

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	2	1	50%
300,001 – 400,000	6	1	17%
400,001 – 500,000	16	6	38%
500,001 – 600,000	37	9	24%
600,001 – 700,000	59	16	27%
700,001 – 800,000	65	10	15%
800,001 – 900,000	41	10	24%
900,001 – 1,000,000	44	5	11%
1,000,001 – 1,250,000	64	5	8%
1,250,001 – 1,500,000	56	4	7%
1,500,001 – 1,750,000	36	4	11%
1,750,001 – 2,000,000	34	2	6%
2,000,001 – 2,250,000	17	0	NA
2,250,001 – 2,500,000	12	0	NA
2,500,001 – 2,750,000	15	0	NA
2,750,001 – 3,000,000	18	0	NA
3,000,001 – 3,500,000	10	1	10%
3,500,001 – 4,000,000	10	0	NA
4,000,001 – 4,500,000	9	1	11%
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	38	0	NA
TOTAL*	595	75	13%

0 to 1 Bedroom	236	46	19%
2 Bedrooms	273	27	10%
3 Bedrooms	73	2	3%
4 Bedrooms & Greater	13	0	NA
TOTAL*	595	75	13%

SnapStats®	March	April	Variance
Inventory	630	595	-6%
Solds	171	75	-56%
Sale Price	\$755,000	\$746,500	-1%
Sale Price SQFT	\$1,063	\$1,041	-2%
Sale to List Price Ratio	101%	97%	-4%
Days on Market	7	13	86%

*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

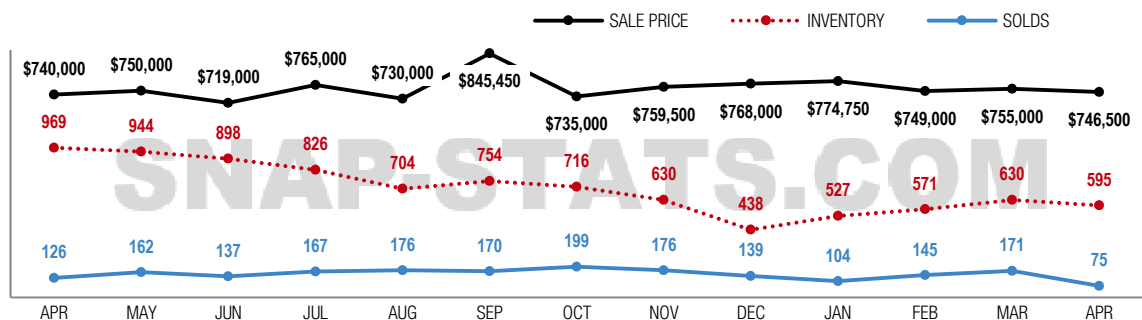
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	93	5	5%
Downtown	215	29	13%
Westend	123	17	14%
Yaletown	164	24	15%
TOTAL*	595	75	13%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling ratio)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 38% 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, Westend, Yaletown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	3	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	2	1	50%
1,500,001 – 1,750,000	2	2	100%
1,750,001 – 2,000,000	5	3	60%
2,000,001 – 2,250,000	7	1	14%
2,250,001 – 2,500,000	26	6	23%
2,500,001 – 2,750,000	13	2	15%
2,750,001 – 3,000,000	28	6	21%
3,000,001 – 3,500,000	52	3	6%
3,500,001 – 4,000,000	55	3	5%
4,000,001 – 4,500,000	34	1	3%
4,500,001 – 5,000,000	37	4	11%
5,000,001 & Greater	157	5	3%
TOTAL*	421	37	9%

2 Bedrooms & Less	14	3	21%
3 to 4 Bedrooms	146	17	12%
5 to 6 Bedrooms	203	14	7%
7 Bedrooms & More	58	3	5%
TOTAL*	421	37	9%

SnapStats®	March	April	Variance
Inventory	450	421	-6%
Solds	107	37	-65%
Sale Price	\$3,050,000	\$2,802,000	-8%
Sale Price SQFT	\$1,003	\$976	-3%
Sale to List Price Ratio	96%	88%	-8%
Days on Market	20	25	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 DETACHED HOUSES

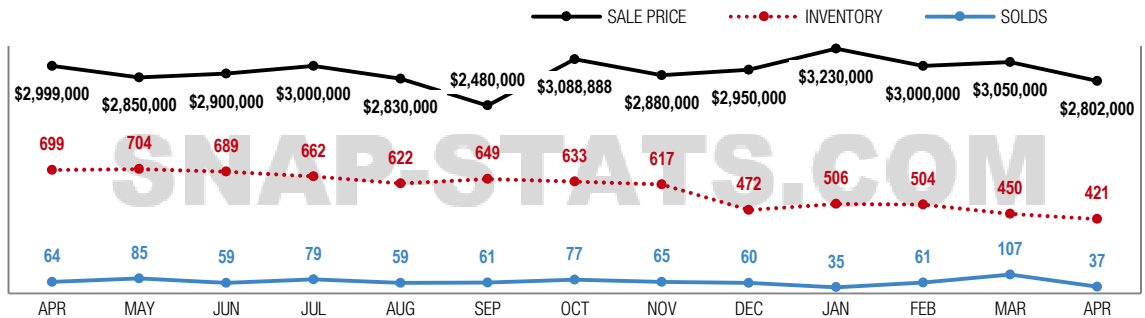
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	12	3	25%
Cambie	27	3	11%
Dunbar	45	4	9%
Fairview	0	0	NA
Falsecreek	2	0	NA
Kerrisdale	29	6	21%
Kitsilano	14	4	29%
Mackenzie Heights	15	1	7%
Marpole	18	2	11%
Mount Pleasant	5	1	20%
Oakridge	16	0	NA
Point Grey	60	3	5%
Quilchena	16	2	13%
SW Marine	18	0	NA
Shaughnessy	49	3	6%
South Cambie	6	0	NA
South Granville	37	2	5%
Southlands	34	0	NA
University	18	3	17%
TOTAL*	421	37	9%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 12% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil / \$5 mil plus, Point Grey, Shaughnessy, South Granville and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Arbutus, Kerrisdale, Kitsilano and up to 2 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	3	0	NA
400,001 – 500,000	12	6	50%
500,001 – 600,000	27	9	33%
600,001 – 700,000	58	12	21%
700,001 – 800,000	50	7	14%
800,001 – 900,000	51	13	25%
900,001 – 1,000,000	65	10	15%
1,000,001 – 1,250,000	92	7	8%
1,250,001 – 1,500,000	87	8	9%
1,500,001 – 1,750,000	56	3	5%
1,750,001 – 2,000,000	62	3	5%
2,000,001 – 2,250,000	17	0	NA
2,250,001 – 2,500,000	23	0	NA
2,500,001 – 2,750,000	12	0	NA
2,750,001 – 3,000,000	11	0	NA
3,000,001 – 3,500,000	9	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	647	78	12%

