

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	8	2	25%
400,001 – 500,000	17	31	182%*
500,001 – 600,000	54	55	102%*
600,001 – 700,000	83	77	93%
700,001 – 800,000	82	40	49%
800,001 – 900,000	46	40	87%
900,001 – 1,000,000	48	25	52%
1,000,001 – 1,250,000	62	32	52%
1,250,001 – 1,500,000	59	31	53%
1,500,001 – 1,750,000	35	7	20%
1,750,001 – 2,000,000	39	4	10%
2,000,001 – 2,250,000	15	1	7%
2,250,001 – 2,500,000	22	3	14%
2,500,001 – 2,750,000	15	2	13%
2,750,001 – 3,000,000	21	0	NA
3,000,001 – 3,500,000	22	3	14%
3,500,001 – 4,000,000	22	2	9%
4,000,001 – 4,500,000	7	2	29%
4,500,001 – 5,000,000	9	1	11%
5,000,001 & Greater	45	4	9%
TOTAL*	712	363	51%

0 to 1 Bedroom	289	211	73%
2 Bedrooms	328	133	41%
3 Bedrooms	82	18	22%
4 Bedrooms & Greater	13	1	8%
TOTAL*	712	363	51%

SnapStats®	February	March	Variance
Inventory	760	712	-6%
Solds	243	363	49%
Sale Price	\$741,000	\$735,000	-1%
Sale Price SQFT	\$1,029	\$1,041	1%
Sale to List Price Ratio	98%	99%	1%
Days on Market	12	12	0%

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

Community CONDOS & TOWNHOMES

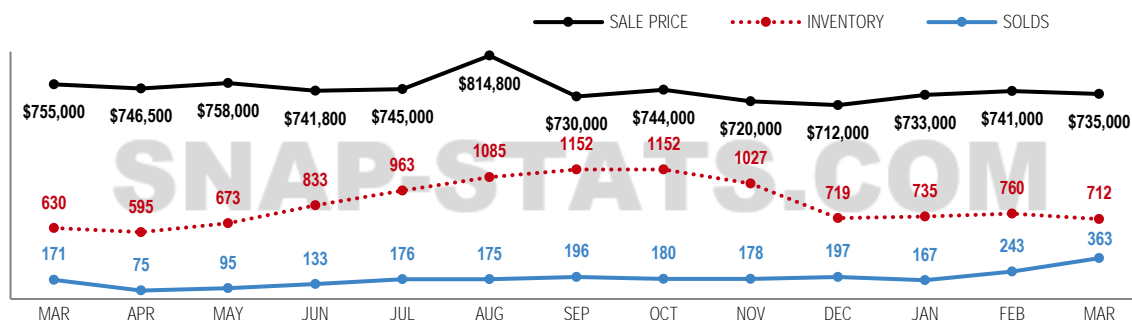
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	110	27	25%
Downtown	260	145	56%
Westend	141	92	65%
Yaletown	201	99	49%
TOTAL*	712	363	51%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 51% Sales Ratio average (5.1 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil, Coal Harbour, Yaletown and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, 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	0	0	NA
800,001 – 900,000	1	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	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	8	2	25%
2,000,001 – 2,250,000	10	3	30%
2,250,001 – 2,500,000	26	13	50%
2,500,001 – 2,750,000	22	13	59%
2,750,001 – 3,000,000	45	16	36%
3,000,001 – 3,500,000	43	24	56%
3,500,001 – 4,000,000	67	18	27%
4,000,001 – 4,500,000	46	13	28%
4,500,001 – 5,000,000	39	16	41%
5,000,001 & Greater	204	26	13%
TOTAL*	513	145	28%

2 Bedrooms & Less	12	2	17%
3 to 4 Bedrooms	167	53	32%
5 to 6 Bedrooms	252	73	29%
7 Bedrooms & More	82	17	21%
TOTAL*	513	145	28%

SnapStats®	February	March	Variance
Inventory	397	513	29%
Solds	87	145	67%
Sale Price	\$3,280,000	\$3,518,000	7%
Sale Price SQFT	\$1,130	\$1,112	-2%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	11	10	-9%

