
| Calverhall | 5 | 0 | NA |
| Canyon Heights | 36 | 5 | 14% |
| Capilano | 6 | 1 | 17% |
| Central Lonsdale | 22 | 6 | 27% |
| Deep Cove | 14 | 5 | 36% |
| Delbrook | 7 | 0 | NA |
| Dollarton | 14 | 1 | 7% |
| Edgemont | 26 | 5 | 19% |
| Forest Hills | 9 | 3 | 33% |
| Grouse Woods | 5 | 0 | NA |
| Harbourside | 0 | 0 | NA |
| Indian Arm | 5 | 0 | NA |
| Indian River | 6 | 2 | 33% |
| Lower Lonsdale | 5 | 0 | NA |
| Lynn Valley | 23 | 6 | 26% |
| Lynnmoor | 1 | 0 | NA |
| Mosquito Creek | 3 | 1 | 33% |
| Norgate | 6 | 1 | 17% |
| Northlands | 1 | 0 | NA |
| Pemberton Heights | 13 | 2 | 15% |
| Pemberton | 5 | 1 | 20% |
| Princess Park | 1 | 0 | NA |
| Queensbury | 5 | 1 | 20% |
| Roche Point | 1 | 0 | NA |
| Seymour | 6 | 1 | 17% |
| Tempe | 3 | 0 | NA |
| Upper Delbrook | 18 | 3 | 17% |
| Upper Lonsdale | 34 | 6 | 18% |
| Westlynn | 6 | 1 | 17% |
| Westlynn Terrace | 2 | 1 | 50% |
| Windsor Park | 4 | 1 | 25% |
| Woodlands-Sunshine Cascade | 4 | 1 | 25% |
| TOTAL* | 318 | 64 | 20% |

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 6% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 - \$2.25 mil / \$2.75 - \$3 mil, Dollarton and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Blueridge, Deep Cove, Forest Hills 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 | 1 | NA* |
| 300,001 – 400,000 | 14 | 6 | 43% |
| 400,001 – 500,000 | 40 | 14 | 35% |
| 500,001 – 600,000 | 49 | 21 | 43% |
| 600,001 – 700,000 | 64 | 24 | 38% |
| 700,001 – 800,000 | 59 | 13 | 22% |
| 800,001 – 900,000 | 61 | 14 | 23% |
| 900,001 – 1,000,000 | 63 | 11 | 17% |
| 1,000,001 – 1,250,000 | 51 | 8 | 16% |
| 1,250,001 – 1,500,000 | 19 | 2 | 11% |
| 1,500,001 – 1,750,000 | 3 | 1 | 33% |
| 1,750,001 – 2,000,000 | 4 | 2 | 50% |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 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* | 436 | 117 | 27% |

| | | | |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom | 111 | 37 | 33% |
| 2 Bedrooms | 233 | 51 | 22% |
| 3 Bedrooms | 73 | 27 | 37% |
| 4 Bedrooms & Greater | 19 | 2 | 11% |
| TOTAL* | 436 | 117 | 27% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 506 | 436 | -14% |
| Solds | 124 | 117 | -6% |
| Sale Price | \$696,250 | \$680,000 | -2% |
| Sale Price SQFT | \$733 | \$700 | -4% |
| Sale to List Price Ratio | 99% | 97% | -2% |
| Days on Market | 25 | 26 | 4% |