0 to 1 Bedroom	160	25	16%
2 Bedrooms	314	39	12%
3 Bedrooms	153	14	9%
4 Bedrooms & Greater	20	0	NA
TOTAL*	647	78	12%

SnapStats®	March	April	Variance
Inventory	634	647	2%
Solds	187	78	-58%
Sale Price	\$902,500	\$838,500	-7%
Sale Price SQFT	\$948	\$922	-3%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	11	9	-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 CONDOS & TOWNHOMES

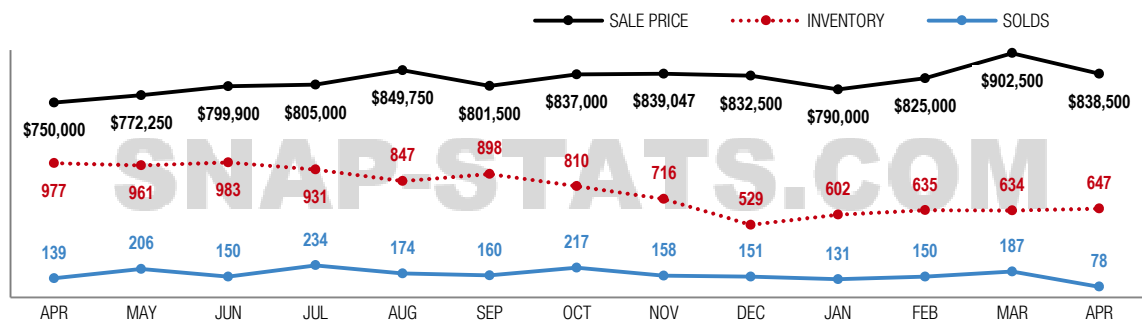
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	74	9	12%
Dunbar	5	1	20%
Fairview	80	17	21%
Falsecreek	68	11	16%
Kerrisdale	20	1	5%
Kitsilano	69	18	26%
Mackenzie Heights	1	0	NA
Marpole	61	6	10%
Mount Pleasant	12	2	17%
Oakridge	21	0	NA
Point Grey	15	2	13%
Quilchena	12	2	17%
SW Marine	12	1	8%
Shaughnessy	8	0	NA
South Cambie	33	1	3%
South Granville	37	1	3%
Southlands	0	0	NA
University	119	6	5%
TOTAL*	647	78	12%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$2 mil, Kerrisdale, SW Marine, South Cambie, South Granville and University
- Sellers Best Bet** Selling homes in Fairview, Kitsilano 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	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	2	2	100%
1,000,001 – 1,250,000	23	9	39%
1,250,001 – 1,500,000	70	13	19%
1,500,001 – 1,750,000	55	10	18%
1,750,001 – 2,000,000	50	6	12%
2,000,001 – 2,250,000	20	4	20%
2,250,001 – 2,500,000	49	3	6%
2,500,001 – 2,750,000	25	2	8%
2,750,001 – 3,000,000	37	0	NA
3,000,001 – 3,500,000	9	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	4	0	NA
TOTAL*	349	49	14%

2 Bedrooms & Less	25	2	8%
3 to 4 Bedrooms	120	16	13%
5 to 6 Bedrooms	141	25	18%
7 Bedrooms & More	63	6	10%
TOTAL*	349	49	14%

SnapStats®	March	April	Variance
Inventory	365	349	-4%
Solds	109	49	-55%
Sale Price	\$1,497,000	\$1,520,000	2%
Sale Price SQFT	\$645	\$627	-3%
Sale to List Price Ratio	103%	101%	-2%
Days on Market	8	10	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 DETACHED HOUSES

