

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	13	0	NA
400,001 – 500,000	35	14	40%
500,001 – 600,000	113	29	26%
600,001 – 700,000	161	31	19%
700,001 – 800,000	134	28	21%
800,001 – 900,000	107	20	19%
900,001 – 1,000,000	87	10	11%
1,000,001 – 1,250,000	97	18	19%
1,250,001 – 1,500,000	86	9	10%
1,500,001 – 1,750,000	69	3	4%
1,750,001 – 2,000,000	42	3	7%
2,000,001 – 2,250,000	23	2	9%
2,250,001 – 2,500,000	33	2	6%
2,500,001 – 2,750,000	15	0	NA
2,750,001 – 3,000,000	21	0	NA
3,000,001 – 3,500,000	23	2	9%
3,500,001 – 4,000,000	23	3	13%
4,000,001 – 4,500,000	11	0	NA
4,500,001 – 5,000,000	11	1	9%
5,000,001 & Greater	47	4	9%
TOTAL*	1152	180	16%

0 to 1 Bedroom	495	103	21%
2 Bedrooms	533	63	12%
3 Bedrooms	112	13	12%
4 Bedrooms & Greater	12	1	8%
TOTAL*	1152	180	16%

SnapStats®	September	October	Variance
Inventory	1152	1152	0%
Solds	196	180	-8%
Sale Price	\$730,000	\$744,000	2%
Sale Price SQFT	\$1,017	\$983	-3%
Sale to List Price Ratio	98%	99%	1%
Days on Market	15	16	7%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	156	16	10%
Downtown	432	74	17%
Westend	227	37	16%
Yaletown	337	53	16%
TOTAL*	1152	180	16%

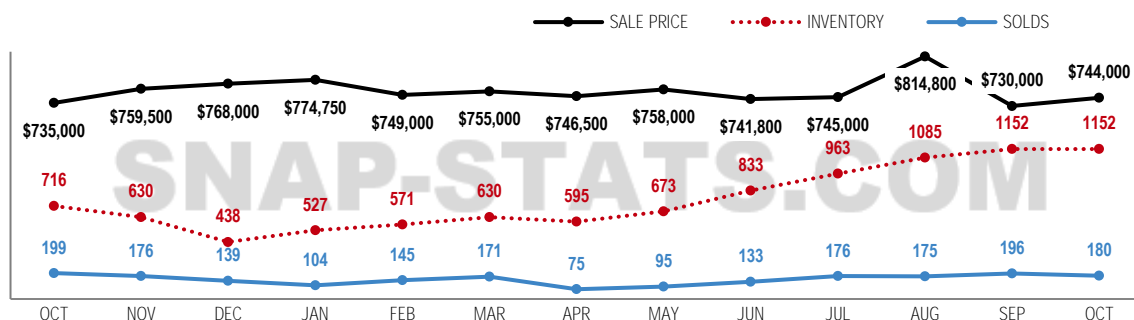
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 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 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Coal Harbour and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, Westend, Yaletown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	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	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	2	3	150%*
1,750,001 – 2,000,000	14	5	36%
2,000,001 – 2,250,000	11	12	109%*
2,250,001 – 2,500,000	30	13	43%
2,500,001 – 2,750,000	22	13	59%
2,750,001 – 3,000,000	42	10	24%
3,000,001 – 3,500,000	54	18	33%
3,500,001 – 4,000,000	79	14	18%
4,000,001 – 4,500,000	43	2	5%
4,500,001 – 5,000,000	40	8	20%
5,000,001 & Greater	202	12	6%
TOTAL*	540	110	20%

2 Bedrooms & Less	11	3	27%
3 to 4 Bedrooms	173	41	24%
5 to 6 Bedrooms	274	53	19%
7 Bedrooms & More	82	13	16%
TOTAL*	540	110	20%

SnapStats®	September	October	Variance
Inventory	565	540	-4%
Solds	103	110	7%
Sale Price	\$3,260,000	\$2,986,250	-8%
Sale Price SQFT	\$982	\$949	-3%
Sale to List Price Ratio	99%	100%	1%
Days on Market	17	11	-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 DETACHED HOUSES

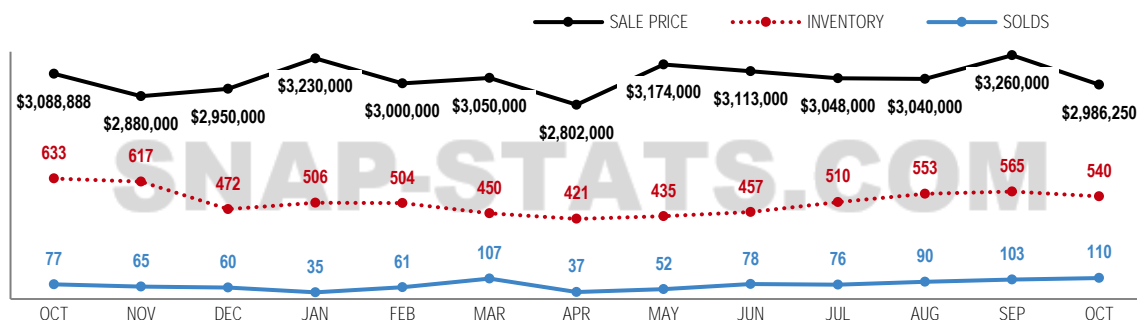
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	23	3	13%
Cambie	23	13	57%
Dunbar	82	20	24%
Fairview	2	0	NA
Falsecreek	1	0	NA
Kerrisdale	28	1	4%
Kitsilano	31	17	55%
Mackenzie Heights	20	6	30%
Marpole	34	4	12%
Mount Pleasant	2	1	50%
Oakridge	11	1	9%
Point Grey	66	12	18%
Quilchena	20	6	30%
SW Marine	23	7	30%
Shaughnessy	62	8	13%
South Cambie	10	0	NA
South Granville	57	4	7%
Southlands	30	4	13%
University	15	3	20%
TOTAL*	540	110	20%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Kerrisdale, Oakridge, South Granville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Cambie, Kitsilano, Mount Pleasant 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	2	50%
400,001 – 500,000	22	10	45%
500,001 – 600,000	61	29	48%
600,001 – 700,000	89	33	37%
700,001 – 800,000	92	30	33%
800,001 – 900,000	106	29	27%
900,001 – 1,000,000	103	22	21%
1,000,001 – 1,250,000	137	30	22%
1,250,001 – 1,500,000	138	28	20%
1,500,001 – 1,750,000	71	13	18%
1,750,001 – 2,000,000	51	5	10%
2,000,001 – 2,250,000	22	2	9%
2,250,001 – 2,500,000	17	2	12%
2,500,001 – 2,750,000	18	0	NA
2,750,001 – 3,000,000	17	5	29%
3,000,001 – 3,500,000	11	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	4	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	976	240	25%

