

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

Compliments of:

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May 2020

Produced & Published by SnapStats® Publishing Co.
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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	7	2	29%
400,001 – 500,000	13	8	62%
500,001 – 600,000	49	8	16%
600,001 – 700,000	70	19	27%
700,001 – 800,000	76	16	21%
800,001 – 900,000	53	5	9%
900,001 – 1,000,000	52	7	13%
1,000,001 – 1,250,000	71	11	15%
1,250,001 – 1,500,000	63	4	6%
1,500,001 – 1,750,000	41	5	12%
1,750,001 – 2,000,000	42	2	5%
2,000,001 – 2,250,000	17	1	6%
2,250,001 – 2,500,000	11	2	18%
2,500,001 – 2,750,000	13	2	15%
2,750,001 – 3,000,000	19	0	NA
3,000,001 – 3,500,000	12	0	NA
3,500,001 – 4,000,000	11	1	9%
4,000,001 – 4,500,000	8	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	38	1	3%
TOTAL*	673	95	14%

0 to 1 Bedroom	276	49	18%
2 Bedrooms	316	40	13%
3 Bedrooms	70	5	7%
4 Bedrooms & Greater	11	1	9%
TOTAL*	673	95	14%

SnapStats®	April	May	Variance
Inventory	595	673	13%
Solds	75	95	27%
Sale Price	\$746,500	\$758,000	2%
Sale Price SQFT	\$1,041	\$993	-5%
Sale to List Price Ratio	97%	97%	0%
Days on Market	13	21	62%

*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

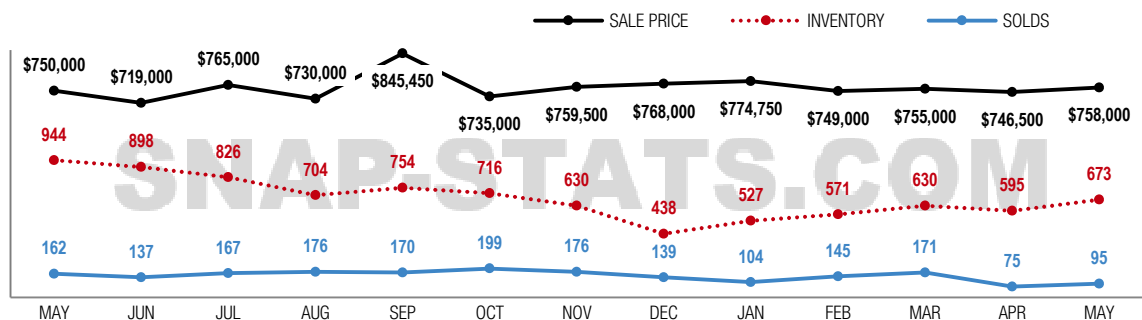
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	93	6	6%
Downtown	250	40	16%
Westend	131	23	18%
Yaletown	199	26	13%
TOTAL*	673	95	14%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 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 62% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Westend 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	1	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	1	50%
1,750,001 – 2,000,000	2	1	50%
2,000,001 – 2,250,000	12	5	42%
2,250,001 – 2,500,000	24	5	21%
2,500,001 – 2,750,000	15	6	40%
2,750,001 – 3,000,000	23	6	26%
3,000,001 – 3,500,000	59	9	15%
3,500,001 – 4,000,000	52	8	15%
4,000,001 – 4,500,000	34	2	6%
4,500,001 – 5,000,000	40	2	5%
5,000,001 & Greater	166	6	4%
TOTAL*	435	52	12%

2 Bedrooms & Less	9	5	56%
3 to 4 Bedrooms	142	25	18%
5 to 6 Bedrooms	214	18	8%
7 Bedrooms & More	70	4	6%
TOTAL*	435	52	12%

SnapStats®	April	May	Variance
Inventory	421	435	3%
Solds	37	52	41%
Sale Price	\$2,802,000	\$3,174,000	13%
Sale Price SQFT	\$976	\$1,115	14%
Sale to List Price Ratio	88%	103%	17%
Days on Market	25	27	8%

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

Community DETACHED HOUSES

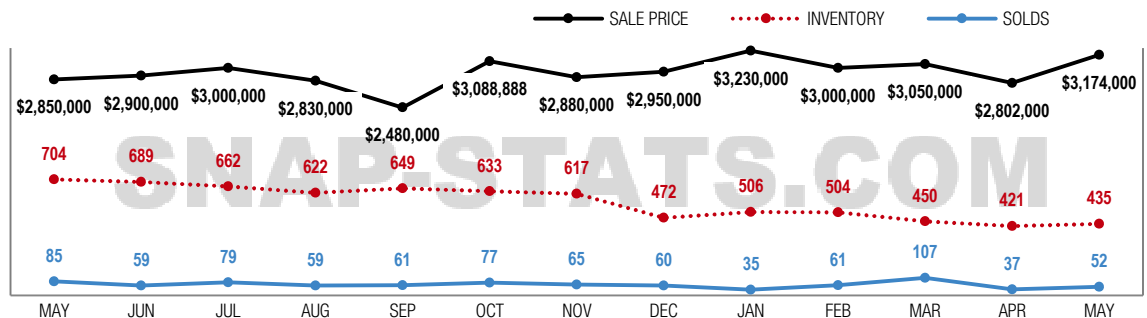
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	8	5	63%
Cambie	23	4	17%
Dunbar	54	9	17%
Fairview	0	0	NA
Falsecreek	2	0	NA
Kerrisdale	31	5	16%
Kitsilano	16	7	44%
Mackenzie Heights	12	3	25%
Marpole	21	2	10%
Mount Pleasant	5	0	NA
Oakridge	19	0	NA
Point Grey	55	8	15%
Quilchena	14	2	14%
SW Marine	22	1	5%
Shaughnessy	58	3	5%
South Cambie	5	0	NA
South Granville	38	2	5%
Southlands	32	1	3%
University	20	0	NA
TOTAL*	435	52	12%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, SW Marine, Shaughnessy, South Granville, Southlands and up to 7 minimum properties
- Sellers Best Bet** Selling homes in Arbutus, 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	4	1	25%
400,001 – 500,000	12	7	58%
500,001 – 600,000	34	19	56%
600,001 – 700,000	67	14	21%
700,001 – 800,000	58	22	38%
800,001 – 900,000	63	6	10%
900,001 – 1,000,000	80	9	11%
1,000,001 – 1,250,000	103	19	18%
1,250,001 – 1,500,000	112	7	6%
1,500,001 – 1,750,000	60	4	7%
1,750,001 – 2,000,000	61	1	2%
2,000,001 – 2,250,000	17	1	6%
2,250,001 – 2,500,000	25	1	4%
2,500,001 – 2,750,000	10	1	10%
2,750,001 – 3,000,000	10	1	10%
3,000,001 – 3,500,000	12	0	NA
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	740	113	15%