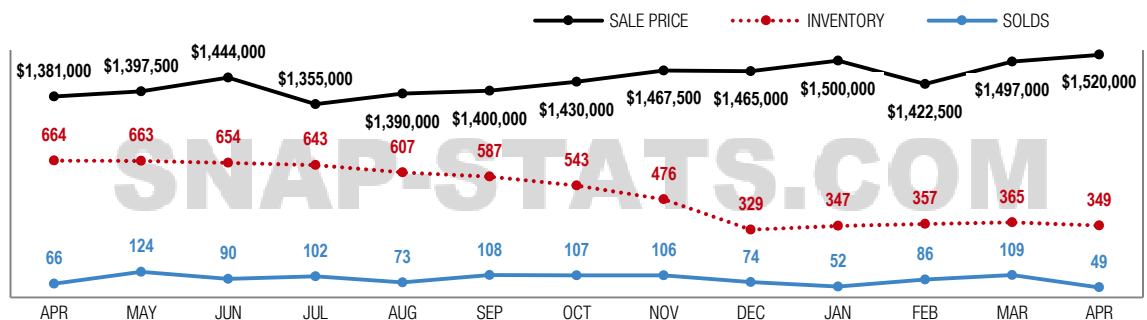
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	54	2	4%
Downtown	0	0	NA
Fraser	32	4	13%
Fraserview	11	3	27%
Grandview Woodland	28	7	25%
Hastings	5	0	NA
Hastings Sunrise	11	3	27%
Killarney	32	5	16%
Knight	35	8	23%
Main	9	2	22%
Mount Pleasant	5	1	20%
Renfrew Heights	31	2	6%
Renfrew	44	8	18%
South Marine	2	1	50%
South Vancouver	26	1	4%
Strathcona	4	0	NA
Victoria	18	2	11%
TOTAL*	349	49	14%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 39% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.75 mil, Collingwood, Renfrew Heights, South Vancouver and up to 2 bedrooms
- Sellers Best Bet** Selling homes in Fraserview, Grandview Woodland, Hastings Sunrise and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	16	4	25%
400,001 – 500,000	45	12	27%
500,001 – 600,000	77	17	22%
600,001 – 700,000	56	8	14%
700,001 – 800,000	53	8	15%
800,001 – 900,000	31	5	16%
900,001 – 1,000,000	23	4	17%
1,000,001 – 1,250,000	41	7	17%
1,250,001 – 1,500,000	27	2	7%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	386	67	17%

0 to 1 Bedroom	132	29	22%
2 Bedrooms	188	30	16%
3 Bedrooms	63	6	10%
4 Bedrooms & Greater	3	2	67%
TOTAL*	386	67	17%

SnapStats®	March	April	Variance
Inventory	378	386	2%
Solds	159	67	-58%
Sale Price	\$635,000	\$608,000	-4%
Sale Price SQFT	\$860	\$748	-13%
Sale to List Price Ratio	101%	98%	-3%
Days on Market	8	12	50%

*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

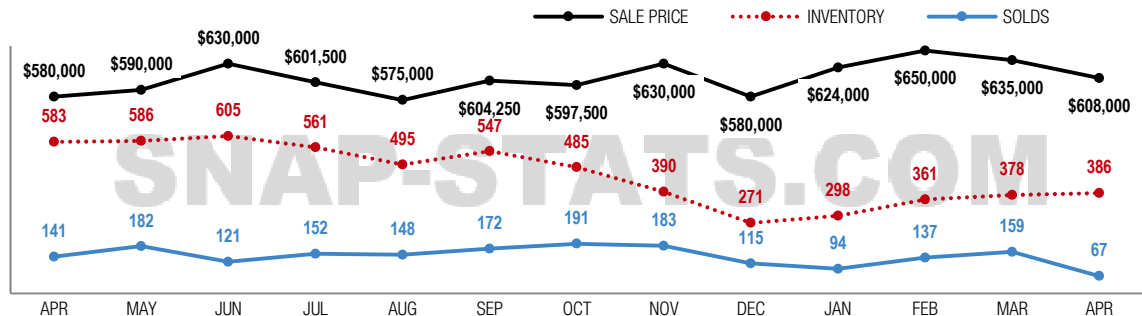
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	6	2	33%
Collingwood	79	12	15%
Downtown	40	3	8%
Fraser	3	2	67%
Fraserview	0	1	NA*
Grandview Woodland	19	2	11%
Hastings	5	1	20%
Hastings Sunrise	3	1	33%
Killarney	10	0	NA
Knight	2	0	NA
Main	11	3	27%
Mount Pleasant	66	23	35%
Renfrew Heights	7	0	NA
Renfrew	12	3	25%
South Marine	74	8	11%
South Vancouver	2	0	NA
Strathcona	20	5	25%
Victoria	27	1	4%
TOTAL*	386	67	17%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE 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** \$400,000 to \$500,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Downtown, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Main, Mount Pleasant, Renfrew, Strathcona and up to 1 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	1	1	100%
700,001 – 800,000	1	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	3	6	200%*
1,250,001 – 1,500,000	30	10	33%
1,500,001 – 1,750,000	32	8	25%
1,750,001 – 2,000,000	34	2	6%
2,000,001 – 2,250,000	16	5	31%
2,250,001 – 2,500,000	25	1	4%
2,500,001 – 2,750,000	8	0	NA
2,750,001 – 3,000,000	26	2	8%
3,000,001 – 3,500,000	27	1	4%
3,500,001 – 4,000,000	16	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	4	1	25%
TOTAL*	239	38	16%

2 Bedrooms & Less	7	3	43%
3 to 4 Bedrooms	97	24	25%
5 to 6 Bedrooms	102	9	9%
7 Bedrooms & More	33	2	6%
TOTAL*	239	38	16%

SnapStats®	March	April	Variance
Inventory	248	239	-4%
Solds	68	38	-44%
Sale Price	\$1,641,000	\$1,511,500	-8%
Sale Price SQFT	\$651	\$624	-4%
Sale to List Price Ratio	100%	95%	-5%
Days on Market	9	7	-22%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	6	1	17%
Boulevard	9	3	33%
Braemar	2	0	NA
Calverhall	7	0	NA
Canyon Heights	26	6	23%
Capilano	7	1	14%
Central Lonsdale	17	1	6%
Deep Cove	9	1	11%
Delbrook	9	1	11%
Dollarton	8	0	NA
Edgemont	21	1	5%
Forest Hills	11	0	NA
Grouse Woods	1	0	NA
Harbourside	0	0	NA
Indian Arm	3	1	33%
Indian River	4	0	NA
Lower Lonsdale	4	0	NA
Lynn Valley	21	6	29%
Lynnmoor	6	0	NA
Mosquito Creek	2	0	NA
Norgate	2	0	NA
Northlands	0	0	NA
Pemberton Heights	5	1	20%
Pemberton	3	1	33%
Princess Park	2	2	100%
Queensbury	1	1	100%
Roche Point	1	1	100%
Seymour	3	0	NA
Tempe	0	1	NA*
Upper Delbrook	14	2	14%
Upper Lonsdale	26	3	12%
Westlynn	1	2	200%*
Westlynn Terrace	2	1	50%
Windsor Park	2	1	50%
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	239	38	16%