0 to 1 Bedroom	249	83	33%
2 Bedrooms	507	111	22%
3 Bedrooms	199	42	21%
4 Bedrooms & Greater	21	4	19%
TOTAL*	976	240	25%

SnapStats®	September	October	Variance
Inventory	1003	976	-3%
Solds	231	240	4%
Sale Price	\$826,000	\$861,500	4%
Sale Price SQFT	\$943	\$924	-2%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	11	13	18%

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

Community CONDOS & TOWNHOMES

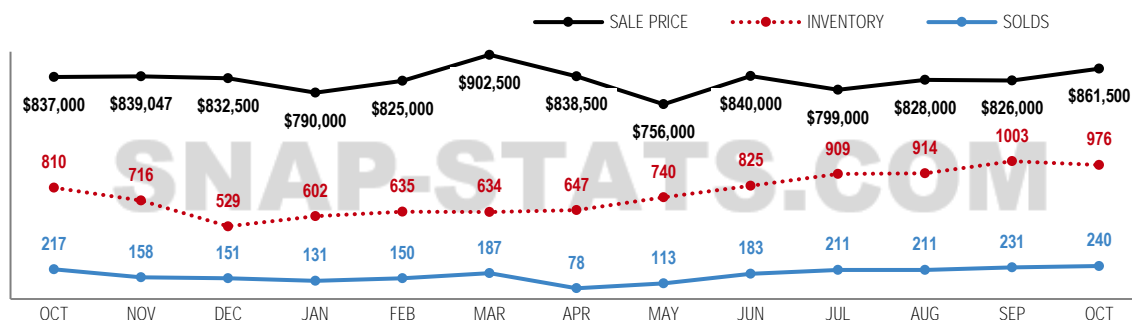
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	92	13	14%
Dunbar	25	3	12%
Fairview	123	53	43%
Falsecreek	95	24	25%
Kerrisdale	33	10	30%
Kitsilano	100	54	54%
Mackenzie Heights	1	0	NA
Marpole	113	21	19%
Mount Pleasant	20	2	10%
Oakridge	32	5	16%
Point Grey	25	5	20%
Quilchena	21	7	33%
SW Marine	17	1	6%
Shaughnessy	7	6	86%
South Cambie	42	5	12%
South Granville	46	4	9%
Southlands	2	1	50%
University	182	26	14%
TOTAL*	976	240	25%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 48% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil, SW Marine, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Shaughnessy 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	0	0	NA
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	27	11	41%
1,250,001 – 1,500,000	85	45	53%
1,500,001 – 1,750,000	103	40	39%
1,750,001 – 2,000,000	86	26	30%
2,000,001 – 2,250,000	40	12	30%
2,250,001 – 2,500,000	64	8	13%
2,500,001 – 2,750,000	29	2	7%
2,750,001 – 3,000,000	33	2	6%
3,000,001 – 3,500,000	11	2	18%
3,500,001 – 4,000,000	7	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	497	149	30%

2 Bedrooms & Less	26	5	19%
3 to 4 Bedrooms	150	48	32%
5 to 6 Bedrooms	216	76	35%
7 Bedrooms & More	105	20	19%
TOTAL*	497	149	30%

SnapStats®	September	October	Variance
Inventory	508	497	-2%
Solds	170	149	-12%
Sale Price	\$1,553,150	\$1,590,000	2%
Sale Price SQFT	\$691	\$689	0%
Sale to List Price Ratio	100%	100%	0%
Days on Market	10	10	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

