

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	3	300%*
300,001 – 400,000	5	6	120%*
400,001 – 500,000	15	10	67%
500,001 – 600,000	46	28	61%
600,001 – 700,000	77	39	51%
700,001 – 800,000	67	29	43%
800,001 – 900,000	49	25	51%
900,001 – 1,000,000	48	16	33%
1,000,001 – 1,250,000	59	15	25%
1,250,001 – 1,500,000	69	10	14%
1,500,001 – 1,750,000	56	4	7%
1,750,001 – 2,000,000	49	2	4%
2,000,001 – 2,250,000	17	1	6%
2,250,001 – 2,500,000	21	3	14%
2,500,001 – 2,750,000	18	3	17%
2,750,001 – 3,000,000	18	0	NA
3,000,001 – 3,500,000	22	1	5%
3,500,001 – 4,000,000	16	0	NA
4,000,001 – 4,500,000	4	1	25%
4,500,001 – 5,000,000	12	1	8%
5,000,001 & Greater	47	2	4%
TOTAL*	716	199	28%

0 to 1 Bedroom	256	111	43%
2 Bedrooms	362	79	22%
3 Bedrooms	85	9	11%
4 Bedrooms & Greater	13	0	NA
TOTAL*	716	199	28%

SnapStats®	September	October	Variance
Inventory	754	716	-5%
Solds	170	199	17%
Sale Price	\$845,450	\$735,000	-13%
Sale Price SQFT	\$1,070	\$1,024	-4%
Sale to List Price Ratio	95%	98%	3%
Days on Market	24	19	-21%

*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

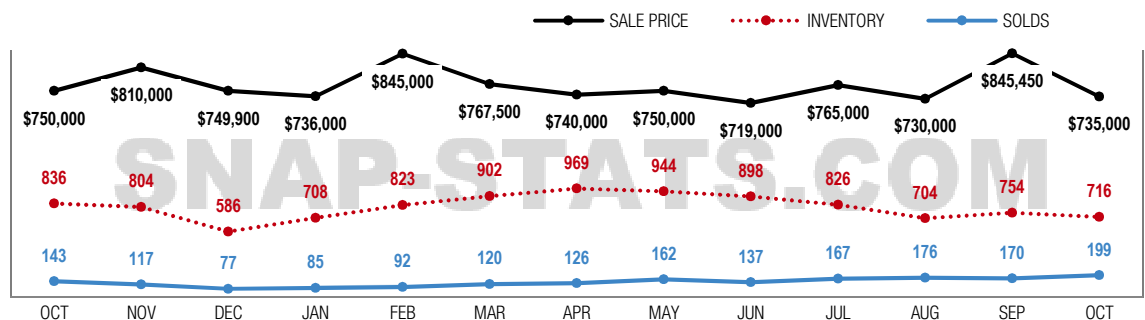
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	138	18	13%
Downtown	231	83	36%
Westend	156	41	26%
Yaletown	191	57	30%
TOTAL*	716	199	28%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil / \$5 mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	1	NA*
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	13	5	38%
2,000,001 – 2,250,000	15	9	60%
2,250,001 – 2,500,000	33	9	27%
2,500,001 – 2,750,000	25	7	28%
2,750,001 – 3,000,000	47	7	15%
3,000,001 – 3,500,000	70	13	19%
3,500,001 – 4,000,000	91	9	10%
4,000,001 – 4,500,000	43	10	23%
4,500,001 – 5,000,000	55	1	2%
5,000,001 & Greater	233	6	3%
TOTAL*	633	77	12%

2 Bedrooms & Less	20	2	10%
3 to 4 Bedrooms	204	31	15%
5 to 6 Bedrooms	321	42	13%
7 Bedrooms & More	88	2	2%
TOTAL*	633	77	12%

SnapStats®	September	October	Variance
Inventory	649	633	-2%
Solds	61	77	26%
Sale Price	\$2,480,000	\$3,088,888	25%
Sale Price SQFT	\$834	\$1,018	22%
Sale to List Price Ratio	91%	94%	3%
Days on Market	55	37	-33%

*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

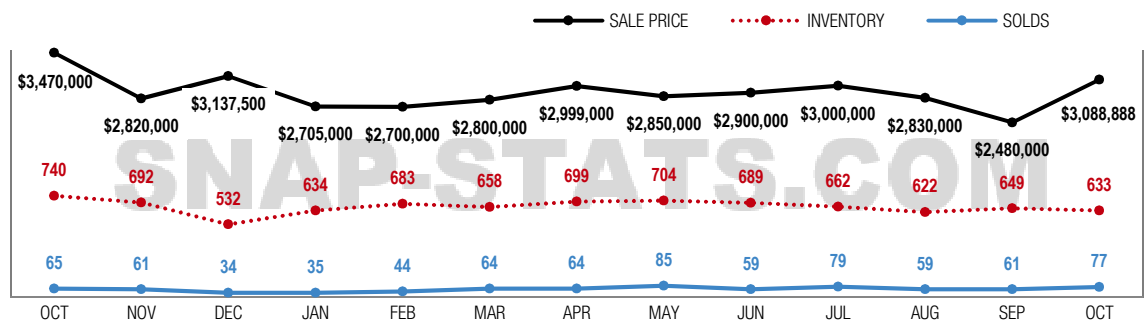
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	29	6	21%
Cambie	31	6	19%
Dunbar	104	15	14%
Fairview	0	0	NA
Falsecreek	2	0	NA
Kerrisdale	40	6	15%
Kitsilano	27	7	26%
Mackenzie Heights	24	4	17%
Marpole	38	5	13%
Mount Pleasant	2	0	NA
Oakridge	22	0	NA
Point Grey	63	8	13%
Quilchena	31	2	6%
SW Marine	20	5	25%
Shaughnessy	74	4	5%
South Cambie	9	1	11%
South Granville	65	7	11%
Southlands	29	1	3%
University	23	0	NA
TOTAL*	633	77	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 6% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$4.5 mil, Quilchena, Shaughnessy, Southlands and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, SW Marine and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	6	2	33%
400,001 – 500,000	16	20	125%*
500,001 – 600,000	42	25	60%
600,001 – 700,000	64	30	47%
700,001 – 800,000	77	26	34%
800,001 – 900,000	93	27	29%
900,001 – 1,000,000	86	16	19%
1,000,001 – 1,250,000	104	24	23%
1,250,001 – 1,500,000	92	17	18%
1,500,001 – 1,750,000	77	15	19%
1,750,001 – 2,000,000	76	5	7%
2,000,001 – 2,250,000	19	1	5%
2,250,001 – 2,500,000	26	1	4%
2,500,001 – 2,750,000	9	3	33%
2,750,001 – 3,000,000	11	2	18%
3,000,001 – 3,500,000	7	2	29%
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	1	100%
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	810	217	27%