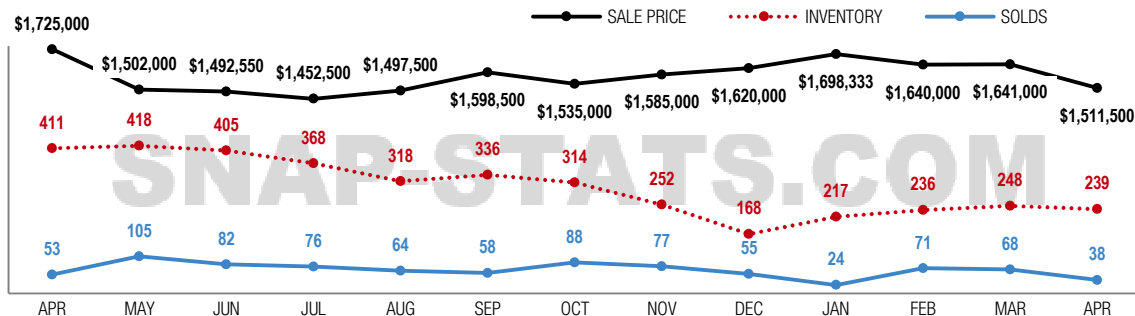
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 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 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$3 mil to \$3.5 mil, Central Lonsdale, Edgemont and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Boulevard, Canyon Heights, Lynn Valley and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	7	1	14%
400,001 – 500,000	25	8	32%
500,001 – 600,000	28	10	36%
600,001 – 700,000	36	9	25%
700,001 – 800,000	44	5	11%
800,001 – 900,000	51	10	20%
900,001 – 1,000,000	32	4	13%
1,000,001 – 1,250,000	59	3	5%
1,250,001 – 1,500,000	29	0	NA
1,500,001 – 1,750,000	10	0	NA
1,750,001 – 2,000,000	3	2	67%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	1	1	100%
3,000,001 – 3,500,000	3	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*	339	53	16%

0 to 1 Bedroom	83	14	17%
2 Bedrooms	167	30	18%
3 Bedrooms	75	9	12%
4 Bedrooms & Greater	14	0	NA
TOTAL*	339	53	16%

SnapStats®	March	April	Variance
Inventory	341	339	-1%
Solds	129	53	-59%
Sale Price	\$755,000	\$685,000	-9%
Sale Price SQFT	\$787	\$720	-9%
Sale to List Price Ratio	98%	98%	0%
Days on Market	9	14	56%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	3	1	33%
Central Lonsdale	49	9	18%
Deep Cove	3	0	NA
Delbrook	1	0	NA
Dollarton	0	0	NA
Edgemont	9	0	NA
Forest Hills	0	0	NA
Grouse Woods	3	0	NA
Harbourside	1	1	100%
Indian Arm	0	0	NA
Indian River	3	1	33%
Lower Lonsdale	106	17	16%
Lynn Valley	19	4	21%
Lynn timer	34	3	9%
Mosquito Creek	22	6	27%
Norgate	4	0	NA
Northlands	9	0	NA
Pemberton Heights	4	1	25%
Pemberton	20	5	25%
Princess Park	0	0	NA
Queensbury	6	0	NA
Roche Point	26	5	19%
Seymour	3	0	NA
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	10	0	NA
Westlynn	4	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	339	53	16%

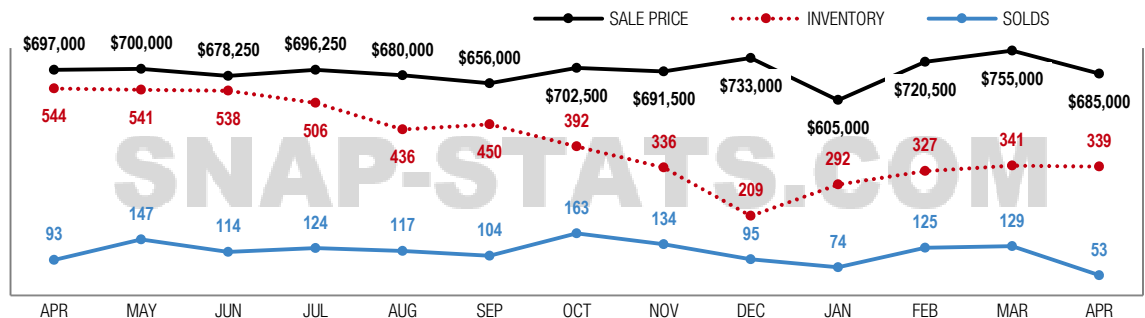
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 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 36% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Lynn timer and 3 bedroom properties
- Sellers Best Bet** Selling homes in Mosquito Creek, Pemberton 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 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	2	0	NA
1,250,001 – 1,500,000	12	1	8%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	22	3	14%
2,000,001 – 2,250,000	9	3	33%
2,250,001 – 2,500,000	22	0	NA
2,500,001 – 2,750,000	12	1	8%
2,750,001 – 3,000,000	35	5	14%
3,000,001 – 3,500,000	24	4	17%
3,500,001 – 4,000,000	28	1	4%
4,000,001 – 4,500,000	26	3	12%
4,500,001 – 5,000,000	23	0	NA
5,000,001 & Greater	116	0	NA
TOTAL*	338	21	6%