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

Community CONDOS & TOWNHOMES

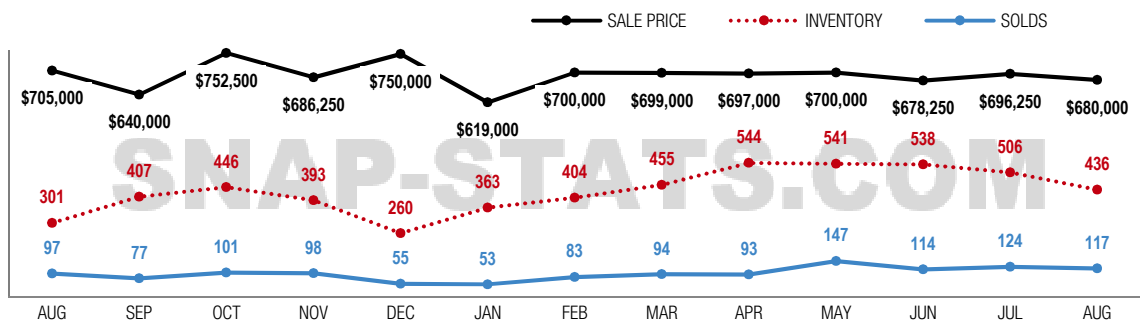
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|------------|------------|-------------|
| Blueridge | 0 | 0 | NA |
| Boulevard | 0 | 0 | NA |
| Braemar | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 0 | 0 | NA |
| Capilano | 2 | 1 | 50% |
| Central Lonsdale | 63 | 19 | 30% |
| Deep Cove | 1 | 2 | 200%* |
| Delbrook | 1 | 0 | NA |
| Dollarton | 1 | 0 | NA |
| Edgemont | 13 | 4 | 31% |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 2 | 1 | 50% |
| Harbourside | 17 | 4 | 24% |
| Indian Arm | 0 | 0 | NA |
| Indian River | 5 | 2 | 40% |
| Lower Lonsdale | 108 | 32 | 30% |
| Lynn Valley | 21 | 9 | 43% |
| Lynn timer | 60 | 4 | 7% |
| Mosquito Creek | 17 | 6 | 35% |
| Norgate | 9 | 4 | 44% |
| Northlands | 11 | 5 | 45% |
| Pemberton Heights | 1 | 0 | NA |
| Pemberton | 42 | 3 | 7% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 5 | 0 | NA |
| Roche Point | 38 | 12 | 32% |
| Seymour | 6 | 2 | 33% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 0 | 1 | NA* |
| Upper Lonsdale | 9 | 4 | 44% |
| Westlynn | 4 | 2 | 50% |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 436 | 117 | 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 3% below list price
- Most Active Price Band** \$300,000 to \$400,000 / \$500,000 to \$600,000 with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynn timer, Pemberton and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Norgate, Northlands, Upper Lonsdale and 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 | 1 | NA* |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 2 | 0 | NA |
| 1,250,001 – 1,500,000 | 8 | 2 | 25% |
| 1,500,001 – 1,750,000 | 10 | 1 | 10% |
| 1,750,001 – 2,000,000 | 30 | 6 | 20% |
| 2,000,001 – 2,250,000 | 22 | 3 | 14% |
| 2,250,001 – 2,500,000 | 39 | 7 | 18% |
| 2,500,001 – 2,750,000 | 17 | 2 | 12% |
| 2,750,001 – 3,000,000 | 40 | 2 | 5% |
| 3,000,001 – 3,500,000 | 35 | 2 | 6% |
| 3,500,001 – 4,000,000 | 48 | 4 | 8% |
| 4,000,001 – 4,500,000 | 28 | 4 | 14% |
| 4,500,001 – 5,000,000 | 37 | 0 | NA |
| 5,000,001 & Greater | 153 | 6 | 4% |
| TOTAL* | 469 | 40 | 9% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 14 | 2 | 14% |
| 3 to 4 Bedrooms | 211 | 18 | 9% |
| 5 to 6 Bedrooms | 214 | 19 | 9% |
| 7 Bedrooms & More | 30 | 1 | 3% |
| TOTAL* | 469 | 40 | 9% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 497 | 469 | -6% |
| Solds | 40 | 40 | 0% |
| Sale Price | \$2,065,000 | \$2,612,500 | 27% |
| Sale Price SQFT | \$629 | \$669 | 6% |
| Sale to List Price Ratio | 90% | 87% | -3% |
| Days on Market | 43 | 60 | 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