0 to 1 Bedroom	176	51	29%
2 Bedrooms	366	51	14%
3 Bedrooms	180	9	5%
4 Bedrooms & Greater	18	2	11%
TOTAL*	740	113	15%

SnapStats®	April	May	Variance
Inventory	647	740	14%
Solds	78	113	45%
Sale Price	\$838,500	\$756,000	-10%
Sale Price SQFT	\$922	\$933	1%
Sale to List Price Ratio	98%	98%	0%
Days on Market	9	16	78%

*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

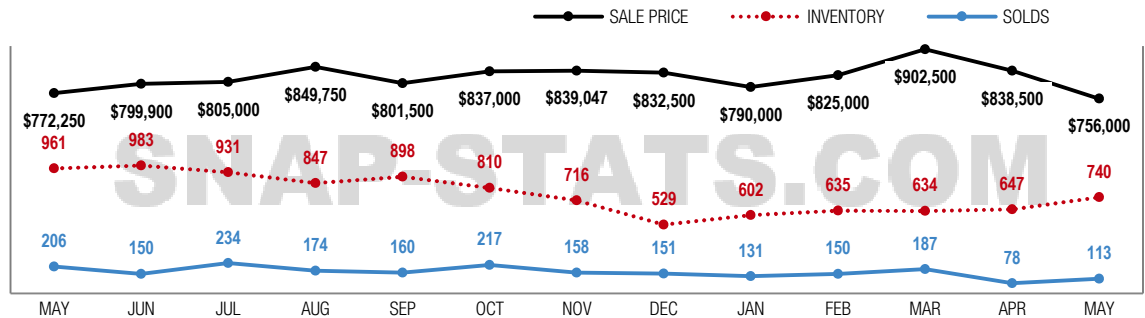
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	87	6	7%
Dunbar	7	1	14%
Fairview	92	31	34%
Falsecreek	86	7	8%
Kerrisdale	24	1	4%
Kitsilano	81	35	43%
Mackenzie Heights	1	0	NA
Marpole	73	8	11%
Mount Pleasant	15	2	13%
Oakridge	21	3	14%
Point Grey	17	1	6%
Quilchena	11	1	9%
SW Marine	11	3	27%
Shaughnessy	8	0	NA
South Cambie	36	1	3%
South Granville	35	2	6%
Southlands	1	0	NA
University	134	11	8%
TOTAL*	740	113	15%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Kerrisdale and 3 bedroom properties
- 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	1	NA*
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	1	3	300%*
1,000,001 – 1,250,000	23	13	57%
1,250,001 – 1,500,000	74	21	28%
1,500,001 – 1,750,000	63	11	17%
1,750,001 – 2,000,000	46	7	15%
2,000,001 – 2,250,000	24	1	4%
2,250,001 – 2,500,000	52	5	10%
2,500,001 – 2,750,000	24	2	8%
2,750,001 – 3,000,000	31	0	NA
3,000,001 – 3,500,000	10	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	357	64	18%

2 Bedrooms & Less	22	7	32%
3 to 4 Bedrooms	116	31	27%
5 to 6 Bedrooms	150	22	15%
7 Bedrooms & More	69	4	6%
TOTAL*	357	64	18%

SnapStats®	April	May	Variance
Inventory	349	357	2%
Solds	49	64	31%
Sale Price	\$1,520,000	\$1,450,000	-5%
Sale Price SQFT	\$627	\$658	5%
Sale to List Price Ratio	101%	99%	-2%
Days on Market	10	20	100%

