

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	1	100%
300,001 – 400,000	10	3	30%
400,001 – 500,000	36	13	36%
500,001 – 600,000	80	29	36%
600,001 – 700,000	116	36	31%
700,001 – 800,000	92	19	21%
800,001 – 900,000	76	10	13%
900,001 – 1,000,000	97	9	9%
1,000,001 – 1,250,000	106	19	18%
1,250,001 – 1,500,000	68	14	21%
1,500,001 – 1,750,000	47	6	13%
1,750,001 – 2,000,000	57	2	4%
2,000,001 – 2,250,000	18	3	17%
2,250,001 – 2,500,000	25	3	12%
2,500,001 – 2,750,000	16	1	6%
2,750,001 – 3,000,000	19	5	26%
3,000,001 – 3,500,000	19	0	NA
3,500,001 – 4,000,000	13	1	8%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	12	0	NA
5,000,001 & Greater	45	2	4%
TOTAL*	963	176	18%

0 to 1 Bedroom	400	99	25%
2 Bedrooms	457	62	14%
3 Bedrooms	96	15	16%
4 Bedrooms & Greater	10	0	NA
TOTAL*	963	176	18%

SnapStats®	June	July	Variance
Inventory	833	963	16%
Solds	133	176	32%
Sale Price	\$741,800	\$745,000	0%
Sale Price SQFT	\$1,083	\$1,029	-5%
Sale to List Price Ratio	98%	99%	1%
Days on Market	14	12	-14%

*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

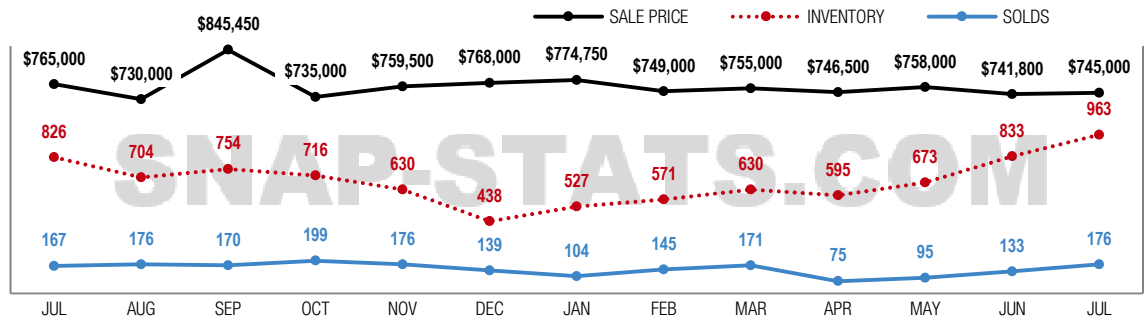
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	134	17	13%
Downtown	362	66	18%
Westend	208	44	21%
Yaletown	259	49	19%
TOTAL*	963	176	18%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: 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** \$400,000 to \$600,000 with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Coal Harbour and 2 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	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	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	3	0	NA
1,500,001 – 1,750,000	3	1	33%
1,750,001 – 2,000,000	11	3	27%
2,000,001 – 2,250,000	11	5	45%
2,250,001 – 2,500,000	27	10	37%
2,500,001 – 2,750,000	23	9	39%
2,750,001 – 3,000,000	33	8	24%
3,000,001 – 3,500,000	65	17	26%
3,500,001 – 4,000,000	68	9	13%
4,000,001 – 4,500,000	36	3	8%
4,500,001 – 5,000,000	43	2	5%
5,000,001 & Greater	186	8	4%
TOTAL*	510	76	15%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	155	32	21%
5 to 6 Bedrooms	263	34	13%
7 Bedrooms & More	78	9	12%
TOTAL*	510	76	15%

SnapStats®	June	July	Variance
Inventory	457	510	12%
Solds	78	76	-3%
Sale Price	\$3,113,000	\$3,048,000	-2%
Sale Price SQFT	\$929	\$1,042	12%
Sale to List Price Ratio	97%	102%	5%
Days on Market	20	10	-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 DETACHED HOUSES

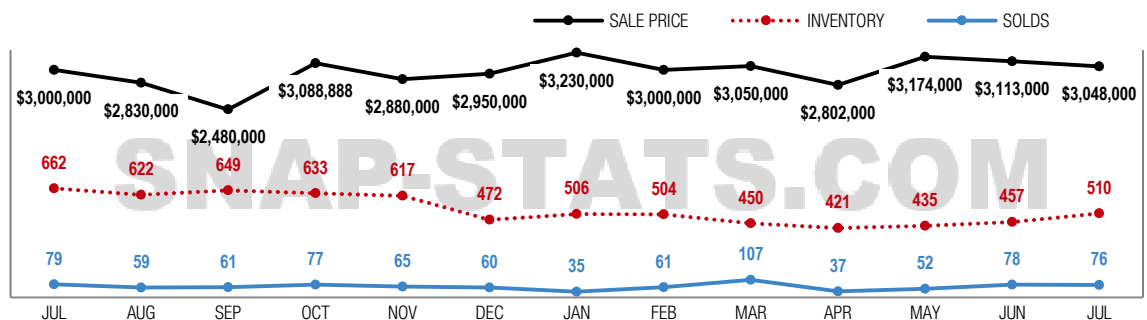
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	15	1	7%
Cambie	34	9	26%
Dunbar	80	11	14%
Fairview	2	0	NA
Falsecreek	3	0	NA
Kerrisdale	26	10	38%
Kitsilano	24	6	25%
Mackenzie Heights	18	3	17%
Marpole	23	5	22%
Mount Pleasant	4	0	NA
Oakridge	15	2	13%
Point Grey	66	9	14%
Quilchena	18	3	17%
SW Marine	26	3	12%
Shaughnessy	59	5	8%
South Cambie	7	0	NA
South Granville	50	2	4%
Southlands	25	5	20%
University	15	2	13%
TOTAL*	510	76	15%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil and greater, Arbutus, Shaughnessy, South Granville and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Cambie, Kerrisdale, Kitsilano and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	4	0	NA
400,001 – 500,000	25	9	36%
500,001 – 600,000	52	29	56%
600,001 – 700,000	96	32	33%
700,001 – 800,000	72	37	51%
800,001 – 900,000	91	18	20%
900,001 – 1,000,000	100	20	20%
1,000,001 – 1,250,000	113	28	25%
1,250,001 – 1,500,000	134	14	10%
1,500,001 – 1,750,000	80	13	16%
1,750,001 – 2,000,000	61	3	5%
2,000,001 – 2,250,000	14	1	7%
2,250,001 – 2,500,000	18	2	11%
2,500,001 – 2,750,000	14	0	NA
2,750,001 – 3,000,000	14	3	21%
3,000,001 – 3,500,000	10	1	10%
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	3	1	33%
TOTAL*	909	211	23%