2 Bedrooms & Less	14	2	14%
3 to 4 Bedrooms	157	11	7%
5 to 6 Bedrooms	145	8	6%
7 Bedrooms & More	22	0	NA
TOTAL*	338	21	6%

SnapStats®	March	April	Variance
Inventory	362	338	-7%
Solds	40	21	-48%
Sale Price	\$2,466,500	\$2,925,000	19%
Sale Price SQFT	\$700	\$768	10%
Sale to List Price Ratio	95%	92%	-3%
Days on Market	28	29	4%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	12	1	8%
Ambleside	30	4	13%
Bayridge	14	0	NA
British Properties	64	1	2%
Canterbury	7	0	NA
Caulfield	13	1	8%
Cedardale	2	0	NA
Chartwell	21	0	NA
Chelsea Park	4	0	NA
Cypress	7	0	NA
Cypress Park Estates	10	0	NA
Deer Ridge	0	0	NA
Dundarave	19	3	16%
Eagle Harbour	14	1	7%
Eagleridge	5	0	NA
Furry Creek	3	0	NA
Gleneagles	8	2	25%
Glenmore	12	0	NA
Horseshoe Bay	6	0	NA
Howe Sound	9	0	NA
Lions Bay	7	1	14%
Old Caulfield	4	0	NA
Panorama Village	0	0	NA
Park Royal	2	1	50%
Porteau Cove	0	0	NA
Queens	6	2	33%
Rockridge	1	1	100%
Sandy Cove	0	0	NA
Sentinel Hill	10	0	NA
Upper Caulfield	7	1	14%
West Bay	12	0	NA
Westhill	4	0	NA
Westmount	12	1	8%
Whitby Estates	6	0	NA
Whytecliff	7	1	14%
TOTAL*	338	21	6%

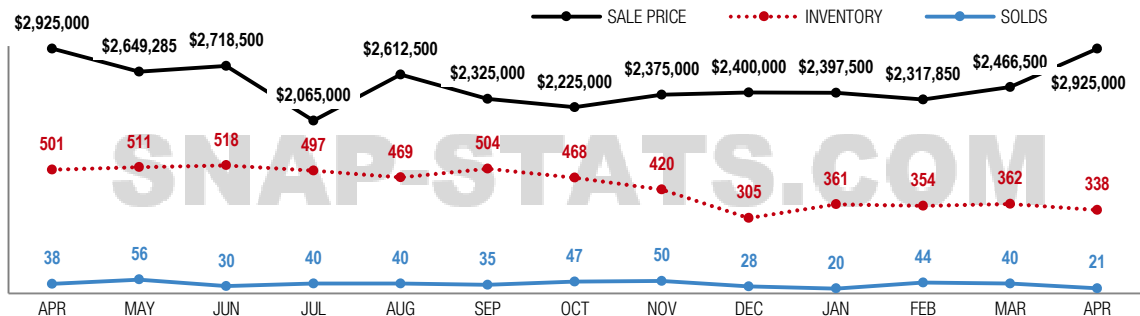
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, British Properties and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Gleneagles 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	5	0	NA
500,001 – 600,000	8	1	13%
600,001 – 700,000	3	1	33%
700,001 – 800,000	9	1	11%
800,001 – 900,000	5	0	NA
900,001 – 1,000,000	7	1	14%
1,000,001 – 1,250,000	12	1	8%
1,250,001 – 1,500,000	16	2	13%
1,500,001 – 1,750,000	10	0	NA
1,750,001 – 2,000,000	10	0	NA
2,000,001 – 2,250,000	5	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	5	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	121	7	6%

0 to 1 Bedroom	23	1	4%
2 Bedrooms	68	6	9%
3 Bedrooms	27	0	NA
4 Bedrooms & Greater	3	0	NA
TOTAL*	121	7	6%

SnapStats®	March	April	Variance
Inventory	125	121	-3%
Solds	15	7	-53%
Sale Price	\$960,000	\$950,000	-1%
Sale Price SQFT	\$707	\$823	16%
Sale to List Price Ratio	92%	87%	-5%
Days on Market	19	24	26%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	34	2	6%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	1	0	NA
Cedardale	3	1	33%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	0	NA
Deer Ridge	1	0	NA
Dundarave	28	2	7%
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	0	NA
Lions Bay	1	0	NA
Old Caulfield	0	0	NA
Panorama Village	16	0	NA
Park Royal	20	2	10%
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*	121	7	6%