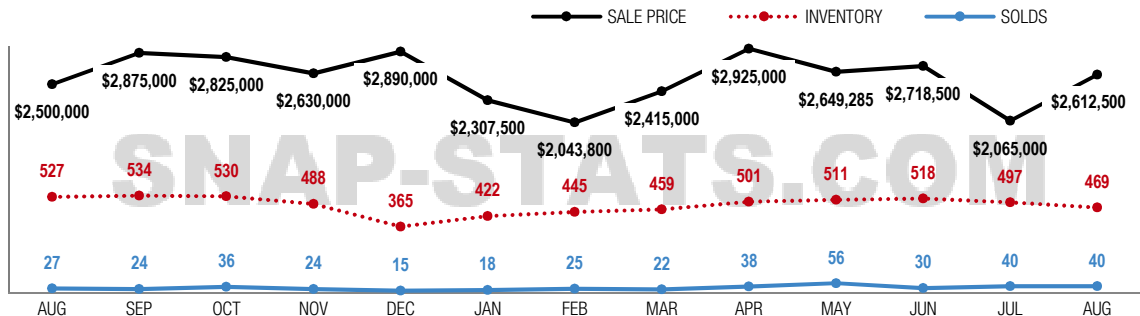
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 12 | 0 | NA |
| Ambleside | 43 | 8 | 19% |
| Bayridge | 12 | 0 | NA |
| British Properties | 86 | 6 | 7% |
| Canterbury | 12 | 0 | NA |
| Caulfield | 26 | 4 | 15% |
| Cedardale | 8 | 0 | NA |
| Chartwell | 32 | 3 | 9% |
| Chelsea Park | 7 | 0 | NA |
| Cypress | 9 | 0 | NA |
| Cypress Park Estates | 21 | 1 | 5% |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 22 | 2 | 9% |
| Eagle Harbour | 16 | 1 | 6% |
| Eagleridge | 2 | 0 | NA |
| Furry Creek | 1 | 0 | NA |
| Gleneagles | 12 | 3 | 25% |
| Glenmore | 20 | 1 | 5% |
| Horseshoe Bay | 5 | 0 | NA |
| Howe Sound | 9 | 0 | NA |
| Lions Bay | 18 | 3 | 17% |
| Old Caulfield | 8 | 0 | NA |
| Panorama Village | 0 | 0 | NA |
| Park Royal | 1 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 13 | 1 | 8% |
| Rockridge | 6 | 0 | NA |
| Sandy Cove | 4 | 0 | NA |
| Sentinel Hill | 14 | 3 | 21% |
| Upper Caulfield | 7 | 0 | NA |
| West Bay | 13 | 1 | 8% |
| Westhill | 6 | 1 | 17% |
| Westmount | 10 | 2 | 20% |
| Whitby Estates | 9 | 0 | NA |
| Whytecliff | 4 | 0 | NA |
| TOTAL* | 469 | 40 | 9% |

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 13% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Cypress Park Estates, Glenmore and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Gleneagles, Sentinel Hill, Westmount 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 | 0 | 0 | NA |
| 400,001 – 500,000 | 3 | 2 | 67% |
| 500,001 – 600,000 | 4 | 1 | 25% |
| 600,001 – 700,000 | 8 | 0 | NA |
| 700,001 – 800,000 | 7 | 0 | NA |
| 800,001 – 900,000 | 7 | 1 | 14% |
| 900,001 – 1,000,000 | 4 | 1 | 25% |
| 1,000,001 – 1,250,000 | 11 | 0 | NA |
| 1,250,001 – 1,500,000 | 30 | 2 | 7% |
| 1,500,001 – 1,750,000 | 18 | 1 | 6% |
| 1,750,001 – 2,000,000 | 17 | 0 | NA |
| 2,000,001 – 2,250,000 | 9 | 0 | NA |
| 2,250,001 – 2,500,000 | 7 | 0 | NA |
| 2,500,001 – 2,750,000 | 5 | 0 | NA |
| 2,750,001 – 3,000,000 | 3 | 0 | NA |
| 3,000,001 – 3,500,000 | 5 | 0 | NA |
| 3,500,001 – 4,000,000 | 5 | 0 | NA |
| 4,000,001 – 4,500,000 | 5 | 0 | NA |
| 4,500,001 – 5,000,000 | 2 | 0 | NA |
| 5,000,001 & Greater | 4 | 0 | NA |
| TOTAL* | 154 | 8 | 5% |

| | | | |
|----------------------|-----|---|-----|
| 0 to 1 Bedroom | 19 | 3 | 16% |
| 2 Bedrooms | 88 | 4 | 5% |
| 3 Bedrooms | 42 | 1 | 2% |
| 4 Bedrooms & Greater | 5 | 0 | NA |
| TOTAL* | 154 | 8 | 5% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 164 | 154 | -6% |
| Solds | 13 | 8 | -38% |
| Sale Price | \$755,000 | \$895,000 | 19% |
| Sale Price SQFT | \$662 | \$914 | 38% |
| Sale to List Price Ratio | 91% | 97% | 7% |
| Days on Market | 36 | 32 | -11% |