0 to 1 Bedroom	240	87	36%
2 Bedrooms	458	94	21%
3 Bedrooms	191	26	14%
4 Bedrooms & Greater	20	4	20%
TOTAL*	909	211	23%

SnapStats®	June	July	Variance
Inventory	825	909	10%
Solds	183	211	15%
Sale Price	\$840,000	\$799,000	-5%
Sale Price SQFT	\$932	\$893	-4%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	10	11	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

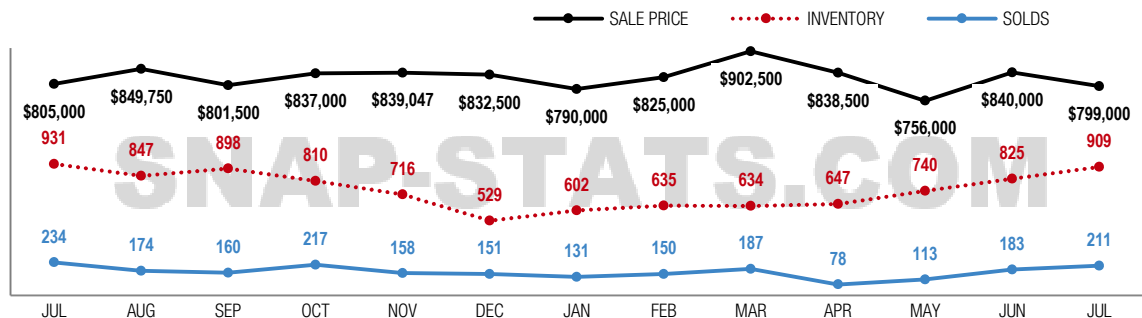
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	101	16	16%
Dunbar	12	1	8%
Fairview	109	40	37%
Falsecreek	103	33	32%
Kerrisdale	34	7	21%
Kitsilano	96	52	54%
Mackenzie Heights	5	0	NA
Marpole	97	8	8%
Mount Pleasant	11	11	100%
Oakridge	24	0	NA
Point Grey	16	8	50%
Quilchena	19	2	11%
SW Marine	14	1	7%
Shaughnessy	6	5	83%
South Cambie	33	4	12%
South Granville	42	3	7%
Southlands	3	0	NA
University	184	20	11%
TOTAL*	909	211	23%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Dunbar, Marpole, SW Marine, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Mount Pleasant, Point Grey 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	1	100%
900,001 – 1,000,000	4	2	50%
1,000,001 – 1,250,000	25	11	44%
1,250,001 – 1,500,000	76	35	46%
1,500,001 – 1,750,000	88	49	56%
1,750,001 – 2,000,000	56	24	43%
2,000,001 – 2,250,000	37	10	27%
2,250,001 – 2,500,000	56	2	4%
2,500,001 – 2,750,000	21	3	14%
2,750,001 – 3,000,000	30	1	3%
3,000,001 – 3,500,000	7	1	14%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	405	139	34%

2 Bedrooms & Less	17	5	29%
3 to 4 Bedrooms	122	61	50%
5 to 6 Bedrooms	169	63	37%
7 Bedrooms & More	97	10	10%
TOTAL*	405	139	34%

SnapStats®	June	July	Variance
Inventory	404	405	0%
Solds	105	139	32%
Sale Price	\$1,525,000	\$1,618,000	6%
Sale Price SQFT	\$710	\$724	2%
Sale to List Price Ratio	102%	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 DETACHED HOUSES

