

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 | 0 | 1 | NA* |
| 300,001 – 400,000 | 12 | 3 | 25% |
| 400,001 – 500,000 | 27 | 19 | 70% |
| 500,001 – 600,000 | 118 | 23 | 19% |
| 600,001 – 700,000 | 155 | 45 | 29% |
| 700,001 – 800,000 | 116 | 20 | 17% |
| 800,001 – 900,000 | 94 | 13 | 14% |
| 900,001 – 1,000,000 | 106 | 17 | 16% |
| 1,000,001 – 1,250,000 | 117 | 21 | 18% |
| 1,250,001 – 1,500,000 | 85 | 9 | 11% |
| 1,500,001 – 1,750,000 | 70 | 13 | 19% |
| 1,750,001 – 2,000,000 | 43 | 5 | 12% |
| 2,000,001 – 2,250,000 | 20 | 1 | 5% |
| 2,250,001 – 2,500,000 | 37 | 1 | 3% |
| 2,500,001 – 2,750,000 | 16 | 1 | 6% |
| 2,750,001 – 3,000,000 | 21 | 0 | NA |
| 3,000,001 – 3,500,000 | 24 | 0 | NA |
| 3,500,001 – 4,000,000 | 25 | 1 | 4% |
| 4,000,001 – 4,500,000 | 10 | 1 | 10% |
| 4,500,001 – 5,000,000 | 8 | 1 | 13% |
| 5,000,001 & Greater | 48 | 1 | 2% |
| TOTAL* | 1152 | 196 | 17% |

| | | | |
|----------------------|------|-----|-----|
| 0 to 1 Bedroom | 494 | 114 | 23% |
| 2 Bedrooms | 526 | 74 | 14% |
| 3 Bedrooms | 122 | 7 | 6% |
| 4 Bedrooms & Greater | 10 | 1 | 10% |
| TOTAL* | 1152 | 196 | 17% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 1085 | 1152 | 6% |
| Solds | 175 | 196 | 12% |
| Sale Price | \$814,800 | \$730,000 | -10% |
| Sale Price SQFT | \$1,084 | \$1,017 | -6% |
| Sale to List Price Ratio | 100% | 98% | -2% |
| Days on Market | 16 | 15 | -6% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 156 | 16 | 10% |
| Downtown | 429 | 81 | 19% |
| Westend | 242 | 43 | 18% |
| Yaletown | 325 | 56 | 17% |
| TOTAL* | 1152 | 196 | 17% |

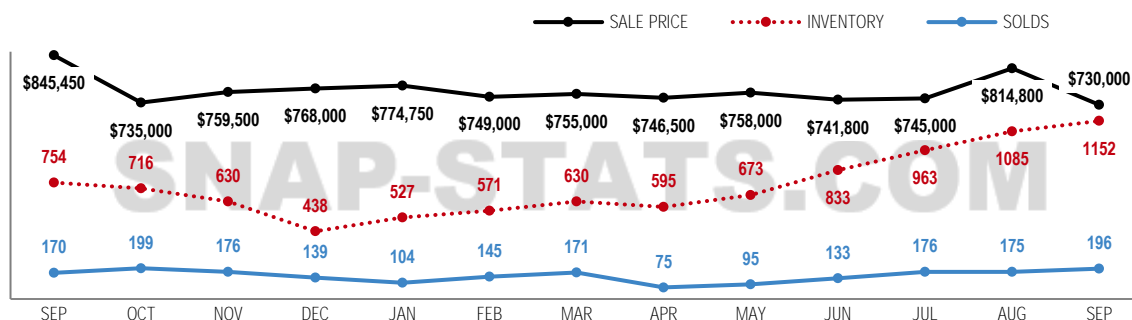
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATT**: 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 70% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 1 | NA* |
| 1,250,001 – 1,500,000 | 1 | 1 | 100% |
| 1,500,001 – 1,750,000 | 2 | 1 | 50% |
| 1,750,001 – 2,000,000 | 16 | 5 | 31% |
| 2,000,001 – 2,250,000 | 12 | 5 | 42% |
| 2,250,001 – 2,500,000 | 35 | 19 | 54% |
| 2,500,001 – 2,750,000 | 25 | 10 | 40% |
| 2,750,001 – 3,000,000 | 45 | 5 | 11% |
| 3,000,001 – 3,500,000 | 61 | 15 | 25% |
| 3,500,001 – 4,000,000 | 81 | 13 | 16% |
| 4,000,001 – 4,500,000 | 37 | 7 | 19% |
| 4,500,001 – 5,000,000 | 52 | 4 | 8% |
| 5,000,001 & Greater | 197 | 17 | 9% |
| TOTAL* | 565 | 103 | 18% |

| | | | |
|-------------------|-----|-----|-----|
| 2 Bedrooms & Less | 13 | 2 | 15% |
| 3 to 4 Bedrooms | 185 | 37 | 20% |
| 5 to 6 Bedrooms | 278 | 47 | 17% |
| 7 Bedrooms & More | 89 | 17 | 19% |
| TOTAL* | 565 | 103 | 18% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 553 | 565 | 2% |
| Solds | 90 | 103 | 14% |
| Sale Price | \$3,040,000 | \$3,260,000 | 7% |
| Sale Price SQFT | \$1,025 | \$982 | -4% |
| Sale to List Price Ratio | 98% | 99% | 1% |
| Days on Market | 17 | 17 | 0% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 20 | 6 | 30% |
| Cambie | 31 | 8 | 26% |
| Dunbar | 90 | 19 | 21% |
| Fairview | 3 | 0 | NA |
| Falsecreek | 2 | 0 | NA |
| Kerrisdale | 30 | 4 | 13% |
| Kitsilano | 32 | 10 | 31% |
| Mackenzie Heights | 22 | 5 | 23% |
| Marpole | 36 | 2 | 6% |
| Mount Pleasant | 2 | 1 | 50% |
| Oakridge | 11 | 1 | 9% |
| Point Grey | 72 | 11 | 15% |
| Quilchena | 23 | 0 | NA |
| SW Marine | 24 | 9 | 38% |
| Shaughnessy | 64 | 7 | 11% |
| South Cambie | 8 | 1 | 13% |
| South Granville | 52 | 10 | 19% |
| Southlands | 28 | 6 | 21% |
| University | 15 | 3 | 20% |
| TOTAL* | 565 | 103 | 18% |

