

Everything you need to know about your Real Estate Market Today!

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SnapStats Publishing

604.229.0521
snapstatsinfo@gmail.com
snap-stats.com

SnapStats Publishing Company
1838 West 1 Avenue
Vancouver, BC V6J 1G5



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info@snap-stats.com | snap-stats.com

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	0	NA
300,001 – 400,000	3	3	100%
400,001 – 500,000	7	6	86%
500,001 – 600,000	20	15	75%
600,001 – 700,000	36	26	72%
700,001 – 800,000	33	25	76%
800,001 – 900,000	31	13	42%
900,001 – 1,000,000	24	9	38%
1,000,001 – 1,250,000	42	16	38%
1,250,001 – 1,500,000	38	11	29%
1,500,001 – 1,750,000	40	3	8%
1,750,001 – 2,000,000	29	1	3%
2,000,001 – 2,250,000	16	2	13%
2,250,001 – 2,500,000	14	1	7%
2,500,001 – 2,750,000	15	2	13%
2,750,001 – 3,000,000	14	0	NA
3,000,001 – 3,500,000	13	3	23%
3,500,001 – 4,000,000	9	1	11%
4,000,001 – 4,500,000	5	2	40%
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	41	0	NA
TOTAL*	438	139	32%

0 to 1 Bedroom	144	72	50%
2 Bedrooms	217	59	27%
3 Bedrooms	66	8	12%
4 Bedrooms & Greater	11	0	NA
TOTAL*	438	139	32%

SnapStats®	November	December	Variance
Inventory	630	438	-30%
Solds	176	139	-21%
Sale Price	\$759,500	\$768,000	1%
Sale Price SQFT	\$1,029	\$1,024	0%
Sale to List Price Ratio	97%	101%	4%
Days on Market	24	22	-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

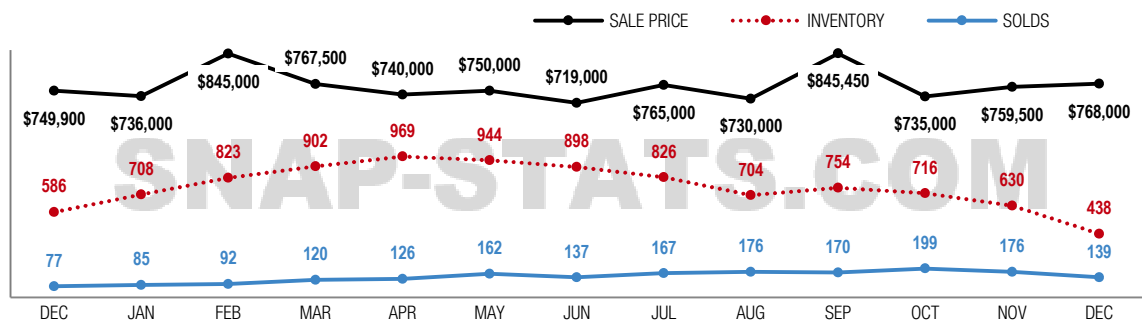
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	85	13	15%
Downtown	140	56	40%
Westend	105	30	29%
Yaletown	108	40	37%
TOTAL*	438	139	32%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$500,000 to \$800,000 with average 74% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, 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	1	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	1	0	NA
1,500,001 – 1,750,000	1	4	400%*
1,750,001 – 2,000,000	3	6	200%*
2,000,001 – 2,250,000	7	3	43%
2,250,001 – 2,500,000	23	10	43%
2,500,001 – 2,750,000	12	2	17%
2,750,001 – 3,000,000	28	5	18%
3,000,001 – 3,500,000	55	8	15%
3,500,001 – 4,000,000	66	9	14%
4,000,001 – 4,500,000	40	3	8%
4,500,001 – 5,000,000	44	1	2%
5,000,001 & Greater	191	8	4%
TOTAL*	472	60	13%

2 Bedrooms & Less	16	2	13%
3 to 4 Bedrooms	141	23	16%
5 to 6 Bedrooms	245	31	13%
7 Bedrooms & More	70	4	6%
TOTAL*	472	60	13%

SnapStats®	November	December	Variance
Inventory	617	472	-24%
Solds	65	60	-8%
Sale Price	\$2,880,000	\$2,950,000	2%
Sale Price SQFT	\$985	\$945	-4%
Sale to List Price Ratio	96%	94%	-2%
Days on Market	36	56	56%