*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

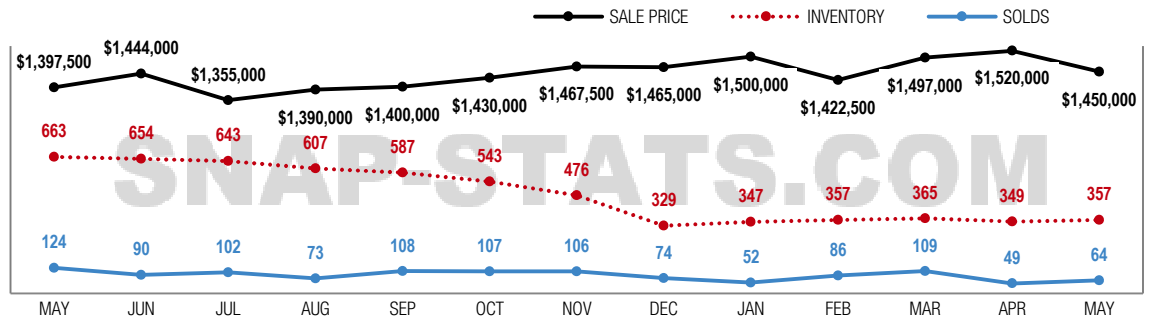
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	1	50%
Collingwood	53	3	6%
Downtown	0	0	NA
Fraser	32	9	28%
Fraserview	9	4	44%
Grandview Woodland	26	8	31%
Hastings	5	1	20%
Hastings Sunrise	11	3	27%
Killarney	37	5	14%
Knight	39	3	8%
Main	6	2	33%
Mount Pleasant	3	3	100%
Renfrew Heights	32	2	6%
Renfrew	48	7	15%
South Marine	3	1	33%
South Vancouver	30	6	20%
Strathcona	2	3	150%*
Victoria	19	3	16%
TOTAL*	357	64	18%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil, Collingwood, Knight, Renfrew Heights and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Fraserview, Grandview Woodland 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	16	5	31%
400,001 – 500,000	54	16	30%
500,001 – 600,000	78	20	26%
600,001 – 700,000	67	16	24%
700,001 – 800,000	59	11	19%
800,001 – 900,000	36	3	8%
900,001 – 1,000,000	27	6	22%
1,000,001 – 1,250,000	34	10	29%
1,250,001 – 1,500,000	30	4	13%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	4	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	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*	419	92	22%

0 to 1 Bedroom	155	41	26%
2 Bedrooms	189	39	21%
3 Bedrooms	68	12	18%
4 Bedrooms & Greater	7	0	NA
TOTAL*	419	92	22%

SnapStats®	April	May	Variance
Inventory	386	419	9%
Solds	67	92	37%
Sale Price	\$608,000	\$645,000	6%
Sale Price SQFT	\$748	\$831	11%
Sale to List Price Ratio	98%	99%	1%
Days on Market	12	12	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

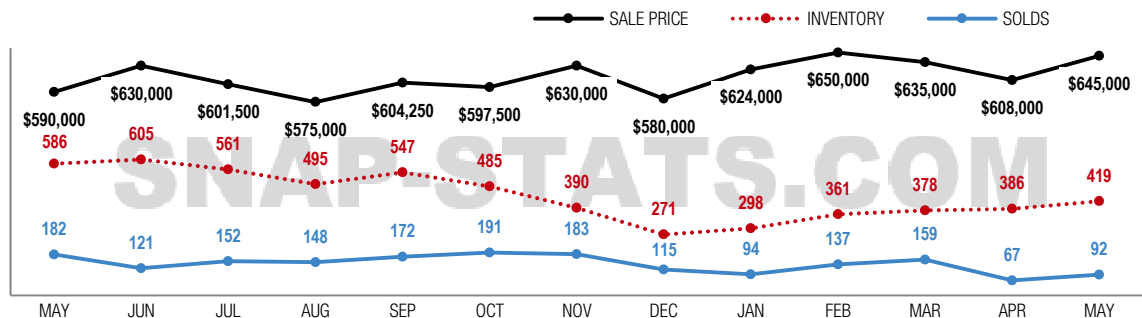
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	10	2	20%
Collingwood	78	9	12%
Downtown	47	9	19%
Fraser	8	2	25%
Fraserview	0	0	NA
Grandview Woodland	19	7	37%
Hastings	14	6	43%
Hastings Sunrise	3	2	67%
Killarney	10	0	NA
Knight	1	3	300%*
Main	3	5	167%*
Mount Pleasant	75	27	36%
Renfrew Heights	6	0	NA
Renfrew	12	1	8%
South Marine	84	7	8%
South Vancouver	0	1	NA*
Strathcona	26	7	27%
Victoria	23	4	17%
TOTAL*	419	92	22%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$300,000 to \$500,000 with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Renfrew, South Marine and 3 bedroom properties
- Sellers Best Bet** Selling homes in Grandview Woodland, Hastings, Mount Pleasant 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	0	1	NA*
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	0	1	NA*
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	4	4	100%
1,250,001 – 1,500,000	33	13	39%
1,500,001 – 1,750,000	35	16	46%
1,750,001 – 2,000,000	40	2	5%
2,000,001 – 2,250,000	20	5	25%
2,250,001 – 2,500,000	23	2	9%
2,500,001 – 2,750,000	15	2	13%
2,750,001 – 3,000,000	23	1	4%
3,000,001 – 3,500,000	29	1	3%
3,500,001 – 4,000,000	15	2	13%
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	257	51	20%

2 Bedrooms & Less	5	3	60%
3 to 4 Bedrooms	110	22	20%
5 to 6 Bedrooms	113	23	20%
7 Bedrooms & More	29	3	10%
TOTAL*	257	51	20%

SnapStats®	April	May	Variance
Inventory	239	257	8%
Solds	38	51	34%
Sale Price	\$1,511,500	\$1,580,000	5%
Sale Price SQFT	\$624	\$644	3%
Sale to List Price Ratio	95%	99%	4%
Days on Market	7	8	14%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	7	1	14%
Boulevard	7	3	43%
Braemar	0	2	NA*
Calverhall	9	1	11%
Canyon Heights	33	2	6%
Capilano	8	0	NA
Central Lonsdale	18	7	39%
Deep Cove	10	4	40%
Delbrook	7	1	14%
Dollarton	7	1	14%
Edgemont	18	4	22%
Forest Hills	15	0	NA
Grouse Woods	0	1	NA*
Harbourside	0	0	NA
Indian Arm	2	1	50%
Indian River	5	1	20%
Lower Lonsdale	3	1	33%
Lynn Valley	22	8	36%
Lynnmoor	5	0	NA
Mosquito Creek	1	1	100%
Norgate	2	1	50%
Northlands	0	0	NA
Pemberton Heights	7	1	14%
Pemberton	1	2	200%*
Princess Park	3	2	67%
Queensbury	2	0	NA
Roche Point	4	0	NA
Seymour	5	1	20%
Tempe	0	0	NA
Upper Delbrook	11	1	9%
Upper Lonsdale	31	1	3%
Westlynn	3	1	33%
Westlynn Terrace	2	1	50%
Windsor Park	4	1	25%
Woodlands-Sunshine Cascade	5	0	NA
TOTAL*	257	51	20%