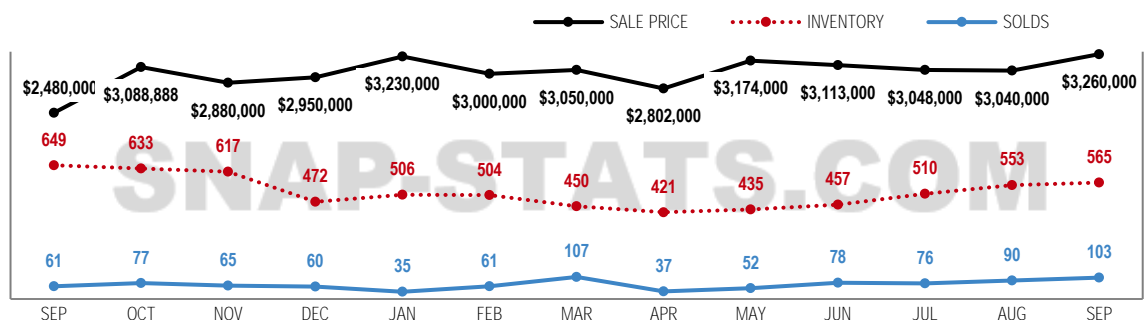
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DET**: 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** \$2.25 mil to \$2.5 mil with average 54% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$4.5 mil, Marpole, Oakridge and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Arbutus, Kitsilano, SW Marine 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 | 5 | 3 | 60% |
| 400,001 – 500,000 | 24 | 11 | 46% |
| 500,001 – 600,000 | 59 | 25 | 42% |
| 600,001 – 700,000 | 89 | 41 | 46% |
| 700,001 – 800,000 | 97 | 29 | 30% |
| 800,001 – 900,000 | 116 | 24 | 21% |
| 900,001 – 1,000,000 | 100 | 18 | 18% |
| 1,000,001 – 1,250,000 | 136 | 35 | 26% |
| 1,250,001 – 1,500,000 | 140 | 16 | 11% |
| 1,500,001 – 1,750,000 | 86 | 8 | 9% |
| 1,750,001 – 2,000,000 | 54 | 6 | 11% |
| 2,000,001 – 2,250,000 | 19 | 2 | 11% |
| 2,250,001 – 2,500,000 | 18 | 4 | 22% |
| 2,500,001 – 2,750,000 | 17 | 2 | 12% |
| 2,750,001 – 3,000,000 | 21 | 1 | 5% |
| 3,000,001 – 3,500,000 | 11 | 1 | 9% |
| 3,500,001 – 4,000,000 | 4 | 2 | 50% |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 4 | 1 | 25% |
| 5,000,001 & Greater | 3 | 2 | 67% |
| TOTAL* | 1003 | 231 | 23% |

| | | | |
|----------------------|------|-----|-----|
| 0 to 1 Bedroom | 253 | 86 | 34% |
| 2 Bedrooms | 521 | 108 | 21% |
| 3 Bedrooms | 207 | 33 | 16% |
| 4 Bedrooms & Greater | 22 | 4 | 18% |
| TOTAL* | 1003 | 231 | 23% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 914 | 1003 | 10% |
| Solds | 211 | 231 | 9% |
| Sale Price | \$828,000 | \$826,000 | 0% |
| Sale Price SQFT | \$928 | \$943 | 2% |
| Sale to List Price Ratio | 100% | 100% | 0% |
| Days on Market | 18 | 11 | -39% |

*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

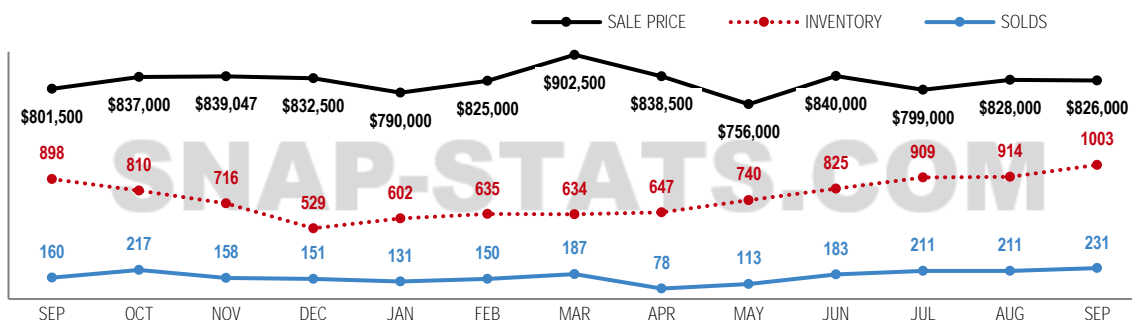
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 1 | 0 | NA |
| Cambie | 102 | 17 | 17% |
| Dunbar | 16 | 0 | NA |
| Fairview | 127 | 40 | 31% |
| Falsecreek | 90 | 37 | 41% |
| Kerrisdale | 43 | 7 | 16% |
| Kitsilano | 108 | 59 | 55% |
| Mackenzie Heights | 5 | 1 | 20% |
| Marpole | 108 | 16 | 15% |
| Mount Pleasant | 14 | 4 | 29% |
| Oakridge | 29 | 1 | 3% |
| Point Grey | 24 | 2 | 8% |
| Quilchena | 28 | 2 | 7% |
| SW Marine | 17 | 6 | 35% |
| Shaughnessy | 9 | 4 | 44% |
| South Cambie | 42 | 6 | 14% |
| South Granville | 41 | 8 | 20% |
| Southlands | 2 | 1 | 50% |
| University | 197 | 20 | 10% |
| TOTAL* | 1003 | 231 | 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** \$400,000 to \$700,000 with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Oakridge, Point Grey, Quilchena and 3 bedroom properties
- Sellers Best Bet** Selling homes in Falsecreek, Kitsilano, Shaughnessy 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 | 2 | 0 | NA |
| 1,000,001 – 1,250,000 | 28 | 15 | 54% |
| 1,250,001 – 1,500,000 | 104 | 57 | 55% |
| 1,500,001 – 1,750,000 | 103 | 42 | 41% |
| 1,750,001 – 2,000,000 | 88 | 23 | 26% |
| 2,000,001 – 2,250,000 | 42 | 15 | 36% |
| 2,250,001 – 2,500,000 | 61 | 13 | 21% |
| 2,500,001 – 2,750,000 | 23 | 2 | 9% |
| 2,750,001 – 3,000,000 | 32 | 3 | 9% |
| 3,000,001 – 3,500,000 | 11 | 0 | NA |
| 3,500,001 – 4,000,000 | 5 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 3 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL* | 508 | 170 | 33% |

| | | | |
|-------------------|-----|-----|-----|
| 2 Bedrooms & Less | 22 | 11 | 50% |
| 3 to 4 Bedrooms | 147 | 64 | 44% |
| 5 to 6 Bedrooms | 232 | 77 | 33% |
| 7 Bedrooms & More | 107 | 18 | 17% |
| TOTAL* | 508 | 170 | 33% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 493 | 508 | 3% |
| Solds | 116 | 170 | 47% |
| Sale Price | \$1,618,000 | \$1,553,150 | -4% |
| Sale Price SQFT | \$674 | \$691 | 2% |
| Sale to List Price Ratio | 101% | 100% | -1% |
| Days on Market | 12 | 10 | -17% |

