

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         | 0     | NA          |
| 300,001 – 400,000     | 9         | 5     | 56%         |
| 400,001 – 500,000     | 12        | 8     | 67%         |
| 500,001 – 600,000     | 44        | 17    | 39%         |
| 600,001 – 700,000     | 57        | 41    | 72%         |
| 700,001 – 800,000     | 69        | 26    | 38%         |
| 800,001 – 900,000     | 49        | 12    | 24%         |
| 900,001 – 1,000,000   | 40        | 14    | 35%         |
| 1,000,001 – 1,250,000 | 67        | 12    | 18%         |
| 1,250,001 – 1,500,000 | 61        | 12    | 20%         |
| 1,500,001 – 1,750,000 | 41        | 6     | 15%         |
| 1,750,001 – 2,000,000 | 37        | 6     | 16%         |
| 2,000,001 – 2,250,000 | 17        | 3     | 18%         |
| 2,250,001 – 2,500,000 | 15        | 1     | 7%          |
| 2,500,001 – 2,750,000 | 14        | 1     | 7%          |
| 2,750,001 – 3,000,000 | 20        | 0     | NA          |
| 3,000,001 – 3,500,000 | 10        | 1     | 10%         |
| 3,500,001 – 4,000,000 | 10        | 2     | 20%         |
| 4,000,001 – 4,500,000 | 10        | 2     | 20%         |
| 4,500,001 – 5,000,000 | 6         | 0     | NA          |
| 5,000,001 & Greater   | 41        | 2     | 5%          |
| TOTAL*                | 630       | 171   | 27%         |

|                      |     |     |     |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom       | 250 | 99  | 40% |
| 2 Bedrooms           | 295 | 62  | 21% |
| 3 Bedrooms           | 72  | 10  | 14% |
| 4 Bedrooms & Greater | 13  | 0   | NA  |
| TOTAL*               | 630 | 171 | 27% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 571       | 630       | 10%      |
| Solds                    | 145       | 171       | 18%      |
| Sale Price               | \$749,000 | \$755,000 | 1%       |
| Sale Price SQFT          | \$1,059   | \$1,063   | 0%       |
| Sale to List Price Ratio | 100%      | 101%      | 1%       |
| Days on Market           | 9         | 7         | -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

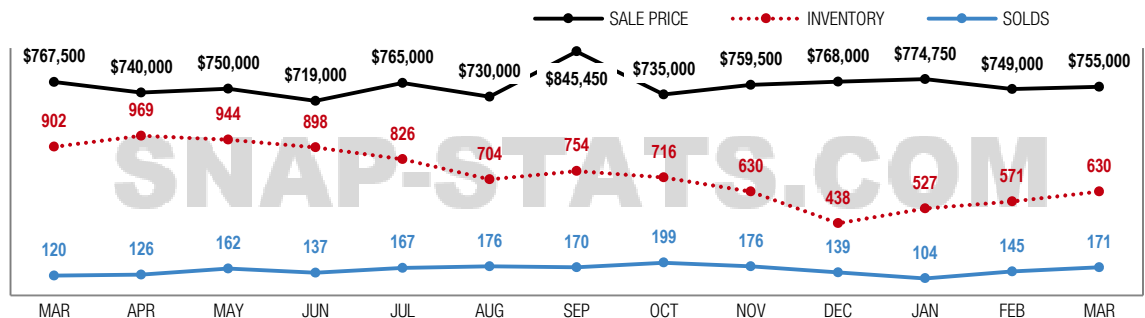
| SnapStats®   | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 102       | 23    | 23%         |
| Downtown     | 221       | 72    | 33%         |
| Westend      | 133       | 37    | 28%         |
| Yaletown     | 174       | 39    | 22%         |
| TOTAL*       | 630       | 171   | 27%         |

## Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 72% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$5 mil, Yaletown 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     | 2         | 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 | 2         | 0     | NA          |
| 1,500,001 – 1,750,000 | 4         | 1     | 25%         |
| 1,750,001 – 2,000,000 | 5         | 5     | 100%        |
| 2,000,001 – 2,250,000 | 9         | 11    | 122%*       |
| 2,250,001 – 2,500,000 | 25        | 13    | 52%         |
| 2,500,001 – 2,750,000 | 14        | 10    | 71%         |
| 2,750,001 – 3,000,000 | 29        | 11    | 38%         |
| 3,000,001 – 3,500,000 | 55        | 21    | 38%         |
| 3,500,001 – 4,000,000 | 56        | 11    | 20%         |
| 4,000,001 – 4,500,000 | 34        | 7     | 21%         |
| 4,500,001 – 5,000,000 | 42        | 3     | 7%          |
| 5,000,001 & Greater   | 173       | 13    | 8%          |
| TOTAL*                | 450       | 107   | 24%         |

|                   |     |     |     |
|-------------------|-----|-----|-----|
| 2 Bedrooms & Less | 19  | 1   | 5%  |
| 3 to 4 Bedrooms   | 154 | 45  | 29% |
| 5 to 6 Bedrooms   | 219 | 52  | 24% |
| 7 Bedrooms & More | 58  | 9   | 16% |
| TOTAL*            | 450 | 107 | 24% |

| SnapStats®               | February    | March       | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 504         | 450         | -11%     |
| Solds                    | 61          | 107         | 75%      |
| Sale Price               | \$3,000,000 | \$3,050,000 | 2%       |
| Sale Price SQFT          | \$997       | \$1,003     | 1%       |
| Sale to List Price Ratio | 94%         | 96%         | 2%       |
| Days on Market           | 17          | 20          | 18%      |

\*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

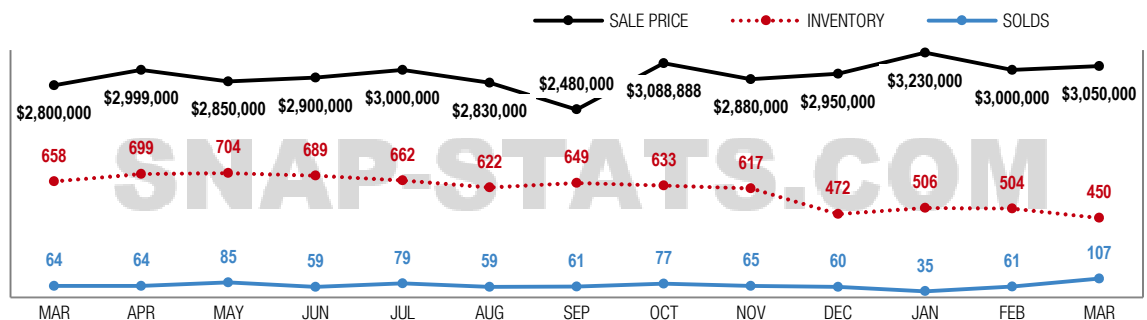
| SnapStats®        | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus           | 14        | 4     | 29%         |
| Cambie            | 32        | 7     | 22%         |
| Dunbar            | 50        | 25    | 50%         |
| Fairview          | 0         | 0     | NA          |
| Falsecreek        | 2         | 0     | NA          |
| Kerrisdale        | 33        | 5     | 15%         |
| Kitsilano         | 16        | 8     | 50%         |
| Mackenzie Heights | 13        | 9     | 69%         |
| Marpole           | 22        | 5     | 23%         |
| Mount Pleasant    | 6         | 0     | NA          |
| Oakridge          | 16        | 4     | 25%         |
| Point Grey        | 59        | 7     | 12%         |
| Quilchena         | 18        | 3     | 17%         |
| SW Marine         | 16        | 1     | 6%          |
| Shaughnessy       | 51        | 10    | 20%         |
| South Cambie      | 7         | 2     | 29%         |
| South Granville   | 39        | 9     | 23%         |
| Southlands        | 34        | 5     | 15%         |
| University        | 22        | 3     | 14%         |
| TOTAL*            | 450       | 107   | 24%         |

## Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$4.5 mil, SW Marine and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Dunbar, Kitsilano, Mackenzie Heights and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats®            | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000         | 0         | 0     | NA          |
| 300,001 – 400,000     | 1         | 0     | NA          |
| 400,001 – 500,000     | 16        | 9     | 56%         |
| 500,001 – 600,000     | 25        | 14    | 56%         |
| 600,001 – 700,000     | 47        | 21    | 45%         |
| 700,001 – 800,000     | 48        | 24    | 50%         |
| 800,001 – 900,000     | 54        | 25    | 46%         |
| 900,001 – 1,000,000   | 63        | 21    | 33%         |
| 1,000,001 – 1,250,000 | 90        | 39    | 43%         |
| 1,250,001 – 1,500,000 | 84        | 19    | 23%         |
| 1,500,001 – 1,750,000 | 63        | 9     | 14%         |
| 1,750,001 – 2,000,000 | 61        | 3     | 5%          |
| 2,000,001 – 2,250,000 | 19        | 0     | NA          |
| 2,250,001 – 2,500,000 | 24        | 1     | 4%          |
| 2,500,001 – 2,750,000 | 11        | 0     | NA          |
| 2,750,001 – 3,000,000 | 11        | 1     | 9%          |
| 3,000,001 – 3,500,000 | 5         | 1     | 20%         |
| 3,500,001 – 4,000,000 | 5         | 0     | NA          |
| 4,000,001 – 4,500,000 | 1         | 0     | NA          |
| 4,500,001 – 5,000,000 | 2         | 0     | NA          |
| 5,000,001 & Greater   | 4         | 0     | NA          |
| TOTAL*                | 634       | 187   | 29%         |

|                      |     |     |     |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom       | 144 | 49  | 34% |
| 2 Bedrooms           | 312 | 112 | 36% |
| 3 Bedrooms           | 160 | 25  | 16% |
| 4 Bedrooms & Greater | 18  | 1   | 6%  |
| TOTAL*               | 634 | 187 | 29% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 635       | 634       | 0%       |
| Solds                    | 150       | 187       | 25%      |
| Sale Price               | \$825,000 | \$902,500 | 9%       |
| Sale Price SQFT          | \$968     | \$948     | -2%      |
| Sale to List Price Ratio | 103%      | 100%      | -3%      |
| Days on Market           | 8         | 11        | 38%      |

\*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

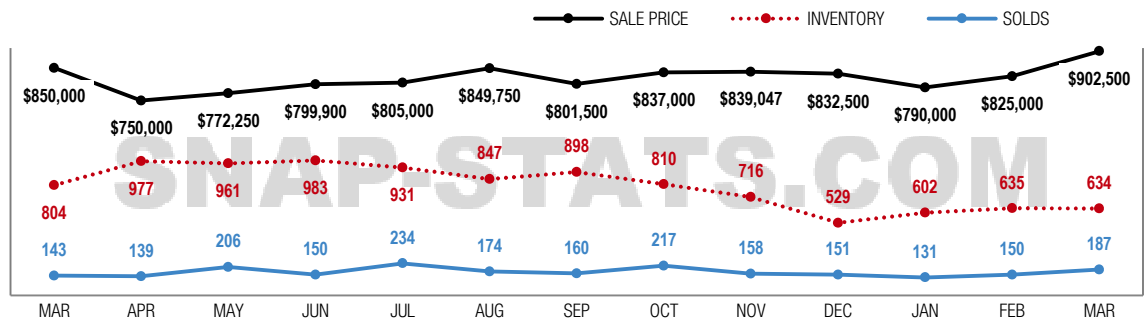
| SnapStats®        | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus           | 0         | 0     | NA          |
| Cambie            | 70        | 12    | 17%         |
| Dunbar            | 3         | 0     | NA          |
| Fairview          | 79        | 34    | 43%         |
| Falsecreek        | 66        | 24    | 36%         |
| Kerrisdale        | 27        | 10    | 37%         |
| Kitsilano         | 57        | 36    | 63%         |
| Mackenzie Heights | 1         | 0     | NA          |
| Marpole           | 59        | 15    | 25%         |
| Mount Pleasant    | 12        | 5     | 42%         |
| Oakridge          | 21        | 4     | 19%         |
| Point Grey        | 17        | 2     | 12%         |
| Quilchena         | 12        | 1     | 8%          |
| SW Marine         | 15        | 3     | 20%         |
| Shaughnessy       | 7         | 2     | 29%         |
| South Cambie      | 33        | 4     | 12%         |
| South Granville   | 40        | 2     | 5%          |
| Southlands        | 0         | 0     | NA          |
| University        | 115       | 33    | 29%         |
| TOTAL*            | 634       | 187   | 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 100% of list price
- Most Active Price Band\*\* \$400,000 to \$600,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil, Quilchena, South Granville and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fairview, Kitsilano, Mount Pleasant 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     | 1         | 0     | NA          |
| 900,001 – 1,000,000   | 4         | 3     | 75%         |
| 1,000,001 – 1,250,000 | 25        | 21    | 84%         |
| 1,250,001 – 1,500,000 | 68        | 31    | 46%         |
| 1,500,001 – 1,750,000 | 63        | 28    | 44%         |
| 1,750,001 – 2,000,000 | 48        | 13    | 27%         |
| 2,000,001 – 2,250,000 | 22        | 6     | 27%         |
| 2,250,001 – 2,500,000 | 62        | 5     | 8%          |
| 2,500,001 – 2,750,000 | 26        | 1     | 4%          |
| 2,750,001 – 3,000,000 | 30        | 1     | 3%          |
| 3,000,001 – 3,500,000 | 9         | 0     | NA          |
| 3,500,001 – 4,000,000 | 3         | 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*                | 365       | 109   | 30%         |

|                   |     |     |     |
|-------------------|-----|-----|-----|
| 2 Bedrooms & Less | 25  | 3   | 12% |
| 3 to 4 Bedrooms   | 122 | 48  | 39% |
| 5 to 6 Bedrooms   | 152 | 46  | 30% |
| 7 Bedrooms & More | 66  | 12  | 18% |
| TOTAL*            | 365 | 109 | 30% |

| SnapStats®               | February    | March       | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 357         | 365         | 2%       |
| Solds                    | 86          | 109         | 27%      |
| Sale Price               | \$1,422,500 | \$1,497,000 | 5%       |
| Sale Price SQFT          | \$627       | \$645       | 3%       |
| Sale to List Price Ratio | 98%         | 103%        | 5%       |
| Days on Market           | 10          | 8           | -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 DETACHED HOUSES

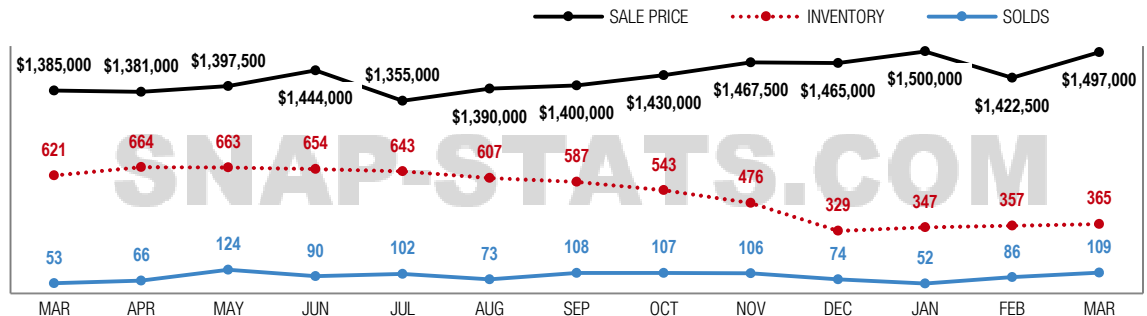
| SnapStats®         | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights  | 1         | 0     | NA          |
| Collingwood        | 54        | 5     | 9%          |
| Downtown           | 0         | 0     | NA          |
| Fraser             | 27        | 12    | 44%         |
| Fraserview         | 14        | 4     | 29%         |
| Grandview Woodland | 36        | 5     | 14%         |
| Hastings           | 4         | 2     | 50%         |
| Hastings Sunrise   | 13        | 7     | 54%         |
| Killarney          | 34        | 10    | 29%         |
| Knight             | 37        | 10    | 27%         |
| Main               | 8         | 7     | 88%         |
| Mount Pleasant     | 6         | 3     | 50%         |
| Renfrew Heights    | 31        | 8     | 26%         |
| Renfrew            | 47        | 21    | 45%         |
| South Marine       | 3         | 0     | NA          |
| South Vancouver    | 27        | 9     | 33%         |
| Strathcona         | 3         | 2     | 67%         |
| Victoria           | 20        | 4     | 20%         |
| TOTAL*             | 365       | 109   | 30%         |

## Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 84% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.5 mil to \$3 mil, Collingwood and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hastings Sunrise, Main and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats®            | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000         | 1         | 0     | NA          |
| 300,001 – 400,000     | 20        | 8     | 40%         |
| 400,001 – 500,000     | 45        | 25    | 56%         |
| 500,001 – 600,000     | 76        | 39    | 51%         |
| 600,001 – 700,000     | 48        | 32    | 67%         |
| 700,001 – 800,000     | 59        | 28    | 47%         |
| 800,001 – 900,000     | 31        | 6     | 19%         |
| 900,001 – 1,000,000   | 22        | 7     | 32%         |
| 1,000,001 – 1,250,000 | 33        | 10    | 30%         |
| 1,250,001 – 1,500,000 | 28        | 3     | 11%         |
| 1,500,001 – 1,750,000 | 1         | 1     | 100%        |
| 1,750,001 – 2,000,000 | 6         | 0     | NA          |
| 2,000,001 – 2,250,000 | 0         | 0     | NA          |
| 2,250,001 – 2,500,000 | 4         | 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 | 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*                | 378       | 159   | 42%         |

|                      |     |     |     |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom       | 119 | 81  | 68% |
| 2 Bedrooms           | 197 | 63  | 32% |
| 3 Bedrooms           | 57  | 14  | 25% |
| 4 Bedrooms & Greater | 5   | 1   | 20% |
| TOTAL*               | 378 | 159 | 42% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 361       | 378       | 5%       |
| Solds                    | 137       | 159       | 16%      |
| Sale Price               | \$650,000 | \$635,000 | -2%      |
| Sale Price SQFT          | \$853     | \$860     | 1%       |
| Sale to List Price Ratio | 100%      | 101%      | 1%       |
| Days on Market           | 8         | 8         | 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

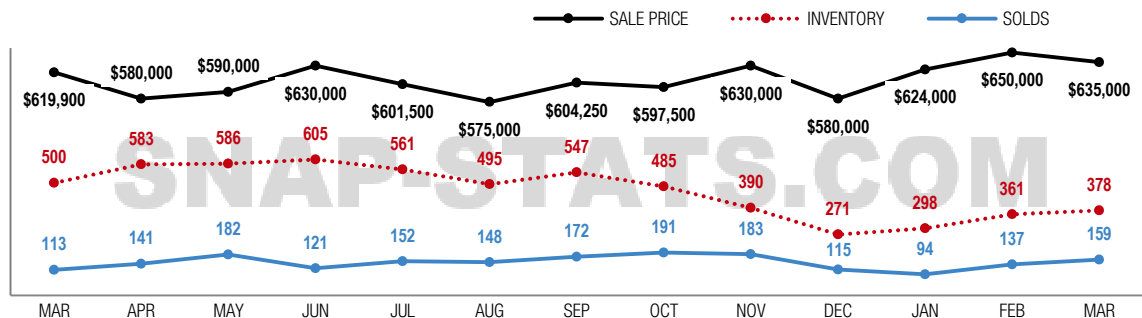
| SnapStats®         | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights  | 6         | 3     | 50%         |
| Collingwood        | 81        | 24    | 30%         |
| Downtown           | 33        | 13    | 39%         |
| Fraser             | 6         | 12    | 200%*       |
| Fraserview         | 1         | 0     | NA          |
| Grandview Woodland | 19        | 8     | 42%         |
| Hastings           | 5         | 5     | 100%        |
| Hastings Sunrise   | 4         | 4     | 100%        |
| Killarney          | 12        | 3     | 25%         |
| Knight             | 4         | 2     | 50%         |
| Main               | 15        | 4     | 27%         |
| Mount Pleasant     | 54        | 35    | 65%         |
| Renfrew Heights    | 10        | 1     | 10%         |
| Renfrew            | 15        | 2     | 13%         |
| South Marine       | 67        | 34    | 51%         |
| South Vancouver    | 3         | 0     | NA          |
| Strathcona         | 19        | 4     | 21%         |
| Victoria           | 24        | 5     | 21%         |
| TOTAL*             | 378       | 159   | 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% above list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Renfrew Heights, Renfrew and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fraser, Mount Pleasant, South Marine 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     | 1         | 0     | NA          |
| 500,001 – 600,000     | 2         | 0     | NA          |
| 600,001 – 700,000     | 2         | 0     | NA          |
| 700,001 – 800,000     | 1         | 0     | NA          |
| 800,001 – 900,000     | 0         | 0     | NA          |
| 900,001 – 1,000,000   | 3         | 0     | NA          |
| 1,000,001 – 1,250,000 | 6         | 8     | 133%*       |
| 1,250,001 – 1,500,000 | 27        | 17    | 63%         |
| 1,500,001 – 1,750,000 | 37        | 22    | 59%         |
| 1,750,001 – 2,000,000 | 31        | 6     | 19%         |
| 2,000,001 – 2,250,000 | 19        | 2     | 11%         |
| 2,250,001 – 2,500,000 | 23        | 5     | 22%         |
| 2,500,001 – 2,750,000 | 14        | 5     | 36%         |
| 2,750,001 – 3,000,000 | 24        | 1     | 4%          |
| 3,000,001 – 3,500,000 | 29        | 2     | 7%          |
| 3,500,001 – 4,000,000 | 16        | 0     | NA          |
| 4,000,001 – 4,500,000 | 2         | 0     | NA          |
| 4,500,001 – 5,000,000 | 6         | 0     | NA          |
| 5,000,001 & Greater   | 5         | 0     | NA          |
| TOTAL*                | 248       | 68    | 27%         |

|                   |     |    |     |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 9   | 0  | NA  |
| 3 to 4 Bedrooms   | 105 | 42 | 40% |
| 5 to 6 Bedrooms   | 102 | 20 | 20% |
| 7 Bedrooms & More | 32  | 6  | 19% |
| TOTAL*            | 248 | 68 | 27% |

| SnapStats®               | February    | March       | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 236         | 248         | 5%       |
| Solds                    | 71          | 68          | -4%      |
| Sale Price               | \$1,640,000 | \$1,641,000 | 0%       |
| Sale Price SQFT          | \$615       | \$651       | 6%       |
| Sale to List Price Ratio | 101%        | 100%        | -1%      |
| Days on Market           | 10          | 9           | -10%     |

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

## Community DETACHED HOUSES

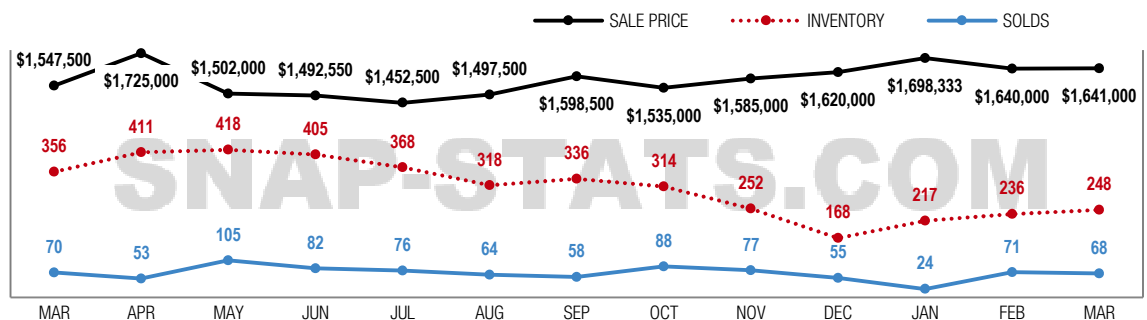
| SnapStats®                 | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge                  | 6         | 7     | 117%*       |
| Boulevard                  | 10        | 3     | 30%         |
| Braemar                    | 2         | 0     | NA          |
| Calverhall                 | 4         | 1     | 25%         |
| Canyon Heights             | 28        | 7     | 25%         |
| Capilano                   | 7         | 0     | NA          |
| Central Lonsdale           | 13        | 4     | 31%         |
| Deep Cove                  | 6         | 3     | 50%         |
| Delbrook                   | 9         | 0     | NA          |
| Dollarton                  | 8         | 4     | 50%         |
| Edgemont                   | 23        | 3     | 13%         |
| Forest Hills               | 13        | 1     | 8%          |
| Grouse Woods               | 1         | 0     | NA          |
| Harbourside                | 0         | 0     | NA          |
| Indian Arm                 | 4         | 0     | NA          |
| Indian River               | 2         | 1     | 50%         |
| Lower Lonsdale             | 4         | 0     | NA          |
| Lynn Valley                | 19        | 8     | 42%         |
| Lynnmoor                   | 6         | 0     | NA          |
| Mosquito Creek             | 2         | 0     | NA          |
| Norgate                    | 2         | 0     | NA          |
| Northlands                 | 0         | 0     | NA          |
| Pemberton Heights          | 7         | 2     | 29%         |
| Pemberton                  | 4         | 1     | 25%         |
| Princess Park              | 3         | 3     | 100%        |
| Queensbury                 | 2         | 2     | 100%        |
| Roche Point                | 2         | 1     | 50%         |
| Seymour                    | 3         | 1     | 33%         |
| Tempe                      | 1         | 1     | 100%        |
| Upper Delbrook             | 17        | 1     | 6%          |
| Upper Lonsdale             | 27        | 8     | 30%         |
| Westlynn                   | 4         | 5     | 125%*       |
| Westlynn Terrace           | 1         | 0     | NA          |
| Windsor Park               | 4         | 1     | 25%         |
| Woodlands-Sunshine Cascade | 4         | 0     | NA          |
| TOTAL*                     | 248       | 68    | 27%         |

## Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Forest Hills, Upper Delbrook and minimum 5 bedroom properties
- Sellers Best Bet\*\* Selling homes in Dollarton, Lynn Valley 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     | 6         | 4     | 67%         |
| 400,001 – 500,000     | 23        | 14    | 61%         |
| 500,001 – 600,000     | 30        | 21    | 70%         |
| 600,001 – 700,000     | 49        | 14    | 29%         |
| 700,001 – 800,000     | 40        | 19    | 48%         |
| 800,001 – 900,000     | 50        | 14    | 28%         |
| 900,001 – 1,000,000   | 32        | 17    | 53%         |
| 1,000,001 – 1,250,000 | 55        | 17    | 31%         |
| 1,250,001 – 1,500,000 | 29        | 5     | 17%         |
| 1,500,001 – 1,750,000 | 10        | 2     | 20%         |
| 1,750,001 – 2,000,000 | 1         | 0     | NA          |
| 2,000,001 – 2,250,000 | 5         | 2     | 40%         |
| 2,250,001 – 2,500,000 | 2         | 0     | NA          |
| 2,500,001 – 2,750,000 | 3         | 0     | NA          |
| 2,750,001 – 3,000,000 | 2         | 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 | 1         | 0     | NA          |
| 5,000,001 & Greater   | 0         | 0     | NA          |
| TOTAL*                | 341       | 129   | 38%         |

|                      |     |     |     |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom       | 83  | 39  | 47% |
| 2 Bedrooms           | 179 | 61  | 34% |
| 3 Bedrooms           | 64  | 25  | 39% |
| 4 Bedrooms & Greater | 15  | 4   | 27% |
| TOTAL*               | 341 | 129 | 38% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 327       | 341       | 4%       |
| Solds                    | 125       | 129       | 3%       |
| Sale Price               | \$720,500 | \$755,000 | 5%       |
| Sale Price SQFT          | \$787     | \$787     | 0%       |
| Sale to List Price Ratio | 99%       | 98%       | -1%      |
| Days on Market           | 10        | 9         | -10%     |

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

## Community CONDOS & TOWNHOMES

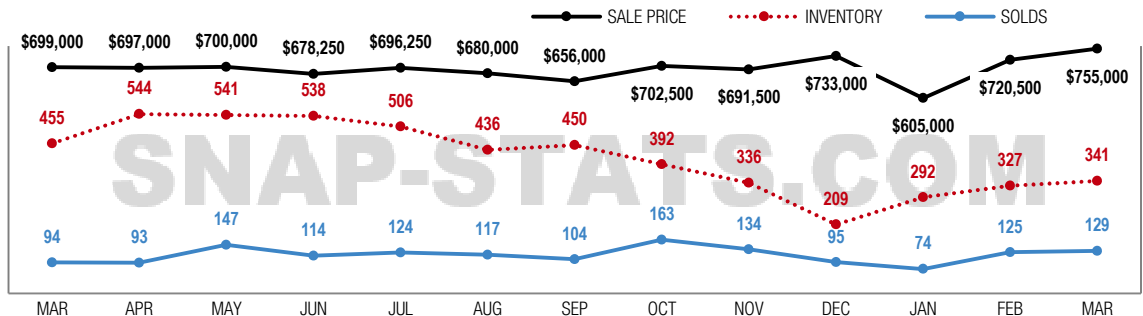
| SnapStats®                 | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge                  | 0         | 1     | NA*         |
| Boulevard                  | 0         | 0     | NA          |
| Braemar                    | 0         | 0     | NA          |
| Calverhall                 | 1         | 0     | NA          |
| Canyon Heights             | 0         | 0     | NA          |
| Capilano                   | 2         | 2     | 100%        |
| Central Lonsdale           | 47        | 20    | 43%         |
| Deep Cove                  | 2         | 0     | NA          |
| Delbrook                   | 1         | 0     | NA          |
| Dollarton                  | 0         | 1     | NA*         |
| Edgemont                   | 10        | 0     | NA          |
| Forest Hills               | 0         | 0     | NA          |
| Grouse Woods               | 1         | 1     | 100%        |
| Harbourside                | 2         | 2     | 100%        |
| Indian Arm                 | 0         | 0     | NA          |
| Indian River               | 5         | 0     | NA          |
| Lower Lonsdale             | 113       | 43    | 38%         |
| Lynn Valley                | 13        | 13    | 100%        |
| Lynn timer                 | 36        | 7     | 19%         |
| Mosquito Creek             | 27        | 7     | 26%         |
| Norgate                    | 4         | 0     | NA          |
| Northlands                 | 9         | 4     | 44%         |
| Pemberton Heights          | 4         | 1     | 25%         |
| Pemberton                  | 20        | 10    | 50%         |
| Princess Park              | 0         | 0     | NA          |
| Queensbury                 | 5         | 1     | 20%         |
| Roche Point                | 26        | 10    | 38%         |
| Seymour                    | 0         | 1     | NA*         |
| Tempe                      | 0         | 0     | NA          |
| Upper Delbrook             | 0         | 0     | NA          |
| Upper Lonsdale             | 11        | 3     | 27%         |
| Westlynn                   | 2         | 2     | 100%        |
| Westlynn Terrace           | 0         | 0     | NA          |
| Windsor Park               | 0         | 0     | NA          |
| Woodlands-Sunshine Cascade | 0         | 0     | NA          |
| TOTAL*                     | 341       | 129   | 38%         |

## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 70% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Lynn timer, Mosquito Creek, Upper Lonsdale and minimum 4 bedrooms
- Sellers Best Bet\*\* Selling homes in Lynn Valley, Pemberton and up to 1 bedrooms

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

| SnapStats®            | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000         | 0         | 0     | NA          |
| 300,001 – 400,000     | 0         | 0     | NA          |
| 400,001 – 500,000     | 0         | 0     | NA          |
| 500,001 – 600,000     | 0         | 0     | NA          |
| 600,001 – 700,000     | 0         | 0     | NA          |
| 700,001 – 800,000     | 0         | 0     | NA          |
| 800,001 – 900,000     | 0         | 0     | NA          |
| 900,001 – 1,000,000   | 0         | 0     | NA          |
| 1,000,001 – 1,250,000 | 1         | 0     | NA          |
| 1,250,001 – 1,500,000 | 10        | 5     | 50%         |
| 1,500,001 – 1,750,000 | 8         | 3     | 38%         |
| 1,750,001 – 2,000,000 | 20        | 2     | 10%         |
| 2,000,001 – 2,250,000 | 13        | 4     | 31%         |
| 2,250,001 – 2,500,000 | 26        | 8     | 31%         |
| 2,500,001 – 2,750,000 | 12        | 2     | 17%         |
| 2,750,001 – 3,000,000 | 32        | 4     | 13%         |
| 3,000,001 – 3,500,000 | 31        | 2     | 6%          |
| 3,500,001 – 4,000,000 | 34        | 2     | 6%          |
| 4,000,001 – 4,500,000 | 26        | 3     | 12%         |
| 4,500,001 – 5,000,000 | 27        | 3     | 11%         |
| 5,000,001 & Greater   | 122       | 2     | 2%          |
| TOTAL*                | 362       | 40    | 11%         |

|                   |     |    |     |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 13  | 1  | 8%  |
| 3 to 4 Bedrooms   | 165 | 24 | 15% |
| 5 to 6 Bedrooms   | 161 | 13 | 8%  |
| 7 Bedrooms & More | 23  | 2  | 9%  |
| TOTAL*            | 362 | 40 | 11% |

| SnapStats®               | February    | March       | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 354         | 362         | 2%       |
| Solds                    | 44          | 40          | -9%      |
| Sale Price               | \$2,317,850 | \$2,466,500 | 6%       |
| Sale Price SQFT          | \$724       | \$700       | -3%      |
| Sale to List Price Ratio | 93%         | 95%         | 2%       |
| Days on Market           | 25          | 28          | 12%      |