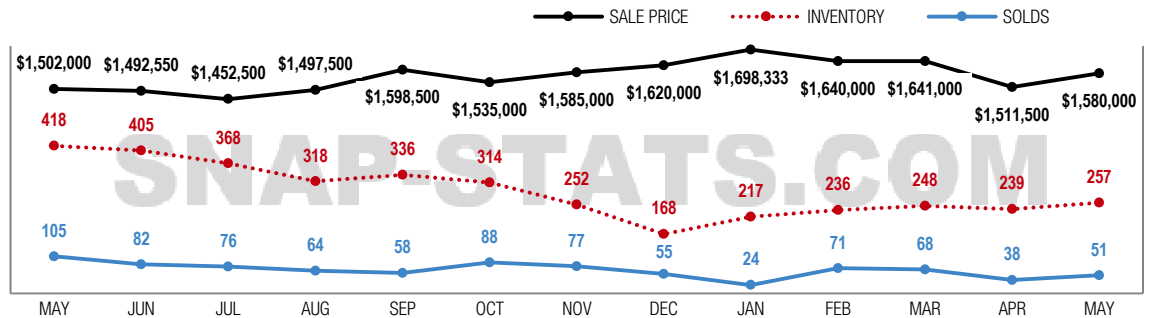
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 46% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Canyon Heights, Upper Delbrook, Upper Lonsdale and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Central Lonsdale, Deep Cove, Lynn Valley and 3 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	8	2	25%
400,001 – 500,000	28	8	29%
500,001 – 600,000	40	10	25%
600,001 – 700,000	48	11	23%
700,001 – 800,000	47	15	32%
800,001 – 900,000	54	13	24%
900,001 – 1,000,000	32	6	19%
1,000,001 – 1,250,000	61	15	25%
1,250,001 – 1,500,000	35	1	3%
1,500,001 – 1,750,000	9	0	NA
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	381	82	22%

0 to 1 Bedroom	92	25	27%
2 Bedrooms	195	39	20%
3 Bedrooms	81	17	21%
4 Bedrooms & Greater	13	1	8%
TOTAL*	381	82	22%

SnapStats®	April	May	Variance
Inventory	339	381	12%
Solds	53	82	55%
Sale Price	\$685,000	\$752,500	10%
Sale Price SQFT	\$720	\$766	6%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	14	15	7%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	5	0	NA
Central Lonsdale	65	9	14%
Deep Cove	3	0	NA
Delbrook	1	0	NA
Dollarton	0	0	NA
Edgemont	10	0	NA
Forest Hills	0	0	NA
Grouse Woods	2	2	100%
Harbourside	5	0	NA
Indian Arm	0	0	NA
Indian River	4	3	75%
Lower Lonsdale	125	23	18%
Lynn Valley	18	8	44%
Lynn timer	33	11	33%
Mosquito Creek	20	5	25%
Norgate	3	1	33%
Northlands	8	1	13%
Pemberton Heights	3	2	67%
Pemberton	28	6	21%
Princess Park	0	0	NA
Queensbury	5	2	40%
Roche Point	26	4	15%
Seymour	3	1	33%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	10	1	10%
Westlynn	3	3	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	381	82	22%

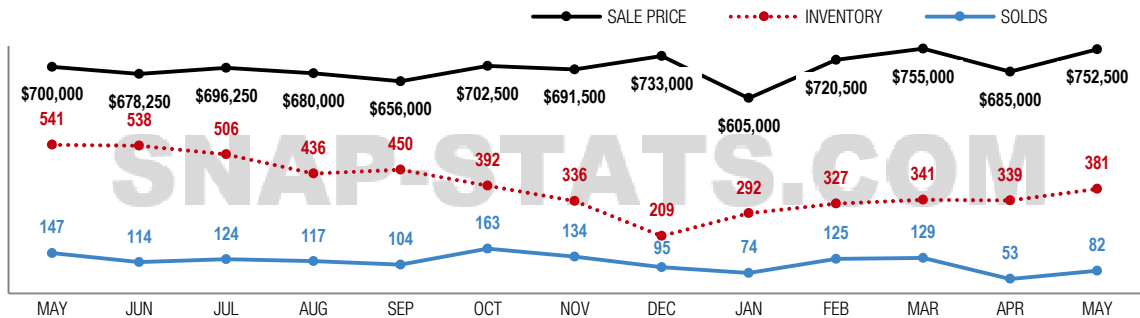
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 32% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Central Lonsdale, Northlands, Roche Point and Upper Lonsdale
- Sellers Best Bet** Selling homes in Lynn Valley, Lynn timer and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	3	0	NA
1,250,001 – 1,500,000	9	2	22%
1,500,001 – 1,750,000	6	6	100%
1,750,001 – 2,000,000	23	5	22%
2,000,001 – 2,250,000	10	4	40%
2,250,001 – 2,500,000	26	0	NA
2,500,001 – 2,750,000	14	2	14%
2,750,001 – 3,000,000	33	3	9%
3,000,001 – 3,500,000	26	3	12%
3,500,001 – 4,000,000	30	1	3%
4,000,001 – 4,500,000	25	2	8%
4,500,001 – 5,000,000	28	0	NA
5,000,001 & Greater	116	2	2%
TOTAL*	349	30	9%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	152	22	14%
5 to 6 Bedrooms	161	5	3%
7 Bedrooms & More	22	2	9%
TOTAL*	349	30	9%