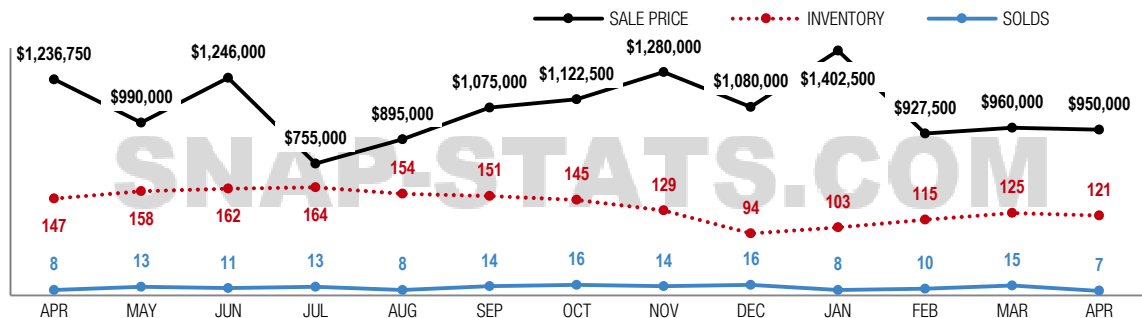
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 13% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Ambleside and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Park Royal 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	1	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	1	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	1	100%
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	16	9	56%
1,250,001 – 1,500,000	75	8	11%
1,500,001 – 1,750,000	63	9	14%
1,750,001 – 2,000,000	73	0	NA
2,000,001 – 2,250,000	22	3	14%
2,250,001 – 2,500,000	47	3	6%
2,500,001 – 2,750,000	36	2	6%
2,750,001 – 3,000,000	41	0	NA
3,000,001 – 3,500,000	26	0	NA
3,500,001 – 4,000,000	21	0	NA
4,000,001 – 4,500,000	9	0	NA
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	9	1	11%
TOTAL*	454	36	8%

2 Bedrooms & Less	16	1	6%
3 to 4 Bedrooms	189	22	12%
5 to 6 Bedrooms	220	13	6%
7 Bedrooms & More	29	0	NA
TOTAL*	454	36	8%

SnapStats®	March	April	Variance
Inventory	483	454	-6%
Solds	94	36	-62%
Sale Price	\$1,608,000	\$1,489,000	-7%
Sale Price SQFT	\$576	\$644	12%
Sale to List Price Ratio	95%	95%	0%
Days on Market	30	49	63%

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

Community DETACHED HOUSES

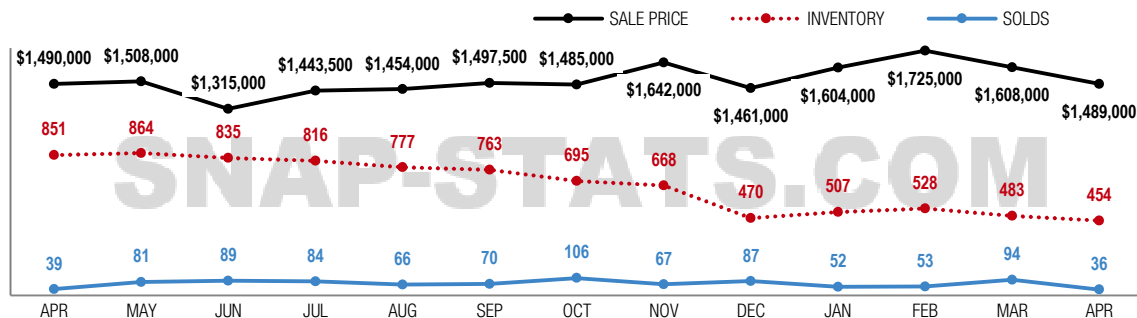
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	8	1	13%
Bridgeport	20	2	10%
Brighthouse	7	0	NA
Brighthouse South	2	0	NA
Broadmoor	46	4	9%
East Cambie	5	2	40%
East Richmond	5	0	NA
Garden City	10	1	10%
Gilmore	1	0	NA
Granville	42	1	2%
Hamilton	9	1	11%
Ironwood	17	2	12%
Lackner	14	0	NA
McLennan	7	0	NA
McLennan North	1	1	100%
McNair	17	2	12%
Quilchena	19	1	5%
Riverdale	34	0	NA
Saunders	23	1	4%
Sea Island	3	1	33%
Seafair	29	5	17%
South Arm	11	3	27%
Steveston North	24	4	17%
Steveston South	13	1	8%
Steveston Village	13	1	8%
Terra Nova	13	1	8%
West Cambie	15	0	NA
Westwind	8	0	NA
Woodwards	38	1	3%
TOTAL*	454	36	8%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.75 mil, Granville, Quilchena, Woodwards and up to 2 / 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in South Arm 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	22	1	5%
300,001 – 400,000	39	13	33%
400,001 – 500,000	67	15	22%
500,001 – 600,000	143	20	14%
600,001 – 700,000	113	16	14%
700,001 – 800,000	106	11	10%
800,001 – 900,000	107	11	10%
900,001 – 1,000,000	100	9	9%
1,000,001 – 1,250,000	77	5	6%
1,250,001 – 1,500,000	31	2	6%
1,500,001 – 1,750,000	8	0	NA
1,750,001 – 2,000,000	6	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*	822	103	13%

0 to 1 Bedroom	159	20	13%
2 Bedrooms	341	43	13%
3 Bedrooms	248	28	11%
4 Bedrooms & Greater	74	12	16%
TOTAL*	822	103	13%

SnapStats®	March	April	Variance
Inventory	877	822	-6%
Solds	234	103	-56%
Sale Price	\$635,000	\$625,000	-2%
Sale Price SQFT	\$666	\$635	-5%
Sale to List Price Ratio	98%	98%	0%
Days on Market	20	25	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