*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

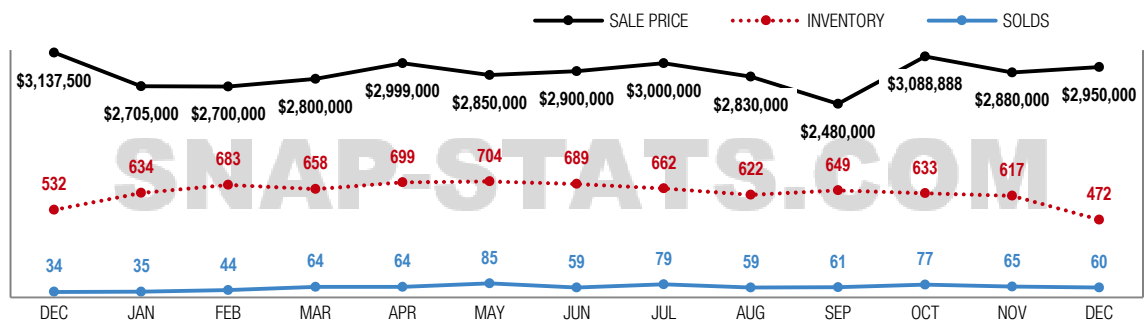
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	13	5	38%
Cambie	22	1	5%
Dunbar	57	12	21%
Fairview	0	0	NA
Falsecreek	2	0	NA
Kerrisdale	29	1	3%
Kitsilano	15	5	33%
Mackenzie Heights	14	6	43%
Marpole	27	8	30%
Mount Pleasant	2	0	NA
Oakridge	14	1	7%
Point Grey	54	8	15%
Quilchena	22	2	9%
SW Marine	16	1	6%
Shaughnessy	67	6	9%
South Cambie	8	0	NA
South Granville	58	1	2%
Southlands	31	2	6%
University	21	1	5%
TOTAL*	472	60	13%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 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 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, South Granville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Arbutus, Mackenzie Heights and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	4	1	25%
400,001 – 500,000	4	9	225%*
500,001 – 600,000	15	18	120%*
600,001 – 700,000	37	25	68%
700,001 – 800,000	50	18	36%
800,001 – 900,000	52	24	46%
900,001 – 1,000,000	43	13	30%
1,000,001 – 1,250,000	60	22	37%
1,250,001 – 1,500,000	73	5	7%
1,500,001 – 1,750,000	71	11	15%
1,750,001 – 2,000,000	52	2	4%
2,000,001 – 2,250,000	16	0	NA
2,250,001 – 2,500,000	18	1	6%
2,500,001 – 2,750,000	10	1	10%
2,750,001 – 3,000,000	13	1	8%
3,000,001 – 3,500,000	4	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	2	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	529	151	29%

0 to 1 Bedroom	101	54	53%
2 Bedrooms	266	74	28%
3 Bedrooms	142	17	12%
4 Bedrooms & Greater	20	6	30%
TOTAL*	529	151	29%

SnapStats®	November	December	Variance
Inventory	716	529	-26%
Solds	158	151	-4%
Sale Price	\$839,047	\$832,500	-1%
Sale Price SQFT	\$922	\$928	1%
Sale to List Price Ratio	95%	98%	3%
Days on Market	24	37	54%

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

Community CONDOS & TOWNHOMES

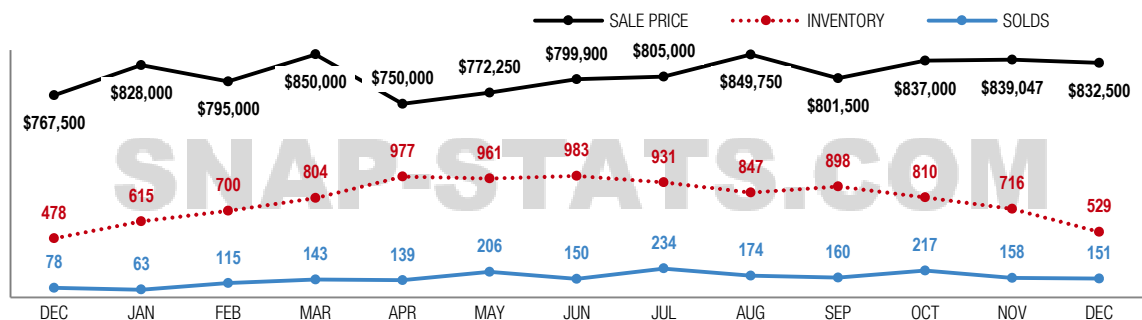
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	62	10	16%
Dunbar	3	1	33%
Fairview	48	26	54%
Falsecreek	37	18	49%
Kerrisdale	25	5	20%
Kitsilano	47	21	45%
Mackenzie Heights	1	0	NA
Marpole	55	16	29%
Mount Pleasant	11	1	9%
Oakridge	17	1	6%
Point Grey	10	4	40%
Quilchena	14	8	57%
SW Marine	16	3	19%
Shaughnessy	5	2	40%
South Cambie	29	6	21%
South Granville	37	11	30%
Southlands	2	1	50%
University	110	17	15%
TOTAL*	529	151	29%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Mount Pleasant, Oakridge and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Quilchena and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	4	2	50%
1,000,001 – 1,250,000	19	12	63%
1,250,001 – 1,500,000	51	28	55%
1,500,001 – 1,750,000	51	16	31%
1,750,001 – 2,000,000	43	3	7%
2,000,001 – 2,250,000	23	9	39%
2,250,001 – 2,500,000	57	3	5%
2,500,001 – 2,750,000	25	0	NA
2,750,001 – 3,000,000	33	0	NA
3,000,001 – 3,500,000	7	0	NA
3,500,001 – 4,000,000	8	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	329	74	22%

2 Bedrooms & Less	21	3	14%
3 to 4 Bedrooms	100	19	19%
5 to 6 Bedrooms	137	38	28%
7 Bedrooms & More	71	14	20%
TOTAL*	329	74	22%

SnapStats®	November	December	Variance
Inventory	476	329	-31%
Solds	106	74	-30%
Sale Price	\$1,467,500	\$1,465,000	0%
Sale Price SQFT	\$623	\$623	0%
Sale to List Price Ratio	98%	98%	0%
Days on Market	21	22	5%