SnapStats®	April	May	Variance
Inventory	338	349	3%
Solds	21	30	43%
Sale Price	\$2,925,000	\$2,145,000	-27%
Sale Price SQFT	\$768	\$655	-15%
Sale to List Price Ratio	92%	90%	-2%
Days on Market	29	47	62%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	12	0	NA
Ambleside	34	0	NA
Bayridge	14	1	7%
British Properties	70	8	11%
Canterbury	7	1	14%
Caulfield	18	1	6%
Cedardale	0	1	NA*
Chartwell	19	1	5%
Chelsea Park	3	1	33%
Cypress	5	1	20%
Cypress Park Estates	10	1	10%
Deer Ridge	0	0	NA
Dundarave	20	2	10%
Eagle Harbour	14	2	14%
Eagleridge	3	2	67%
Furry Creek	3	0	NA
Gleneagles	11	1	9%
Glenmore	10	0	NA
Horseshoe Bay	6	0	NA
Howe Sound	10	1	10%
Lions Bay	9	1	11%
Old Caulfield	4	0	NA
Panorama Village	0	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	7	1	14%
Rockridge	1	0	NA
Sandy Cove	1	0	NA
Sentinel Hill	9	1	11%
Upper Caulfield	7	0	NA
West Bay	14	0	NA
Westhill	3	0	NA
Westmount	13	1	8%
Whitby Estates	4	0	NA
Whytecliff	6	2	33%
TOTAL*	349	30	9%

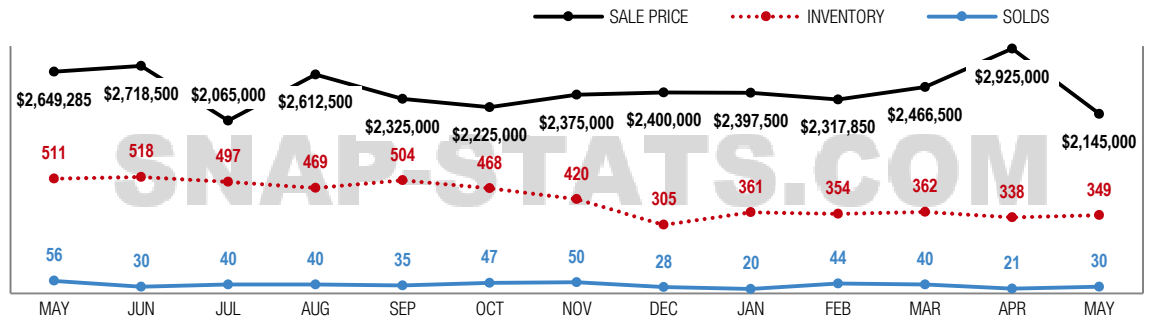
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Eagle Harbour 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	0	NA
400,001 – 500,000	3	3	100%
500,001 – 600,000	12	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	9	2	22%
800,001 – 900,000	6	1	17%
900,001 – 1,000,000	3	2	67%
1,000,001 – 1,250,000	15	3	20%
1,250,001 – 1,500,000	19	0	NA
1,500,001 – 1,750,000	8	0	NA
1,750,001 – 2,000,000	7	1	14%
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	7	2	29%
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	6	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	14	12%

0 to 1 Bedroom	23	4	17%
2 Bedrooms	73	6	8%
3 Bedrooms	23	4	17%
4 Bedrooms & Greater	2	0	NA
TOTAL*	121	14	12%

SnapStats®	April	May	Variance
Inventory	121	121	0%
Solds	7	14	100%
Sale Price	\$950,000	\$945,000	-1%
Sale Price SQFT	\$823	\$844	3%
Sale to List Price Ratio	87%	95%	9%
Days on Market	24	66	175%

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

Community CONDOS & TOWNHOMES

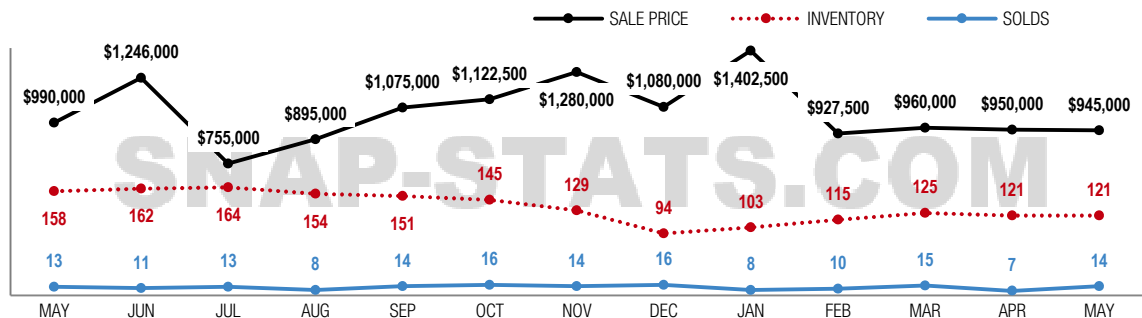
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	32	7	22%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	4	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	0	NA
Deer Ridge	2	0	NA
Dundarave	30	2	7%
Eagle Harbour	0	0	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	1	2	200%*
Lions Bay	1	0	NA
Old Caulfield	0	0	NA
Panorama Village	17	0	NA
Park Royal	20	3	15%
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	14	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 5% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Dundarave and 2 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and up to 1 / and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	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	0	NA
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	27	5	19%
1,250,001 – 1,500,000	79	9	11%
1,500,001 – 1,750,000	59	9	15%
1,750,001 – 2,000,000	76	6	8%
2,000,001 – 2,250,000	26	2	8%
2,250,001 – 2,500,000	48	2	4%
2,500,001 – 2,750,000	39	3	8%
2,750,001 – 3,000,000	40	0	NA
3,000,001 – 3,500,000	23	1	4%
3,500,001 – 4,000,000	23	1	4%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	8	0	NA
TOTAL*	472	40	8%