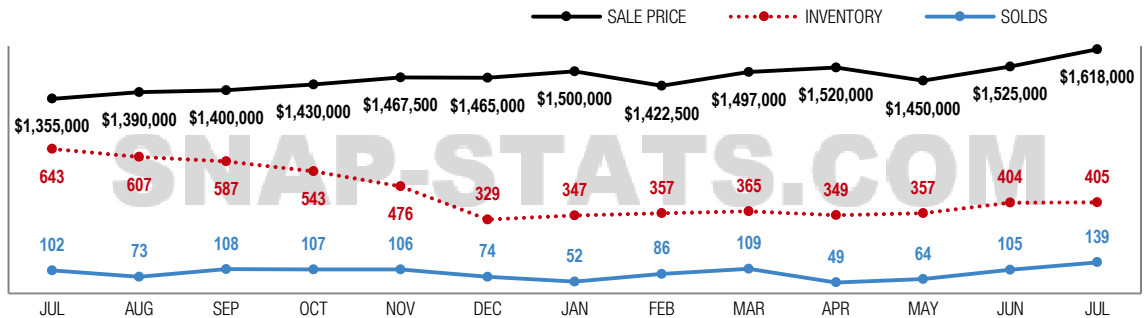
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	50	8	16%
Downtown	0	0	NA
Fraser	33	15	45%
Fraserview	17	3	18%
Grandview Woodland	32	11	34%
Hastings	3	3	100%
Hastings Sunrise	11	5	45%
Killarney	42	16	38%
Knight	34	14	41%
Main	13	10	77%
Mount Pleasant	4	0	NA
Renfrew Heights	37	9	24%
Renfrew	46	19	41%
South Marine	5	0	NA
South Vancouver	49	15	31%
Strathcona	6	3	50%
Victoria	22	8	36%
TOTAL*	405	139	34%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 34% Sales Ratio average (3.4 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Collingwood, Fraserview and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Hastings Sunrise, Knight, Main, Renfrew and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	18	6	33%
400,001 – 500,000	67	29	43%
500,001 – 600,000	119	40	34%
600,001 – 700,000	94	37	39%
700,001 – 800,000	81	17	21%
800,001 – 900,000	62	19	31%
900,001 – 1,000,000	46	14	30%
1,000,001 – 1,250,000	55	13	24%
1,250,001 – 1,500,000	38	7	18%
1,500,001 – 1,750,000	9	1	11%
1,750,001 – 2,000,000	4	1	25%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	2	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	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	606	185	31%

0 to 1 Bedroom	227	76	33%
2 Bedrooms	277	86	31%
3 Bedrooms	93	22	24%
4 Bedrooms & Greater	9	1	11%
TOTAL*	606	185	31%

SnapStats®	June	July	Variance
Inventory	522	606	16%
Solds	155	185	19%
Sale Price	\$650,000	\$655,000	1%
Sale Price SQFT	\$802	\$814	1%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	9	11	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

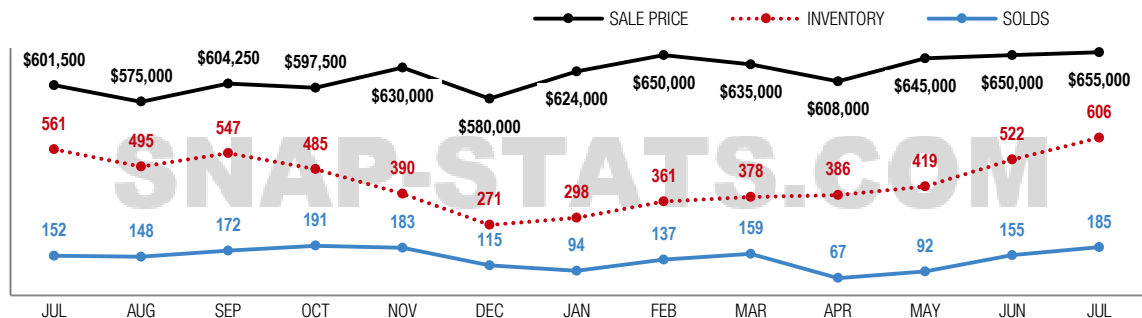
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	12	9	75%
Collingwood	108	25	23%
Downtown	63	7	11%
Fraser	23	9	39%
Fraserview	1	0	NA
Grandview Woodland	26	12	46%
Hastings	30	9	30%
Hastings Sunrise	8	2	25%
Killarney	14	0	NA
Knight	9	1	11%
Main	11	8	73%
Mount Pleasant	117	42	36%
Renfrew Heights	3	2	67%
Renfrew	12	5	42%
South Marine	100	30	30%
South Vancouver	0	1	NA*
Strathcona	38	11	29%
Victoria	31	12	39%
TOTAL*	606	185	31%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 31% Sales Ratio average (3.1 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 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Downtown, Knight and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Champlain Heights, Grandview Woodland, Main, Renfrew 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	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	1	100%
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	5	5	100%
1,250,001 – 1,500,000	33	21	64%
1,500,001 – 1,750,000	48	25	52%
1,750,001 – 2,000,000	51	14	27%
2,000,001 – 2,250,000	19	7	37%
2,250,001 – 2,500,000	29	6	21%
2,500,001 – 2,750,000	14	7	50%
2,750,001 – 3,000,000	22	4	18%
3,000,001 – 3,500,000	24	6	25%
3,500,001 – 4,000,000	15	1	7%
4,000,001 – 4,500,000	12	1	8%
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	5	2	40%
TOTAL*	285	100	35%

2 Bedrooms & Less	6	0	NA
3 to 4 Bedrooms	129	43	33%
5 to 6 Bedrooms	115	47	41%
7 Bedrooms & More	35	10	29%
TOTAL*	285	100	35%

SnapStats®	June	July	Variance
Inventory	295	285	-3%
Solds	84	100	19%
Sale Price	\$1,706,750	\$1,733,200	2%
Sale Price SQFT	\$668	\$616	-8%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	7	17	143%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	11	4	36%
Boulevard	13	3	23%
Braemar	1	0	NA
Calverhall	9	4	44%
Canyon Heights	31	10	32%
Capilano	7	0	NA
Central Lonsdale	21	6	29%
Deep Cove	17	2	12%
Delbrook	8	1	13%
Dollarton	6	3	50%
Edgemont	18	9	50%
Forest Hills	12	2	17%
Grouse Woods	2	1	50%
Harbourside	0	0	NA
Indian Arm	2	1	50%
Indian River	6	3	50%
Lower Lonsdale	5	1	20%
Lynn Valley	21	18	86%
Lynnmoor	7	0	NA
Mosquito Creek	0	4	NA*
Norgate	4	3	75%
Northlands	0	0	NA
Pemberton Heights	10	3	30%
Pemberton	2	0	NA
Princess Park	4	1	25%
Queensbury	4	2	50%
Roche Point	2	1	50%
Seymour	5	0	NA
Tempe	0	0	NA
Upper Delbrook	14	3	21%
Upper Lonsdale	28	9	32%
Westlynn	4	4	100%
Westlynn Terrace	3	2	67%
Windsor Park	3	0	NA
Woodlands-Sunshine Cascade	5	0	NA
TOTAL*	285	100	35%