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

Community DETACHED HOUSES

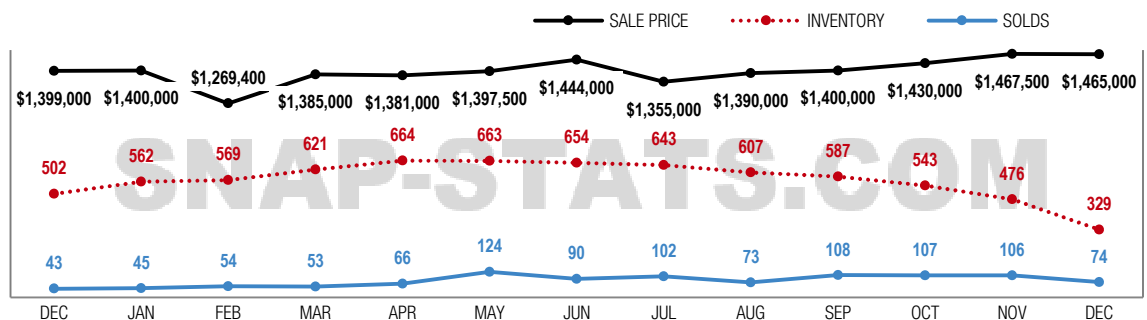
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	0	NA
Collingwood	55	4	7%
Downtown	0	0	NA
Fraser	26	7	27%
Fraserview	11	3	27%
Grandview Woodland	29	2	7%
Hastings	6	1	17%
Hastings Sunrise	14	4	29%
Killarney	28	3	11%
Knight	31	6	19%
Main	8	1	13%
Mount Pleasant	6	6	100%
Renfrew Heights	18	4	22%
Renfrew	46	6	13%
South Marine	0	1	NA*
South Vancouver	31	16	52%
Strathcona	1	1	100%
Victoria	19	9	47%
TOTAL*	329	74	22%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Collingwood, Grandview Woodland and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in South Vancouver, Victoria and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	4	0	NA
300,001 – 400,000	15	11	73%
400,001 – 500,000	23	30	130%*
500,001 – 600,000	49	22	45%
600,001 – 700,000	42	13	31%
700,001 – 800,000	48	11	23%
800,001 – 900,000	27	10	37%
900,001 – 1,000,000	15	7	47%
1,000,001 – 1,250,000	29	7	24%
1,250,001 – 1,500,000	12	3	25%
1,500,001 – 1,750,000	1	1	100%
1,750,001 – 2,000,000	3	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*	271	115	42%

0 to 1 Bedroom	84	63	75%
2 Bedrooms	144	35	24%
3 Bedrooms	39	16	41%
4 Bedrooms & Greater	4	1	25%
TOTAL*	271	115	42%

SnapStats®	November	December	Variance
Inventory	390	271	-31%
Solds	183	115	-37%
Sale Price	\$630,000	\$580,000	-8%
Sale Price SQFT	\$792	\$849	7%
Sale to List Price Ratio	97%	99%	2%
Days on Market	18	18	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

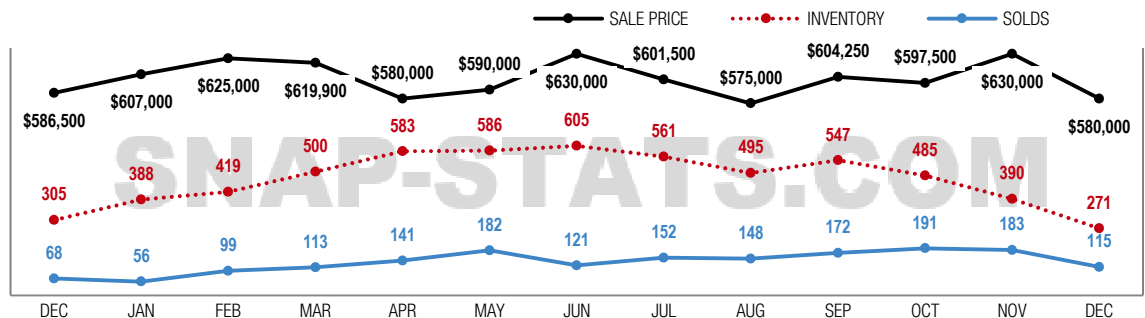
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	7	3	43%
Collingwood	61	20	33%
Downtown	23	15	65%
Fraser	9	2	22%
Fraserview	0	0	NA
Grandview Woodland	10	9	90%
Hastings	12	8	67%
Hastings Sunrise	1	1	100%
Killarney	10	3	30%
Knight	4	2	50%
Main	11	5	45%
Mount Pleasant	31	25	81%
Renfrew Heights	12	1	8%
Renfrew	10	3	30%
South Marine	36	9	25%
South Vancouver	1	0	NA
Strathcona	14	6	43%
Victoria	19	3	16%
TOTAL*	271	115	42%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 42% Sales Ratio average (4.2 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 \$700,000 to \$800,000, Renfrew Heights, Victoria and 2 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, Grandview Woodland, Hastings, Mount Pleasant and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	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	2	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	3	9	300%*
1,250,001 – 1,500,000	14	11	79%
1,500,001 – 1,750,000	23	9	39%
1,750,001 – 2,000,000	21	7	33%
2,000,001 – 2,250,000	7	7	100%
2,250,001 – 2,500,000	19	5	26%
2,500,001 – 2,750,000	9	2	22%
2,750,001 – 3,000,000	19	0	NA
3,000,001 – 3,500,000	16	1	6%
3,500,001 – 4,000,000	17	2	12%
4,000,001 – 4,500,000	6	1	17%
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	168	55	33%

2 Bedrooms & Less	6	2	33%
3 to 4 Bedrooms	64	29	45%
5 to 6 Bedrooms	69	22	32%
7 Bedrooms & More	29	2	7%
TOTAL*	168	55	33%