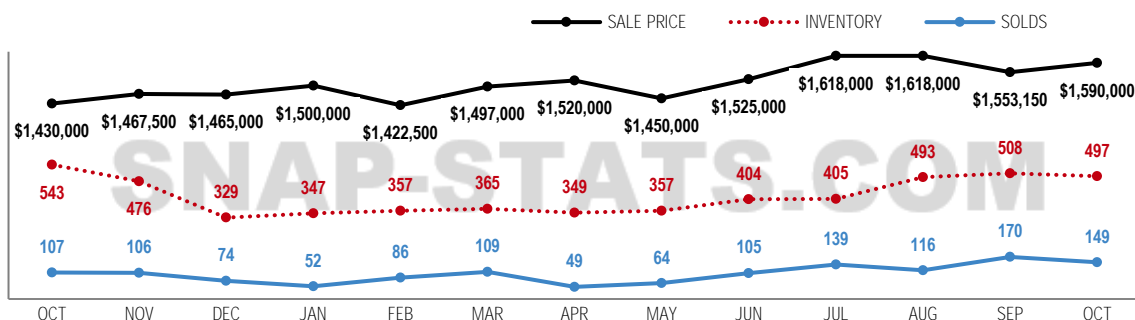
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	0	NA
Collingwood	84	12	14%
Downtown	0	0	NA
Fraser	33	10	30%
Fraserview	20	1	5%
Grandview Woodland	39	14	36%
Hastings	5	3	60%
Hastings Sunrise	6	8	133%*
Killarney	48	16	33%
Knight	32	14	44%
Main	17	9	53%
Mount Pleasant	10	6	60%
Renfrew Heights	47	9	19%
Renfrew	67	22	33%
South Marine	4	0	NA
South Vancouver	52	19	37%
Strathcona	12	1	8%
Victoria	21	5	24%
TOTAL*	497	149	30%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Fraserview, Strathcona and up to 2 / minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Hastings Sunrise, Mount Pleasant and 5 to 6 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	28	10	36%
400,001 – 500,000	98	38	39%
500,001 – 600,000	137	46	34%
600,001 – 700,000	100	34	34%
700,001 – 800,000	87	29	33%
800,001 – 900,000	69	19	28%
900,001 – 1,000,000	47	11	23%
1,000,001 – 1,250,000	71	15	21%
1,250,001 – 1,500,000	41	4	10%
1,500,001 – 1,750,000	13	1	8%
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	3	1	33%
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	712	209	29%

0 to 1 Bedroom	260	95	37%
2 Bedrooms	311	90	29%
3 Bedrooms	128	23	18%
4 Bedrooms & Greater	13	1	8%
TOTAL*	712	209	29%

SnapStats®	September	October	Variance
Inventory	706	712	1%
Solds	234	209	-11%
Sale Price	\$656,000	\$630,888	-4%
Sale Price SQFT	\$801	\$788	-2%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	14	10	-29%

*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

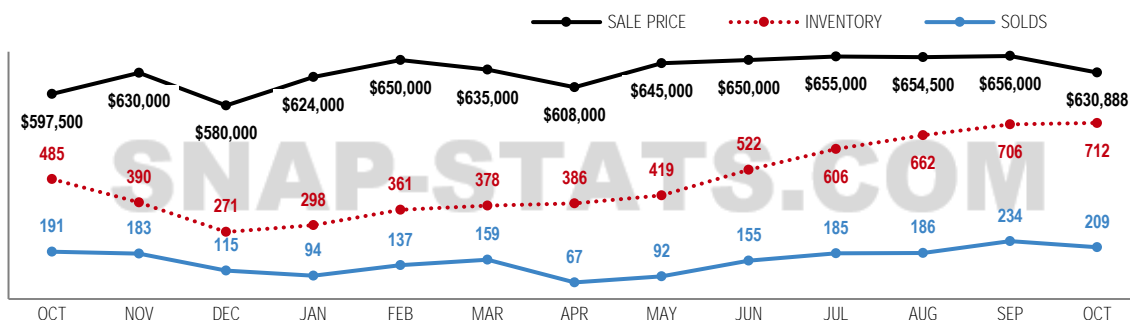
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	11	5	45%
Collingwood	177	23	13%
Downtown	73	16	22%
Fraser	14	12	86%
Fraserview	0	0	NA
Grandview Woodland	15	20	133%*
Hastings	40	17	43%
Hastings Sunrise	13	2	15%
Killarney	14	2	14%
Knight	18	3	17%
Main	22	13	59%
Mount Pleasant	123	46	37%
Renfrew Heights	8	1	13%
Renfrew	24	6	25%
South Marine	88	29	33%
South Vancouver	4	1	25%
Strathcona	34	6	18%
Victoria	34	7	21%
TOTAL*	712	209	29%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 39% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Collingwood, Hastings Sunrise, Killarney, Knight, Renfrew Heights & Strathcona
- Sellers Best Bet** Selling homes in Fraser, Grandview Woodland, Main & 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	1	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	2	NA*
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	3	4	133%*
1,250,001 – 1,500,000	18	21	117%*
1,500,001 – 1,750,000	38	35	92%
1,750,001 – 2,000,000	48	28	58%
2,000,001 – 2,250,000	27	17	63%
2,250,001 – 2,500,000	29	6	21%
2,500,001 – 2,750,000	11	4	36%
2,750,001 – 3,000,000	11	3	27%
3,000,001 – 3,500,000	18	7	39%
3,500,001 – 4,000,000	15	1	7%
4,000,001 – 4,500,000	11	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	240	128	53%

2 Bedrooms & Less	7	5	71%
3 to 4 Bedrooms	102	76	75%
5 to 6 Bedrooms	103	41	40%
7 Bedrooms & More	28	6	21%
TOTAL*	240	128	53%

SnapStats®	September	October	Variance
Inventory	274	240	-12%
Solds	133	128	-4%
Sale Price	\$1,750,000	\$1,757,500	0%
Sale Price SQFT	\$648	\$704	9%
Sale to List Price Ratio	103%	98%	-5%
Days on Market	8	8	0%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	6	8	133%*
Boulevard	8	5	63%
Braemar	1	2	200%*
Calverhall	9	3	33%
Canyon Heights	32	8	25%
Capilano	5	2	40%
Central Lonsdale	11	7	64%
Deep Cove	9	6	67%
Delbrook	4	2	50%
Dollarton	10	4	40%
Edgemont	24	6	25%
Forest Hills	11	4	36%
Grouse Woods	2	1	50%
Harbourside	0	0	NA
Indian Arm	2	1	50%
Indian River	3	3	100%
Lower Lonsdale	7	3	43%
Lynn Valley	11	18	164%*
Lynnmoor	6	0	NA
Mosquito Creek	1	1	100%
Norqate	3	1	33%
Northlands	0	2	NA*
Pemberton Heights	8	4	50%
Pemberton	5	2	40%
Princess Park	3	3	100%
Queensbury	5	3	60%
Roche Point	1	3	300%*
Seymour	2	2	100%
Tempe	1	0	NA
Upper Delbrook	10	7	70%
Upper Lonsdale	29	13	45%
Westlynn	5	1	20%
Westlynn Terrace	0	2	NA*
Windsor Park	2	0	NA
Woodlands-Sunshine Cascade	4	1	25%
TOTAL*	240	128	53%