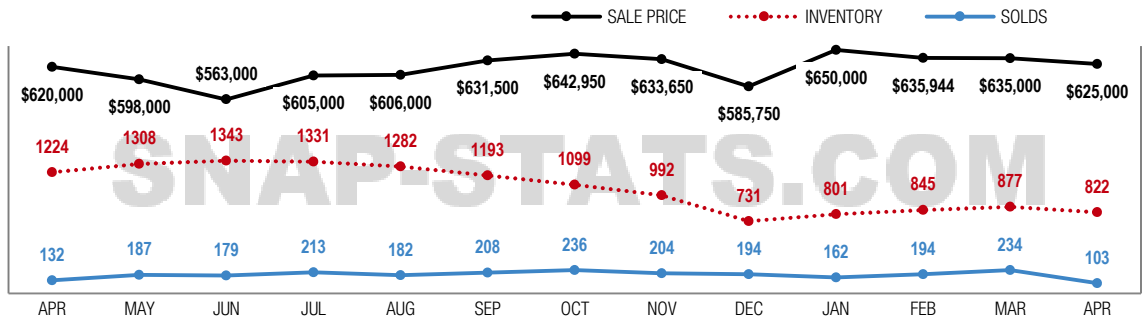
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	13	5	38%
Bridgeport	30	2	7%
Brighthouse	226	29	13%
Brighthouse South	72	16	22%
Broadmoor	18	1	6%
East Cambie	11	3	27%
East Richmond	7	0	NA
Garden City	3	0	NA
Gilmore	0	0	NA
Granville	23	1	4%
Hamilton	36	0	NA
Ironwood	12	6	50%
Lackner	1	0	NA
McLennan	0	0	NA
McLennan North	75	11	15%
McNair	2	0	NA
Quilchena	1	0	NA
Riverdale	14	1	7%
Saunders	8	0	NA
Sea Island	0	0	NA
Seafair	1	1	100%
South Arm	12	1	8%
Steveston North	12	3	25%
Steveston South	31	1	3%
Steveston Village	19	0	NA
Terra Nova	11	2	18%
West Cambie	163	16	10%
Westwind	1	0	NA
Woodwards	20	4	20%
TOTAL*	822	103	13%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 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 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$0 to \$300,000, Bridgeport, Broadmoor, Granville, Riverdale, South Arm and Steveston South
- Sellers Best Bet** Selling homes in Boyd Park, East Cambie, Ironwood, Steveston North and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	10	3	30%
1,000,001 – 1,250,000	30	2	7%
1,250,001 – 1,500,000	29	3	10%
1,500,001 – 1,750,000	10	0	NA
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	5	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	3	1	33%
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	114	11	10%

2 Bedrooms & Less	7	1	14%
3 to 4 Bedrooms	76	7	9%
5 to 6 Bedrooms	28	3	11%
7 Bedrooms & More	3	0	NA
TOTAL*	114	11	10%

SnapStats®	March	April	Variance
Inventory	122	114	-7%
Solds	21	11	-48%
Sale Price	\$1,130,000	\$1,248,000	10%
Sale Price SQFT	\$435	\$513	18%
Sale to List Price Ratio	98%	98%	0%
Days on Market	25	54	116%

*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

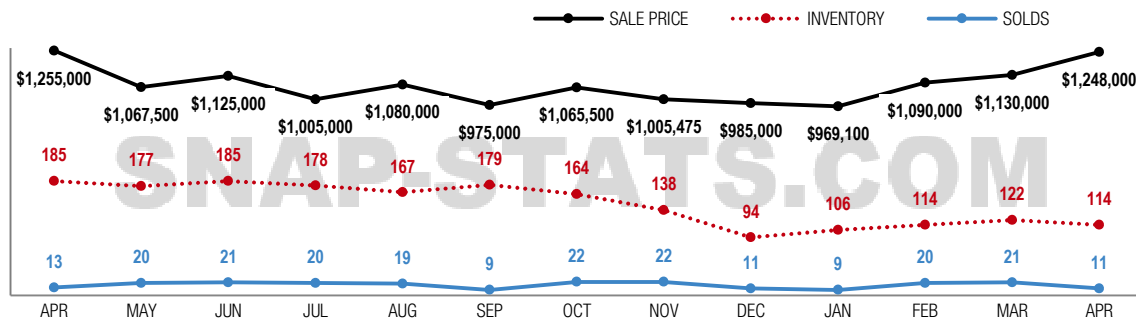
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	8	2	25%
Boundary Beach	7	1	14%
Cliff Drive	20	2	10%
English Bluff	17	1	6%
Pebble Hill	35	1	3%
Tsawwassen Central	14	3	21%
Tsawwassen East	13	1	8%
TOTAL*	114	11	10%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 10% Sales Ratio average (1 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 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, English Bluff, Pebble Hill, Tsawwassen East and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, Tsawwassen Central and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	3	0	NA
400,001 – 500,000	18	4	22%
500,001 – 600,000	27	2	7%
600,001 – 700,000	8	2	25%
700,001 – 800,000	6	1	17%
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	6	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	74	11	15%

0 to 1 Bedroom	3	4	133%*
2 Bedrooms	52	5	10%
3 Bedrooms	12	1	8%
4 Bedrooms & Greater	7	1	14%
TOTAL*	74	11	15%

SnapStats®	March	April	Variance
Inventory	75	74	-1%
Solds	16	11	-31%
Sale Price	\$565,000	\$544,900	-4%
Sale Price SQFT	\$464	\$531	14%
Sale to List Price Ratio	98%	103%	5%
Days on Market	40	67	68%