SnapStats®	November	December	Variance
Inventory	252	168	-33%
Solds	77	55	-29%
Sale Price	\$1,585,000	\$1,620,000	2%
Sale Price SQFT	\$607	\$566	-7%
Sale to List Price Ratio	96%	96%	0%
Days on Market	27	45	67%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	7	4	57%
Boulevard	6	5	83%
Braemar	1	0	NA
Calverhall	2	2	100%
Canyon Heights	20	4	20%
Capilano	3	0	NA
Central Lonsdale	11	3	27%
Deep Cove	1	1	100%
Delbrook	6	0	NA
Dollarton	8	1	13%
Edgemont	12	8	67%
Forest Hills	10	0	NA
Grouse Woods	0	0	NA
Harbourside	0	0	NA
Indian Arm	2	0	NA
Indian River	2	2	100%
Lower Lonsdale	2	0	NA
Lynn Valley	11	8	73%
Lynnmoor	9	0	NA
Mosquito Creek	1	0	NA
Norgate	0	1	NA*
Northlands	0	0	NA
Pemberton Heights	5	1	20%
Pemberton	4	0	NA
Princess Park	1	1	100%
Queensbury	3	0	NA
Roche Point	0	0	NA
Seymour	3	3	100%
Tempe	0	1	NA*
Upper Delbrook	12	3	25%
Upper Lonsdale	19	6	32%
Westlynn	3	1	33%
Westlynn Terrace	1	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	168	55	33%

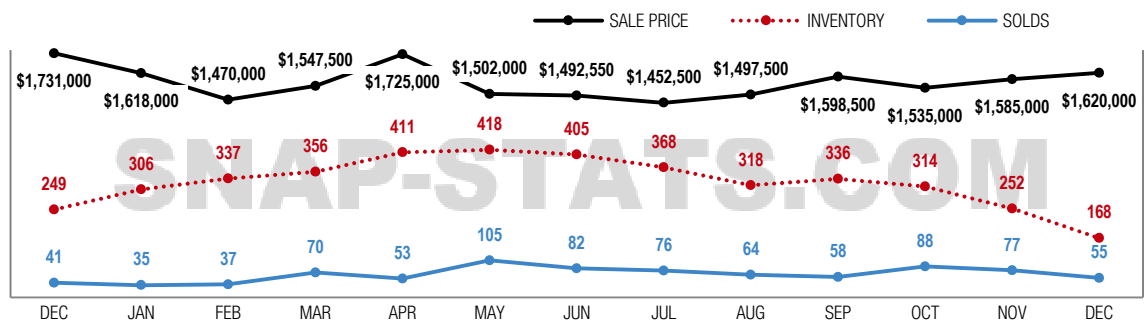
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 33% Sales Ratio average (3.3 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 \$3 mil to \$3.5 mil, Dollarton and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Edgemont, Lynn Valley and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	5	5	100%
400,001 – 500,000	19	6	32%
500,001 – 600,000	24	13	54%
600,001 – 700,000	23	19	83%
700,001 – 800,000	18	16	89%
800,001 – 900,000	28	12	43%
900,001 – 1,000,000	22	8	36%
1,000,001 – 1,250,000	42	11	26%
1,250,001 – 1,500,000	18	1	6%
1,500,001 – 1,750,000	5	2	40%
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	1	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	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*	209	95	45%

0 to 1 Bedroom	53	25	47%
2 Bedrooms	103	52	50%
3 Bedrooms	47	15	32%
4 Bedrooms & Greater	6	3	50%
TOTAL*	209	95	45%

SnapStats®	November	December	Variance
Inventory	336	209	-38%
Solds	134	95	-29%
Sale Price	\$691,500	\$733,000	6%
Sale Price SQFT	\$720	\$814	13%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	29	29	0%

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	1	0	NA
Central Lonsdale	28	17	61%
Deep Cove	1	0	NA
Delbrook	1	0	NA
Dollarton	0	0	NA
Edgemont	7	1	14%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	2	2	100%
Indian Arm	0	0	NA
Indian River	1	2	200%*
Lower Lonsdale	59	33	56%
Lynn Valley	15	3	20%
Lynnmoor	23	12	52%
Mosquito Creek	11	3	27%
Norgate	2	2	100%
Northlands	7	1	14%
Pemberton Heights	1	2	200%*
Pemberton	23	11	48%
Princess Park	0	0	NA
Queensbury	3	0	NA
Roche Point	17	5	29%
Seymour	1	1	100%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	4	0	NA
Westlynn	0	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	209	95	45%

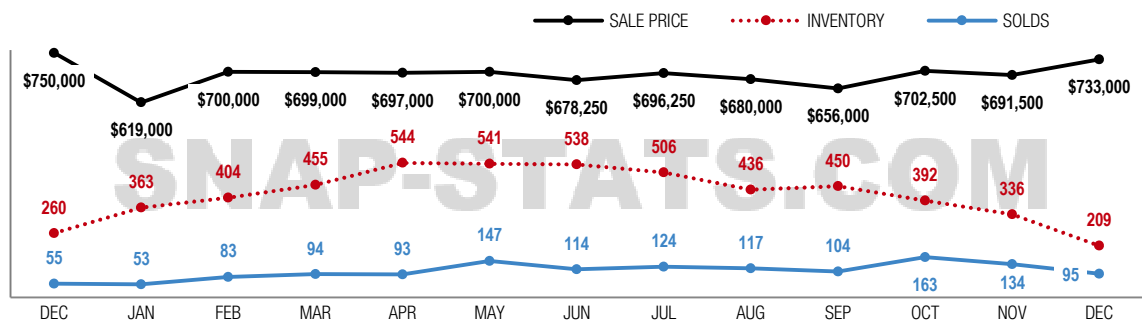
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 89% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynn Valley and 3 bedroom properties
- Sellers Best Bet** Selling homes in Central / Lower Lonsdale, Lynnmoor, Pemberton and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	1	NA*
1,250,001 – 1,500,000	11	0	NA
1,500,001 – 1,750,000	8	2	25%
1,750,001 – 2,000,000	12	2	17%
2,000,001 – 2,250,000	10	5	50%
2,250,001 – 2,500,000	19	5	26%
2,500,001 – 2,750,000	9	1	11%
2,750,001 – 3,000,000	24	2	8%
3,000,001 – 3,500,000	29	1	3%
3,500,001 – 4,000,000	39	4	10%
4,000,001 – 4,500,000	14	1	7%
4,500,001 – 5,000,000	24	0	NA
5,000,001 & Greater	106	4	4%
TOTAL*	305	28	9%