2 Bedrooms & Less	16	3	19%
3 to 4 Bedrooms	201	15	7%
5 to 6 Bedrooms	229	21	9%
7 Bedrooms & More	26	1	4%
TOTAL*	472	40	8%

SnapStats®	April	May	Variance
Inventory	454	472	4%
Solds	36	40	11%
Sale Price	\$1,489,000	\$1,610,500	8%
Sale Price SQFT	\$644	\$588	-9%
Sale to List Price Ratio	95%	95%	0%
Days on Market	49	33	-33%

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

Community DETACHED HOUSES

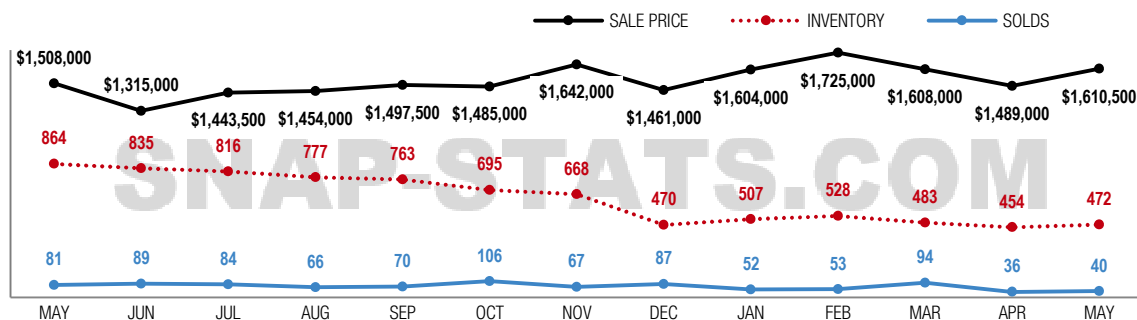
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	11	0	NA
Bridgeport	19	1	5%
Brighthouse	6	0	NA
Brighthouse South	2	0	NA
Broadmoor	41	3	7%
East Cambie	7	0	NA
East Richmond	5	1	20%
Garden City	11	2	18%
Gilmore	2	0	NA
Granville	45	3	7%
Hamilton	10	1	10%
Ironwood	17	1	6%
Lackner	12	2	17%
McLennan	9	0	NA
McLennan North	1	0	NA
McNair	15	2	13%
Quilchena	19	2	11%
Riverdale	36	2	6%
Saunders	27	0	NA
Sea Island	5	0	NA
Seafair	28	2	7%
South Arm	11	3	27%
Steveston North	28	1	4%
Steveston South	14	3	21%
Steveston Village	12	5	42%
Terra Nova	16	1	6%
West Cambie	15	1	7%
Westwind	8	1	13%
Woodwards	40	3	8%
TOTAL*	472	40	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 19% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$3 mil to \$4 mil, Steveston North and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Steveston Village and up to 2 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	23	3	13%
300,001 – 400,000	46	12	26%
400,001 – 500,000	76	10	13%
500,001 – 600,000	148	20	14%
600,001 – 700,000	113	16	14%
700,001 – 800,000	134	10	7%
800,001 – 900,000	113	22	19%
900,001 – 1,000,000	104	8	8%
1,000,001 – 1,250,000	84	6	7%
1,250,001 – 1,500,000	38	2	5%
1,500,001 – 1,750,000	8	0	NA
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	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	4	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	898	109	12%

0 to 1 Bedroom	168	23	14%
2 Bedrooms	381	40	10%
3 Bedrooms	270	35	13%
4 Bedrooms & Greater	79	11	14%
TOTAL*	898	109	12%

SnapStats®	April	May	Variance
Inventory	822	898	9%
Solds	103	109	6%
Sale Price	\$625,000	\$660,000	6%
Sale Price SQFT	\$635	\$579	-9%
Sale to List Price Ratio	98%	94%	-4%
Days on Market	25	38	52%