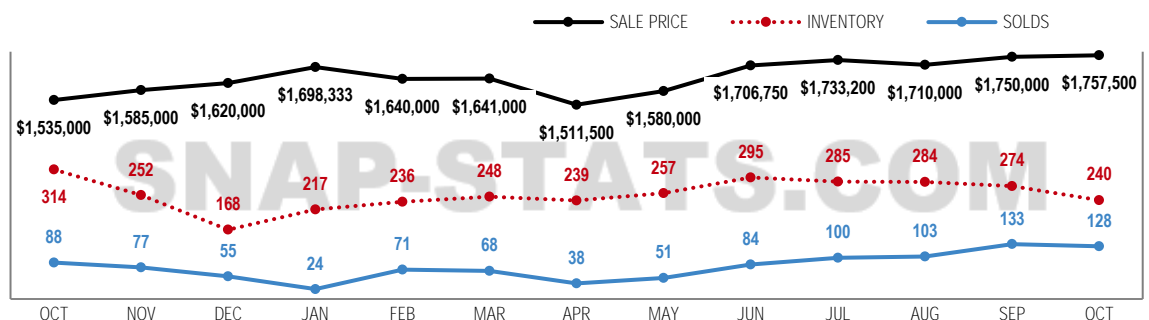
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Canyon Heights, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Blueridge, Lynn Valley, Upper Delbrook and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	14	2	14%
400,001 – 500,000	38	12	32%
500,001 – 600,000	65	41	63%
600,001 – 700,000	65	25	38%
700,001 – 800,000	71	21	30%
800,001 – 900,000	70	28	40%
900,001 – 1,000,000	48	21	44%
1,000,001 – 1,250,000	70	36	51%
1,250,001 – 1,500,000	33	11	33%
1,500,001 – 1,750,000	14	1	7%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	7	1	14%
2,250,001 – 2,500,000	6	0	NA
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	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	516	199	39%

0 to 1 Bedroom	129	44	34%
2 Bedrooms	287	104	36%
3 Bedrooms	80	38	48%
4 Bedrooms & Greater	20	13	65%
TOTAL*	516	199	39%

SnapStats®	September	October	Variance
Inventory	579	516	-11%
Solds	182	199	9%
Sale Price	\$727,500	\$795,000	9%
Sale Price SQFT	\$770	\$789	3%
Sale to List Price Ratio	98%	98%	0%
Days on Market	13	17	31%

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	7	3	43%
Central Lonsdale	77	31	40%
Deep Cove	5	2	40%
Delbrook	2	0	NA
Dollarton	1	0	NA
Edgemont	14	3	21%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Harbourside	9	5	56%
Indian Arm	0	0	NA
Indian River	2	4	200%*
Lower Lonsdale	172	55	32%
Lynn Valley	40	23	58%
Lynn timer	38	10	26%
Mosquito Creek	28	13	46%
Norgate	11	2	18%
Northlands	12	5	42%
Pemberton Heights	2	0	NA
Pemberton	45	13	29%
Princess Park	0	0	NA
Queensbury	4	0	NA
Roche Point	27	21	78%
Seymour	5	4	80%
Tempe	0	0	NA
Upper Delbrook	3	0	NA
Upper Lonsdale	8	4	50%
Westlynn	2	1	50%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	516	199	39%

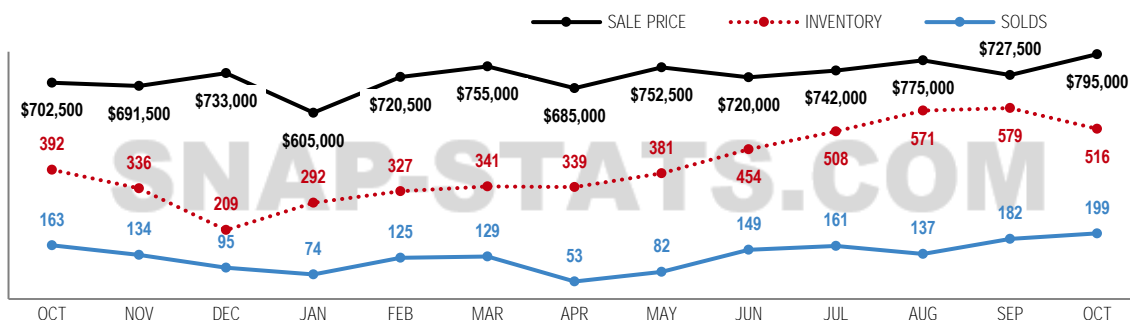
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 39% Sales Ratio average (3.9 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 63% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Edgemont, Norgate and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Harbourside, Lynn Valley, Roche Point and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	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	8	3	38%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	29	9	31%
2,000,001 – 2,250,000	14	6	43%
2,250,001 – 2,500,000	24	9	38%
2,500,001 – 2,750,000	18	5	28%
2,750,001 – 3,000,000	42	6	14%
3,000,001 – 3,500,000	40	6	15%
3,500,001 – 4,000,000	40	6	15%
4,000,001 – 4,500,000	18	6	33%
4,500,001 – 5,000,000	37	6	16%
5,000,001 & Greater	139	10	7%
TOTAL*	412	73	18%

2 Bedrooms & Less	11	2	18%
3 to 4 Bedrooms	183	30	16%
5 to 6 Bedrooms	191	36	19%
7 Bedrooms & More	27	5	19%
TOTAL*	412	73	18%