0 to 1 Bedroom	170	75	44%
2 Bedrooms	419	112	27%
3 Bedrooms	190	27	14%
4 Bedrooms & Greater	31	3	10%
TOTAL*	810	217	27%

SnapStats®	September	October	Variance
Inventory	898	810	-10%
Solds	160	217	36%
Sale Price	\$801,500	\$837,000	4%
Sale Price SQFT	\$886	\$918	4%
Sale to List Price Ratio	98%	99%	1%
Days on Market	30	18	-40%

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Community CONDOS & TOWNHOMES

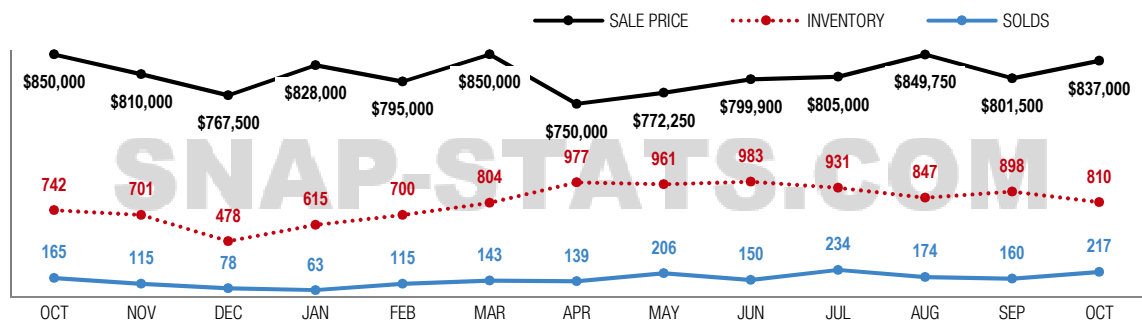
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	77	13	17%
Dunbar	4	1	25%
Fairview	101	54	53%
Falsecreek	71	36	51%
Kerrisdale	28	16	57%
Kitsilano	90	34	38%
Mackenzie Heights	1	0	NA
Marpole	77	18	23%
Mount Pleasant	12	0	NA
Oakridge	23	3	13%
Point Grey	15	3	20%
Quilchena	26	5	19%
SW Marine	19	2	11%
Shaughnessy	6	2	33%
South Cambie	35	6	17%
South Granville	55	6	11%
Southlands	2	1	50%
University	167	17	10%
TOTAL*	810	217	27%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2.5 mil, SW Marine, South Granville, University and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Fairview, Falsecreek, Kerrisdale and up to 1 bedrooms

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	1	100%
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	7	3	43%
1,000,001 – 1,250,000	46	27	59%
1,250,001 – 1,500,000	111	33	30%
1,500,001 – 1,750,000	92	23	25%
1,750,001 – 2,000,000	64	7	11%
2,000,001 – 2,250,000	38	5	13%
2,250,001 – 2,500,000	80	2	3%
2,500,001 – 2,750,000	35	4	11%
2,750,001 – 3,000,000	41	2	5%
3,000,001 – 3,500,000	14	0	NA
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	543	107	20%

2 Bedrooms & Less	32	6	19%
3 to 4 Bedrooms	153	40	26%
5 to 6 Bedrooms	244	45	18%
7 Bedrooms & More	114	16	14%
TOTAL*	543	107	20%

SnapStats®	September	October	Variance
Inventory	587	543	-7%
Solds	108	107	-1%
Sale Price	\$1,400,000	\$1,430,000	2%
Sale Price SQFT	\$597	\$642	8%
Sale to List Price Ratio	93%	95%	2%
Days on Market	20	28	40%