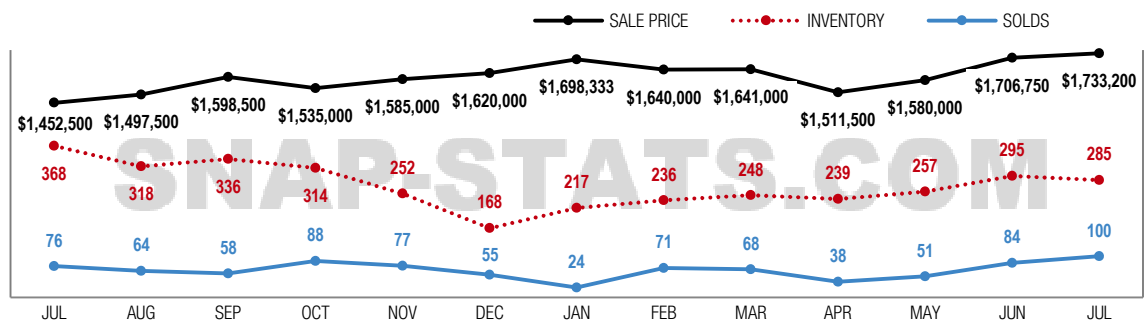
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4.5 mil, Deep Cove, Delbrook and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Calverhall, Edgemont, Lynn Valley and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	4	6	150%*
400,001 – 500,000	40	14	35%
500,001 – 600,000	60	30	50%
600,001 – 700,000	59	25	42%
700,001 – 800,000	62	21	34%
800,001 – 900,000	72	21	29%
900,001 – 1,000,000	49	11	22%
1,000,001 – 1,250,000	85	21	25%
1,250,001 – 1,500,000	45	10	22%
1,500,001 – 1,750,000	11	0	NA
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	3	1	33%
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	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	508	161	32%

0 to 1 Bedroom	128	42	33%
2 Bedrooms	260	83	32%
3 Bedrooms	97	32	33%
4 Bedrooms & Greater	23	4	17%
TOTAL*	508	161	32%

SnapStats®	June	July	Variance
Inventory	454	508	12%
Solds	149	161	8%
Sale Price	\$720,000	\$742,000	3%
Sale Price SQFT	\$804	\$784	-2%
Sale to List Price Ratio	99%	98%	-1%
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 CONDOS & TOWNHOMES

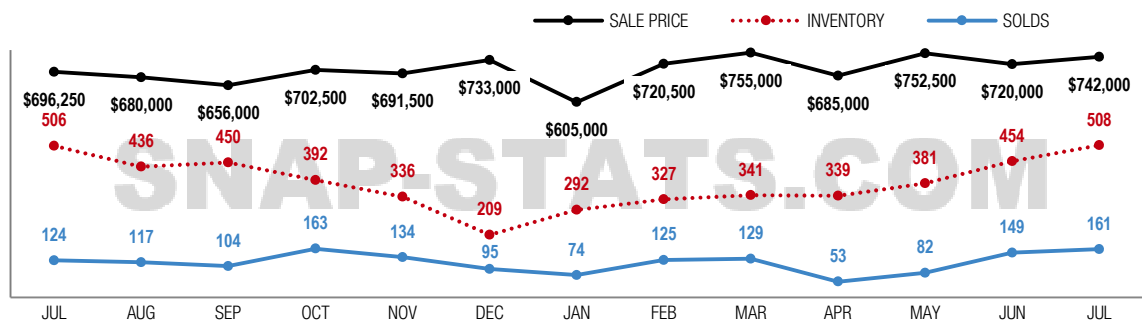
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	1	NA*
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	3	1	33%
Central Lonsdale	80	26	33%
Deep Cove	2	0	NA
Delbrook	1	1	100%
Dollarton	0	0	NA
Edgemont	14	1	7%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Harbourside	8	3	38%
Indian Arm	0	0	NA
Indian River	8	3	38%
Lower Lonsdale	174	54	31%
Lynn Valley	24	18	75%
Lynnmoor	39	6	15%
Mosquito Creek	23	7	30%
Norgate	12	3	25%
Northlands	13	3	23%
Pemberton Heights	1	1	100%
Pemberton	34	15	44%
Princess Park	0	0	NA
Queensbury	6	1	17%
Roche Point	42	7	17%
Seymour	5	3	60%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	13	4	31%
Westlynn	3	3	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	508	161	32%

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil / \$1.25 mil to \$1.5 mil, Edgemont and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Pemberton and up 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	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	1	100%
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	9	5	56%
1,750,001 – 2,000,000	23	5	22%
2,000,001 – 2,250,000	12	12	100%
2,250,001 – 2,500,000	30	6	20%
2,500,001 – 2,750,000	19	5	26%
2,750,001 – 3,000,000	41	4	10%
3,000,001 – 3,500,000	33	2	6%
3,500,001 – 4,000,000	40	4	10%
4,000,001 – 4,500,000	23	5	22%
4,500,001 – 5,000,000	36	3	8%
5,000,001 & Greater	135	1	1%
TOTAL*	406	53	13%

2 Bedrooms & Less	13	0	NA
3 to 4 Bedrooms	173	32	18%
5 to 6 Bedrooms	190	21	11%
7 Bedrooms & More	30	0	NA
TOTAL*	406	53	13%