SnapStats®	September	October	Variance
Inventory	417	412	-1%
Solds	61	73	20%
Sale Price	\$2,625,000	\$2,908,000	11%
Sale Price SQFT	\$720	\$730	1%
Sale to List Price Ratio	94%	90%	-4%
Days on Market	38	30	-21%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	17	3	18%
Ambleside	35	14	40%
Bayridge	10	1	10%
British Properties	80	6	8%
Canterbury	6	0	NA
Caulfield	30	8	27%
Cedardale	7	0	NA
Chartwell	33	2	6%
Chelsea Park	1	2	200%*
Cypress	8	1	13%
Cypress Park Estates	10	1	10%
Deer Ridge	0	0	NA
Dundarave	19	4	21%
Eagle Harbour	12	6	50%
Eagleridge	3	1	33%
Furry Creek	6	0	NA
Gleneagles	10	2	20%
Glenmore	15	1	7%
Horseshoe Bay	5	2	40%
Howe Sound	6	1	17%
Lions Bay	12	1	8%
Old Caulfield	3	2	67%
Panorama Village	0	0	NA
Park Royal	3	0	NA
Porteau Cove	0	0	NA
Queens	11	3	27%
Rockridge	3	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	14	3	21%
Upper Caulfield	7	1	14%
West Bay	12	0	NA
Westhill	8	2	25%
Westmount	16	3	19%
Whitby Estates	6	1	17%
Whytecliff	2	2	100%
TOTAL*	412	73	18%

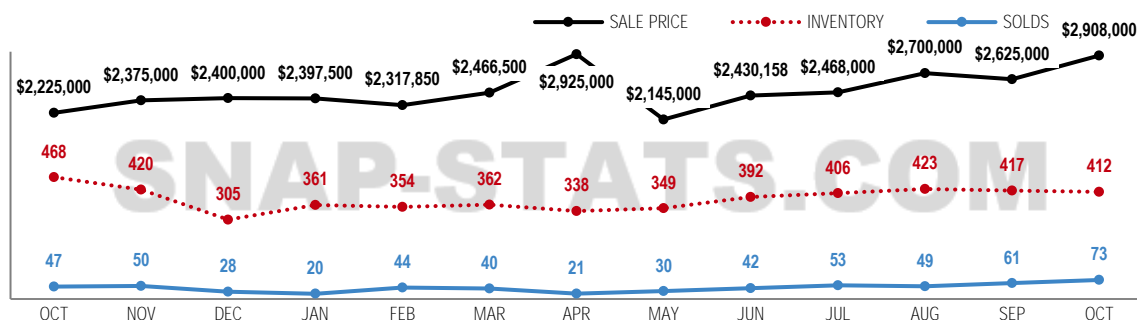
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, British Properties, Chartwell, Glenmore, Lions Bay and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside, Eagle Harbour and up to 4 / minimum 5 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	3	0	NA
500,001 – 600,000	9	0	NA
600,001 – 700,000	10	4	40%
700,001 – 800,000	13	0	NA
800,001 – 900,000	9	7	78%
900,001 – 1,000,000	4	1	25%
1,000,001 – 1,250,000	16	4	25%
1,250,001 – 1,500,000	29	4	14%
1,500,001 – 1,750,000	14	3	21%
1,750,001 – 2,000,000	9	1	11%
2,000,001 – 2,250,000	8	2	25%
2,250,001 – 2,500,000	9	1	11%
2,500,001 – 2,750,000	4	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	9	1	11%
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	9	0	NA
TOTAL*	167	28	17%

0 to 1 Bedroom	28	4	14%
2 Bedrooms	100	19	19%
3 Bedrooms	36	5	14%
4 Bedrooms & Greater	3	0	NA
TOTAL*	167	28	17%

SnapStats®	September	October	Variance
Inventory	177	167	-6%
Solds	28	28	0%
Sale Price	\$1,362,500	\$1,170,500	-14%
Sale Price SQFT	\$888	\$931	5%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	31	21	-32%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	43	5	12%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	2	67%
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	1	NA*
Cypress Park Estates	6	1	17%
Deer Ridge	3	0	NA
Dundarave	44	9	20%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	4	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	5	0	NA
Howe Sound	6	0	NA
Lions Bay	1	2	200%*
Old Caulfield	0	0	NA
Panorama Village	14	4	29%
Park Royal	26	4	15%
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*	167	28	17%

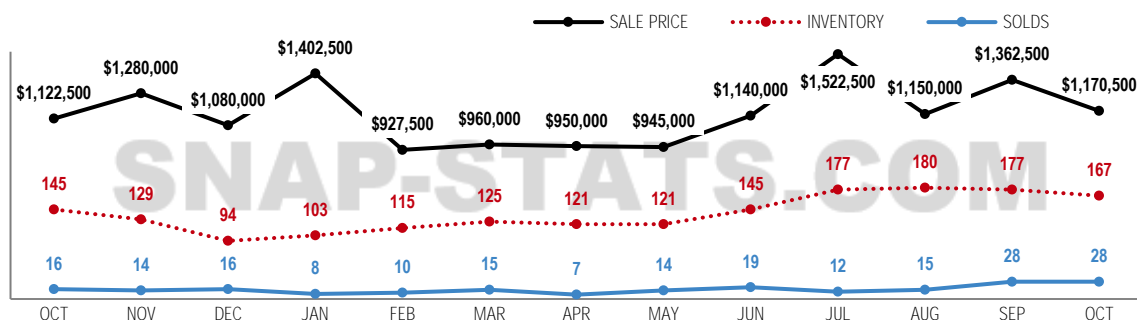
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 78% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil / \$2.25 mil to \$2.5 mil / \$3.5 mil to \$4 mil and Ambleside
- Sellers Best Bet** Selling homes in Panorama Village and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	3	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	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	3	300%*
1,000,001 – 1,250,000	14	12	86%
1,250,001 – 1,500,000	74	25	34%
1,500,001 – 1,750,000	90	27	30%
1,750,001 – 2,000,000	90	8	9%
2,000,001 – 2,250,000	41	8	20%
2,250,001 – 2,500,000	64	8	13%
2,500,001 – 2,750,000	35	8	23%
2,750,001 – 3,000,000	60	1	2%
3,000,001 – 3,500,000	34	2	6%
3,500,001 – 4,000,000	29	0	NA
4,000,001 – 4,500,000	12	0	NA
4,500,001 – 5,000,000	6	1	17%
5,000,001 & Greater	12	0	NA
TOTAL*	567	103	18%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	219	46	21%
5 to 6 Bedrooms	304	52	17%
7 Bedrooms & More	29	4	14%
TOTAL*	567	103	18%