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	144	15	10%
5 to 6 Bedrooms	134	9	7%
7 Bedrooms & More	19	2	11%
TOTAL*	305	28	9%

SnapStats®	November	December	Variance
Inventory	420	305	-27%
Solds	50	28	-44%
Sale Price	\$2,375,000	\$2,400,000	1%
Sale Price SQFT	\$660	\$678	3%
Sale to List Price Ratio	93%	86%	-8%
Days on Market	53	71	34%

*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

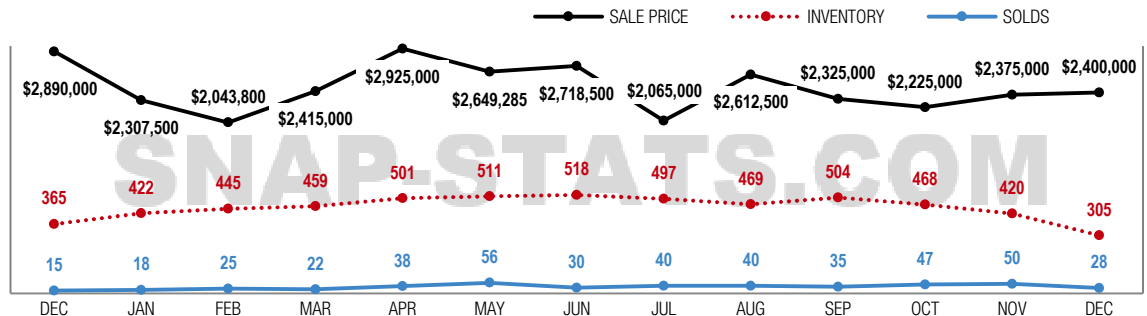
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	15	0	NA
Ambleside	25	1	4%
Bayridge	6	1	17%
British Properties	51	5	10%
Canterbury	5	2	40%
Caulfield	22	0	NA
Cedardale	2	1	50%
Chartwell	19	1	5%
Chelsea Park	6	0	NA
Cypress	5	1	20%
Cypress Park Estates	15	0	NA
Deer Ridge	1	0	NA
Dundarave	8	2	25%
Eagle Harbour	10	0	NA
Eagleridge	3	0	NA
Furry Creek	2	0	NA
Gleneagles	8	1	13%
Glenmore	10	2	20%
Horseshoe Bay	5	0	NA
Howe Sound	6	0	NA
Lions Bay	13	2	15%
Old Caulfield	4	1	25%
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	10	1	10%
Rockridge	4	0	NA
Sandy Cove	0	1	NA*
Sentinel Hill	12	2	17%
Upper Caulfield	3	0	NA
West Bay	10	1	10%
Westhill	3	1	33%
Westmount	10	1	10%
Whitby Estates	8	0	NA
Whytecliff	3	1	33%
TOTAL*	305	28	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 14% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Ambleside, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave, Glenmore 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	1	1	100%
500,001 – 600,000	4	1	25%
600,001 – 700,000	5	2	40%
700,001 – 800,000	4	0	NA
800,001 – 900,000	6	2	33%
900,001 – 1,000,000	1	2	200%*
1,000,001 – 1,250,000	7	3	43%
1,250,001 – 1,500,000	11	2	18%
1,500,001 – 1,750,000	12	0	NA
1,750,001 – 2,000,000	10	0	NA
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	7	1	14%
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	2	1	50%
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	94	16	17%

0 to 1 Bedroom	12	5	42%
2 Bedrooms	59	8	14%
3 Bedrooms	22	3	14%
4 Bedrooms & Greater	1	0	NA
TOTAL*	94	16	17%

SnapStats®	November	December	Variance
Inventory	129	94	-27%
Solds	14	16	14%
Sale Price	\$1,280,000	\$1,080,000	-16%
Sale Price SQFT	\$983	\$950	-3%
Sale to List Price Ratio	95%	98%	3%
Days on Market	59	69	17%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	26	3	12%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	1	33%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	1	33%
Deer Ridge	1	0	NA
Dundarave	20	2	10%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	0	1	NA*
Horseshoe Bay	6	2	33%
Howe Sound	1	2	200%*
Lions Bay	0	0	NA
Old Caulfield	1	0	NA
Panorama Village	10	0	NA
Park Royal	16	2	13%
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	1	2	200%*
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	3	0	NA
Whytecliff	0	0	NA
TOTAL*	94	16	17%