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

Community CONDOS & TOWNHOMES

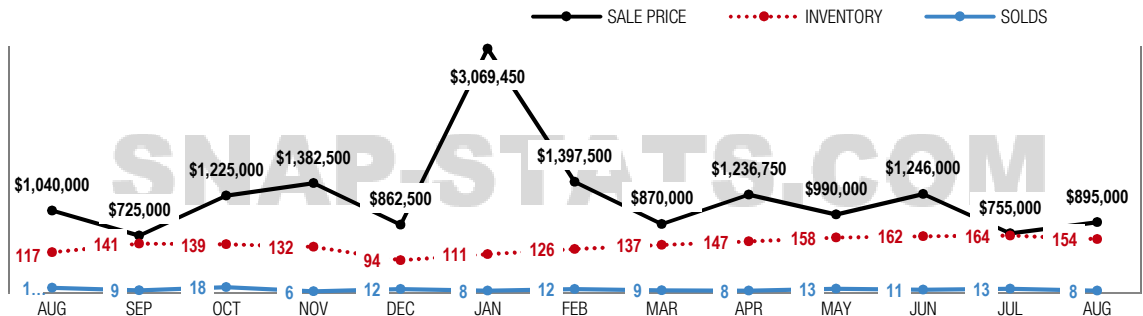
| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 32 | 4 | 13% |
| Bayridge | 0 | 0 | NA |
| British Properties | 2 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 6 | 0 | NA |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 1 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 7 | 0 | NA |
| Deer Ridge | 7 | 0 | NA |
| Dundarave | 27 | 3 | 11% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 4 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 1 | 0 | NA |
| Horseshoe Bay | 8 | 0 | NA |
| Howe Sound | 8 | 0 | NA |
| Lions Bay | 0 | 0 | NA |
| Old Caulfield | 1 | 0 | NA |
| Panorama Village | 15 | 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 | 1 | 0 | NA |
| Upper Caulfield | 2 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 4 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 154 | 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 3% below list price
- Most Active Price Band** Insufficient data
- Buyers Best Bet** Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside 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 | 3 | 0 | NA |
| 300,001 – 400,000 | 1 | 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 | 1 | 0 | NA |
| 800,001 – 900,000 | 2 | 0 | NA |
| 900,001 – 1,000,000 | 4 | 3 | 75% |
| 1,000,001 – 1,250,000 | 45 | 15 | 33% |
| 1,250,001 – 1,500,000 | 127 | 17 | 13% |
| 1,500,001 – 1,750,000 | 102 | 11 | 11% |
| 1,750,001 – 2,000,000 | 102 | 5 | 5% |
| 2,000,001 – 2,250,000 | 43 | 6 | 14% |
| 2,250,001 – 2,500,000 | 88 | 3 | 3% |
| 2,500,001 – 2,750,000 | 59 | 3 | 5% |
| 2,750,001 – 3,000,000 | 83 | 1 | 1% |
| 3,000,001 – 3,500,000 | 45 | 2 | 4% |
| 3,500,001 – 4,000,000 | 44 | 0 | NA |
| 4,000,001 – 4,500,000 | 8 | 0 | NA |
| 4,500,001 – 5,000,000 | 7 | 0 | NA |
| 5,000,001 & Greater | 11 | 0 | NA |
| TOTAL* | 777 | 66 | 8% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 38 | 0 | NA |
| 3 to 4 Bedrooms | 304 | 32 | 11% |
| 5 to 6 Bedrooms | 403 | 32 | 8% |
| 7 Bedrooms & More | 32 | 2 | 6% |
| TOTAL* | 777 | 66 | 8% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 816 | 777 | -5% |
| Solds | 84 | 66 | -21% |
| Sale Price | \$1,443,500 | \$1,454,000 | 1% |
| Sale Price SQFT | \$574 | \$562 | -2% |
| Sale to List Price Ratio | 92% | 92% | 0% |
| Days on Market | 52 | 42 | -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

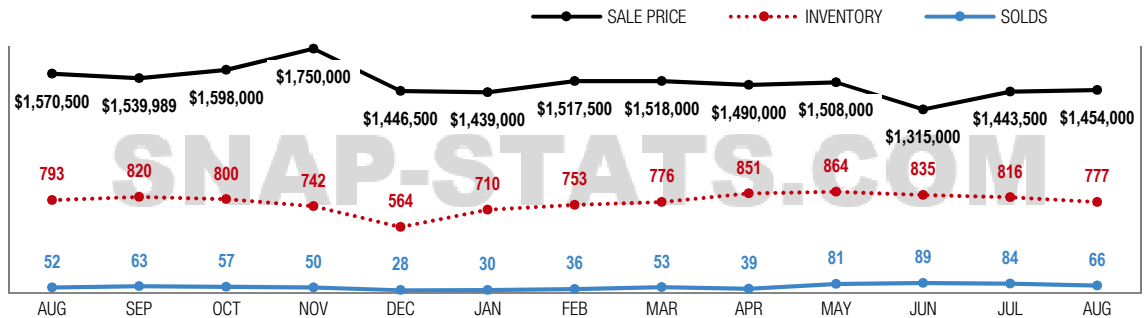
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 23 | 4 | 17% |
| Bridgeport | 16 | 0 | NA |
| Brighthouse | 26 | 0 | NA |
| Brighthouse South | 2 | 0 | NA |
| Broadmoor | 58 | 3 | 5% |
| East Cambie | 15 | 4 | 27% |
| East Richmond | 4 | 0 | NA |
| Garden City | 26 | 5 | 19% |
| Gilmore | 2 | 0 | NA |
| Granville | 68 | 7 | 10% |
| Hamilton | 13 | 1 | 8% |
| Ironwood | 23 | 5 | 22% |
| Lackner | 35 | 3 | 9% |
| McLennan | 8 | 1 | 13% |
| McLennan North | 14 | 2 | 14% |
| McNair | 28 | 1 | 4% |
| Quilchena | 39 | 5 | 13% |
| Riverdale | 49 | 3 | 6% |
| Saunders | 54 | 3 | 6% |
| Sea Island | 4 | 0 | NA |
| Seafair | 60 | 2 | 3% |
| South Arm | 24 | 2 | 8% |
| Steveston North | 42 | 4 | 10% |
| Steveston South | 25 | 5 | 20% |
| Steveston Village | 14 | 1 | 7% |
| Terra Nova | 17 | 2 | 12% |
| West Cambie | 30 | 2 | 7% |
| Westwind | 13 | 0 | NA |
| Woodwards | 45 | 1 | 2% |
| TOTAL* | 777 | 66 | 8% |