SnapStats®	September	October	Variance
Inventory	575	567	-1%
Solds	110	103	-6%
Sale Price	\$1,529,000	\$1,580,000	3%
Sale Price SQFT	\$575	\$603	5%
Sale to List Price Ratio	96%	99%	3%
Days on Market	22	16	-27%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	17	4	24%
Bridgeport	20	3	15%
Brighthouse	8	3	38%
Brighthouse South	4	0	NA
Broadmoor	53	6	11%
East Cambie	11	7	64%
East Richmond	9	1	11%
Garden City	25	4	16%
Gilmore	3	0	NA
Granville	62	7	11%
Hamilton	6	6	100%
Ironwood	18	4	22%
Lackner	16	5	31%
McLennan	11	0	NA
McLennan North	2	2	100%
McNair	26	3	12%
Quilchena	22	5	23%
Riverdale	30	2	7%
Saunders	32	2	6%
Sea Island	1	2	200%*
Seafair	46	8	17%
South Arm	11	1	9%
Steveston North	39	3	8%
Steveston South	20	7	35%
Steveston Village	6	3	50%
Terra Nova	8	2	25%
West Cambie	17	7	41%
Westwind	8	2	25%
Woodwards	36	4	11%
TOTAL*	567	103	18%

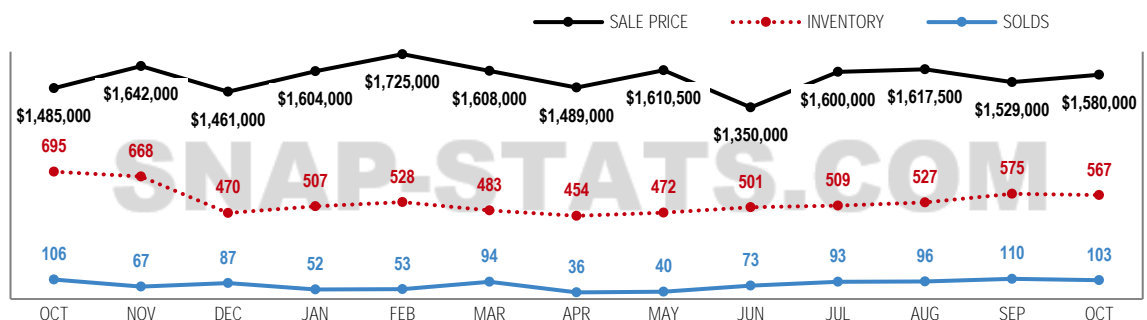
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND 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 86% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Riverdale, Saunders, South Arm, Steveston North and up to 2 bedrooms
- Sellers Best Bet** Selling homes in East Cambie, West Cambie and 3 to 4 bedrooms

**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	18	8	44%
300,001 – 400,000	49	20	41%
400,001 – 500,000	104	41	39%
500,001 – 600,000	150	60	40%
600,001 – 700,000	169	43	25%
700,001 – 800,000	154	32	21%
800,001 – 900,000	113	28	25%
900,001 – 1,000,000	111	18	16%
1,000,001 – 1,250,000	92	14	15%
1,250,001 – 1,500,000	42	5	12%
1,500,001 – 1,750,000	9	1	11%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	1	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	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*	1031	270	26%

0 to 1 Bedroom	174	71	41%
2 Bedrooms	476	109	23%
3 Bedrooms	290	79	27%
4 Bedrooms & Greater	91	11	12%
TOTAL*	1031	270	26%

SnapStats®	September	October	Variance
Inventory	1051	1031	-2%
Solds	297	270	-9%
Sale Price	\$625,000	\$621,500	-1%
Sale Price SQFT	\$648	\$647	0%
Sale to List Price Ratio	98%	99%	1%
Days on Market	22	20	-9%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	12	7	58%
Bridgeport	47	6	13%
Brighthouse	362	73	20%
Brighthouse South	108	42	39%
Broadmoor	19	3	16%
East Cambie	8	6	75%
East Richmond	4	0	NA
Garden City	9	5	56%
Gilmore	0	0	NA
Granville	17	2	12%
Hamilton	18	4	22%
Ironwood	33	4	12%
Lackner	3	0	NA
McLennan	0	0	NA
McLennan North	92	24	26%
McNair	1	0	NA
Quilchena	1	1	100%
Riverdale	21	10	48%
Saunders	12	4	33%
Sea Island	0	0	NA
Seafair	3	0	NA
South Arm	7	4	57%
Steveston North	6	5	83%
Steveston South	26	8	31%
Steveston Village	26	1	4%
Terra Nova	5	8	160%*
West Cambie	173	47	27%
Westwind	2	2	100%
Woodwards	16	4	25%
TOTAL*	1031	270	26%