\*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

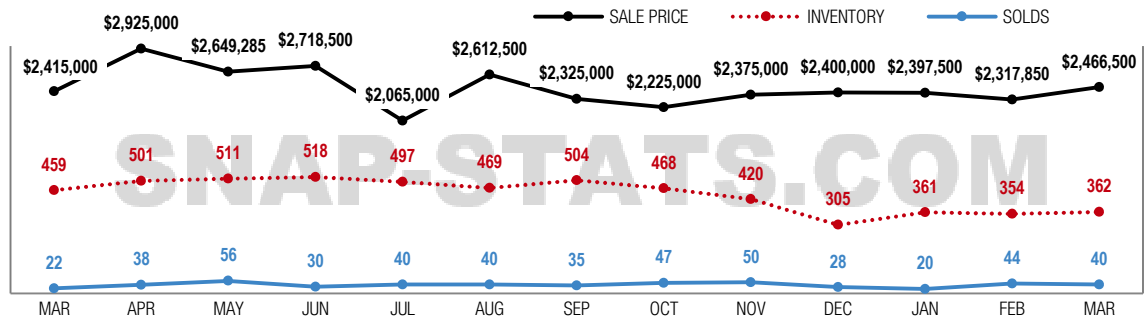
| SnapStats®           | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont             | 14        | 1     | 7%          |
| Ambleside            | 33        | 5     | 15%         |
| Bayridge             | 13        | 0     | NA          |
| British Properties   | 65        | 3     | 5%          |
| Canterbury           | 6         | 0     | NA          |
| Caulfield            | 17        | 4     | 24%         |
| Cedardale            | 2         | 0     | NA          |
| Chartwell            | 22        | 3     | 14%         |
| Chelsea Park         | 3         | 1     | 33%         |
| Cypress              | 7         | 0     | NA          |
| Cypress Park Estates | 11        | 1     | 9%          |
| Deer Ridge           | 0         | 0     | NA          |
| Dundarave            | 18        | 4     | 22%         |
| Eagle Harbour        | 18        | 1     | 6%          |
| Eagleridge           | 6         | 1     | 17%         |
| Furry Creek          | 3         | 0     | NA          |
| Gleneagles           | 9         | 1     | 11%         |
| Glenmore             | 11        | 0     | NA          |
| Horseshoe Bay        | 8         | 2     | 25%         |
| Howe Sound           | 8         | 0     | NA          |
| Lions Bay            | 7         | 4     | 57%         |
| Old Caulfield        | 4         | 1     | 25%         |
| Panorama Village     | 0         | 0     | NA          |
| Park Royal           | 3         | 0     | NA          |
| Porteau Cove         | 0         | 0     | NA          |
| Queens               | 10        | 2     | 20%         |
| Rockridge            | 2         | 0     | NA          |
| Sandy Cove           | 0         | 0     | NA          |
| Sentinel Hill        | 11        | 3     | 27%         |
| Upper Caulfield      | 8         | 2     | 25%         |
| West Bay             | 13        | 0     | NA          |
| Westhill             | 4         | 0     | NA          |
| Westmount            | 13        | 0     | NA          |
| Whitby Estates       | 6         | 1     | 17%         |
| Whytecliff           | 7         | 0     | NA          |
| TOTAL*               | 362       | 40    | 11%         |

## Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$5 mil, Altamont, British Properties, Cypress Park Estates and Eagle Harbour
- Sellers Best Bet\*\* Selling homes in Caulfield, Horseshoe Bay, Sentinel Hill, Upper Caulfield 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     | 0         | 1     | NA*         |
| 400,001 – 500,000     | 2         | 0     | NA          |
| 500,001 – 600,000     | 8         | 3     | 38%         |
| 600,001 – 700,000     | 5         | 0     | NA          |
| 700,001 – 800,000     | 9         | 2     | 22%         |
| 800,001 – 900,000     | 7         | 0     | NA          |
| 900,001 – 1,000,000   | 3         | 2     | 67%         |
| 1,000,001 – 1,250,000 | 13        | 2     | 15%         |
| 1,250,001 – 1,500,000 | 16        | 3     | 19%         |
| 1,500,001 – 1,750,000 | 13        | 1     | 8%          |
| 1,750,001 – 2,000,000 | 7         | 0     | NA          |
| 2,000,001 – 2,250,000 | 7         | 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 | 6         | 0     | NA          |
| 3,000,001 – 3,500,000 | 3         | 0     | NA          |
| 3,500,001 – 4,000,000 | 7         | 1     | 14%         |
| 4,000,001 – 4,500,000 | 2         | 0     | NA          |
| 4,500,001 – 5,000,000 | 0         | 0     | NA          |
| 5,000,001 & Greater   | 7         | 0     | NA          |
| TOTAL*                | 125       | 15    | 12%         |

|                      |     |    |     |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom       | 24  | 4  | 17% |
| 2 Bedrooms           | 69  | 9  | 13% |
| 3 Bedrooms           | 30  | 2  | 7%  |
| 4 Bedrooms & Greater | 2   | 0  | NA  |
| TOTAL*               | 125 | 15 | 12% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 115       | 125       | 9%       |
| Solds                    | 10        | 15        | 50%      |
| Sale Price               | \$927,500 | \$960,000 | 4%       |
| Sale Price SQFT          | \$823     | \$707     | -14%     |
| Sale to List Price Ratio | 98%       | 92%       | -6%      |
| Days on Market           | 23        | 19        | -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

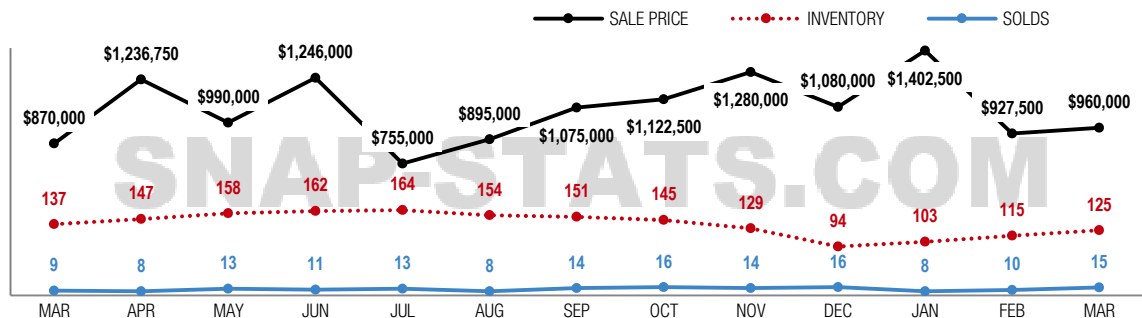
| SnapStats®           | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont             | 0         | 0     | NA          |
| Ambleside            | 33        | 7     | 21%         |
| Bayridge             | 0         | 0     | NA          |
| British Properties   | 1         | 0     | NA          |
| Canterbury           | 0         | 0     | NA          |
| Caulfield            | 1         | 0     | NA          |
| Cedardale            | 2         | 0     | NA          |
| Chartwell            | 0         | 0     | NA          |
| Chelsea Park         | 0         | 0     | NA          |
| Cypress              | 0         | 0     | NA          |
| Cypress Park Estates | 4         | 0     | NA          |
| Deer Ridge           | 1         | 2     | 200%*       |
| Dundarave            | 33        | 2     | 6%          |
| Eagle Harbour        | 0         | 0     | NA          |
| Eagleridge           | 0         | 0     | NA          |
| Furry Creek          | 3         | 0     | NA          |
| Gleneagles           | 0         | 0     | NA          |
| Glenmore             | 0         | 0     | NA          |
| Horseshoe Bay        | 3         | 0     | NA          |
| Howe Sound           | 3         | 1     | 33%         |
| Lions Bay            | 1         | 1     | 100%        |
| Old Caulfield        | 0         | 1     | NA*         |
| Panorama Village     | 16        | 0     | NA          |
| Park Royal           | 19        | 1     | 5%          |
| 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      | 0         | 0     | NA          |
| West Bay             | 0         | 0     | NA          |
| Westhill             | 0         | 0     | NA          |
| Westmount            | 0         | 0     | NA          |
| Whitby Estates       | 5         | 0     | NA          |
| Whytecliff           | 0         | 0     | NA          |
| TOTAL*               | 125       | 15    | 12%         |