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

Community DETACHED HOUSES

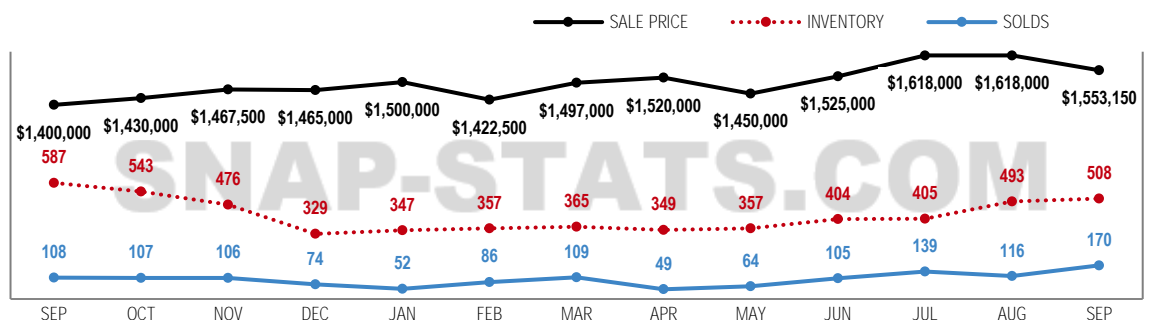
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 1 | 0 | NA |
| Collingwood | 80 | 12 | 15% |
| Downtown | 0 | 0 | NA |
| Fraser | 35 | 21 | 60% |
| Fraserview | 17 | 5 | 29% |
| Grandview Woodland | 38 | 14 | 37% |
| Hastings | 5 | 4 | 80% |
| Hastings Sunrise | 13 | 6 | 46% |
| Killarney | 59 | 20 | 34% |
| Knight | 37 | 12 | 32% |
| Main | 14 | 13 | 93% |
| Mount Pleasant | 13 | 3 | 23% |
| Renfrew Heights | 39 | 13 | 33% |
| Renfrew | 63 | 20 | 32% |
| South Marine | 4 | 0 | NA |
| South Vancouver | 57 | 20 | 35% |
| Strathcona | 11 | 2 | 18% |
| Victoria | 22 | 5 | 23% |
| TOTAL* | 508 | 170 | 33% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1 mil to \$1.5 mil with average 55% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$3 mil, Collingwood, Strathcona and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Hastings Sunrise, Main 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 | 1 | NA* |
| 300,001 – 400,000 | 22 | 10 | 45% |
| 400,001 – 500,000 | 92 | 39 | 42% |
| 500,001 – 600,000 | 150 | 39 | 26% |
| 600,001 – 700,000 | 101 | 49 | 49% |
| 700,001 – 800,000 | 81 | 29 | 36% |
| 800,001 – 900,000 | 65 | 18 | 28% |
| 900,001 – 1,000,000 | 52 | 23 | 44% |
| 1,000,001 – 1,250,000 | 68 | 13 | 19% |
| 1,250,001 – 1,500,000 | 37 | 11 | 30% |
| 1,500,001 – 1,750,000 | 13 | 1 | 8% |
| 1,750,001 – 2,000,000 | 9 | 0 | NA |
| 2,000,001 – 2,250,000 | 3 | 0 | NA |
| 2,250,001 – 2,500,000 | 6 | 1 | 17% |
| 2,500,001 – 2,750,000 | 3 | 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 | 2 | 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* | 706 | 234 | 33% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 253 | 101 | 40% |
| 2 Bedrooms | 329 | 102 | 31% |
| 3 Bedrooms | 113 | 30 | 27% |
| 4 Bedrooms & Greater | 11 | 1 | 9% |
| TOTAL* | 706 | 234 | 33% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 662 | 706 | 7% |
| Solds | 186 | 234 | 26% |
| Sale Price | \$654,500 | \$656,000 | 0% |
| Sale Price SQFT | \$851 | \$801 | -6% |
| Sale to List Price Ratio | 99% | 100% | 1% |
| Days on Market | 11 | 14 | 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 CONDOS & TOWNHOMES

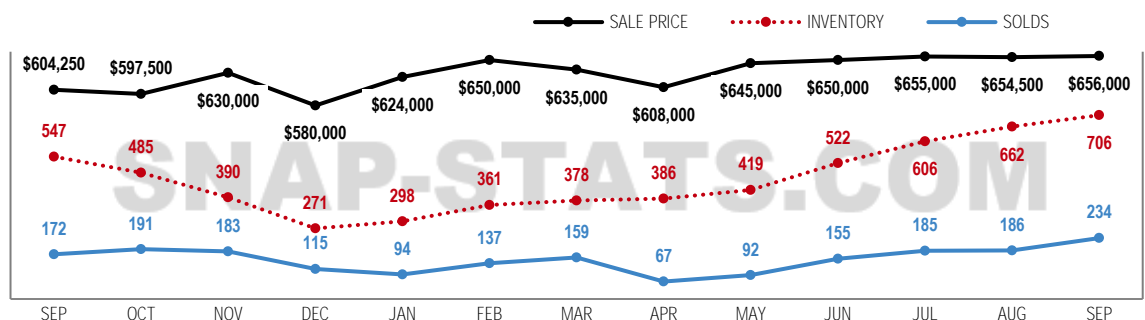
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 13 | 7 | 54% |
| Collingwood | 147 | 37 | 25% |
| Downtown | 67 | 13 | 19% |
| Fraser | 24 | 6 | 25% |
| Fraserview | 0 | 1 | NA* |
| Grandview Woodland | 26 | 14 | 54% |
| Hastings | 38 | 15 | 39% |
| Hastings Sunrise | 15 | 1 | 7% |
| Killarney | 15 | 4 | 27% |
| Knight | 13 | 9 | 69% |
| Main | 25 | 6 | 24% |
| Mount Pleasant | 119 | 55 | 46% |
| Renfrew Heights | 4 | 2 | 50% |
| Renfrew | 24 | 1 | 4% |
| South Marine | 95 | 29 | 31% |
| South Vancouver | 5 | 0 | NA |
| Strathcona | 36 | 21 | 58% |
| Victoria | 40 | 13 | 33% |
| TOTAL* | 706 | 234 | 33% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 49% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Hastings Sunrise, Renfrew and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Champlain Heights, Grandview Woodland, Knight, Strathcona and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 1 | NA* |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 1 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 2 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 1 | NA* |
| 1,000,001 – 1,250,000 | 3 | 9 | 300%* |
| 1,250,001 – 1,500,000 | 31 | 29 | 94% |
| 1,500,001 – 1,750,000 | 40 | 27 | 68% |
| 1,750,001 – 2,000,000 | 59 | 25 | 42% |
| 2,000,001 – 2,250,000 | 28 | 17 | 61% |
| 2,250,001 – 2,500,000 | 26 | 10 | 38% |
| 2,500,001 – 2,750,000 | 9 | 3 | 33% |
| 2,750,001 – 3,000,000 | 17 | 5 | 29% |
| 3,000,001 – 3,500,000 | 22 | 3 | 14% |
| 3,500,001 – 4,000,000 | 16 | 3 | 19% |
| 4,000,001 – 4,500,000 | 13 | 0 | NA |
| 4,500,001 – 5,000,000 | 3 | 0 | NA |
| 5,000,001 & Greater | 4 | 0 | NA |
| TOTAL* | 274 | 133 | 49% |