*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

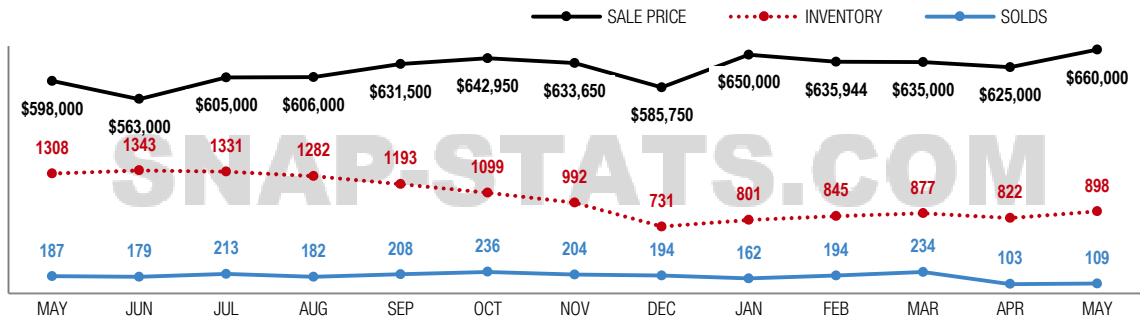
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	11	4	36%
Bridgeport	30	3	10%
Brighthouse	260	27	10%
Brighthouse South	81	11	14%
Broadmoor	21	0	NA
East Cambie	11	1	9%
East Richmond	7	0	NA
Garden City	3	1	33%
Gilmore	0	0	NA
Granville	21	1	5%
Hamilton	37	1	3%
Ironwood	17	2	12%
Lackner	3	0	NA
McLennan	0	0	NA
McLennan North	77	10	13%
McNair	2	0	NA
Quilchena	0	1	NA*
Riverdale	20	1	5%
Saunders	9	2	22%
Sea Island	2	0	NA
Seafair	1	0	NA
South Arm	11	3	27%
Steveston North	13	4	31%
Steveston South	29	7	24%
Steveston Village	24	1	4%
Terra Nova	12	3	25%
West Cambie	176	21	12%
Westwind	2	0	NA
Woodwards	18	5	28%
TOTAL*	898	109	12%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 26% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Granville, Hamilton, Riverdale, Steveston Village and 2 bedrooms
- Sellers Best Bet** Selling homes in Boyd Park, Steveston North and all except 2 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	13	4	31%
1,000,001 – 1,250,000	37	7	19%
1,250,001 – 1,500,000	31	8	26%
1,500,001 – 1,750,000	12	2	17%
1,750,001 – 2,000,000	8	2	25%
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	5	1	20%
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	3	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	1	0	NA
TOTAL*	129	25	19%

2 Bedrooms & Less	7	1	14%
3 to 4 Bedrooms	88	20	23%
5 to 6 Bedrooms	32	4	13%
7 Bedrooms & More	2	0	NA
TOTAL*	129	25	19%

SnapStats®	April	May	Variance
Inventory	114	129	13%
Solds	11	25	127%
Sale Price	\$1,248,000	\$1,265,000	1%
Sale Price SQFT	\$513	\$462	-10%
Sale to List Price Ratio	98%	98%	0%
Days on Market	54	14	-74%

*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

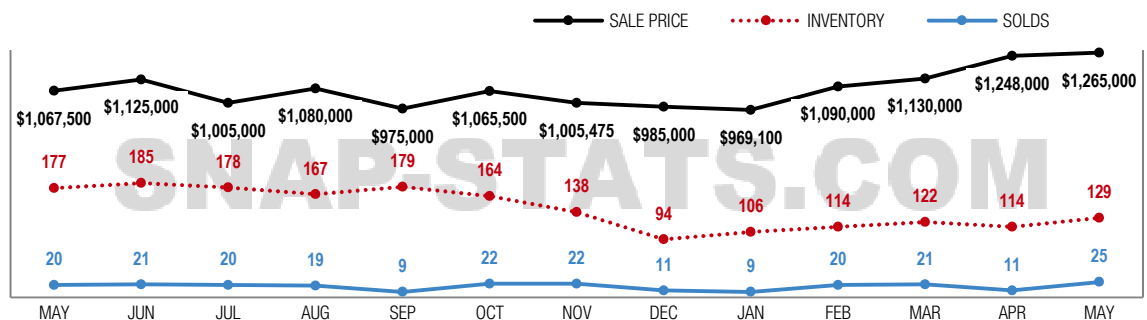
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	12	2	17%
Boundary Beach	10	1	10%
Cliff Drive	14	2	14%
English Bluff	19	1	5%
Pebble Hill	31	8	26%
Tsawwassen Central	17	7	41%
Tsawwassen East	11	4	36%
Tsawwassen North	15	0	NA
TOTAL*	129	25	19%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 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 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Boundary Beach, English Bluff and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central, Tsawwassen East and 3 to 4 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	5	1	20%
400,001 – 500,000	24	1	4%
500,001 – 600,000	30	2	7%
600,001 – 700,000	11	0	NA
700,001 – 800,000	4	3	75%
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	1	1	100%
1,000,001 – 1,250,000	8	1	13%
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*	88	9	10%

0 to 1 Bedroom	9	0	NA
2 Bedrooms	66	5	8%
3 Bedrooms	11	1	9%
4 Bedrooms & Greater	2	3	150%*
TOTAL*	88	9	10%

SnapStats®	April	May	Variance
Inventory	74	88	19%
Solds	11	9	-18%
Sale Price	\$544,900	\$734,900	35%
Sale Price SQFT	\$531	\$488	-8%
Sale to List Price Ratio	103%	100%	-3%
Days on Market	67	44	-34%