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

Community DETACHED HOUSES

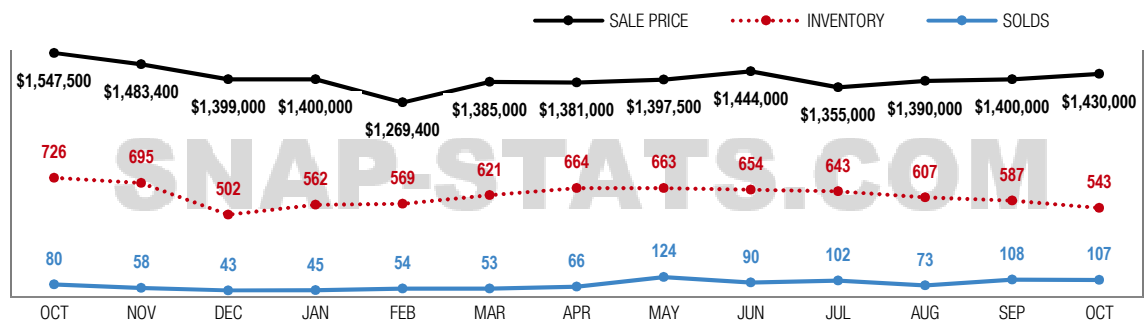
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	84	6	7%
Downtown	0	0	NA
Fraser	33	11	33%
Fraserview	17	5	29%
Grandview Woodland	45	10	22%
Hastings	10	2	20%
Hastings Sunrise	14	5	36%
Killarney	41	10	24%
Knight	51	7	14%
Main	20	6	30%
Mount Pleasant	11	4	36%
Renfrew Heights	47	8	17%
Renfrew	73	20	27%
South Marine	1	0	NA
South Vancouver	63	7	11%
Strathcona	5	1	20%
Victoria	27	5	19%
TOTAL*	543	107	20%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Collingwood, South Vancouver and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Hastings Sunrise, Main, Mount Pleasant and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	26	13	50%
400,001 – 500,000	76	37	49%
500,001 – 600,000	91	47	52%
600,001 – 700,000	73	32	44%
700,001 – 800,000	68	18	26%
800,001 – 900,000	48	18	38%
900,001 – 1,000,000	25	8	32%
1,000,001 – 1,250,000	39	11	28%
1,250,001 – 1,500,000	22	6	27%
1,500,001 – 1,750,000	4	1	25%
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	485	191	39%

0 to 1 Bedroom	167	86	51%
2 Bedrooms	230	79	34%
3 Bedrooms	80	25	31%
4 Bedrooms & Greater	8	1	13%
TOTAL*	485	191	39%

SnapStats®	September	October	Variance
Inventory	547	485	-11%
Solds	172	191	11%
Sale Price	\$604,250	\$597,500	-1%
Sale Price SQFT	\$817	\$770	-6%
Sale to List Price Ratio	101%	99%	-2%
Days on Market	14	15	7%

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

Community CONDOS & TOWNHOMES

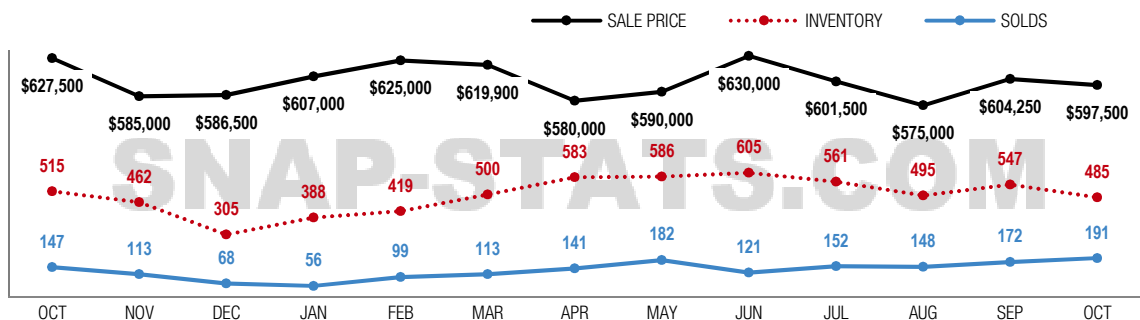
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	23	11	48%
Collingwood	113	34	30%
Downtown	38	13	34%
Fraser	21	8	38%
Fraserview	0	0	NA
Grandview Woodland	16	3	19%
Hastings	23	15	65%
Hastings Sunrise	5	3	60%
Killarney	14	2	14%
Knight	8	7	88%
Main	25	7	28%
Mount Pleasant	67	50	75%
Renfrew Heights	11	0	NA
Renfrew	29	6	21%
South Marine	48	15	31%
South Vancouver	1	0	NA
Strathcona	18	13	72%
Victoria	25	4	16%
TOTAL*	485	191	39%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 39% Sales Ratio average (3.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 52% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Killarney, Victoria and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Hastings, Knight, Mount Pleasant, Strathcona and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	0	1	NA*
900,001 – 1,000,000	3	3	100%
1,000,001 – 1,250,000	10	10	100%
1,250,001 – 1,500,000	43	26	60%
1,500,001 – 1,750,000	50	22	44%
1,750,001 – 2,000,000	46	8	17%
2,000,001 – 2,250,000	11	5	45%
2,250,001 – 2,500,000	35	6	17%
2,500,001 – 2,750,000	17	1	6%
2,750,001 – 3,000,000	24	3	13%
3,000,001 – 3,500,000	27	3	11%
3,500,001 – 4,000,000	22	0	NA
4,000,001 – 4,500,000	9	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	314	88	28%

2 Bedrooms & Less	10	3	30%
3 to 4 Bedrooms	134	47	35%
5 to 6 Bedrooms	135	32	24%
7 Bedrooms & More	35	6	17%
TOTAL*	314	88	28%

SnapStats®	September	October	Variance
Inventory	336	314	-7%
Solds	58	88	52%
Sale Price	\$1,598,500	\$1,535,000	-4%
Sale Price SQFT	\$574	\$606	6%
Sale to List Price Ratio	100%	96%	-4%
Days on Market	24	16	-33%