| | | | |
|-------------------|-----|-----|-----|
| 2 Bedrooms & Less | 7 | 6 | 86% |
| 3 to 4 Bedrooms | 122 | 70 | 57% |
| 5 to 6 Bedrooms | 116 | 47 | 41% |
| 7 Bedrooms & More | 29 | 10 | 34% |
| TOTAL* | 274 | 133 | 49% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 284 | 274 | -4% |
| Solds | 103 | 133 | 29% |
| Sale Price | \$1,710,000 | \$1,750,000 | 2% |
| Sale Price SQFT | \$613 | \$648 | 6% |
| Sale to List Price Ratio | 98% | 103% | 5% |
| Days on Market | 14 | 8 | -43% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 10 | 4 | 40% |
| Boulevard | 10 | 10 | 100% |
| Braemar | 2 | 1 | 50% |
| Calverhall | 9 | 5 | 56% |
| Canyon Heights | 33 | 12 | 36% |
| Capilano | 5 | 2 | 40% |
| Central Lonsdale | 15 | 5 | 33% |
| Deep Cove | 10 | 4 | 40% |
| Delbrook | 4 | 2 | 50% |
| Dollarton | 9 | 3 | 33% |
| Edgemont | 22 | 8 | 36% |
| Forest Hills | 14 | 3 | 21% |
| Grouse Woods | 1 | 2 | 200%* |
| Harbourside | 0 | 0 | NA |
| Indian Arm | 1 | 2 | 200%* |
| Indian River | 2 | 4 | 200%* |
| Lower Lonsdale | 5 | 3 | 60% |
| Lynn Valley | 20 | 18 | 90% |
| Lynnmoor | 7 | 0 | NA |
| Mosquito Creek | 2 | 0 | NA |
| Norqate | 2 | 2 | 100% |
| Northlands | 2 | 0 | NA |
| Pemberton Heights | 7 | 4 | 57% |
| Pemberton | 5 | 2 | 40% |
| Princess Park | 4 | 3 | 75% |
| Queensbury | 4 | 3 | 75% |
| Roche Point | 2 | 0 | NA |
| Seymour | 2 | 3 | 150%* |
| Tempe | 1 | 1 | 100% |
| Upper Delbrook | 16 | 8 | 50% |
| Upper Lonsdale | 35 | 8 | 23% |
| Westlynn | 4 | 4 | 100% |
| Westlynn Terrace | 1 | 3 | 300%* |
| Windsor Park | 2 | 4 | 200%* |
| Woodlands-Sunshine Cascade | 6 | 0 | NA |
| TOTAL* | 274 | 133 | 49% |

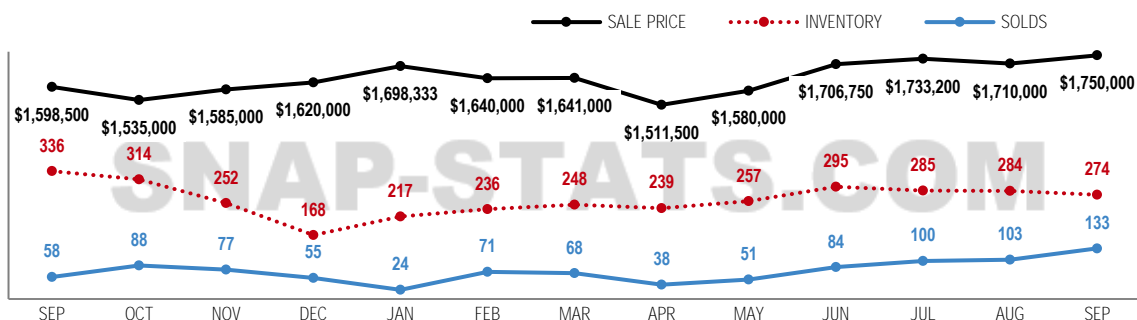
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 49% Sales Ratio average (4.9 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Forest Hills, Upper Lonsdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Boulevard, Calverhall, Lynn Valley and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 1 | NA* |
| 300,001 – 400,000 | 9 | 4 | 44% |
| 400,001 – 500,000 | 48 | 18 | 38% |
| 500,001 – 600,000 | 74 | 35 | 47% |
| 600,001 – 700,000 | 78 | 27 | 35% |
| 700,001 – 800,000 | 65 | 24 | 37% |
| 800,001 – 900,000 | 81 | 18 | 22% |
| 900,001 – 1,000,000 | 56 | 14 | 25% |
| 1,000,001 – 1,250,000 | 84 | 30 | 36% |
| 1,250,001 – 1,500,000 | 40 | 7 | 18% |
| 1,500,001 – 1,750,000 | 15 | 2 | 13% |
| 1,750,001 – 2,000,000 | 4 | 1 | 25% |
| 2,000,001 – 2,250,000 | 6 | 0 | NA |
| 2,250,001 – 2,500,000 | 8 | 0 | NA |
| 2,500,001 – 2,750,000 | 2 | 1 | 50% |
| 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 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL* | 579 | 182 | 31% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 140 | 51 | 36% |
| 2 Bedrooms | 313 | 89 | 28% |
| 3 Bedrooms | 104 | 37 | 36% |
| 4 Bedrooms & Greater | 22 | 5 | 23% |
| TOTAL* | 579 | 182 | 31% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 571 | 579 | 1% |
| Solds | 137 | 182 | 33% |
| Sale Price | \$775,000 | \$727,500 | -6% |
| Sale Price SQFT | \$779 | \$770 | -1% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 11 | 13 | 18% |

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 | 77 | 38 | 49% |
| Deep Cove | 4 | 0 | NA |
| Delbrook | 1 | 0 | NA |
| Dollarton | 0 | 0 | NA |
| Edgemont | 18 | 3 | 17% |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 1 | 0 | NA |
| Harbourside | 11 | 4 | 36% |
| Indian Arm | 0 | 0 | NA |
| Indian River | 6 | 7 | 117%* |
| Lower Lonsdale | 190 | 48 | 25% |
| Lynn Valley | 51 | 22 | 43% |
| Lynn timer | 38 | 5 | 13% |
| Mosquito Creek | 35 | 11 | 31% |
| Norqate | 14 | 5 | 36% |
| Northlands | 13 | 3 | 23% |
| Pemberton Heights | 4 | 0 | NA |
| Pemberton | 46 | 7 | 15% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 2 | 1 | 50% |
| Roche Point | 44 | 18 | 41% |
| Seymour | 3 | 1 | 33% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 2 | 0 | NA |
| Upper Lonsdale | 11 | 7 | 64% |
| Westlynn | 2 | 2 | 100% |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 579 | 182 | 31% |

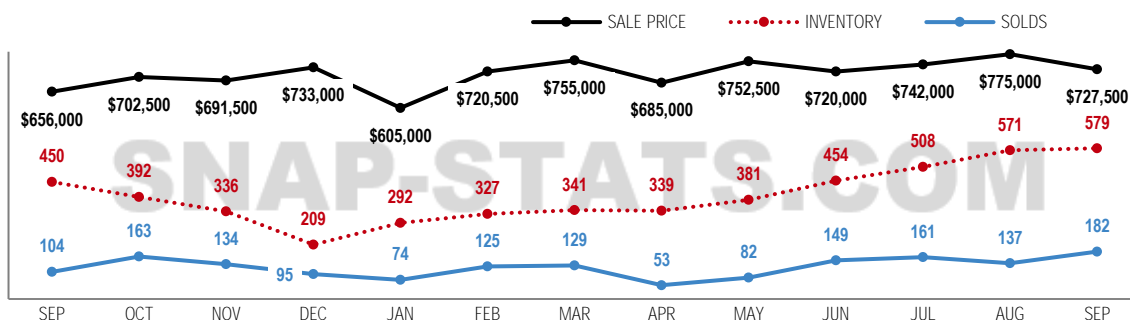
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 31% Sales Ratio average (3.1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Edgemont, Lynn timer, Pemberton and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn Valley, Roche Point, Upper Lonsdale and up to 1 / and 3 bedrooms