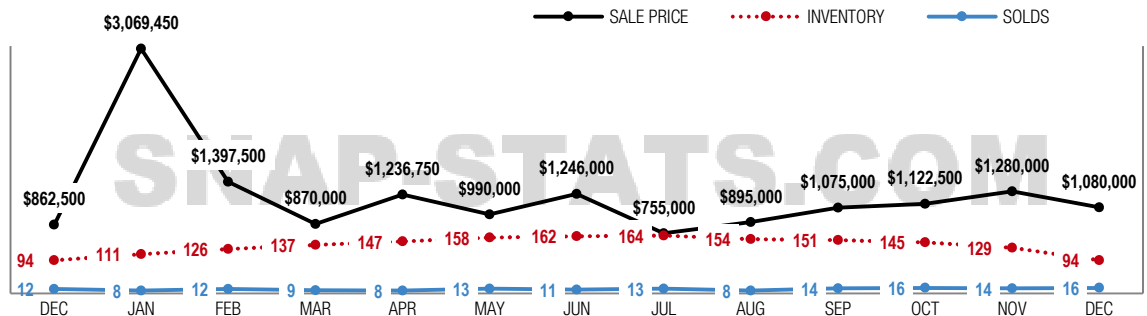
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes in Dundarave and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Park Royal 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	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	0	0	NA
800,001 – 900,000	1	2	200%*
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	18	12	67%
1,250,001 – 1,500,000	64	35	55%
1,500,001 – 1,750,000	56	15	27%
1,750,001 – 2,000,000	66	2	3%
2,000,001 – 2,250,000	39	7	18%
2,250,001 – 2,500,000	56	6	11%
2,500,001 – 2,750,000	38	1	3%
2,750,001 – 3,000,000	55	3	5%
3,000,001 – 3,500,000	30	2	7%
3,500,001 – 4,000,000	20	1	5%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	4	1	25%
5,000,001 & Greater	8	0	NA
TOTAL*	470	87	19%

2 Bedrooms & Less	18	2	11%
3 to 4 Bedrooms	186	38	20%
5 to 6 Bedrooms	239	44	18%
7 Bedrooms & More	27	3	11%
TOTAL*	470	87	19%

SnapStats®	November	December	Variance
Inventory	668	470	-30%
Solds	67	87	30%
Sale Price	\$1,642,000	\$1,461,000	-11%
Sale Price SQFT	\$603	\$572	-5%
Sale to List Price Ratio	97%	94%	-3%
Days on Market	44	68	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

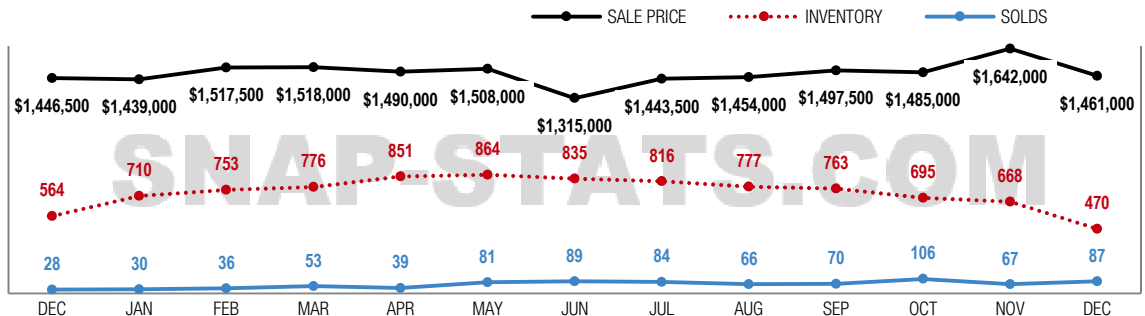
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	12	2	17%
Bridgeport	13	2	15%
Brighthouse	6	0	NA
Brighthouse South	0	0	NA
Broadmoor	43	4	9%
East Cambie	5	3	60%
East Richmond	3	0	NA
Garden City	15	5	33%
Gilmore	2	0	NA
Granville	45	3	7%
Hamilton	11	1	9%
Ironwood	15	3	20%
Lackner	20	8	40%
McLennan	5	0	NA
McLennan North	15	0	NA
McNair	14	4	29%
Quilchena	21	6	29%
Riverdale	29	5	17%
Saunders	27	3	11%
Sea Island	1	2	200%*
Seafair	39	5	13%
South Arm	12	1	8%
Steveston North	26	3	12%
Steveston South	15	4	27%
Steveston Village	10	6	60%
Terra Nova	11	1	9%
West Cambie	17	7	41%
Westwind	8	1	13%
Woodwards	30	8	27%
TOTAL*	470	87	19%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: 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** \$1 mil to \$1.25 mil with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 to \$2 mil / \$2.5 to \$2.75 mil, Granville and up to 2 / minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Lackner, Steveston Village and 3 to 4 bedrooms

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13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	20	6	30%
300,001 – 400,000	28	19	68%
400,001 – 500,000	63	35	56%
500,001 – 600,000	107	42	39%
600,001 – 700,000	103	39	38%
700,001 – 800,000	94	19	20%
800,001 – 900,000	94	12	13%
900,001 – 1,000,000	96	8	8%
1,000,001 – 1,250,000	80	10	13%
1,250,001 – 1,500,000	31	3	10%
1,500,001 – 1,750,000	6	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	0	1	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	4	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*	731	194	27%

0 to 1 Bedroom	112	47	42%
2 Bedrooms	301	83	28%
3 Bedrooms	228	54	24%
4 Bedrooms & Greater	90	10	11%
TOTAL*	731	194	27%

SnapStats®	November	December	Variance
Inventory	992	731	-26%
Solds	204	194	-5%
Sale Price	\$633,650	\$585,750	-8%
Sale Price SQFT	\$629	\$604	-4%
Sale to List Price Ratio	96%	98%	2%
Days on Market	36	45	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.