SnapStats®	June	July	Variance
Inventory	392	406	4%
Solds	42	53	26%
Sale Price	\$2,430,158	\$2,468,000	2%
Sale Price SQFT	\$653	\$777	19%
Sale to List Price Ratio	92%	99%	8%
Days on Market	38	25	-34%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	17	1	6%
Ambleside	45	6	13%
Bayridge	13	3	23%
British Properties	75	7	9%
Canterbury	7	0	NA
Caulfield	18	5	28%
Cedardale	4	2	50%
Chartwell	28	2	7%
Chelsea Park	5	0	NA
Cypress	6	0	NA
Cypress Park Estates	11	2	18%
Deer Ridge	0	0	NA
Dundarave	30	2	7%
Eagle Harbour	18	5	28%
Eagleridge	3	1	33%
Furry Creek	2	0	NA
Gleneagles	10	2	20%
Glenmore	13	3	23%
Horseshoe Bay	9	1	11%
Howe Sound	9	1	11%
Lions Bay	7	2	29%
Old Caulfield	4	0	NA
Panorama Village	2	0	NA
Park Royal	2	1	50%
Porteau Cove	0	0	NA
Queens	10	1	10%
Rockridge	2	0	NA
Sandy Cove	1	0	NA
Sentinel Hill	11	0	NA
Upper Caulfield	9	0	NA
West Bay	14	0	NA
Westhill	2	1	50%
Westmount	12	2	17%
Whitby Estates	6	0	NA
Whytecliff	1	3	300%*
TOTAL*	406	53	13%

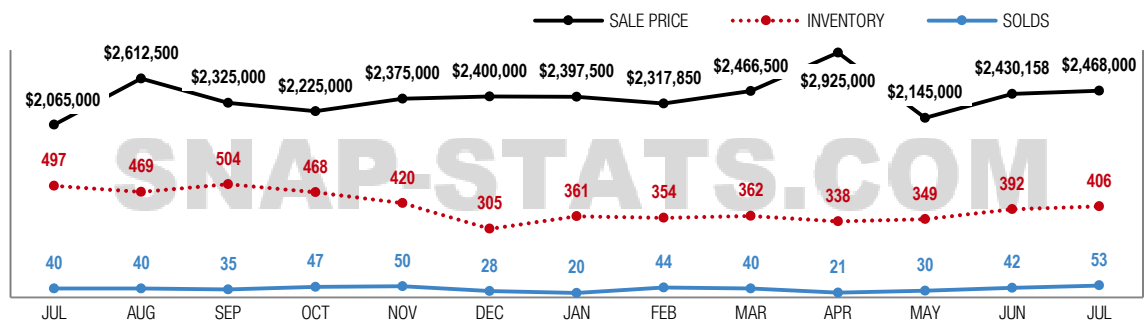
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil and greater, Altamont, Chartwell, Dundarave and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Caulfield, 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	2	0	NA
400,001 – 500,000	6	1	17%
500,001 – 600,000	9	1	11%
600,001 – 700,000	8	0	NA
700,001 – 800,000	11	2	18%
800,001 – 900,000	11	0	NA
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	18	0	NA
1,250,001 – 1,500,000	26	1	4%
1,500,001 – 1,750,000	17	3	18%
1,750,001 – 2,000,000	12	0	NA
2,000,001 – 2,250,000	8	1	13%
2,250,001 – 2,500,000	8	1	13%
2,500,001 – 2,750,000	5	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	11	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	8	1	13%
TOTAL*	177	12	7%

0 to 1 Bedroom	33	3	9%
2 Bedrooms	104	7	7%
3 Bedrooms	36	2	6%
4 Bedrooms & Greater	4	0	NA
TOTAL*	177	12	7%

SnapStats®	June	July	Variance
Inventory	145	177	22%
Solds	19	12	-37%
Sale Price	\$1,140,000	\$1,522,500	34%
Sale Price SQFT	\$866	\$1,200	39%
Sale to List Price Ratio	97%	90%	-7%
Days on Market	12	22	83%

*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

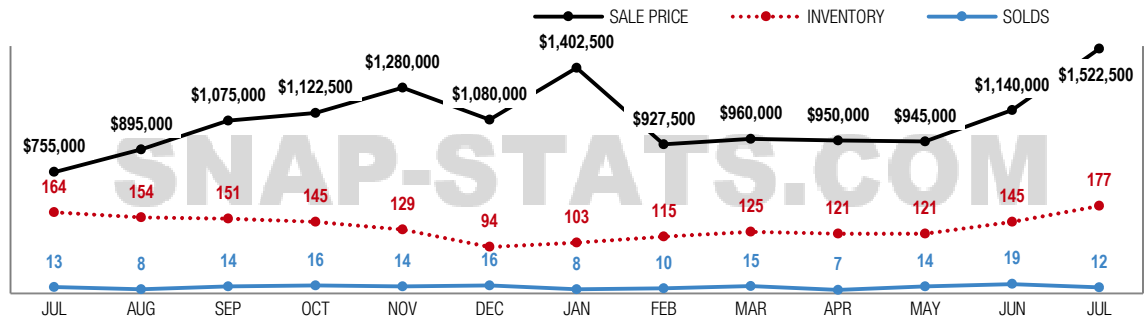
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	45	3	7%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	4	1	25%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	8	0	NA
Deer Ridge	1	1	100%
Dundarave	41	2	5%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	6	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	2	0	NA
Howe Sound	3	0	NA
Lions Bay	3	0	NA
Old Caulfield	1	0	NA
Panorama Village	22	2	9%
Park Royal	33	3	9%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	1	0	NA
Upper Caulfield	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	7	0	NA
Whytecliff	0	0	NA
TOTAL*	177	12	7%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$700,000 to \$800,000 / \$1.5 mil to \$1.75 mil with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Dundarave and 3 bedroom properties
- Sellers Best Bet** Selling homes in Panorama Village, Park Royal and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	2	200%*
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	0	1	NA*
900,001 – 1,000,000	2	2	100%
1,000,001 – 1,250,000	19	18	95%
1,250,001 – 1,500,000	82	18	22%
1,500,001 – 1,750,000	73	18	25%
1,750,001 – 2,000,000	78	11	14%
2,000,001 – 2,250,000	34	8	24%
2,250,001 – 2,500,000	50	5	10%
2,500,001 – 2,750,000	38	4	11%
2,750,001 – 3,000,000	53	2	4%
3,000,001 – 3,500,000	26	3	12%
3,500,001 – 4,000,000	25	1	4%
4,000,001 – 4,500,000	6	0	NA
4,500,001 – 5,000,000	8	0	NA
5,000,001 & Greater	10	0	NA
TOTAL*	509	93	18%