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 8% Sales Ratio average (8 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 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Woodwards and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in East Cambie 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 | 16 | 3 | 19% |
| 300,001 – 400,000 | 59 | 10 | 17% |
| 400,001 – 500,000 | 132 | 35 | 27% |
| 500,001 – 600,000 | 201 | 41 | 20% |
| 600,001 – 700,000 | 215 | 44 | 20% |
| 700,001 – 800,000 | 197 | 19 | 10% |
| 800,001 – 900,000 | 160 | 16 | 10% |
| 900,001 – 1,000,000 | 125 | 7 | 6% |
| 1,000,001 – 1,250,000 | 107 | 6 | 6% |
| 1,250,001 – 1,500,000 | 44 | 1 | 2% |
| 1,500,001 – 1,750,000 | 10 | 0 | NA |
| 1,750,001 – 2,000,000 | 5 | 0 | NA |
| 2,000,001 – 2,250,000 | 1 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 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 | 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* | 1282 | 182 | 14% |

| | | | |
|----------------------|------|-----|-----|
| 0 to 1 Bedroom | 205 | 35 | 17% |
| 2 Bedrooms | 576 | 87 | 15% |
| 3 Bedrooms | 364 | 46 | 13% |
| 4 Bedrooms & Greater | 137 | 14 | 10% |
| TOTAL* | 1282 | 182 | 14% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 1331 | 1282 | -4% |
| Solds | 213 | 182 | -15% |
| Sale Price | \$605,000 | \$606,000 | 0% |
| Sale Price SQFT | \$628 | \$634 | 1% |
| Sale to List Price Ratio | 96% | 96% | 0% |
| Days on Market | 36 | 34 | -6% |