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Dundarave, 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         | 1         | 0     | NA          |
| 300,001 – 400,000     | 2         | 0     | NA          |
| 400,001 – 500,000     | 1         | 0     | NA          |
| 500,001 – 600,000     | 2         | 0     | NA          |
| 600,001 – 700,000     | 0         | 0     | NA          |
| 700,001 – 800,000     | 0         | 0     | NA          |
| 800,001 – 900,000     | 1         | 0     | NA          |
| 900,001 – 1,000,000   | 4         | 2     | 50%         |
| 1,000,001 – 1,250,000 | 18        | 10    | 56%         |
| 1,250,001 – 1,500,000 | 80        | 25    | 31%         |
| 1,500,001 – 1,750,000 | 68        | 20    | 29%         |
| 1,750,001 – 2,000,000 | 73        | 9     | 12%         |
| 2,000,001 – 2,250,000 | 25        | 14    | 56%         |
| 2,250,001 – 2,500,000 | 51        | 8     | 16%         |
| 2,500,001 – 2,750,000 | 35        | 3     | 9%          |
| 2,750,001 – 3,000,000 | 45        | 0     | NA          |
| 3,000,001 – 3,500,000 | 28        | 0     | NA          |
| 3,500,001 – 4,000,000 | 24        | 3     | 13%         |
| 4,000,001 – 4,500,000 | 6         | 0     | NA          |
| 4,500,001 – 5,000,000 | 8         | 0     | NA          |
| 5,000,001 & Greater   | 11        | 0     | NA          |
| TOTAL*                | 483       | 94    | 19%         |

|                   |     |    |     |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 17  | 0  | NA  |
| 3 to 4 Bedrooms   | 199 | 49 | 25% |
| 5 to 6 Bedrooms   | 240 | 43 | 18% |
| 7 Bedrooms & More | 27  | 2  | 7%  |
| TOTAL*            | 483 | 94 | 19% |

| SnapStats®               | February    | March       | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 528         | 483         | -9%      |
| Solds                    | 53          | 94          | 77%      |
| Sale Price               | \$1,725,000 | \$1,608,000 | -7%      |
| Sale Price SQFT          | \$632       | \$576       | -9%      |
| Sale to List Price Ratio | 101%        | 95%         | -6%      |
| Days on Market           | 30          | 30          | 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 DETACHED HOUSES

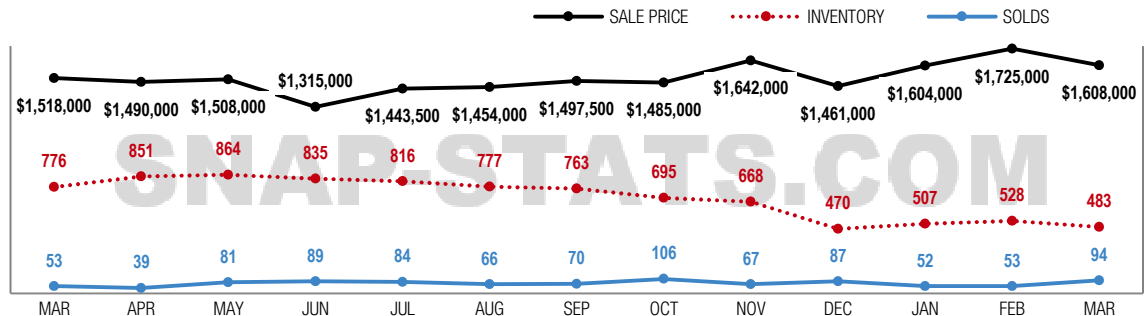
| SnapStats®        | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park         | 9         | 4     | 44%         |
| Bridgeport        | 21        | 1     | 5%          |
| Brighthouse       | 6         | 0     | NA          |
| Brighthouse South | 2         | 0     | NA          |
| Broadmoor         | 48        | 8     | 17%         |
| East Cambie       | 3         | 3     | 100%        |
| East Richmond     | 4         | 0     | NA          |
| Garden City       | 12        | 5     | 42%         |
| Gilmore           | 2         | 0     | NA          |
| Granville         | 51        | 8     | 16%         |
| Hamilton          | 12        | 1     | 8%          |
| Ironwood          | 17        | 6     | 35%         |
| Lackner           | 16        | 7     | 44%         |
| McLennan          | 6         | 0     | NA          |
| McLennan North    | 2         | 1     | 50%         |
| McNair            | 23        | 6     | 26%         |
| Quilchena         | 21        | 3     | 14%         |
| Riverdale         | 30        | 8     | 27%         |
| Saunders          | 23        | 4     | 17%         |
| Sea Island        | 3         | 1     | 33%         |
| Seafair           | 32        | 3     | 9%          |
| South Arm         | 16        | 5     | 31%         |
| Steveston North   | 25        | 6     | 24%         |
| Steveston South   | 15        | 2     | 13%         |
| Steveston Village | 10        | 4     | 40%         |
| Terra Nova        | 13        | 0     | NA          |
| West Cambie       | 17        | 2     | 12%         |
| Westwind          | 8         | 1     | 13%         |
| Woodwards         | 36        | 5     | 14%         |
| TOTAL*            | 483       | 94    | 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 5% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil / \$2 mil to \$2.25 mil with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.5 mil to \$2.75 mil, Bridgeport, Hamilton, Seafair and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Boyd Park, Garden City, Lackner, Steveston Village and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

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SnapStats Publishing Company  
604.229.0521

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snapstatsinfo@gmail.com



## Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats®            | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000         | 26        | 3     | 12%         |
| 300,001 – 400,000     | 44        | 22    | 50%         |
| 400,001 – 500,000     | 84        | 25    | 30%         |
| 500,001 – 600,000     | 134       | 53    | 40%         |
| 600,001 – 700,000     | 124       | 43    | 35%         |
| 700,001 – 800,000     | 114       | 28    | 25%         |
| 800,001 – 900,000     | 116       | 25    | 22%         |
| 900,001 – 1,000,000   | 102       | 20    | 20%         |
| 1,000,001 – 1,250,000 | 78        | 12    | 15%         |
| 1,250,001 – 1,500,000 | 40        | 2     | 5%          |
| 1,500,001 – 1,750,000 | 7         | 1     | 14%         |
| 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         | 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 | 3         | 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*                | 877       | 234   | 27%         |

|                      |     |     |     |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom       | 172 | 61  | 35% |
| 2 Bedrooms           | 348 | 100 | 29% |
| 3 Bedrooms           | 268 | 53  | 20% |
| 4 Bedrooms & Greater | 89  | 20  | 22% |
| TOTAL*               | 877 | 234 | 27% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 845       | 877       | 4%       |
| Solds                    | 194       | 234       | 21%      |
| Sale Price               | \$635,944 | \$635,000 | 0%       |
| Sale Price SQFT          | \$697     | \$666     | -4%      |
| Sale to List Price Ratio | 99%       | 98%       | -1%      |
| Days on Market           | 14        | 20        | 43%      |