*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

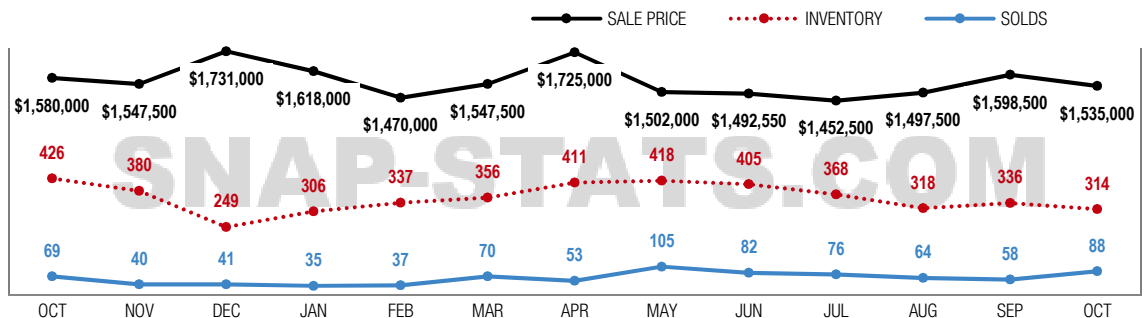
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	13	2	15%
Boulevard	11	4	36%
Braemar	4	0	NA
Calverhall	8	4	50%
Canyon Heights	31	11	35%
Capilano	4	1	25%
Central Lonsdale	19	4	21%
Deep Cove	8	5	63%
Delbrook	7	2	29%
Dollarton	17	4	24%
Edgemont	26	5	19%
Forest Hills	10	2	20%
Grouse Woods	2	0	NA
Harbourside	0	0	NA
Indian Arm	5	0	NA
Indian River	3	2	67%
Lower Lonsdale	5	3	60%
Lynn Valley	26	13	50%
Lynnmoor	3	0	NA
Mosquito Creek	1	1	100%
Norgate	4	0	NA
Northlands	1	0	NA
Pemberton Heights	10	3	30%
Pemberton	4	0	NA
Princess Park	3	1	33%
Queensbury	4	0	NA
Roche Point	2	0	NA
Seymour	6	4	67%
Tempe	3	2	67%
Upper Delbrook	21	2	10%
Upper Lonsdale	37	5	14%
Westlynn	8	5	63%
Westlynn Terrace	3	0	NA
Windsor Park	1	3	300%*
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	314	88	28%

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Blueridge, Upper Delbrook, Upper Lonsdale and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Calverhall, Deep Cove, Lynn Valley, Westlynn and 3 to 4 bedrooms

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	2	NA*
300,001 – 400,000	15	8	53%
400,001 – 500,000	33	21	64%
500,001 – 600,000	53	25	47%
600,001 – 700,000	46	25	54%
700,001 – 800,000	58	25	43%
800,001 – 900,000	55	19	35%
900,001 – 1,000,000	42	15	36%
1,000,001 – 1,250,000	50	12	24%
1,250,001 – 1,500,000	23	8	35%
1,500,001 – 1,750,000	7	3	43%
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	2	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*	392	163	42%

0 to 1 Bedroom	101	52	51%
2 Bedrooms	195	80	41%
3 Bedrooms	82	22	27%
4 Bedrooms & Greater	14	9	64%
TOTAL*	392	163	42%

SnapStats®	September	October	Variance
Inventory	450	392	-13%
Solds	104	163	57%
Sale Price	\$656,000	\$702,500	7%
Sale Price SQFT	\$751	\$760	1%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	27	21	-22%

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

Community CONDOS & TOWNHOMES

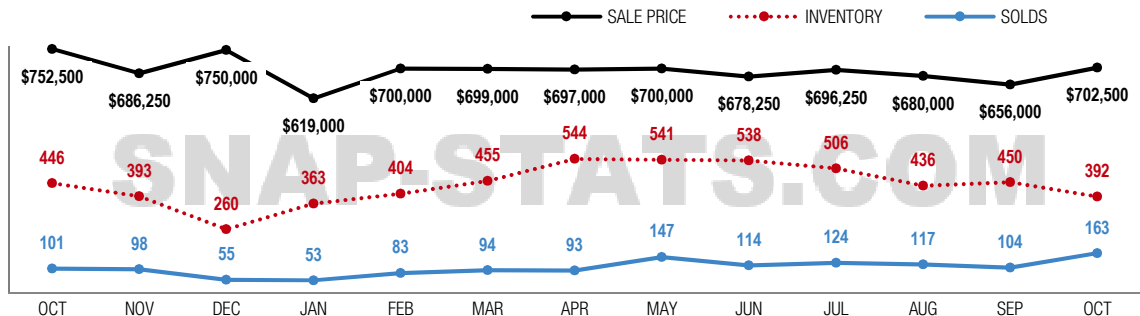
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	3	1	33%
Central Lonsdale	74	28	38%
Deep Cove	2	0	NA
Delbrook	2	0	NA
Dollarton	0	0	NA
Edgemont	14	3	21%
Forest Hills	0	0	NA
Grouse Woods	1	1	100%
Harbourside	8	7	88%
Indian Arm	0	0	NA
Indian River	4	3	75%
Lower Lonsdale	97	44	45%
Lynn Valley	18	11	61%
Lynnmoor	41	13	32%
Mosquito Creek	17	8	47%
Norgate	8	3	38%
Northlands	9	6	67%
Pemberton Heights	0	0	NA
Pemberton	39	14	36%
Princess Park	0	0	NA
Queensbury	6	1	17%
Roche Point	35	10	29%
Seymour	2	2	100%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	8	8	100%
Westlynn	1	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	392	163	42%

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 42% Sales Ratio average (4.2 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 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Edgemont, Queensbury and 3 bedroom properties
- Sellers Best Bet** Selling homes in Harbourside, Lynn Valley, Northlands, Upper Lonsdale and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	1	NA*
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	2	NA*
1,250,001 – 1,500,000	11	4	36%
1,500,001 – 1,750,000	11	8	73%
1,750,001 – 2,000,000	22	5	23%
2,000,001 – 2,250,000	17	4	24%
2,250,001 – 2,500,000	33	6	18%
2,500,001 – 2,750,000	18	4	22%
2,750,001 – 3,000,000	48	1	2%
3,000,001 – 3,500,000	39	2	5%
3,500,001 – 4,000,000	53	3	6%
4,000,001 – 4,500,000	26	3	12%
4,500,001 – 5,000,000	37	2	5%
5,000,001 & Greater	153	2	1%
TOTAL*	468	47	10%