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

Community CONDOS & TOWNHOMES

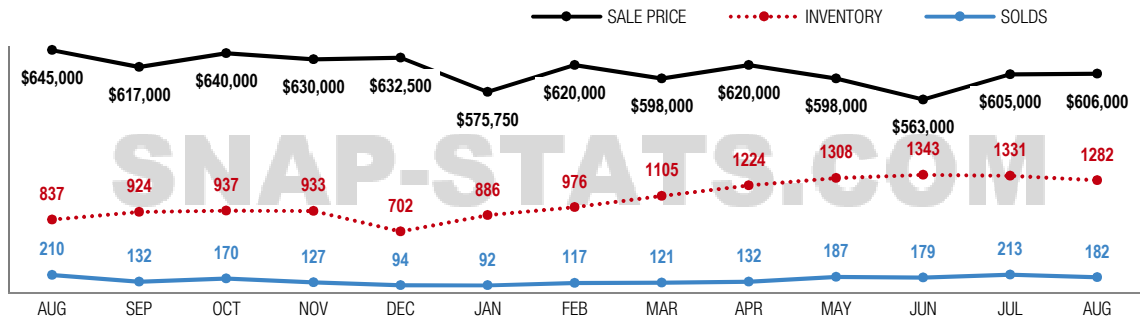
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 19 | 4 | 21% |
| Bridgeport | 18 | 4 | 22% |
| Brighthouse | 371 | 63 | 17% |
| Brighthouse South | 169 | 26 | 15% |
| Broadmoor | 15 | 1 | 7% |
| East Cambie | 20 | 0 | NA |
| East Richmond | 5 | 0 | NA |
| Garden City | 13 | 1 | 8% |
| Gilmore | 0 | 0 | NA |
| Granville | 23 | 2 | 9% |
| Hamilton | 28 | 4 | 14% |
| Ironwood | 33 | 6 | 18% |
| Lackner | 9 | 0 | NA |
| McLennan | 0 | 0 | NA |
| McLennan North | 156 | 19 | 12% |
| McNair | 0 | 0 | NA |
| Quilchena | 0 | 1 | NA* |
| Riverdale | 28 | 5 | 18% |
| Saunders | 16 | 2 | 13% |
| Sea Island | 1 | 0 | NA |
| Seafair | 7 | 1 | 14% |
| South Arm | 8 | 1 | 13% |
| Steveston North | 18 | 5 | 28% |
| Steveston South | 52 | 7 | 13% |
| Steveston Village | 4 | 2 | 50% |
| Terra Nova | 27 | 6 | 22% |
| West Cambie | 209 | 19 | 9% |
| Westwind | 2 | 1 | 50% |
| Woodwards | 31 | 2 | 6% |
| TOTAL* | 1282 | 182 | 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 4% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Broadmoor, Garden City, Granville, West Cambie and Woodwards
- Sellers Best Bet** Selling homes in Steveston North and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 1 | 0 | NA |
| 800,001 – 900,000 | 10 | 4 | 40% |
| 900,001 – 1,000,000 | 13 | 4 | 31% |
| 1,000,001 – 1,250,000 | 42 | 8 | 19% |
| 1,250,001 – 1,500,000 | 45 | 3 | 7% |
| 1,500,001 – 1,750,000 | 16 | 0 | NA |
| 1,750,001 – 2,000,000 | 13 | 0 | NA |
| 2,000,001 – 2,250,000 | 3 | 0 | NA |
| 2,250,001 – 2,500,000 | 10 | 0 | NA |
| 2,500,001 – 2,750,000 | 5 | 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 | 5 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 2 | 0 | NA |
| TOTAL* | 167 | 19 | 11% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 10 | 0 | NA |
| 3 to 4 Bedrooms | 119 | 15 | 13% |
| 5 to 6 Bedrooms | 35 | 4 | 11% |
| 7 Bedrooms & More | 3 | 0 | NA |
| TOTAL* | 167 | 19 | 11% |

| SnapStats® | July | August | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 178 | 167 | -6% |
| Solds | 20 | 19 | -5% |
| Sale Price | \$1,005,000 | \$1,080,000 | 7% |
| Sale Price SQFT | \$465 | \$470 | 1% |
| Sale to List Price Ratio | 95% | 98% | 3% |
| Days on Market | 48 | 49 | 2% |

*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

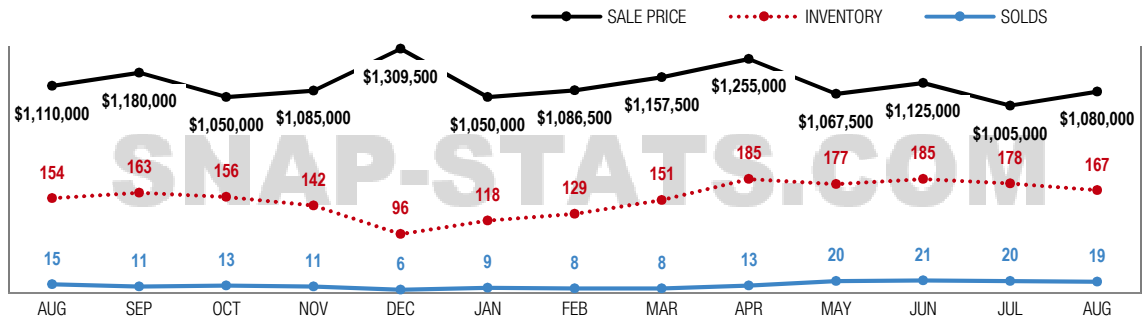
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 22 | 0 | NA |
| Boundary Beach | 15 | 5 | 33% |
| Cliff Drive | 42 | 7 | 17% |
| English Bluff | 17 | 0 | NA |
| Pebble Hill | 24 | 4 | 17% |
| Tsawwassen Central | 38 | 1 | 3% |
| Tsawwassen East | 9 | 2 | 22% |
| TOTAL* | 167 | 19 | 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 2% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Boundary Beach 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 | 11 | 0 | NA |
| 400,001 – 500,000 | 16 | 3 | 19% |
| 500,001 – 600,000 | 17 | 4 | 24% |
| 600,001 – 700,000 | 27 | 2 | 7% |
| 700,001 – 800,000 | 10 | 0 | NA |
| 800,001 – 900,000 | 2 | 0 | NA |
| 900,001 – 1,000,000 | 2 | 0 | NA |
| 1,000,001 – 1,250,000 | 6 | 1 | 17% |
| 1,250,001 – 1,500,000 | 1 | 0 | NA |
| 1,500,001 – 1,750,000 | 0 | 0 | NA |
| 1,750,001 – 2,000,000 | 0 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 93 | 10 | 11% |