*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

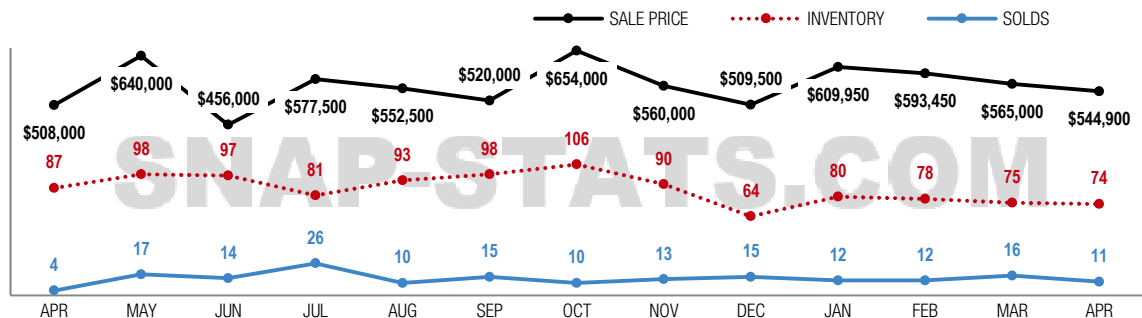
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	7	0	NA
Boundary Beach	1	0	NA
Cliff Drive	48	9	19%
English Bluff	5	1	20%
Pebble Hill	0	0	NA
Tsawwassen Central	12	1	8%
Tsawwassen East	1	0	NA
TOTAL*	74	11	15%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$600,000 to \$700,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Tsawwassen Central and 3 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive 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	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	5	3	60%
700,001 – 800,000	0	2	NA*
800,001 – 900,000	9	0	NA
900,001 – 1,000,000	9	0	NA
1,000,001 – 1,250,000	21	3	14%
1,250,001 – 1,500,000	12	1	8%
1,500,001 – 1,750,000	8	0	NA
1,750,001 – 2,000,000	0	1	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	2	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	71	10	14%

2 Bedrooms & Less	16	4	25%
3 to 4 Bedrooms	44	3	7%
5 to 6 Bedrooms	10	3	30%
7 Bedrooms & More	1	0	NA
TOTAL*	71	10	14%

SnapStats®	March	April	Variance
Inventory	76	71	-7%
Solds	19	10	-47%
Sale Price	\$962,000	\$890,000	-7%
Sale Price SQFT	\$461	\$462	0%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	6	32	433%

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

Community DETACHED HOUSES

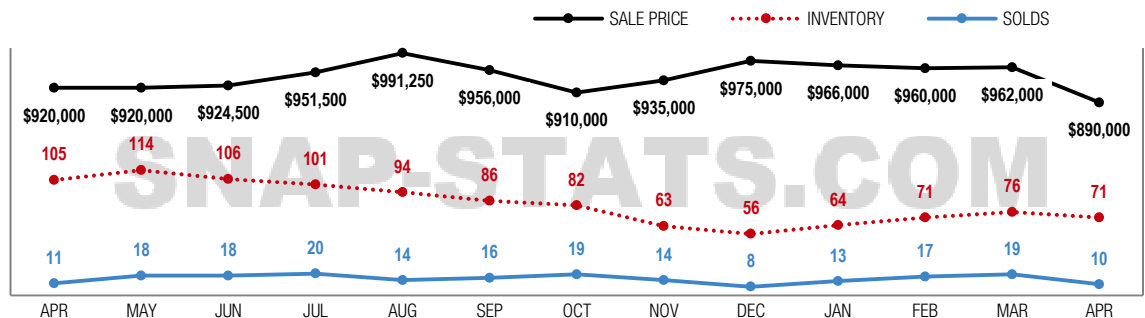
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	0	NA
East Delta	1	0	NA
Hawthorne	20	2	10%
Holly	10	2	20%
Ladner Elementary	15	1	7%
Ladner Rural	0	0	NA
Neilsen Grove	14	5	36%
Port Guichon	5	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	71	10	14%

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 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 14% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Hawthorne, Ladner Elementary and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove 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	3	0	NA
400,001 – 500,000	13	2	15%
500,001 – 600,000	20	0	NA
600,001 – 700,000	11	2	18%
700,001 – 800,000	13	1	8%
800,001 – 900,000	7	1	14%
900,001 – 1,000,000	3	0	NA
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*	71	6	8%

0 to 1 Bedroom	9	0	NA
2 Bedrooms	36	3	8%
3 Bedrooms	19	2	11%
4 Bedrooms & Greater	7	1	14%
TOTAL*	71	6	8%

SnapStats®	March	April	Variance
Inventory	73	71	-3%
Solds	13	6	-54%
Sale Price	\$697,000	\$604,000	-13%
Sale Price SQFT	\$468	\$435	-7%
Sale to List Price Ratio	100%	95%	-5%
Days on Market	26	37	42%

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

Community CONDOS & TOWNHOMES

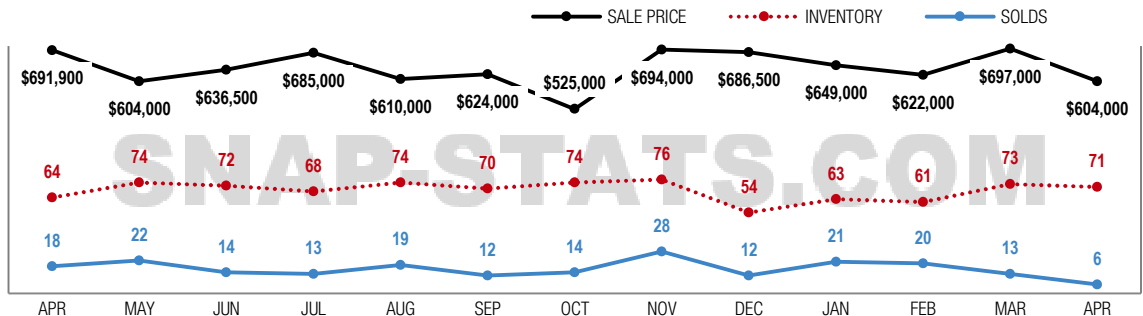
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	1	0	NA
Delta Manor	11	1	9%
East Delta	0	0	NA
Hawthorne	11	3	27%
Holly	1	0	NA
Ladner Elementary	17	1	6%
Ladner Rural	6	0	NA
Neilsen Grove	24	1	4%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	71	6	8%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Delta Manor, Ladner Elementary, Neilsen Grove and 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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