2 Bedrooms & Less	16	1	6%
3 to 4 Bedrooms	220	25	11%
5 to 6 Bedrooms	201	20	10%
7 Bedrooms & More	31	1	3%
TOTAL*	468	47	10%

SnapStats®	September	October	Variance
Inventory	504	468	-7%
Solds	35	47	34%
Sale Price	\$2,325,000	\$2,225,000	-4%
Sale Price SQFT	\$734	\$669	-9%
Sale to List Price Ratio	93%	91%	-2%
Days on Market	46	46	0%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	16	1	6%
Ambleside	41	5	12%
Bayridge	7	2	29%
British Properties	88	3	3%
Canterbury	9	1	11%
Caulfield	34	3	9%
Cedardale	4	1	25%
Chartwell	29	1	3%
Chelsea Park	8	0	NA
Cypress	8	3	38%
Cypress Park Estates	18	1	6%
Deer Ridge	1	0	NA
Dundarave	21	1	5%
Eagle Harbour	20	0	NA
Eagleridge	3	0	NA
Furry Creek	2	0	NA
Gleneagles	16	2	13%
Glenmore	18	2	11%
Horseshoe Bay	6	1	17%
Howe Sound	10	1	10%
Lions Bay	15	4	27%
Old Caulfield	7	1	14%
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	13	1	8%
Rockridge	3	0	NA
Sandy Cove	3	0	NA
Sentinel Hill	11	4	36%
Upper Caulfield	6	1	17%
West Bay	14	1	7%
Westhill	5	1	20%
Westmount	16	3	19%
Whitby Estates	10	2	20%
Whytecliff	5	1	20%
TOTAL*	468	47	10%

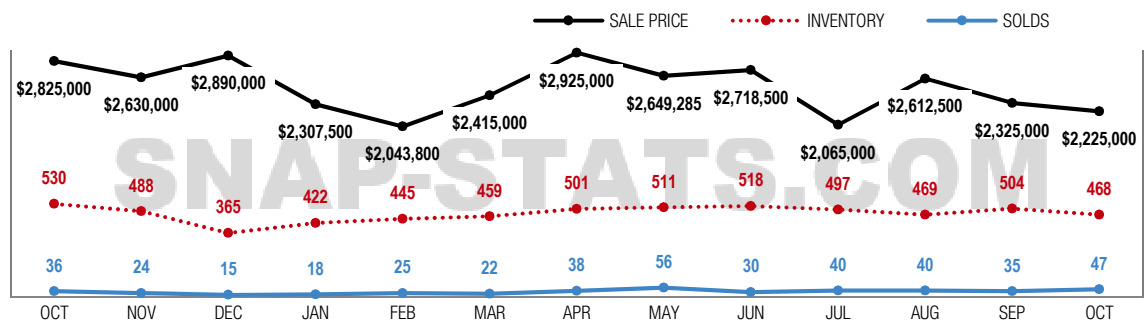
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 73% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, British Properties, Chartwell and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Cypress, Lions Bay, Sentinel Hill and 3 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	3	0	NA
500,001 – 600,000	3	2	67%
600,001 – 700,000	10	0	NA
700,001 – 800,000	7	2	29%
800,001 – 900,000	7	0	NA
900,001 – 1,000,000	6	2	33%
1,000,001 – 1,250,000	10	5	50%
1,250,001 – 1,500,000	23	2	9%
1,500,001 – 1,750,000	17	1	6%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	8	0	NA
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	5	1	20%
3,500,001 – 4,000,000	5	1	20%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	145	16	11%

0 to 1 Bedroom	24	2	8%
2 Bedrooms	82	9	11%
3 Bedrooms	36	3	8%
4 Bedrooms & Greater	3	2	67%
TOTAL*	145	16	11%

SnapStats®	September	October	Variance
Inventory	151	145	-4%
Solds	14	16	14%
Sale Price	\$1,075,000	\$1,122,500	4%
Sale Price SQFT	\$800	\$935	17%
Sale to List Price Ratio	99%	89%	-10%
Days on Market	72	47	-35%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	33	4	12%
Bayridge	0	0	NA
British Properties	4	1	25%
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	1	17%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	8	1	13%
Deer Ridge	3	2	67%
Dundarave	31	4	13%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	4	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	9	0	NA
Howe Sound	5	0	NA
Lions Bay	0	0	NA
Old Caulfield	1	0	NA
Panorama Village	15	0	NA
Park Royal	18	3	17%
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	3	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*	145	16	11%