| | | | |
|----------------------|----|----|-----|
| 0 to 1 Bedroom | 13 | 2 | 15% |
| 2 Bedrooms | 59 | 6 | 10% |
| 3 Bedrooms | 19 | 2 | 11% |
| 4 Bedrooms & Greater | 2 | 0 | NA |
| TOTAL* | 93 | 10 | 11% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 81 | 93 | 15% |
| Solds | 26 | 10 | -62% |
| Sale Price | \$577,500 | \$552,500 | -4% |
| Sale Price SQFT | \$501 | \$428 | -15% |
| Sale to List Price Ratio | 96% | 92% | -4% |
| Days on Market | 44 | 50 | 14% |

*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

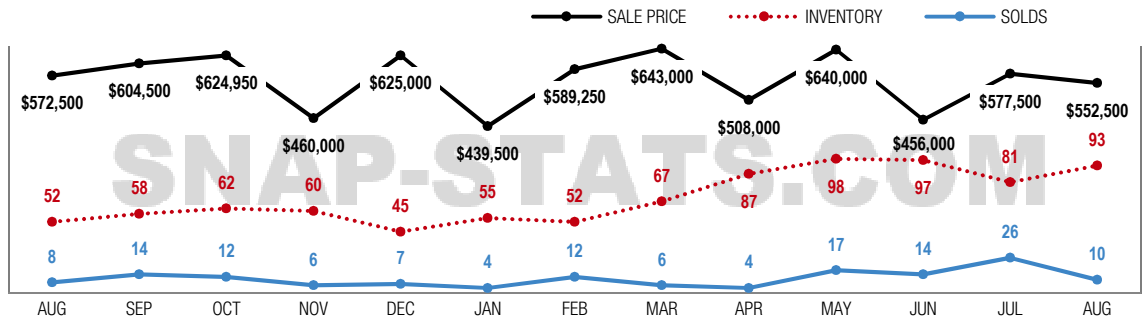
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 18 | 3 | 17% |
| Boundary Beach | 2 | 0 | NA |
| Cliff Drive | 52 | 6 | 12% |
| English Bluff | 2 | 0 | NA |
| Pebble Hill | 0 | 0 | NA |
| Tsawwassen Central | 16 | 0 | NA |
| Tsawwassen East | 3 | 1 | 33% |
| TOTAL* | 93 | 10 | 11% |

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: 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** \$500,000 to \$600,000 with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000, Cliff Drive and 2 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 | 2 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 3 | 0 | NA |
| 500,001 – 600,000 | 2 | 0 | NA |
| 600,001 – 700,000 | 3 | 1 | 33% |
| 700,001 – 800,000 | 4 | 1 | 25% |
| 800,001 – 900,000 | 9 | 3 | 33% |
| 900,001 – 1,000,000 | 26 | 2 | 8% |
| 1,000,001 – 1,250,000 | 19 | 7 | 37% |
| 1,250,001 – 1,500,000 | 15 | 0 | NA |
| 1,500,001 – 1,750,000 | 6 | 0 | NA |
| 1,750,001 – 2,000,000 | 2 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 1 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 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 | 0 | 0 | NA |
| TOTAL* | 94 | 14 | 15% |

| | | | |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 17 | 2 | 12% |
| 3 to 4 Bedrooms | 63 | 8 | 13% |
| 5 to 6 Bedrooms | 14 | 4 | 29% |
| 7 Bedrooms & More | 0 | 0 | NA |
| TOTAL* | 94 | 14 | 15% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 101 | 94 | -7% |
| Solds | 20 | 14 | -30% |
| Sale Price | \$951,500 | \$991,250 | 4% |
| Sale Price SQFT | \$411 | \$447 | 9% |
| Sale to List Price Ratio | 95% | 99% | 4% |
| Days on Market | 32 | 31 | -3% |