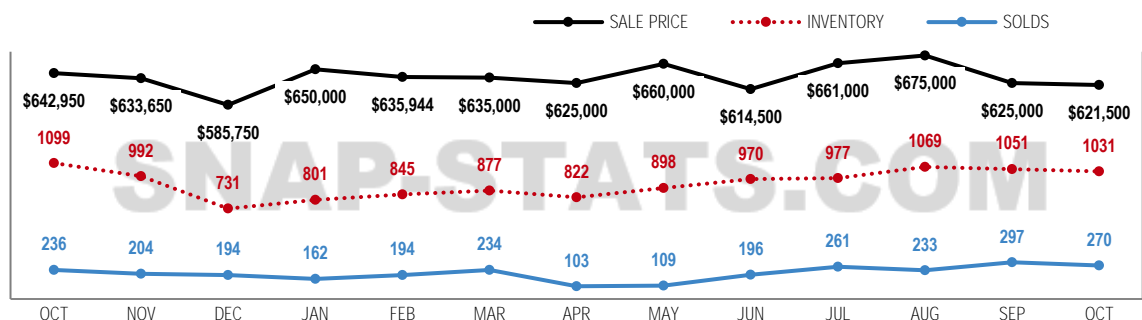
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 26% Sales Ratio average (2.6 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$0 to \$300,000 with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Bridgeport, Broadmoor, Granville, Ironwood and Steveston Village
- Sellers Best Bet** Selling homes in Boyd Park, East Cambie, Garden City, Terra Nova 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	2	2	100%
900,001 – 1,000,000	6	5	83%
1,000,001 – 1,250,000	30	23	77%
1,250,001 – 1,500,000	36	11	31%
1,500,001 – 1,750,000	27	3	11%
1,750,001 – 2,000,000	17	2	12%
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	4	1	25%
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	5	0	NA
3,500,001 – 4,000,000	5	1	20%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	150	48	32%

2 Bedrooms & Less	6	4	67%
3 to 4 Bedrooms	95	39	41%
5 to 6 Bedrooms	45	5	11%
7 Bedrooms & More	4	0	NA
TOTAL*	150	48	32%

SnapStats®	September	October	Variance
Inventory	171	150	-12%
Solds	49	48	-2%
Sale Price	\$1,227,500	\$1,221,500	0%
Sale Price SQFT	\$491	\$506	3%
Sale to List Price Ratio	92%	98%	7%
Days on Market	32	19	-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 DETACHED HOUSES

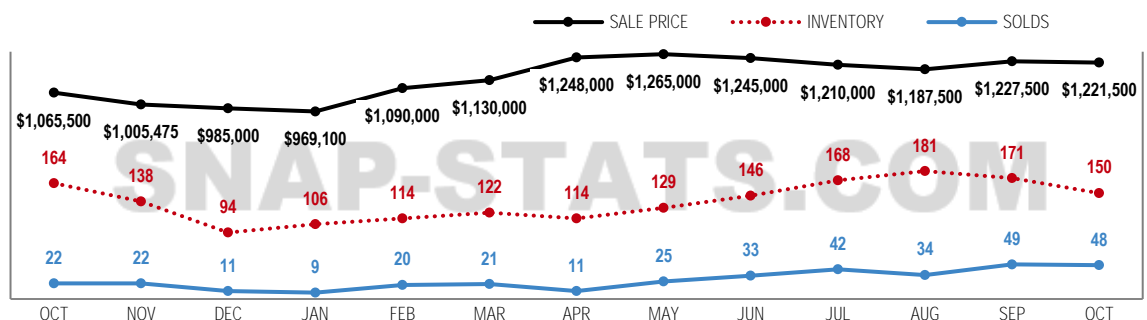
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	8	8	100%
Boundary Beach	5	3	60%
Cliff Drive	13	6	46%
English Bluff	25	3	12%
Pebble Hill	34	8	24%
Tsawwassen Central	28	10	36%
Tsawwassen East	6	6	100%
Tsawwassen North	31	4	13%
TOTAL*	150	48	32%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: 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** \$900,000 to \$1 mil with average 83% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$2 mil, English Bluff, Tsawwassen North and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, Cliff Drive and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	10	0	NA
400,001 – 500,000	16	5	31%
500,001 – 600,000	38	9	24%
600,001 – 700,000	23	5	22%
700,001 – 800,000	8	2	25%
800,001 – 900,000	5	2	40%
900,001 – 1,000,000	7	1	14%
1,000,001 – 1,250,000	4	2	50%
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	3	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*	114	26	23%

0 to 1 Bedroom	17	1	6%
2 Bedrooms	71	17	24%
3 Bedrooms	20	5	25%
4 Bedrooms & Greater	6	3	50%
TOTAL*	114	26	23%

SnapStats®	September	October	Variance
Inventory	116	114	-2%
Solds	28	26	-7%
Sale Price	\$532,450	\$583,950	10%
Sale Price SQFT	\$472	\$484	2%
Sale to List Price Ratio	100%	96%	-4%
Days on Market	55	33	-40%