2 Bedrooms & Less	15	5	33%
3 to 4 Bedrooms	207	49	24%
5 to 6 Bedrooms	260	35	13%
7 Bedrooms & More	27	4	15%
TOTAL*	509	93	18%

SnapStats®	June	July	Variance
Inventory	501	509	2%
Solds	73	93	27%
Sale Price	\$1,350,000	\$1,600,000	19%
Sale Price SQFT	\$563	\$624	11%
Sale to List Price Ratio	96%	100%	4%
Days on Market	15	19	27%

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

Community DETACHED HOUSES

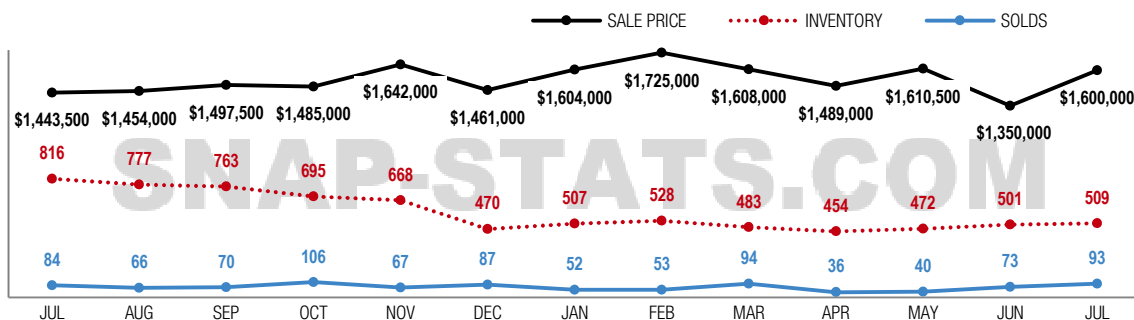
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	11	0	NA
Bridgeport	19	3	16%
Brighthouse	10	0	NA
Brighthouse South	3	0	NA
Broadmoor	44	5	11%
East Cambie	10	1	10%
East Richmond	7	0	NA
Garden City	17	4	24%
Gilmore	0	0	NA
Granville	53	4	8%
Hamilton	12	3	25%
Ironwood	16	7	44%
Lackner	12	7	58%
McLennan	9	1	11%
McLennan North	4	0	NA
McNair	22	1	5%
Quilchena	17	3	18%
Riverdale	34	6	18%
Saunders	24	3	13%
Sea Island	5	0	NA
Seafair	37	5	14%
South Arm	11	3	27%
Steveston North	26	8	31%
Steveston South	26	6	23%
Steveston Village	9	3	33%
Terra Nova	9	5	56%
West Cambie	18	4	22%
Westwind	10	7	70%
Woodwards	34	4	12%
TOTAL*	509	93	18%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: 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** \$1 mil to \$1.25 mil with average 95% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil / \$3.5 mil to \$4 mil, Granville, McNair and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Ironwood, Lackner, Terra Nova, Westwind and up to 2 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	18	6	33%
300,001 – 400,000	46	25	54%
400,001 – 500,000	99	30	30%
500,001 – 600,000	148	54	36%
600,001 – 700,000	139	38	27%
700,001 – 800,000	165	36	22%
800,001 – 900,000	113	21	19%
900,001 – 1,000,000	103	29	28%
1,000,001 – 1,250,000	80	17	21%
1,250,001 – 1,500,000	45	4	9%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	3	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*	977	261	27%

0 to 1 Bedroom	164	67	41%
2 Bedrooms	449	95	21%
3 Bedrooms	286	70	24%
4 Bedrooms & Greater	78	29	37%
TOTAL*	977	261	27%

SnapStats®	June	July	Variance
Inventory	970	977	1%
Solds	196	261	33%
Sale Price	\$614,500	\$661,000	8%
Sale Price SQFT	\$654	\$660	1%
Sale to List Price Ratio	97%	99%	2%
Days on Market	24	19	-21%