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

Community CONDOS & TOWNHOMES

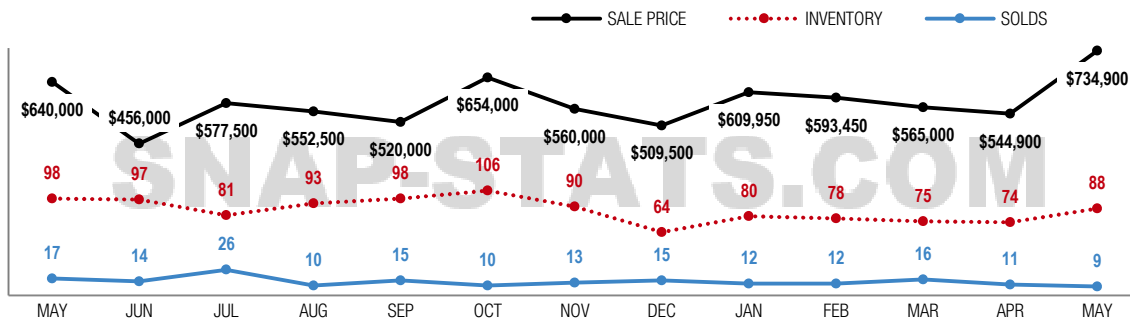
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	11	0	NA
Boundary Beach	0	1	NA*
Cliff Drive	21	2	10%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	10	1	10%
Tsawwassen East	0	0	NA
Tsawwassen North	46	5	11%
TOTAL*	88	9	10%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Buyers Market at 10% Sales Ratio average (1 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 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Cliff Drive, Tsawwassen Central and 2 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen North and 3 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	3	1	33%
700,001 – 800,000	0	0	NA
800,001 – 900,000	7	3	43%
900,001 – 1,000,000	10	2	20%
1,000,001 – 1,250,000	17	4	24%
1,250,001 – 1,500,000	11	1	9%
1,500,001 – 1,750,000	9	1	11%
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	63	12	19%

2 Bedrooms & Less	9	2	22%
3 to 4 Bedrooms	42	9	21%
5 to 6 Bedrooms	11	1	9%
7 Bedrooms & More	1	0	NA
TOTAL*	63	12	19%

SnapStats®	April	May	Variance
Inventory	71	63	-11%
Solds	10	12	20%
Sale Price	\$890,000	\$1,010,000	13%
Sale Price SQFT	\$462	\$431	-7%
Sale to List Price Ratio	95%	94%	-1%
Days on Market	32	34	6%

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

Community DETACHED HOUSES

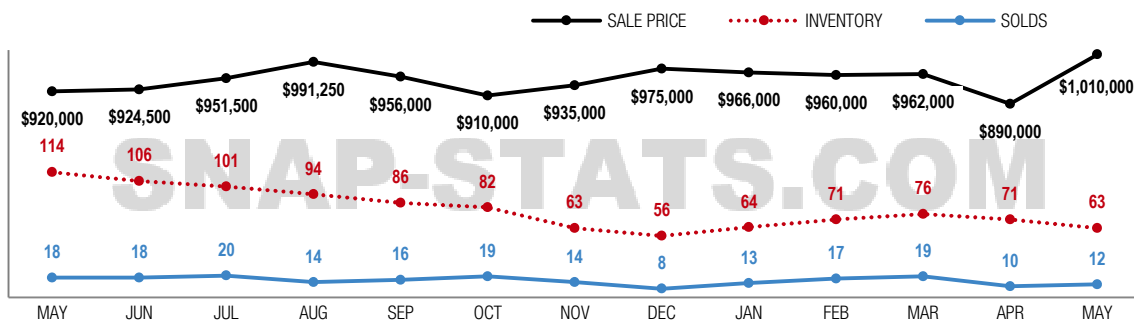
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	0	NA
East Delta	1	0	NA
Hawthorne	15	5	33%
Holly	11	0	NA
Ladner Elementary	14	3	21%
Ladner Rural	1	0	NA
Neilsen Grove	14	1	7%
Port Guichon	2	3	150%*
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	63	12	19%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Neilsen Grove and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and up 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	11	2	18%
500,001 – 600,000	22	3	14%
600,001 – 700,000	17	0	NA
700,001 – 800,000	12	2	17%
800,001 – 900,000	6	1	17%
900,001 – 1,000,000	2	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*	72	8	11%

0 to 1 Bedroom	8	0	NA
2 Bedrooms	36	4	11%
3 Bedrooms	21	3	14%
4 Bedrooms & Greater	7	1	14%
TOTAL*	72	8	11%

SnapStats®	April	May	Variance
Inventory	71	72	1%
Solds	6	8	33%
Sale Price	\$604,000	\$550,500	-9%
Sale Price SQFT	\$435	\$446	2%
Sale to List Price Ratio	95%	99%	4%
Days on Market	37	52	41%

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

Community CONDOS & TOWNHOMES

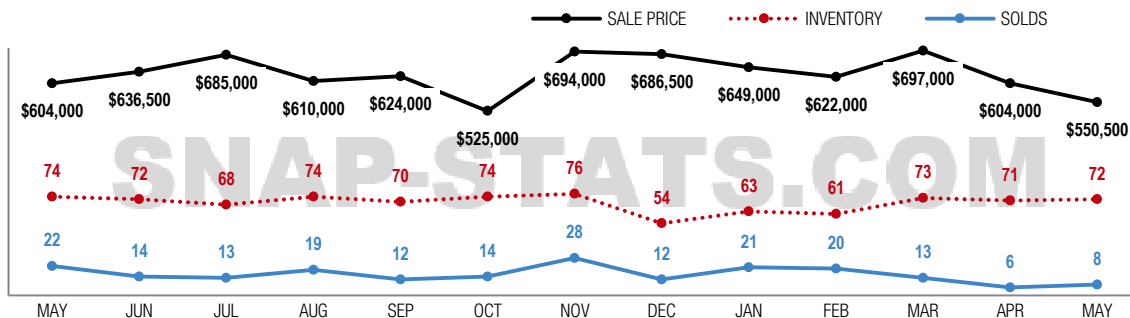
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	14	2	14%
East Delta	0	0	NA
Hawthorne	10	3	30%
Holly	1	0	NA
Ladner Elementary	23	1	4%
Ladner Rural	1	0	NA
Neilsen Grove	23	2	9%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	72	8	11%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Ladner Elementary, Neilsen Grove and 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and minimum 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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