*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

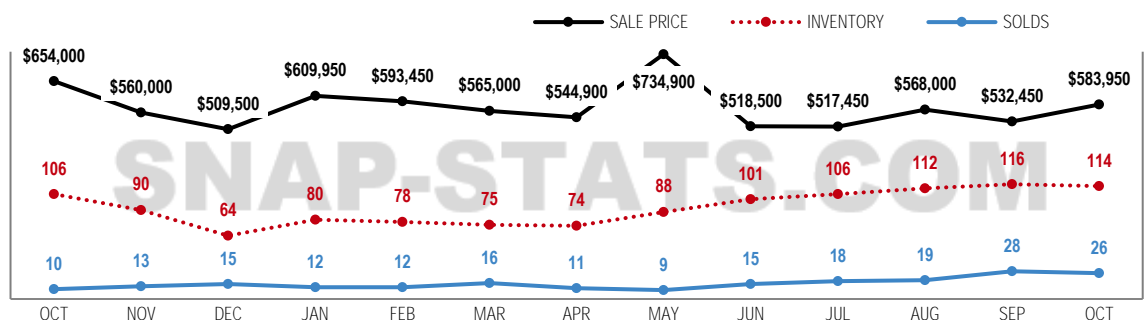
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	16	2	13%
Boundary Beach	4	3	75%
Cliff Drive	20	5	25%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	13	5	38%
Tsawwassen East	2	0	NA
Tsawwassen North	59	11	19%
TOTAL*	114	26	23%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000, Beach Grove and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central and 2 to 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	1	100%
500,001 – 600,000	0	0	NA
600,001 – 700,000	1	1	100%
700,001 – 800,000	3	1	33%
800,001 – 900,000	3	5	167%*
900,001 – 1,000,000	5	3	60%
1,000,001 – 1,250,000	13	11	85%
1,250,001 – 1,500,000	8	15	188%*
1,500,001 – 1,750,000	8	2	25%
1,750,001 – 2,000,000	6	1	17%
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	3	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	52	40	77%

2 Bedrooms & Less	9	1	11%
3 to 4 Bedrooms	24	33	138%*
5 to 6 Bedrooms	16	5	31%
7 Bedrooms & More	3	1	33%
TOTAL*	52	40	77%

SnapStats®	September	October	Variance
Inventory	70	52	-26%
Solds	28	40	43%
Sale Price	\$1,009,000	\$1,196,250	19%
Sale Price SQFT	\$445	\$529	19%
Sale to List Price Ratio	100%	100%	0%
Days on Market	21	18	-14%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	10	2	20%
East Delta	0	0	NA
Hawthorne	10	10	100%
Holly	10	11	110%*
Ladner Elementary	5	3	60%
Ladner Rural	4	1	25%
Neilsen Grove	7	9	129%*
Port Guichon	6	4	67%
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	52	40	77%

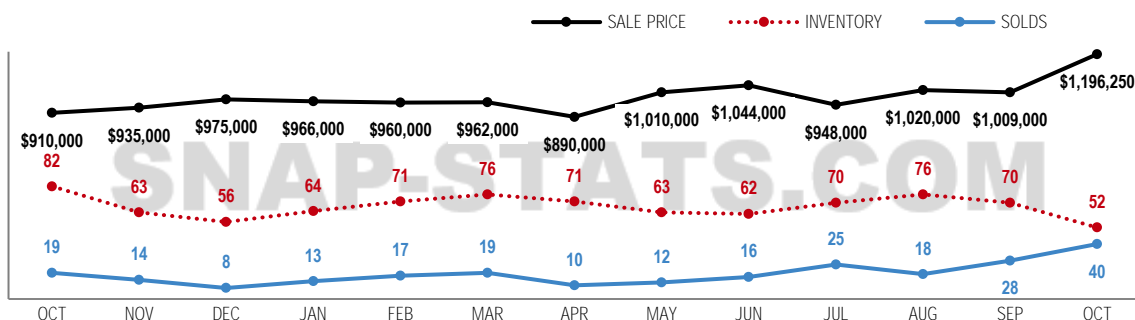
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 77% Sales Ratio average (7.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Delta Manor and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne, Holly, Neilsen Grove 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	14	4	29%
600,001 – 700,000	10	3	30%
700,001 – 800,000	12	1	8%
800,001 – 900,000	4	1	25%
900,001 – 1,000,000	1	3	300%*
1,000,001 – 1,250,000	3	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*	47	15	32%

0 to 1 Bedroom	4	1	25%
2 Bedrooms	24	7	29%
3 Bedrooms	19	6	32%
4 Bedrooms & Greater	0	1	NA*
TOTAL*	47	15	32%

SnapStats®	September	October	Variance
Inventory	46	47	2%
Solds	21	15	-29%
Sale Price	\$658,000	\$648,000	-2%
Sale Price SQFT	\$551	\$487	-12%
Sale to List Price Ratio	100%	100%	0%
Days on Market	17	28	65%

*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

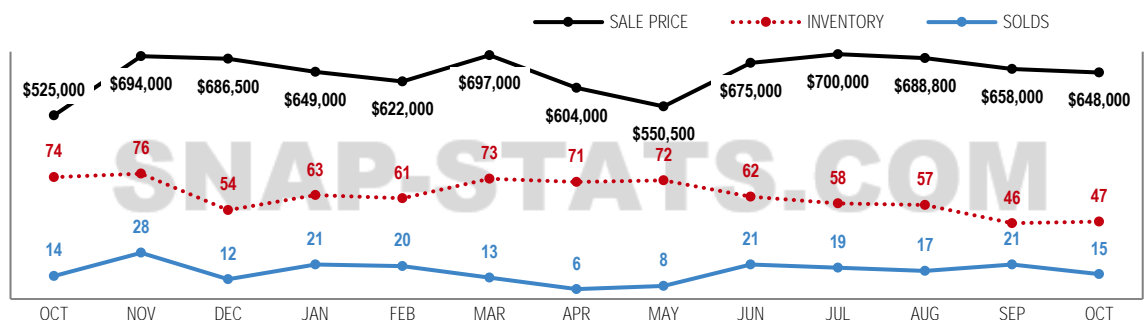
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	11	4	36%
East Delta	0	0	NA
Hawthorne	7	1	14%
Holly	2	0	NA
Ladner Elementary	8	5	63%
Ladner Rural	0	0	NA
Neilsen Grove	16	5	31%
Port Guichon	0	0	NA
Tilbury	3	0	NA
Westham Island	0	0	NA
TOTAL*	47	15	32%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 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 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Neilsen Grove and 2 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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