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 0 | NA |
| 1,250,001 – 1,500,000 | 8 | 0 | NA |
| 1,500,001 – 1,750,000 | 5 | 5 | 100% |
| 1,750,001 – 2,000,000 | 25 | 5 | 20% |
| 2,000,001 – 2,250,000 | 14 | 9 | 64% |
| 2,250,001 – 2,500,000 | 29 | 8 | 28% |
| 2,500,001 – 2,750,000 | 18 | 6 | 33% |
| 2,750,001 – 3,000,000 | 39 | 6 | 15% |
| 3,000,001 – 3,500,000 | 41 | 7 | 17% |
| 3,500,001 – 4,000,000 | 38 | 8 | 21% |
| 4,000,001 – 4,500,000 | 24 | 1 | 4% |
| 4,500,001 – 5,000,000 | 35 | 2 | 6% |
| 5,000,001 & Greater | 141 | 4 | 3% |
| TOTAL* | 417 | 61 | 15% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 11 | 2 | 18% |
| 3 to 4 Bedrooms | 176 | 26 | 15% |
| 5 to 6 Bedrooms | 202 | 30 | 15% |
| 7 Bedrooms & More | 28 | 3 | 11% |
| TOTAL* | 417 | 61 | 15% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 423 | 417 | -1% |
| Solds | 49 | 61 | 24% |
| Sale Price | \$2,700,000 | \$2,625,000 | -3% |
| Sale Price SQFT | \$684 | \$720 | 5% |
| Sale to List Price Ratio | 96% | 94% | -2% |
| Days on Market | 35 | 38 | 9% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 19 | 1 | 5% |
| Ambleside | 46 | 10 | 22% |
| Bayridge | 14 | 1 | 7% |
| British Properties | 68 | 9 | 13% |
| Canterbury | 6 | 0 | NA |
| Caulfield | 27 | 4 | 15% |
| Cedardale | 5 | 0 | NA |
| Chartwell | 29 | 1 | 3% |
| Chelsea Park | 3 | 1 | 33% |
| Cypress | 8 | 1 | 13% |
| Cypress Park Estates | 12 | 2 | 17% |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 17 | 9 | 53% |
| Eagle Harbour | 13 | 5 | 38% |
| Eagleridge | 3 | 1 | 33% |
| Furry Creek | 4 | 0 | NA |
| Gleneagles | 9 | 1 | 11% |
| Glenmore | 17 | 0 | NA |
| Horseshoe Bay | 5 | 2 | 40% |
| Howe Sound | 8 | 1 | 13% |
| Lions Bay | 10 | 1 | 10% |
| Old Caulfield | 6 | 0 | NA |
| Panorama Village | 0 | 0 | NA |
| Park Royal | 3 | 1 | 33% |
| Porteau Cove | 0 | 0 | NA |
| Queens | 12 | 1 | 8% |
| Rockridge | 4 | 0 | NA |
| Sandy Cove | 2 | 0 | NA |
| Sentinel Hill | 15 | 3 | 20% |
| Upper Caulfield | 6 | 2 | 33% |
| West Bay | 12 | 2 | 17% |
| Westhill | 7 | 0 | NA |
| Westmount | 15 | 1 | 7% |
| Whitby Estates | 8 | 0 | NA |
| Whytecliff | 4 | 1 | 25% |
| TOTAL* | 417 | 61 | 15% |

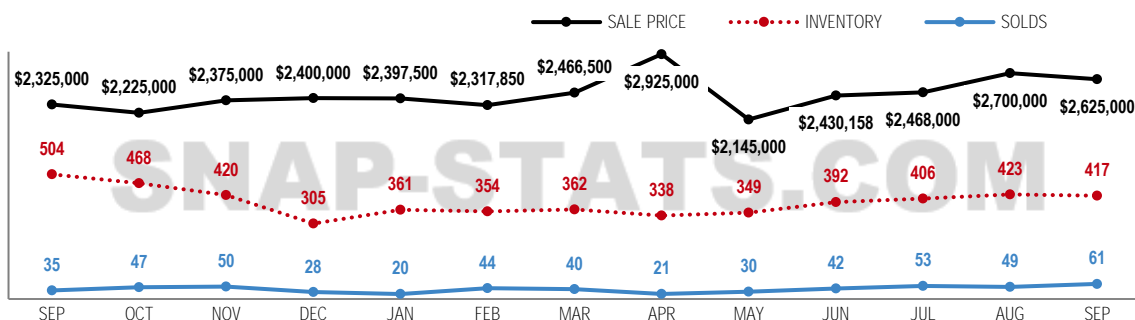
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Altamont, Bayridge, Chartwell, Queens and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave, Eagle Harbour 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 | 1 | 0 | NA |
| 300,001 – 400,000 | 2 | 0 | NA |
| 400,001 – 500,000 | 5 | 1 | 20% |
| 500,001 – 600,000 | 9 | 2 | 22% |
| 600,001 – 700,000 | 10 | 1 | 10% |
| 700,001 – 800,000 | 11 | 2 | 18% |
| 800,001 – 900,000 | 14 | 0 | NA |
| 900,001 – 1,000,000 | 5 | 0 | NA |
| 1,000,001 – 1,250,000 | 17 | 4 | 24% |
| 1,250,001 – 1,500,000 | 27 | 7 | 26% |
| 1,500,001 – 1,750,000 | 16 | 3 | 19% |
| 1,750,001 – 2,000,000 | 9 | 3 | 33% |
| 2,000,001 – 2,250,000 | 8 | 1 | 13% |
| 2,250,001 – 2,500,000 | 11 | 1 | 9% |
| 2,500,001 – 2,750,000 | 4 | 1 | 25% |
| 2,750,001 – 3,000,000 | 5 | 0 | NA |
| 3,000,001 – 3,500,000 | 2 | 2 | 100% |
| 3,500,001 – 4,000,000 | 9 | 0 | NA |
| 4,000,001 – 4,500,000 | 3 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 8 | 0 | NA |
| TOTAL* | 177 | 28 | 16% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 33 | 6 | 18% |
| 2 Bedrooms | 106 | 14 | 13% |
| 3 Bedrooms | 36 | 8 | 22% |
| 4 Bedrooms & Greater | 2 | 0 | NA |
| TOTAL* | 177 | 28 | 16% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 180 | 177 | -2% |
| Solds | 15 | 28 | 87% |
| Sale Price | \$1,150,000 | \$1,362,500 | 18% |
| Sale Price SQFT | \$983 | \$888 | -10% |
| Sale to List Price Ratio | 92% | 97% | 5% |
| Days on Market | 43 | 31 | -28% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 48 | 8 | 17% |
| Bayridge | 0 | 0 | NA |
| British Properties | 1 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 5 | 0 | NA |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 0 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 5 | 2 | 40% |
| Deer Ridge | 2 | 0 | NA |
| Dundarave | 44 | 8 | 18% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 4 | 1 | 25% |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 0 | NA |
| Horseshoe Bay | 5 | 0 | NA |
| Howe Sound | 4 | 1 | 25% |
| Lions Bay | 2 | 0 | NA |
| Old Caulfield | 1 | 1 | 100% |
| Panorama Village | 16 | 3 | 19% |
| Park Royal | 31 | 4 | 13% |
| 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 | 8 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 177 | 28 | 16% |