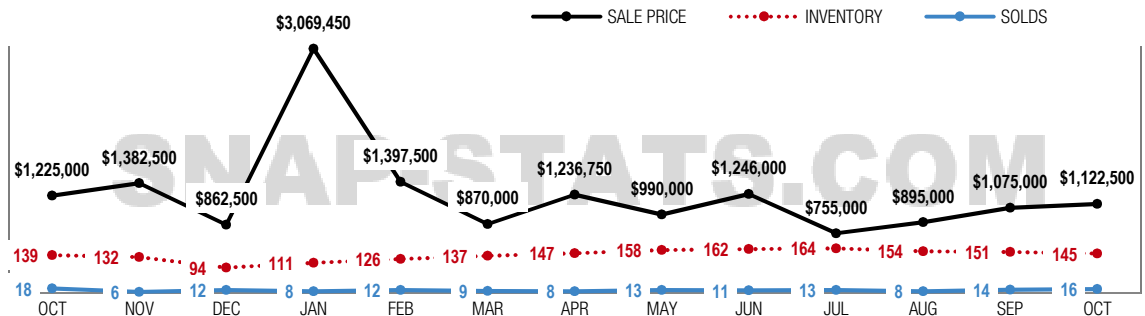
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 11% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Ambleside, Cypress Park Estates, Dundarave and up to 1 / 3 bedrooms
- Sellers Best Bet** Selling homes in Park Royal and 2 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	3	1	33%
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	0	0	NA
700,001 – 800,000	1	1	100%
800,001 – 900,000	1	3	300%*
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	36	22	61%
1,250,001 – 1,500,000	106	27	25%
1,500,001 – 1,750,000	93	19	20%
1,750,001 – 2,000,000	80	14	18%
2,000,001 – 2,250,000	43	7	16%
2,250,001 – 2,500,000	85	4	5%
2,500,001 – 2,750,000	55	2	4%
2,750,001 – 3,000,000	88	1	1%
3,000,001 – 3,500,000	37	2	5%
3,500,001 – 4,000,000	38	1	3%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	5	1	20%
5,000,001 & Greater	10	0	NA
TOTAL*	695	106	15%

2 Bedrooms & Less	33	4	12%
3 to 4 Bedrooms	260	54	21%
5 to 6 Bedrooms	371	43	12%
7 Bedrooms & More	31	5	16%
TOTAL*	695	106	15%

SnapStats®	September	October	Variance
Inventory	763	695	-9%
Solds	70	106	51%
Sale Price	\$1,497,500	\$1,485,000	-1%
Sale Price SQFT	\$576	\$580	1%
Sale to List Price Ratio	94%	94%	0%
Days on Market	66	48	-27%

*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

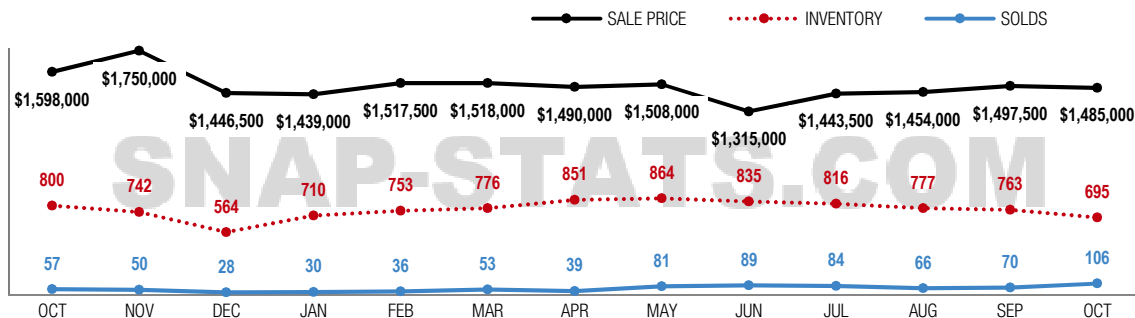
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	18	3	17%
Bridgeport	15	3	20%
Brighthouse	25	0	NA
Brighthouse South	2	0	NA
Broadmoor	56	2	4%
East Cambie	9	6	67%
East Richmond	3	0	NA
Garden City	28	6	21%
Gilmore	2	0	NA
Granville	62	7	11%
Hamilton	13	1	8%
Ironwood	29	3	10%
Lackner	35	5	14%
McLennan	5	1	20%
McLennan North	14	1	7%
McNair	21	6	29%
Quilchena	31	6	19%
Riverdale	43	7	16%
Saunders	35	8	23%
Sea Island	2	1	50%
Seafair	54	8	15%
South Arm	23	2	9%
Steveston North	34	12	35%
Steveston South	23	4	17%
Steveston Village	16	3	19%
Terra Nova	17	1	6%
West Cambie	27	2	7%
Westwind	10	5	50%
Woodwards	43	3	7%
TOTAL*	695	106	15%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 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 61% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Broadmoor and up to 2 / 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in East Cambie, Steveston North, Westwind and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	19	7	37%
300,001 – 400,000	47	23	49%
400,001 – 500,000	124	40	32%
500,001 – 600,000	152	38	25%
600,001 – 700,000	175	44	25%
700,001 – 800,000	165	34	21%
800,001 – 900,000	135	25	19%
900,001 – 1,000,000	112	11	10%
1,000,001 – 1,250,000	107	13	12%
1,250,001 – 1,500,000	40	1	3%
1,500,001 – 1,750,000	8	0	NA
1,750,001 – 2,000,000	7	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	5	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*	1099	236	21%

0 to 1 Bedroom	183	56	31%
2 Bedrooms	457	101	22%
3 Bedrooms	343	59	17%
4 Bedrooms & Greater	116	20	17%
TOTAL*	1099	236	21%

SnapStats®	September	October	Variance
Inventory	1193	1099	-8%
Solds	208	236	13%
Sale Price	\$631,500	\$642,950	2%
Sale Price SQFT	\$620	\$663	7%
Sale to List Price Ratio	97%	99%	2%
Days on Market	40	32	-20%