*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

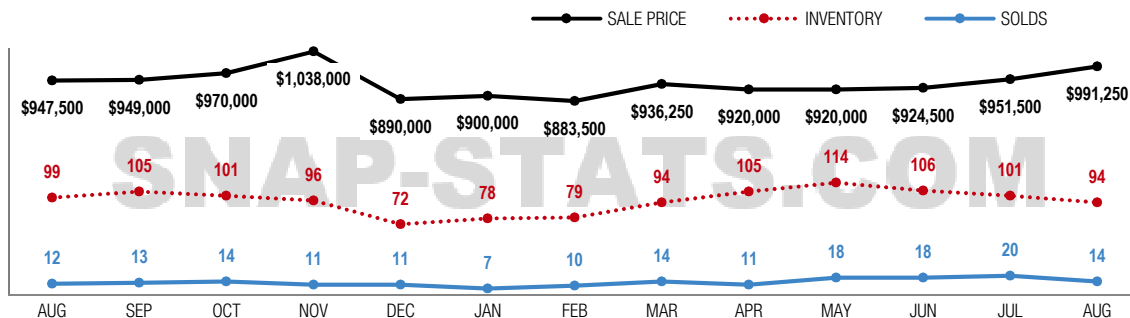
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 4 | 0 | NA |
| East Delta | 0 | 0 | NA |
| Hawthorne | 36 | 3 | 8% |
| Holly | 15 | 5 | 33% |
| Ladner Elementary | 11 | 2 | 18% |
| Ladner Rural | 6 | 0 | NA |
| Neilsen Grove | 15 | 3 | 20% |
| Port Guichon | 6 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 1 | 1 | 100% |
| 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** \$1 mil to \$1.25 mil with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Holly and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 1 | 4 | 400%* |
| 400,001 – 500,000 | 13 | 3 | 23% |
| 500,001 – 600,000 | 21 | 2 | 10% |
| 600,001 – 700,000 | 15 | 2 | 13% |
| 700,001 – 800,000 | 6 | 4 | 67% |
| 800,001 – 900,000 | 10 | 1 | 10% |
| 900,001 – 1,000,000 | 3 | 1 | 33% |
| 1,000,001 – 1,250,000 | 5 | 2 | 40% |
| 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 | 19 | 26% |

| | | | |
|----------------------|----|----|-----|
| 0 to 1 Bedroom | 7 | 2 | 29% |
| 2 Bedrooms | 40 | 9 | 23% |
| 3 Bedrooms | 21 | 6 | 29% |
| 4 Bedrooms & Greater | 6 | 2 | 33% |
| TOTAL* | 74 | 19 | 26% |

| SnapStats® | July | August | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 68 | 74 | 9% |
| Solds | 13 | 19 | 46% |
| Sale Price | \$685,000 | \$610,000 | -11% |
| Sale Price SQFT | \$459 | \$518 | 13% |
| Sale to List Price Ratio | 98% | 94% | -4% |
| Days on Market | 15 | 48 | 220% |

*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

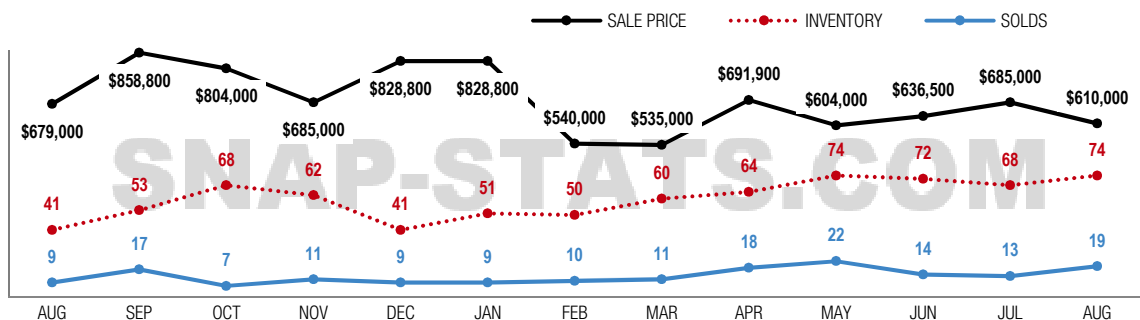
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 11 | 6 | 55% |
| East Delta | 2 | 0 | NA |
| Hawthorne | 11 | 4 | 36% |
| Holly | 2 | 0 | NA |
| Ladner Elementary | 15 | 1 | 7% |
| Ladner Rural | 10 | 0 | NA |
| Neilsen Grove | 23 | 8 | 35% |
| Port Guichon | 0 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 74 | 19 | 26% |

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 26% Sales Ratio average (2.6 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 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 / \$800,000 to \$900,000, Ladner Elementary and 2 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor and 3 bedroom properties

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13 Month Market Trend



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