Community CONDOS & TOWNHOMES

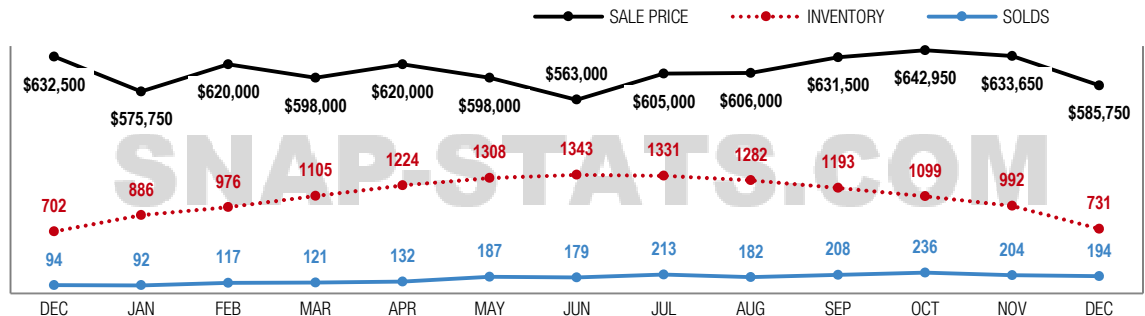
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	6	3	50%
Bridgeport	20	3	15%
Brighthouse	195	63	32%
Brighthouse South	81	16	20%
Broadmoor	14	2	14%
East Cambie	7	6	86%
East Richmond	2	0	NA
Garden City	5	3	60%
Gilmore	0	0	NA
Granville	21	5	24%
Hamilton	40	2	5%
Ironwood	20	6	30%
Lackner	3	0	NA
McLennan	0	0	NA
McLennan North	92	18	20%
McNair	3	2	67%
Quilchena	2	0	NA
Riverdale	6	10	167%*
Saunders	5	1	20%
Sea Island	0	0	NA
Seafair	3	0	NA
South Arm	8	4	50%
Steveston North	5	9	180%*
Steveston South	35	5	14%
Steveston Village	10	2	20%
Terra Nova	10	6	60%
West Cambie	116	27	23%
Westwind	2	0	NA
Woodwards	20	1	5%
TOTAL*	731	194	27%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 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 68% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Hamilton, Woodwards and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Riverdale, 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	5	2	40%
900,001 – 1,000,000	9	4	44%
1,000,001 – 1,250,000	19	4	21%
1,250,001 – 1,500,000	19	1	5%
1,500,001 – 1,750,000	11	0	NA
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	7	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	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	1	0	NA
TOTAL*	94	11	12%

2 Bedrooms & Less	6	0	NA
3 to 4 Bedrooms	64	10	16%
5 to 6 Bedrooms	22	1	5%
7 Bedrooms & More	2	0	NA
TOTAL*	94	11	12%

SnapStats®	November	December	Variance
Inventory	138	94	-32%
Solds	22	11	-50%
Sale Price	\$1,005,475	\$985,000	-2%
Sale Price SQFT	\$438	\$467	7%
Sale to List Price Ratio	92%	94%	2%
Days on Market	30	61	103%

*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

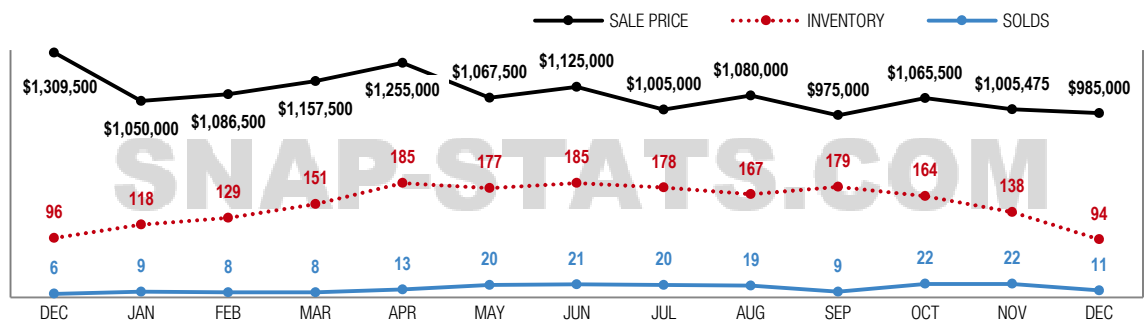
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	9	0	NA
Boundary Beach	11	2	18%
Cliff Drive	17	1	6%
English Bluff	11	1	9%
Pebble Hill	18	3	17%
Tsawwassen Central	17	3	18%
Tsawwassen East	11	1	9%
TOTAL*	94	11	12%

Market Summary

- Market Type Indicator **TSAWWASSEN 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** \$900,000 to \$1 mil with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Cliff Drive and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Boundary Beach, Pebble Hill, Tsawwassen Central and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	2	200%*
300,001 – 400,000	4	2	50%
400,001 – 500,000	11	2	18%
500,001 – 600,000	25	4	16%
600,001 – 700,000	12	1	8%
700,001 – 800,000	2	3	150%*
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	4	1	25%
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	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*	64	15	23%

0 to 1 Bedroom	9	6	67%
2 Bedrooms	37	9	24%
3 Bedrooms	16	0	NA
4 Bedrooms & Greater	2	0	NA
TOTAL*	64	15	23%

SnapStats®	November	December	Variance
Inventory	90	64	-29%
Solds	13	15	15%
Sale Price	\$560,000	\$509,500	-9%
Sale Price SQFT	\$428	\$419	-2%
Sale to List Price Ratio	97%	93%	-4%
Days on Market	53	44	-17%