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

Community CONDOS & TOWNHOMES

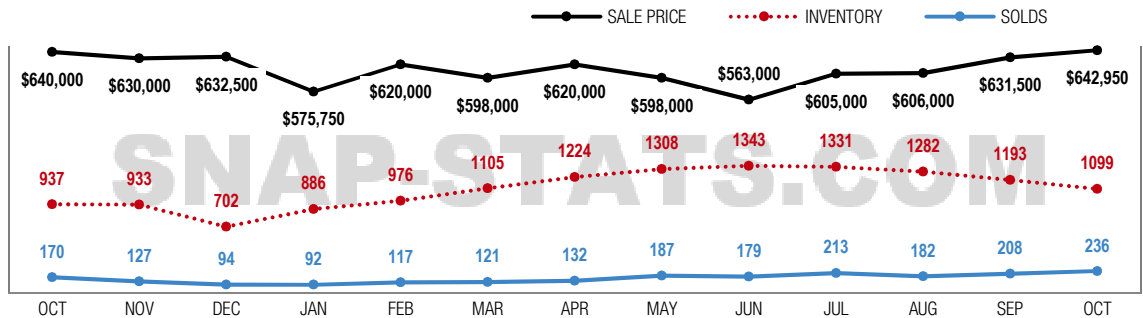
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	13	4	31%
Bridgeport	16	2	13%
Brighthouse	320	57	18%
Brighthouse South	128	34	27%
Broadmoor	18	0	NA
East Cambie	19	2	11%
East Richmond	4	2	50%
Garden City	8	2	25%
Gilmore	0	0	NA
Granville	27	4	15%
Hamilton	43	3	7%
Ironwood	28	5	18%
Lackner	5	2	40%
McLennan	0	0	NA
McLennan North	121	38	31%
McNair	1	0	NA
Quilchena	2	0	NA
Riverdale	27	7	26%
Saunders	7	5	71%
Sea Island	1	1	100%
Seafair	7	5	71%
South Arm	9	0	NA
Steveston North	17	4	24%
Steveston South	46	13	28%
Steveston Village	11	0	NA
Terra Nova	22	5	23%
West Cambie	172	39	23%
Westwind	1	2	200%*
Woodwards	26	0	NA
TOTAL*	1099	236	21%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 49% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Hamilton and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, McLennan North and up to 1 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	1	NA*
800,001 – 900,000	10	6	60%
900,001 – 1,000,000	17	2	12%
1,000,001 – 1,250,000	43	7	16%
1,250,001 – 1,500,000	36	2	6%
1,500,001 – 1,750,000	16	4	25%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	13	0	NA
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	6	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*	164	22	13%

2 Bedrooms & Less	9	2	22%
3 to 4 Bedrooms	119	15	13%
5 to 6 Bedrooms	33	5	15%
7 Bedrooms & More	3	0	NA
TOTAL*	164	22	13%

SnapStats®	September	October	Variance
Inventory	179	164	-8%
Solds	9	22	144%
Sale Price	\$975,000	\$1,065,500	9%
Sale Price SQFT	\$449	\$518	15%
Sale to List Price Ratio	92%	97%	5%
Days on Market	42	30	-29%

*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

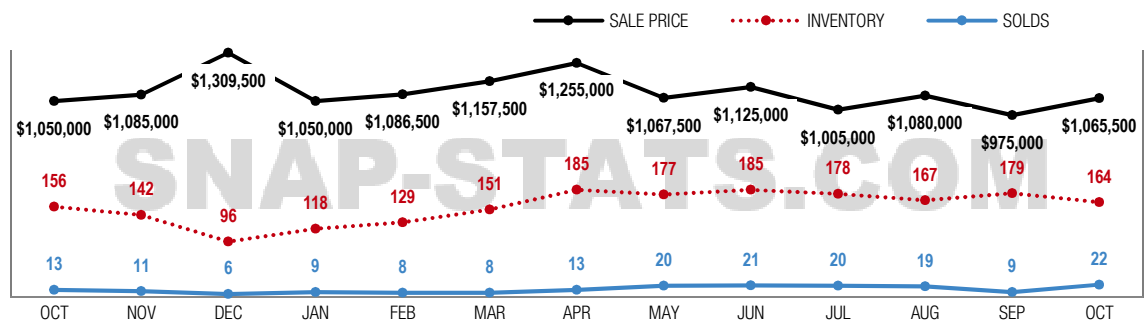
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	21	6	29%
Boundary Beach	16	3	19%
Cliff Drive	38	5	13%
English Bluff	17	1	6%
Pebble Hill	27	2	7%
Tsawwassen Central	31	3	10%
Tsawwassen East	14	2	14%
TOTAL*	164	22	13%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, English Bluff, Pebble Hill and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	9	0	NA
400,001 – 500,000	21	1	5%
500,001 – 600,000	35	3	9%
600,001 – 700,000	18	4	22%
700,001 – 800,000	11	2	18%
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	5	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	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*	106	10	9%

0 to 1 Bedroom	15	0	NA
2 Bedrooms	70	8	11%
3 Bedrooms	19	2	11%
4 Bedrooms & Greater	2	0	NA
TOTAL*	106	10	9%

SnapStats®	September	October	Variance
Inventory	98	106	8%
Solds	15	10	-33%
Sale Price	\$520,000	\$654,000	26%
Sale Price SQFT	\$515	\$509	-1%
Sale to List Price Ratio	97%	98%	1%
Days on Market	24	38	58%