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

Community CONDOS & TOWNHOMES

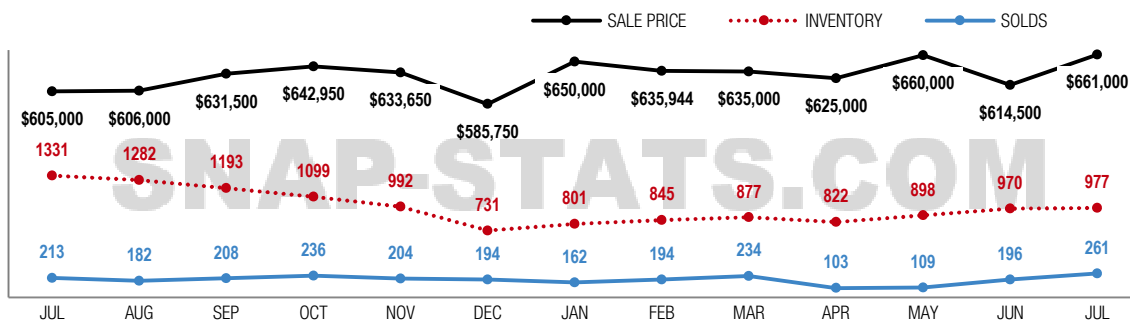
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	15	8	53%
Bridgeport	35	4	11%
Brighthouse	331	57	17%
Brighthouse South	101	31	31%
Broadmoor	20	3	15%
East Cambie	10	7	70%
East Richmond	4	2	50%
Garden City	11	3	27%
Gilmore	0	0	NA
Granville	19	9	47%
Hamilton	18	5	28%
Ironwood	29	6	21%
Lackner	2	0	NA
McLennan	0	0	NA
McLennan North	87	24	28%
McNair	1	2	200%*
Quilchena	3	2	67%
Riverdale	17	4	24%
Saunders	7	2	29%
Sea Island	1	0	NA
Seafair	1	0	NA
South Arm	7	2	29%
Steveston North	12	8	67%
Steveston South	24	21	88%
Steveston Village	27	2	7%
Terra Nova	11	6	55%
West Cambie	166	41	25%
Westwind	2	2	100%
Woodwards	16	10	63%
TOTAL*	977	261	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 1% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 54% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Bridgeport, Steveston Village and 2 bedroom properties
- Sellers Best Bet** Selling homes in Steveston North, Steveston South, Woodward's 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	6	1	17%
900,001 – 1,000,000	16	8	50%
1,000,001 – 1,250,000	43	16	37%
1,250,001 – 1,500,000	44	11	25%
1,500,001 – 1,750,000	13	2	15%
1,750,001 – 2,000,000	16	1	6%
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	1	1	100%
2,750,001 – 3,000,000	5	1	20%
3,000,001 – 3,500,000	1	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	4	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	168	42	25%

2 Bedrooms & Less	7	3	43%
3 to 4 Bedrooms	123	33	27%
5 to 6 Bedrooms	36	6	17%
7 Bedrooms & More	2	0	NA
TOTAL*	168	42	25%

SnapStats®	June	July	Variance
Inventory	146	168	15%
Solds	33	42	27%
Sale Price	\$1,245,000	\$1,210,000	-3%
Sale Price SQFT	\$514	\$523	2%
Sale to List Price Ratio	97%	99%	2%
Days on Market	29	22	-24%

*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

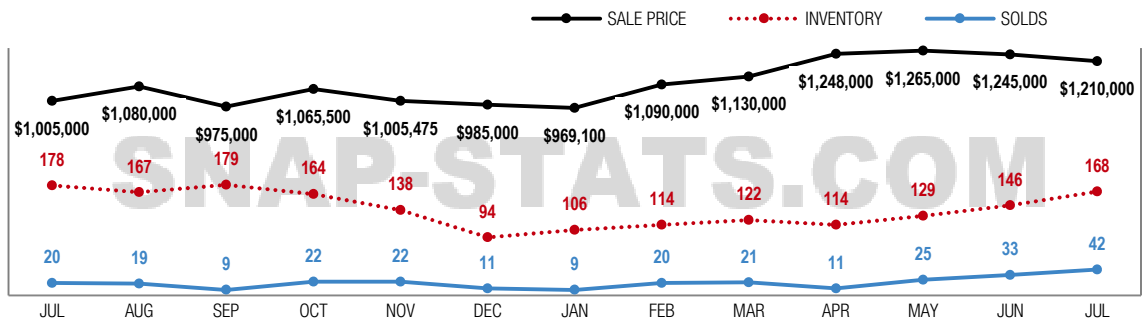
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	11	3	27%
Boundary Beach	7	8	114%*
Cliff Drive	15	2	13%
English Bluff	24	5	21%
Pebble Hill	34	10	29%
Tsawwassen Central	25	7	28%
Tsawwassen East	18	2	11%
Tsawwassen North	34	5	15%
TOTAL*	168	42	25%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Cliff Drive, Tsawwassen East / North and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Boundary Beach and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	4	133%*
400,001 – 500,000	23	4	17%
500,001 – 600,000	43	3	7%
600,001 – 700,000	21	2	10%
700,001 – 800,000	5	1	20%
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	6	2	33%
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	1	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	1	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*	106	18	17%

0 to 1 Bedroom	9	5	56%
2 Bedrooms	80	10	13%
3 Bedrooms	15	1	7%
4 Bedrooms & Greater	2	2	100%
TOTAL*	106	18	17%

SnapStats®	June	July	Variance
Inventory	101	106	5%
Solds	15	18	20%
Sale Price	\$518,500	\$517,450	0%
Sale Price SQFT	\$438	\$423	-3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	31	42	35%