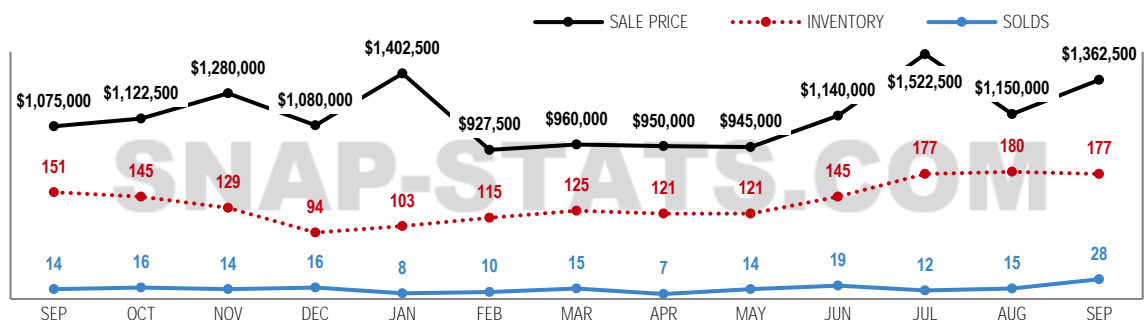
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Park Royal and 2 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside, Dundarave, Panorama Village 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 | 1 | 0 | NA |
| 300,001 – 400,000 | 2 | 0 | NA |
| 400,001 – 500,000 | 0 | 1 | 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 | 2 | 0 | NA |
| 900,001 – 1,000,000 | 4 | 2 | 50% |
| 1,000,001 – 1,250,000 | 16 | 11 | 69% |
| 1,250,001 – 1,500,000 | 83 | 36 | 43% |
| 1,500,001 – 1,750,000 | 84 | 23 | 27% |
| 1,750,001 – 2,000,000 | 88 | 12 | 14% |
| 2,000,001 – 2,250,000 | 43 | 10 | 23% |
| 2,250,001 – 2,500,000 | 57 | 6 | 11% |
| 2,500,001 – 2,750,000 | 44 | 2 | 5% |
| 2,750,001 – 3,000,000 | 59 | 3 | 5% |
| 3,000,001 – 3,500,000 | 35 | 2 | 6% |
| 3,500,001 – 4,000,000 | 27 | 0 | NA |
| 4,000,001 – 4,500,000 | 10 | 1 | 10% |
| 4,500,001 – 5,000,000 | 8 | 0 | NA |
| 5,000,001 & Greater | 11 | 1 | 9% |
| TOTAL* | 575 | 110 | 19% |

| | | | |
|-------------------|-----|-----|-----|
| 2 Bedrooms & Less | 17 | 0 | NA |
| 3 to 4 Bedrooms | 225 | 53 | 24% |
| 5 to 6 Bedrooms | 301 | 53 | 18% |
| 7 Bedrooms & More | 32 | 4 | 13% |
| TOTAL* | 575 | 110 | 19% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 527 | 575 | 9% |
| Solds | 96 | 110 | 15% |
| Sale Price | \$1,617,500 | \$1,529,000 | -5% |
| Sale Price SQFT | \$595 | \$575 | -3% |
| Sale to List Price Ratio | 101% | 96% | -5% |
| Days on Market | 28 | 22 | -21% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 20 | 4 | 20% |
| Bridgeport | 18 | 3 | 17% |
| Brighthouse | 10 | 0 | NA |
| Brighthouse South | 4 | 0 | NA |
| Broadmoor | 53 | 4 | 8% |
| East Cambie | 15 | 4 | 27% |
| East Richmond | 8 | 2 | 25% |
| Garden City | 27 | 3 | 11% |
| Gilmore | 2 | 0 | NA |
| Granville | 59 | 8 | 14% |
| Hamilton | 10 | 3 | 30% |
| Ironwood | 20 | 8 | 40% |
| Lackner | 16 | 6 | 38% |
| McLennan | 12 | 0 | NA |
| McLennan North | 4 | 1 | 25% |
| McNair | 19 | 7 | 37% |
| Quilchena | 20 | 3 | 15% |
| Riverdale | 29 | 5 | 17% |
| Saunders | 29 | 2 | 7% |
| Sea Island | 3 | 1 | 33% |
| Seafair | 47 | 10 | 21% |
| South Arm | 12 | 2 | 17% |
| Steveston North | 34 | 3 | 9% |
| Steveston South | 19 | 10 | 53% |
| Steveston Village | 9 | 2 | 22% |
| Terra Nova | 8 | 4 | 50% |
| West Cambie | 22 | 7 | 32% |
| Westwind | 11 | 2 | 18% |
| Woodwards | 35 | 6 | 17% |
| TOTAL* | 575 | 110 | 19% |

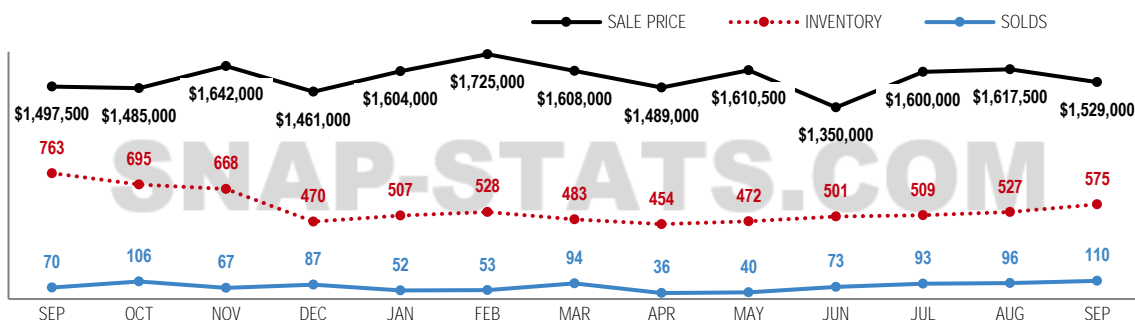
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 69% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$3.5 mil, Broadmoor, Saunders, Steveston North and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Steveston South, Terra Nova 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 | 23 | 2 | 9% |
| 300,001 – 400,000 | 51 | 29 | 57% |
| 400,001 – 500,000 | 112 | 46 | 41% |
| 500,001 – 600,000 | 170 | 55 | 32% |
| 600,001 – 700,000 | 155 | 46 | 30% |
| 700,001 – 800,000 | 158 | 43 | 27% |
| 800,001 – 900,000 | 120 | 33 | 28% |
| 900,001 – 1,000,000 | 98 | 21 | 21% |
| 1,000,001 – 1,250,000 | 91 | 15 | 16% |
| 1,250,001 – 1,500,000 | 45 | 5 | 11% |
| 1,500,001 – 1,750,000 | 9 | 1 | 11% |
| 1,750,001 – 2,000,000 | 7 | 0 | NA |
| 2,000,001 – 2,250,000 | 2 | 1 | 50% |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 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* | 1051 | 297 | 28% |

| | | | |
|----------------------|------|-----|-----|
| 0 to 1 Bedroom | 195 | 63 | 32% |
| 2 Bedrooms | 470 | 137 | 29% |
| 3 Bedrooms | 312 | 75 | 24% |
| 4 Bedrooms & Greater | 74 | 22 | 30% |
| TOTAL* | 1051 | 297 | 28% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 1069 | 1051 | -2% |
| Solds | 233 | 297 | 27% |
| Sale Price | \$675,000 | \$625,000 | -7% |
| Sale Price SQFT | \$668 | \$648 | -3% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 19 | 22 | 16% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 15 | 8 | 53% |
| Bridgeport | 44 | 4 | 9% |
| Brighthouse | 377 | 85 | 23% |
| Brighthouse South | 118 | 47 | 40% |
| Broadmoor | 18 | 6 | 33% |
| East Cambie | 12 | 4 | 33% |
| East Richmond | 3 | 0 | NA |
| Garden City | 12 | 2 | 17% |
| Gilmore | 0 | 0 | NA |
| Granville | 20 | 1 | 5% |
| Hamilton | 25 | 9 | 36% |
| Ironwood | 29 | 7 | 24% |
| Lackner | 2 | 1 | 50% |
| McLennan | 0 | 0 | NA |
| McLennan North | 88 | 31 | 35% |
| McNair | 0 | 1 | NA* |
| Quilchena | 0 | 3 | NA* |
| Riverdale | 23 | 6 | 26% |
| Saunders | 13 | 3 | 23% |
| Sea Island | 0 | 0 | NA |
| Seafair | 2 | 1 | 50% |
| South Arm | 7 | 0 | NA |
| Steveston North | 9 | 4 | 44% |
| Steveston South | 24 | 16 | 67% |
| Steveston Village | 11 | 3 | 27% |
| Terra Nova | 14 | 5 | 36% |
| West Cambie | 168 | 46 | 27% |
| Westwind | 1 | 1 | 100% |
| Woodwards | 16 | 3 | 19% |
| TOTAL* | 1051 | 297 | 28% |