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

Community CONDOS & TOWNHOMES

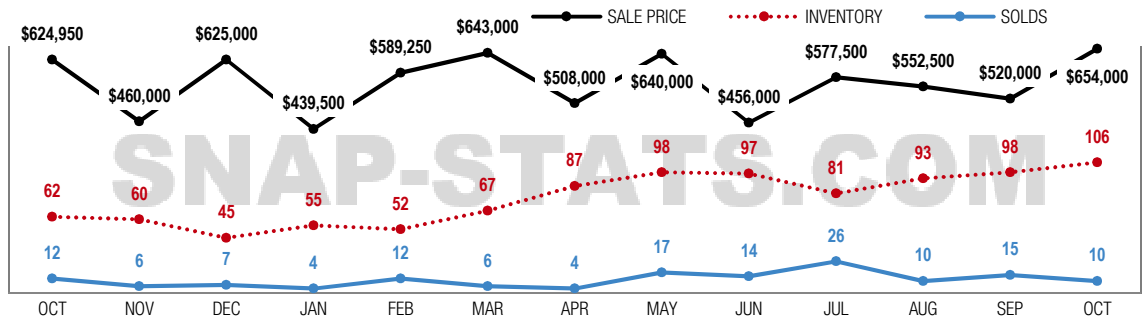
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	18	2	11%
Boundary Beach	1	0	NA
Cliff Drive	66	7	11%
English Bluff	1	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	15	1	7%
Tsawwassen East	5	0	NA
TOTAL*	106	10	9%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000 and Tsawwassen Central
- Sellers Best Bet** Selling homes in Beach Grove, Cliff Drive and 2 to 3 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	0	2	NA*
600,001 – 700,000	3	1	33%
700,001 – 800,000	1	2	200%*
800,001 – 900,000	10	3	30%
900,001 – 1,000,000	17	4	24%
1,000,001 – 1,250,000	25	3	12%
1,250,001 – 1,500,000	13	0	NA
1,500,001 – 1,750,000	6	3	50%
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	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	82	19	23%

2 Bedrooms & Less	10	5	50%
3 to 4 Bedrooms	58	7	12%
5 to 6 Bedrooms	14	7	50%
7 Bedrooms & More	0	0	NA
TOTAL*	82	19	23%

SnapStats®	September	October	Variance
Inventory	86	82	-5%
Solds	16	19	19%
Sale Price	\$956,000	\$910,000	-5%
Sale Price SQFT	\$444	\$415	-7%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	39	31	-21%

*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

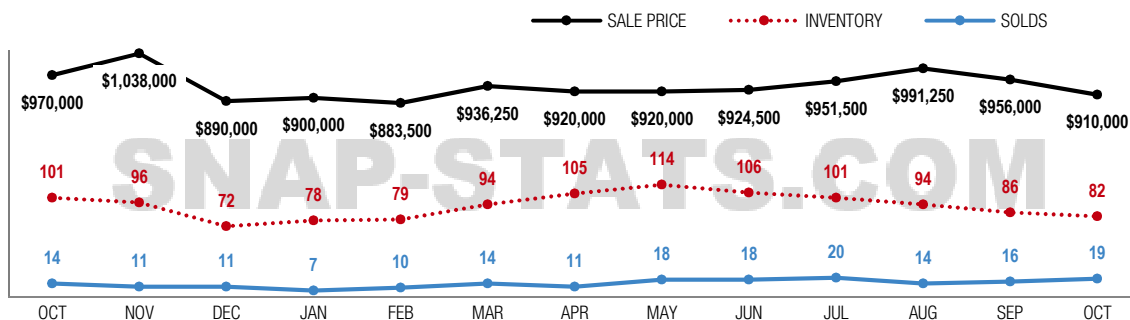
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	0	NA
East Delta	0	0	NA
Hawthorne	31	6	19%
Holly	15	3	20%
Ladner Elementary	10	5	50%
Ladner Rural	5	0	NA
Neilsen Grove	9	3	33%
Port Guichon	6	2	33%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	82	19	23%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 23% Sales Ratio average (2.3 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 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Hawthorne, Holly and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary, Neilsen Grove and up to 2 / 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	3	150%*
400,001 – 500,000	12	1	8%
500,001 – 600,000	21	6	29%
600,001 – 700,000	13	1	8%
700,001 – 800,000	6	2	33%
800,001 – 900,000	13	0	NA
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	2	1	50%
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	14	19%

0 to 1 Bedroom	9	3	33%
2 Bedrooms	34	5	15%
3 Bedrooms	22	6	27%
4 Bedrooms & Greater	9	0	NA
TOTAL*	74	14	19%

SnapStats®	September	October	Variance
Inventory	70	74	6%
Solds	12	14	17%
Sale Price	\$624,000	\$525,000	-16%
Sale Price SQFT	\$408	\$419	3%
Sale to List Price Ratio	96%	94%	-2%
Days on Market	28	51	82%

*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

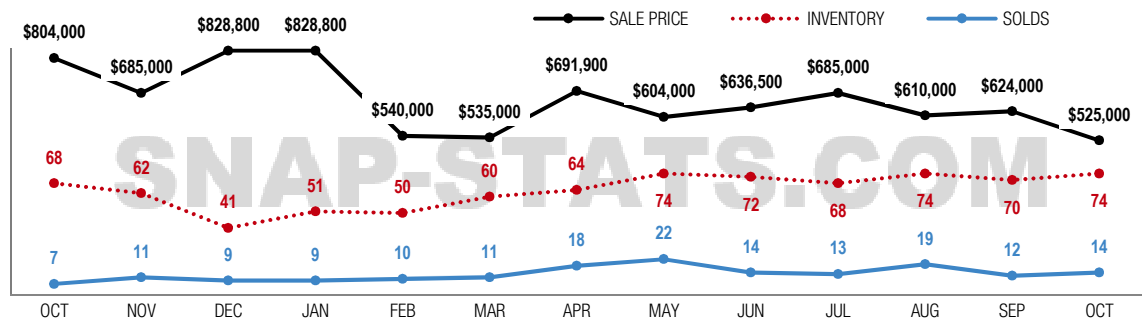
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	12	3	25%
East Delta	1	0	NA
Hawthorne	6	6	100%
Holly	2	1	50%
Ladner Elementary	17	1	6%
Ladner Rural	6	2	33%
Neilsen Grove	29	1	3%
Port Guichon	0	0	NA
Tilbury	1	0	NA
Westham Island	0	0	NA
TOTAL*	74	14	19%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000 / \$600,000 to \$700,000, Ladner Elementary and Neilsen Grove
- Sellers Best Bet** Selling homes in Delta Manor and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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