\*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

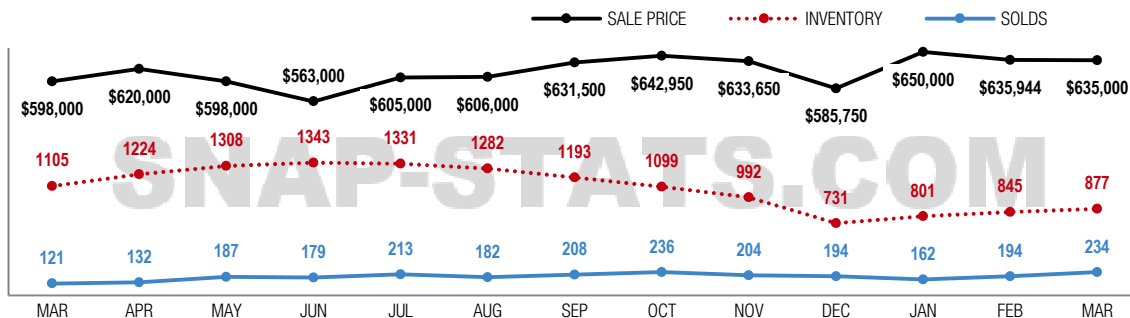
| SnapStats®        | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park         | 14        | 0     | NA          |
| Bridgeport        | 34        | 2     | 6%          |
| Brighthouse       | 236       | 56    | 24%         |
| Brighthouse South | 81        | 30    | 37%         |
| Broadmoor         | 21        | 3     | 14%         |
| East Cambie       | 14        | 1     | 7%          |
| East Richmond     | 5         | 3     | 60%         |
| Garden City       | 4         | 2     | 50%         |
| Gilmore           | 0         | 0     | NA          |
| Granville         | 26        | 3     | 12%         |
| Hamilton          | 39        | 6     | 15%         |
| Ironwood          | 21        | 10    | 48%         |
| Lackner           | 2         | 1     | 50%         |
| McLennan          | 0         | 0     | NA          |
| McLennan North    | 79        | 27    | 34%         |
| McNair            | 2         | 1     | 50%         |
| Quilchena         | 1         | 2     | 200%*       |
| Riverdale         | 13        | 5     | 38%         |
| Saunders          | 6         | 1     | 17%         |
| Sea Island        | 0         | 0     | NA          |
| Seafair           | 2         | 3     | 150%*       |
| South Arm         | 15        | 3     | 20%         |
| Steveston North   | 13        | 0     | NA          |
| Steveston South   | 32        | 15    | 47%         |
| Steveston Village | 13        | 0     | NA          |
| Terra Nova        | 11        | 3     | 27%         |
| West Cambie       | 166       | 55    | 33%         |
| Westwind          | 1         | 1     | 100%        |
| Woodwards         | 26        | 1     | 4%          |
| TOTAL*            | 877       | 234   | 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Bridgeport, East Cambie, Woodwards and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ironwood, Steveston South 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     | 3         | 1     | 33%         |
| 900,001 – 1,000,000   | 10        | 5     | 50%         |
| 1,000,001 – 1,250,000 | 36        | 8     | 22%         |
| 1,250,001 – 1,500,000 | 32        | 2     | 6%          |
| 1,500,001 – 1,750,000 | 11        | 2     | 18%         |
| 1,750,001 – 2,000,000 | 7         | 0     | NA          |
| 2,000,001 – 2,250,000 | 6         | 1     | 17%         |
| 2,250,001 – 2,500,000 | 5         | 1     | 20%         |
| 2,500,001 – 2,750,000 | 1         | 1     | 100%        |
| 2,750,001 – 3,000,000 | 2         | 0     | NA          |
| 3,000,001 – 3,500,000 | 1         | 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 | 3         | 0     | NA          |
| 5,000,001 & Greater   | 1         | 0     | NA          |
| TOTAL*                | 122       | 21    | 17%         |

|                   |     |    |     |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 9   | 0  | NA  |
| 3 to 4 Bedrooms   | 85  | 16 | 19% |
| 5 to 6 Bedrooms   | 26  | 5  | 19% |
| 7 Bedrooms & More | 2   | 0  | NA  |
| TOTAL*            | 122 | 21 | 17% |

| SnapStats®               | February    | March       | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 114         | 122         | 7%       |
| Solds                    | 20          | 21          | 5%       |
| Sale Price               | \$1,090,000 | \$1,130,000 | 4%       |
| Sale Price SQFT          | \$414       | \$435       | 5%       |
| Sale to List Price Ratio | 97%         | 98%         | 1%       |
| Days on Market           | 48          | 25          | -48%     |

\*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

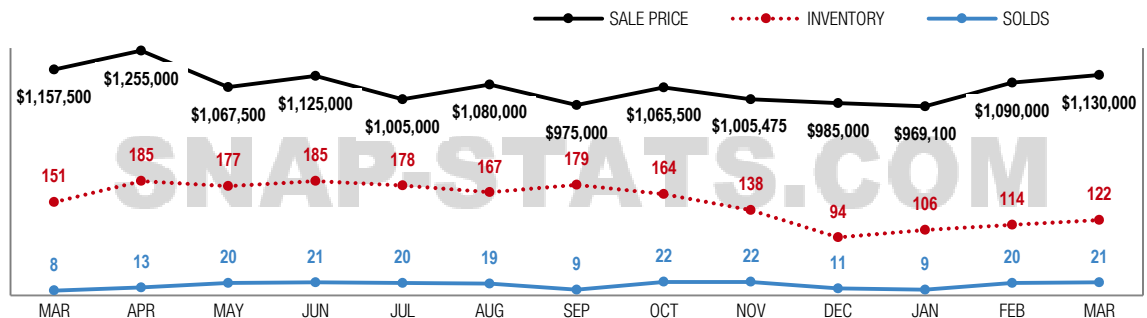
| SnapStats®         | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove        | 12        | 4     | 33%         |
| Boundary Beach     | 6         | 1     | 17%         |
| Cliff Drive        | 27        | 4     | 15%         |
| English Bluff      | 15        | 4     | 27%         |
| Pebble Hill        | 32        | 4     | 13%         |
| Tsawwassen Central | 19        | 3     | 16%         |
| Tsawwassen East    | 11        | 1     | 9%          |
| TOTAL*             | 122       | 21    | 17%         |

## Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: 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\*\* \$900,000 to \$1 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil and Tsawwassen East
- Sellers Best Bet\*\* Selling homes in Beach Grove 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         | 1         | 0     | NA          |
| 300,001 – 400,000     | 2         | 1     | 50%         |
| 400,001 – 500,000     | 18        | 4     | 22%         |
| 500,001 – 600,000     | 22        | 7     | 32%         |
| 600,001 – 700,000     | 12        | 2     | 17%         |
| 700,001 – 800,000     | 5         | 0     | NA          |
| 800,001 – 900,000     | 2         | 0     | NA          |
| 900,001 – 1,000,000   | 5         | 1     | 20%         |
| 1,000,001 – 1,250,000 | 7         | 0     | NA          |
| 1,250,001 – 1,500,000 | 0         | 0     | NA          |
| 1,500,001 – 1,750,000 | 0         | 1     | 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*                | 75        | 16    | 21%         |

|                      |    |    |     |
|----------------------|----|----|-----|
| 0 to 1 Bedroom       | 6  | 2  | 33% |
| 2 Bedrooms           | 49 | 11 | 22% |
| 3 Bedrooms           | 13 | 3  | 23% |
| 4 Bedrooms & Greater | 7  | 0  | NA  |
| TOTAL*               | 75 | 16 | 21% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 78        | 75        | -4%      |
| Solds                    | 12        | 16        | 33%      |
| Sale Price               | \$593,450 | \$565,000 | -5%      |
| Sale Price SQFT          | \$501     | \$464     | -7%      |
| Sale to List Price Ratio | 100%      | 98%       | -2%      |
| Days on Market           | 54        | 40        | -26%     |