*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

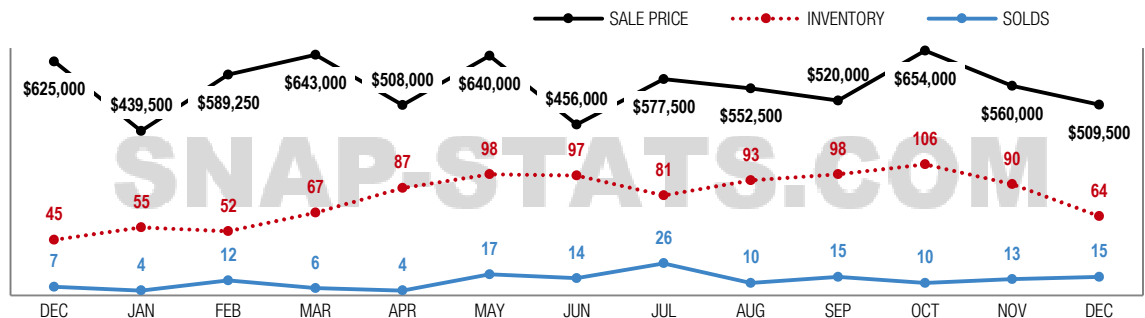
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	3	50%
Boundary Beach	3	0	NA
Cliff Drive	48	8	17%
English Bluff	0	1	NA*
Pebble Hill	0	0	NA
Tsawwassen Central	6	3	50%
Tsawwassen East	1	0	NA
TOTAL*	64	15	23%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 and 2 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	6	2	33%
900,001 – 1,000,000	13	1	8%
1,000,001 – 1,250,000	16	3	19%
1,250,001 – 1,500,000	8	1	13%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	3	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	56	8	14%

2 Bedrooms & Less	11	1	9%
3 to 4 Bedrooms	37	3	8%
5 to 6 Bedrooms	8	4	50%
7 Bedrooms & More	0	0	NA
TOTAL*	56	8	14%

SnapStats®	November	December	Variance
Inventory	63	56	-11%
Solds	14	8	-43%
Sale Price	\$935,000	\$975,000	4%
Sale Price SQFT	\$445	\$403	-9%
Sale to List Price Ratio	97%	97%	0%
Days on Market	38	90	137%

*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

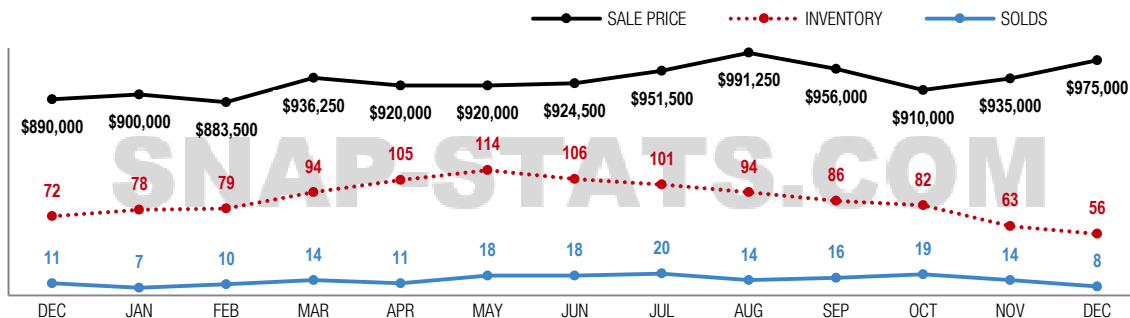
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	0	NA
East Delta	0	0	NA
Hawthorne	16	2	13%
Holly	8	4	50%
Ladner Elementary	9	1	11%
Ladner Rural	3	0	NA
Neilsen Grove	10	0	NA
Port Guichon	6	1	17%
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	56	8	14%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 19% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Ladner Elementary and up to 4 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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SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	7	2	29%
500,001 – 600,000	18	0	NA
600,001 – 700,000	6	4	67%
700,001 – 800,000	7	1	14%
800,001 – 900,000	8	3	38%
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	4	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	54	12	22%

0 to 1 Bedroom	8	1	13%
2 Bedrooms	24	7	29%
3 Bedrooms	15	0	NA
4 Bedrooms & Greater	7	4	57%
TOTAL*	54	12	22%

SnapStats®	November	December	Variance
Inventory	76	54	-29%
Solds	28	12	-57%
Sale Price	\$694,000	\$686,500	-1%
Sale Price SQFT	\$482	\$572	19%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	4	27	575%

*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

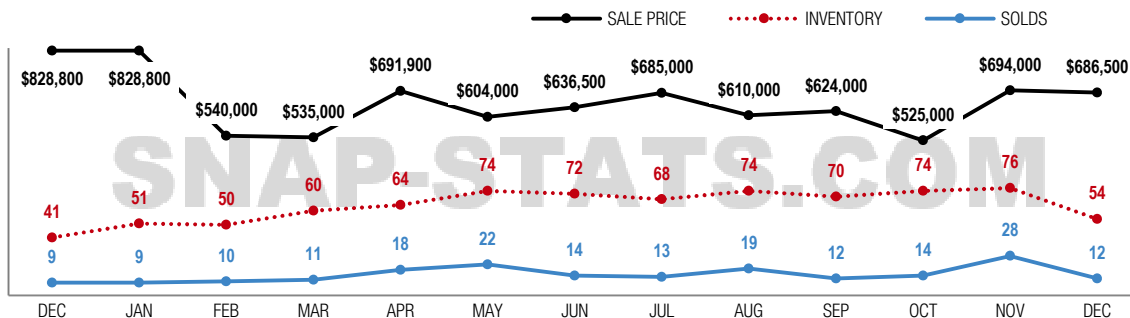
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	8	2	25%
East Delta	1	1	100%
Hawthorne	2	1	50%
Holly	2	0	NA
Ladner Elementary	16	2	13%
Ladner Rural	2	0	NA
Neilsen Grove	22	6	27%
Port Guichon	0	0	NA
Tilbury	1	0	NA
Westham Island	0	0	NA
TOTAL*	54	12	22%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 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 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Ladner Elementary and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor, Neilsen Grove and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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