*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

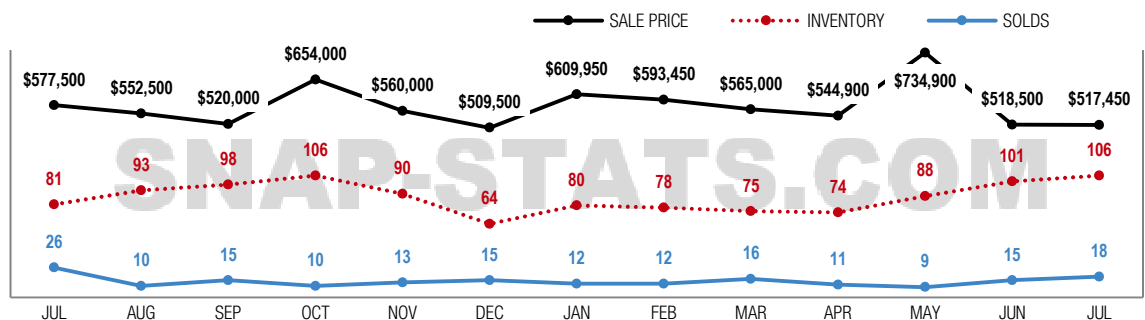
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	17	3	18%
Boundary Beach	0	0	NA
Cliff Drive	31	3	10%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	12	2	17%
Tsawwassen East	2	0	NA
Tsawwassen North	44	10	23%
TOTAL*	106	18	17%

Market Summary

- Market Type Indicator **TSAWWASSEN 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** \$700,000 to \$800,000 with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Beach Grove, Tsawwassen Central and 3 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen North and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	2	NA*
700,001 – 800,000	1	1	100%
800,001 – 900,000	7	6	86%
900,001 – 1,000,000	14	8	57%
1,000,001 – 1,250,000	19	5	26%
1,250,001 – 1,500,000	12	3	25%
1,500,001 – 1,750,000	9	0	NA
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	70	25	36%

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	48	18	38%
5 to 6 Bedrooms	13	5	38%
7 Bedrooms & More	1	0	NA
TOTAL*	70	25	36%

SnapStats®	June	July	Variance
Inventory	62	70	13%
Solds	16	25	56%
Sale Price	\$1,044,000	\$948,000	-9%
Sale Price SQFT	\$498	\$460	-8%
Sale to List Price Ratio	99%	99%	0%
Days on Market	73	19	-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

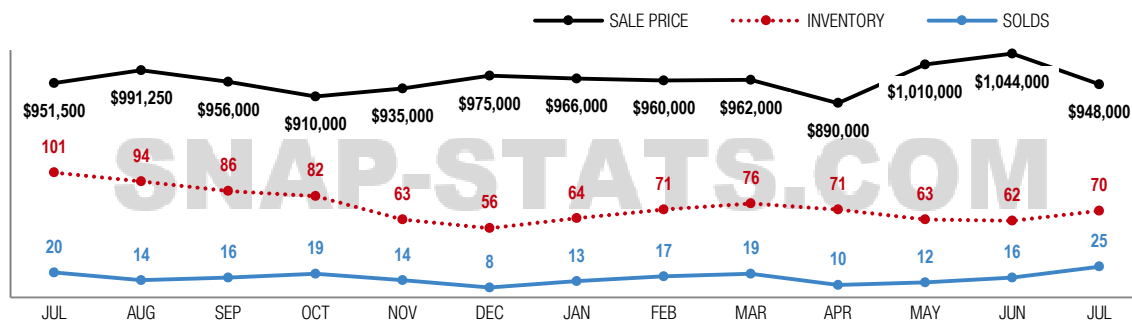
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	4	80%
East Delta	0	1	NA*
Hawthorne	22	1	5%
Holly	10	7	70%
Ladner Elementary	15	4	27%
Ladner Rural	1	0	NA
Neilsen Grove	11	7	64%
Port Guichon	5	1	20%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	70	25	36%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.5 mil, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Holly, Neilsen Grove and 3 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats Publishing Company
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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	1	50%
400,001 – 500,000	8	3	38%
500,001 – 600,000	17	3	18%
600,001 – 700,000	13	3	23%
700,001 – 800,000	9	5	56%
800,001 – 900,000	5	2	40%
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	1	1	100%
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*	58	19	33%

0 to 1 Bedroom	8	1	13%
2 Bedrooms	30	5	17%
3 Bedrooms	15	8	53%
4 Bedrooms & Greater	5	5	100%
TOTAL*	58	19	33%

SnapStats®	June	July	Variance
Inventory	62	58	-6%
Solds	21	19	-10%
Sale Price	\$675,000	\$700,000	4%
Sale Price SQFT	\$489	\$485	-1%
Sale to List Price Ratio	94%	97%	3%
Days on Market	19	25	32%

*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

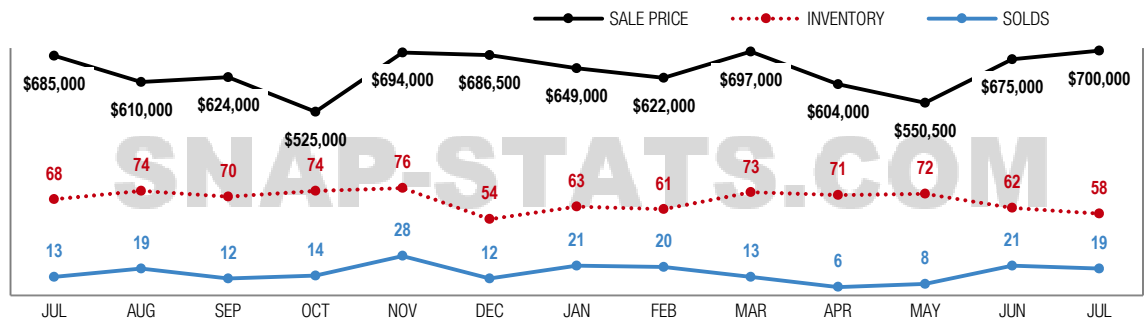
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	9	3	33%
East Delta	1	0	NA
Hawthorne	11	3	27%
Holly	2	0	NA
Ladner Elementary	15	8	53%
Ladner Rural	1	0	NA
Neilsen Grove	19	5	26%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	58	19	33%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Hawthorne, Neilsen Grove and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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