\*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

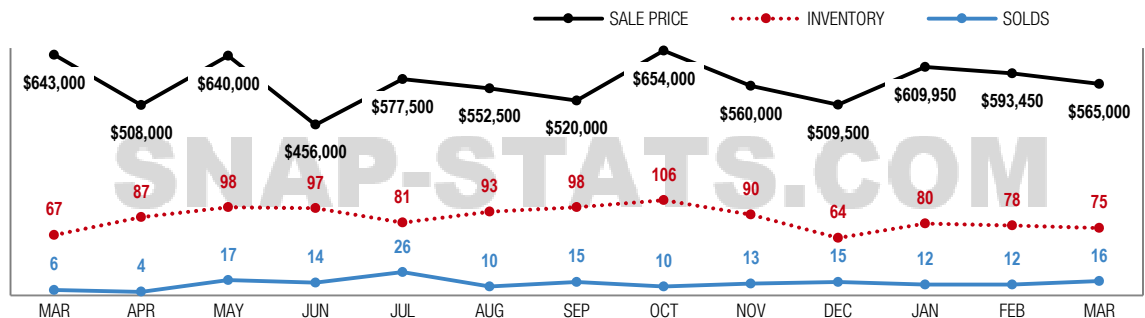
| SnapStats®         | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove        | 9         | 2     | 22%         |
| Boundary Beach     | 1         | 0     | NA          |
| Cliff Drive        | 47        | 10    | 21%         |
| English Bluff      | 4         | 1     | 25%         |
| Pebble Hill        | 0         | 0     | NA          |
| Tsawwassen Central | 11        | 2     | 18%         |
| Tsawwassen East    | 3         | 1     | 33%         |
| TOTAL*             | 75        | 16    | 21%         |

## Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 32% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$600,000 to \$700,000 and Tsawwassen Central
- Sellers Best Bet\*\* Selling homes in Beach Grove, Cliff Drive and 2 to 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     | 1         | 0     | NA          |
| 400,001 – 500,000     | 1         | 0     | NA          |
| 500,001 – 600,000     | 1         | 0     | NA          |
| 600,001 – 700,000     | 6         | 2     | 33%         |
| 700,001 – 800,000     | 2         | 0     | NA          |
| 800,001 – 900,000     | 7         | 4     | 57%         |
| 900,001 – 1,000,000   | 14        | 6     | 43%         |
| 1,000,001 – 1,250,000 | 19        | 6     | 32%         |
| 1,250,001 – 1,500,000 | 14        | 1     | 7%          |
| 1,500,001 – 1,750,000 | 6         | 0     | NA          |
| 1,750,001 – 2,000,000 | 3         | 0     | NA          |
| 2,000,001 – 2,250,000 | 1         | 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*                | 76        | 19    | 25%         |

|                   |    |    |     |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 17 | 3  | 18% |
| 3 to 4 Bedrooms   | 45 | 13 | 29% |
| 5 to 6 Bedrooms   | 13 | 3  | 23% |
| 7 Bedrooms & More | 1  | 0  | NA  |
| TOTAL*            | 76 | 19 | 25% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 71        | 76        | 7%       |
| Solds                    | 17        | 19        | 12%      |
| Sale Price               | \$960,000 | \$962,000 | 0%       |
| Sale Price SQFT          | \$414     | \$461     | 11%      |
| Sale to List Price Ratio | 98%       | 98%       | 0%       |
| Days on Market           | 18        | 6         | -67%     |

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

## Community DETACHED HOUSES

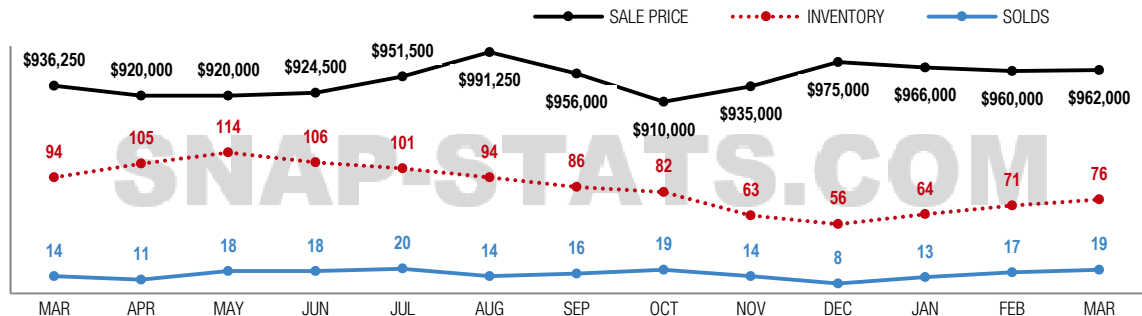
| SnapStats®        | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island    | 0         | 0     | NA          |
| Delta Manor       | 4         | 2     | 50%         |
| East Delta        | 1         | 0     | NA          |
| Hawthorne         | 24        | 7     | 29%         |
| Holly             | 9         | 2     | 22%         |
| Ladner Elementary | 13        | 2     | 15%         |
| Ladner Rural      | 2         | 0     | NA          |
| Neilsen Grove     | 16        | 4     | 25%         |
| Port Guichon      | 6         | 2     | 33%         |
| Tilbury           | 0         | 0     | NA          |
| Westham Island    | 1         | 0     | NA          |
| TOTAL*            | 76        | 19    | 25%         |

## Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Ladner Elementary and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hawthorne and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats®            | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000         | 0         | 0     | NA          |
| 300,001 – 400,000     | 3         | 0     | NA          |
| 400,001 – 500,000     | 13        | 3     | 23%         |
| 500,001 – 600,000     | 19        | 2     | 11%         |
| 600,001 – 700,000     | 13        | 2     | 15%         |
| 700,001 – 800,000     | 12        | 2     | 17%         |
| 800,001 – 900,000     | 8         | 3     | 38%         |
| 900,001 – 1,000,000   | 4         | 1     | 25%         |
| 1,000,001 – 1,250,000 | 1         | 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*                | 73        | 13    | 18%         |

|                      |    |    |     |
|----------------------|----|----|-----|
| 0 to 1 Bedroom       | 9  | 1  | 11% |
| 2 Bedrooms           | 35 | 4  | 11% |
| 3 Bedrooms           | 20 | 4  | 20% |
| 4 Bedrooms & Greater | 9  | 4  | 44% |
| TOTAL*               | 73 | 13 | 18% |

| SnapStats®               | February  | March     | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 61        | 73        | 20%      |
| Solds                    | 20        | 13        | -35%     |
| Sale Price               | \$622,000 | \$697,000 | 12%      |
| Sale Price SQFT          | \$455     | \$468     | 3%       |
| Sale to List Price Ratio | 100%      | 100%      | 0%       |
| Days on Market           | 17        | 26        | 53%      |

\*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

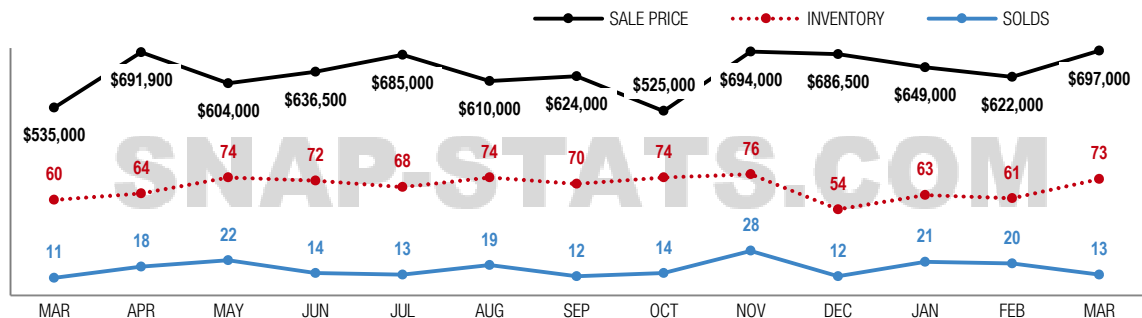
| SnapStats®        | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island    | 1         | 0     | NA          |
| Delta Manor       | 12        | 4     | 33%         |
| East Delta        | 0         | 0     | NA          |
| Hawthorne         | 10        | 1     | 10%         |
| Holly             | 0         | 0     | NA          |
| Ladner Elementary | 18        | 3     | 17%         |
| Ladner Rural      | 6         | 0     | NA          |
| Neilsen Grove     | 26        | 5     | 19%         |
| Port Guichon      | 0         | 0     | NA          |
| Tilbury           | 0         | 0     | NA          |
| Westham Island    | 0         | 0     | NA          |
| TOTAL*            | 73        | 13    | 18%         |

## Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$800,000 to \$900,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$500,000 to \$600,000, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Delta Manor and minimum 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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