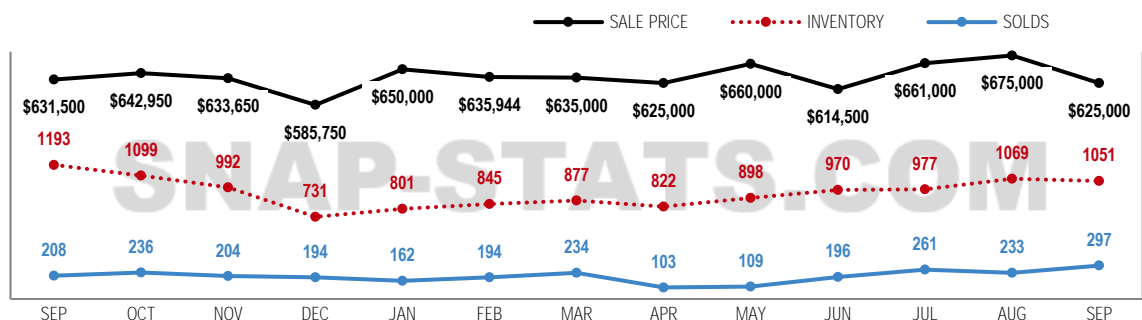
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 28% Sales Ratio average (2.8 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 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$0 to \$300,000, Bridgeport, Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Steveston North, Steveston South and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 3 | 4 | 133%* |
| 900,001 – 1,000,000 | 8 | 5 | 63% |
| 1,000,001 – 1,250,000 | 41 | 16 | 39% |
| 1,250,001 – 1,500,000 | 42 | 12 | 29% |
| 1,500,001 – 1,750,000 | 21 | 2 | 10% |
| 1,750,001 – 2,000,000 | 21 | 3 | 14% |
| 2,000,001 – 2,250,000 | 6 | 2 | 33% |
| 2,250,001 – 2,500,000 | 6 | 1 | 17% |
| 2,500,001 – 2,750,000 | 1 | 2 | 200%* |
| 2,750,001 – 3,000,000 | 6 | 0 | NA |
| 3,000,001 – 3,500,000 | 4 | 2 | 50% |
| 3,500,001 – 4,000,000 | 5 | 0 | NA |
| 4,000,001 – 4,500,000 | 3 | 0 | NA |
| 4,500,001 – 5,000,000 | 4 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 171 | 49 | 29% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 9 | 3 | 33% |
| 3 to 4 Bedrooms | 117 | 31 | 26% |
| 5 to 6 Bedrooms | 42 | 15 | 36% |
| 7 Bedrooms & More | 3 | 0 | NA |
| TOTAL* | 171 | 49 | 29% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 181 | 171 | -6% |
| Solds | 34 | 49 | 44% |
| Sale Price | \$1,187,500 | \$1,227,500 | 3% |
| Sale Price SQFT | \$537 | \$491 | -9% |
| Sale to List Price Ratio | 98% | 92% | -6% |
| Days on Market | 15 | 32 | 113% |

*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

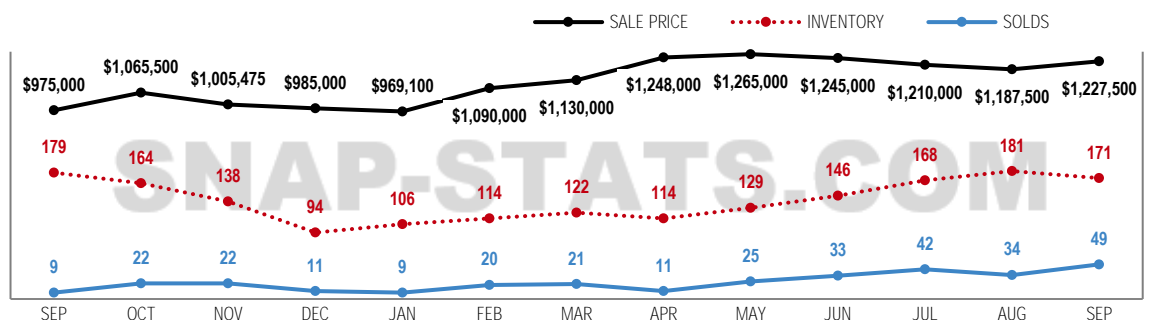
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 14 | 6 | 43% |
| Boundary Beach | 6 | 5 | 83% |
| Cliff Drive | 17 | 6 | 35% |
| English Bluff | 23 | 5 | 22% |
| Pebble Hill | 34 | 9 | 26% |
| Tsawwassen Central | 32 | 7 | 22% |
| Tsawwassen East | 10 | 6 | 60% |
| Tsawwassen North | 35 | 5 | 14% |
| TOTAL* | 171 | 49 | 29% |

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Tsawwassen North and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, Tsawwassen East 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 | 0 | NA |
| 300,001 – 400,000 | 10 | 4 | 40% |
| 400,001 – 500,000 | 16 | 9 | 56% |
| 500,001 – 600,000 | 43 | 10 | 23% |
| 600,001 – 700,000 | 19 | 5 | 26% |
| 700,001 – 800,000 | 10 | 0 | NA |
| 800,001 – 900,000 | 7 | 0 | NA |
| 900,001 – 1,000,000 | 4 | 0 | NA |
| 1,000,001 – 1,250,000 | 6 | 0 | NA |
| 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 | 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* | 116 | 28 | 24% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 16 | 5 | 31% |
| 2 Bedrooms | 72 | 20 | 28% |
| 3 Bedrooms | 24 | 2 | 8% |
| 4 Bedrooms & Greater | 4 | 1 | 25% |
| TOTAL* | 116 | 28 | 24% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 112 | 116 | 4% |
| Solds | 19 | 28 | 47% |
| Sale Price | \$568,000 | \$532,450 | -6% |
| Sale Price SQFT | \$498 | \$472 | -5% |
| Sale to List Price Ratio | 98% | 100% | 2% |
| Days on Market | 58 | 55 | -5% |

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

Community CONDOS & TOWNHOMES

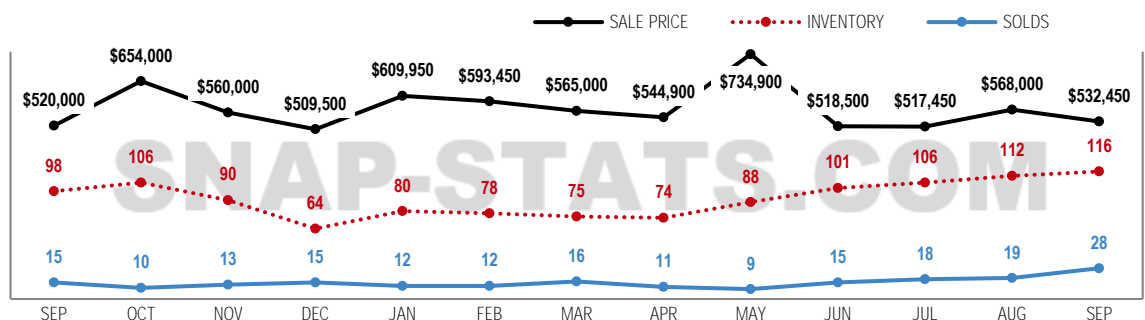
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 14 | 2 | 14% |
| Boundary Beach | 5 | 0 | NA |
| Cliff Drive | 20 | 9 | 45% |
| English Bluff | 0 | 0 | NA |
| Pebble Hill | 0 | 0 | NA |
| Tsawwassen Central | 15 | 6 | 40% |
| Tsawwassen East | 3 | 1 | 33% |
| Tsawwassen North | 59 | 10 | 17% |
| TOTAL* | 116 | 28 | 24% |

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$400,000 to \$500,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Beach Grove, Tsawwassen North and 3 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive, Tsawwassen Central 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 | 2 | 0 | NA |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 2 | 0 | NA |
| 700,001 – 800,000 | 3 | 1 | 33% |
| 800,001 – 900,000 | 8 | 7 | 88% |
| 900,001 – 1,000,000 | 7 | 6 | 86% |
| 1,000,001 – 1,250,000 | 17 | 9 | 53% |
| 1,250,001 – 1,500,000 | 13 | 3 | 23% |
| 1,500,001 – 1,750,000 | 9 | 1 | 11% |
| 1,750,001 – 2,000,000 | 4 | 0 | NA |
| 2,000,001 – 2,250,000 | 1 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 2 | 0 | NA |
| 5,000,001 & Greater | 0 | 1 | NA* |
| TOTAL* | 70 | 28 | 40% |

| | | | |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 9 | 1 | 11% |
| 3 to 4 Bedrooms | 42 | 20 | 48% |
| 5 to 6 Bedrooms | 17 | 7 | 41% |
| 7 Bedrooms & More | 2 | 0 | NA |
| TOTAL* | 70 | 28 | 40% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 76 | 70 | -8% |
| Solds | 18 | 28 | 56% |
| Sale Price | \$1,020,000 | \$1,009,000 | -1% |
| Sale Price SQFT | \$448 | \$445 | -1% |
| Sale to List Price Ratio | 100% | 100% | 0% |
| Days on Market | 10 | 21 | 110% |

*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

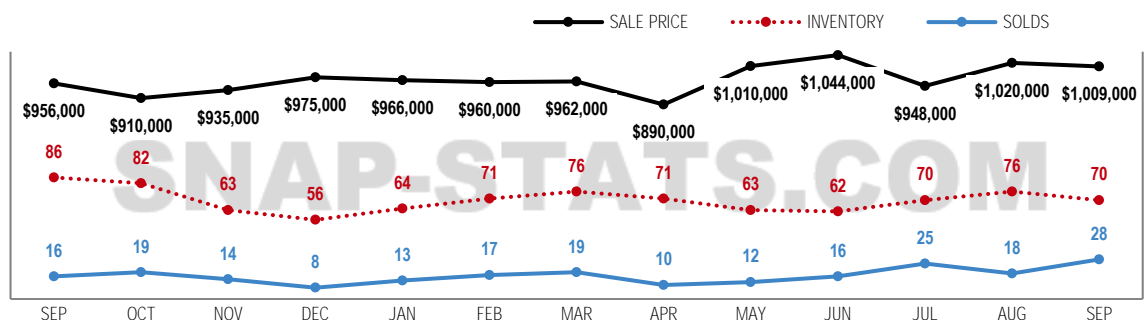
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 7 | 4 | 57% |
| East Delta | 0 | 1 | NA* |
| Hawthorne | 17 | 8 | 47% |
| Holly | 16 | 2 | 13% |
| Ladner Elementary | 4 | 8 | 200%* |
| Ladner Rural | 5 | 0 | NA |
| Neilsen Grove | 13 | 2 | 15% |
| Port Guichon | 7 | 3 | 43% |
| Tilbury | 0 | 0 | NA |
| Westham Island | 1 | 0 | NA |
| TOTAL* | 70 | 28 | 40% |

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 40% Sales Ratio average (4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$800,000 to \$900,000 with average 88% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Holly, Neilsen Grove and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne, Ladner Elementary 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 | 6 | 200%* |
| 500,001 – 600,000 | 12 | 2 | 17% |
| 600,001 – 700,000 | 9 | 6 | 67% |
| 700,001 – 800,000 | 10 | 3 | 30% |
| 800,001 – 900,000 | 7 | 3 | 43% |
| 900,001 – 1,000,000 | 3 | 1 | 33% |
| 1,000,001 – 1,250,000 | 2 | 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* | 46 | 21 | 46% |

| | | | |
|----------------------|----|----|------|
| 0 to 1 Bedroom | 3 | 2 | 67% |
| 2 Bedrooms | 23 | 9 | 39% |
| 3 Bedrooms | 17 | 7 | 41% |
| 4 Bedrooms & Greater | 3 | 3 | 100% |
| TOTAL* | 46 | 21 | 46% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 57 | 46 | -19% |
| Solds | 17 | 21 | 24% |
| Sale Price | \$688,800 | \$658,000 | -4% |
| Sale Price SQFT | \$505 | \$551 | 9% |
| Sale to List Price Ratio | 100% | 100% | 0% |
| Days on Market | 10 | 17 | 70% |

*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

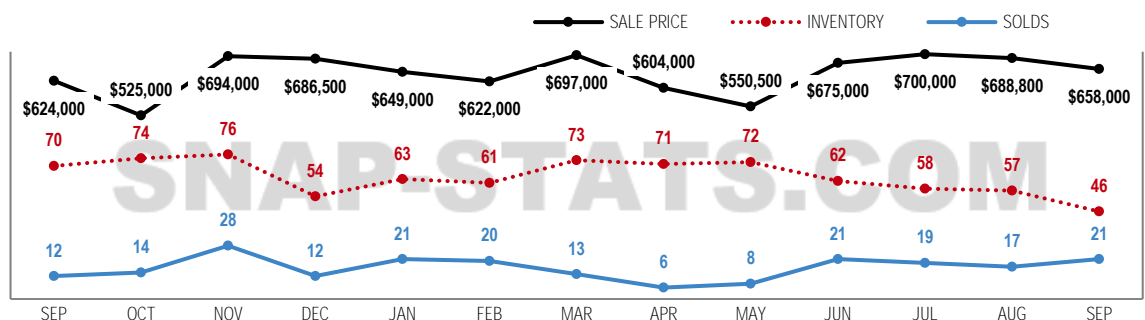
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 11 | 3 | 27% |
| East Delta | 0 | 0 | NA |
| Hawthorne | 4 | 4 | 100% |
| Holly | 0 | 0 | NA |
| Ladner Elementary | 11 | 6 | 55% |
| Ladner Rural | 0 | 1 | NA* |
| Neilsen Grove | 17 | 7 | 41% |
| Port Guichon | 0 | 0 | NA |
| Tilbury | 3 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 46 | 21 | 46% |

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Delta Manor and 2 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary, Neilsen Grove and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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