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

Community DETACHED HOUSES

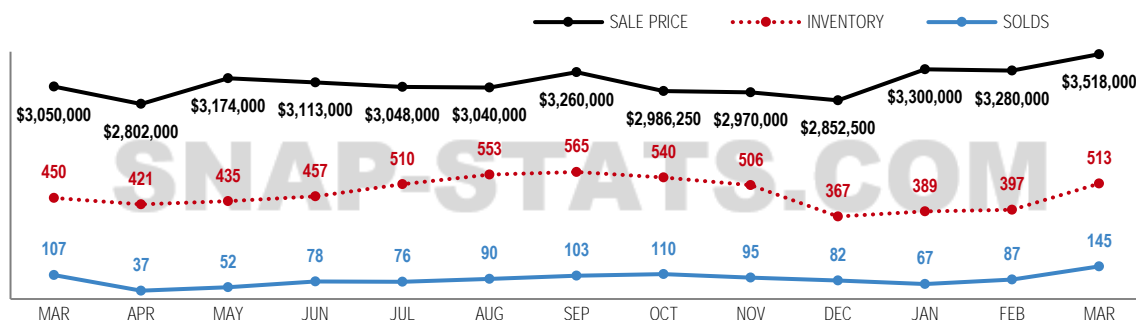
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	16	9	56%
Cambie	37	9	24%
Dunbar	61	18	30%
Fairview	0	1	NA*
Falsecreek	1	1	100%
Kerrisdale	24	12	50%
Kitsilano	31	8	26%
Mackenzie Heights	14	11	79%
Marpole	38	9	24%
Mount Pleasant	3	1	33%
Oakridge	18	2	11%
Point Grey	58	19	33%
Quilchena	17	4	24%
SW Marine	22	3	14%
Shaughnessy	50	9	18%
South Cambie	10	4	40%
South Granville	64	18	28%
Southlands	31	5	16%
University	18	2	11%
TOTAL*	513	145	28%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: 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** \$2.5 mil to \$2.75 mil with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Oakridge, SW Marine, Shaughnessy, Southlands and University and up to 2 bedrooms
- Sellers Best Bet** Selling homes in Arbutus, Mackenzie Heights and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	3	1	33%
400,001 – 500,000	13	9	69%
500,001 – 600,000	49	33	67%
600,001 – 700,000	79	54	68%
700,001 – 800,000	74	40	54%
800,001 – 900,000	71	39	55%
900,001 – 1,000,000	53	40	75%
1,000,001 – 1,250,000	100	51	51%
1,250,001 – 1,500,000	109	31	28%
1,500,001 – 1,750,000	67	24	36%
1,750,001 – 2,000,000	62	12	19%
2,000,001 – 2,250,000	18	5	28%
2,250,001 – 2,500,000	23	6	26%
2,500,001 – 2,750,000	18	3	17%
2,750,001 – 3,000,000	12	4	33%
3,000,001 – 3,500,000	9	1	11%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	773	353	46%

0 to 1 Bedroom	223	121	54%
2 Bedrooms	347	168	48%
3 Bedrooms	187	58	31%
4 Bedrooms & Greater	16	6	38%
TOTAL*	773	353	46%

SnapStats®	February	March	Variance
Inventory	696	773	11%
Solds	260	353	36%
Sale Price	\$841,000	\$903,000	7%
Sale Price SQFT	\$950	\$976	3%
Sale to List Price Ratio	100%	100%	0%
Days on Market	9	10	11%

*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

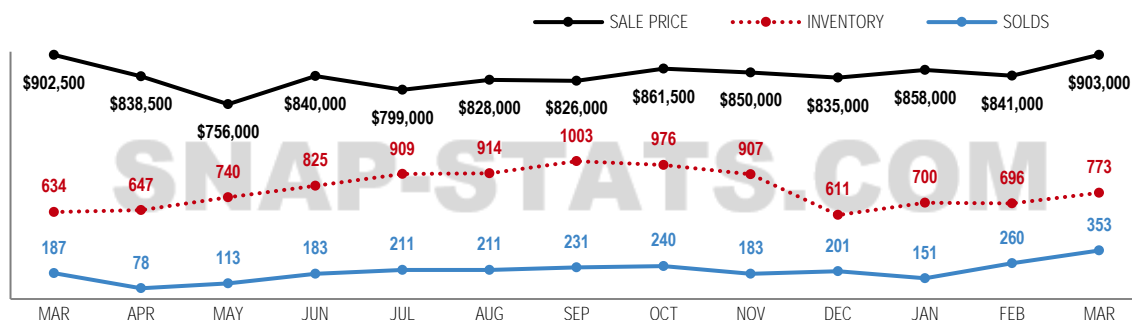
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	3	0	NA
Cambie	119	28	24%
Dunbar	18	5	28%
Fairview	85	66	78%
Falsecreek	70	38	54%
Kerrisdale	21	11	52%
Kitsilano	96	78	81%
Mackenzie Heights	4	0	NA
Marpole	94	27	29%
Mount Pleasant	9	9	100%
Oakridge	16	9	56%
Point Grey	9	8	89%
Quilchena	13	7	54%
SW Marine	7	6	86%
Shaughnessy	7	0	NA
South Cambie	33	5	15%
South Granville	33	6	18%
Southlands	0	1	NA*
University	136	49	36%
TOTAL*	773	353	46%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE 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** \$900,000 to \$1 mil with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, South Cambie, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, 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	0	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	8	5	63%
1,250,001 – 1,500,000	63	46	73%
1,500,001 – 1,750,000	87	68	78%
1,750,001 – 2,000,000	106	58	55%
2,000,001 – 2,250,000	43	34	79%
2,250,001 – 2,500,000	55	10	18%
2,500,001 – 2,750,000	23	12	52%
2,750,001 – 3,000,000	38	7	18%
3,000,001 – 3,500,000	23	4	17%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	4	1	25%
TOTAL*	462	245	53%

2 Bedrooms & Less	21	7	33%
3 to 4 Bedrooms	127	87	69%
5 to 6 Bedrooms	222	116	52%
7 Bedrooms & More	92	35	38%
TOTAL*	462	245	53%

SnapStats®	February	March	Variance
Inventory	353	462	31%
Solds	136	245	80%
Sale Price	\$1,700,000	\$1,768,000	4%
Sale Price SQFT	\$748	\$790	6%
Sale to List Price Ratio	103%	105%	2%
Days on Market	8	8	0%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	91	17	19%
Downtown	0	0	NA
Fraser	27	24	89%
Fraserview	31	9	29%
Grandview Woodland	37	16	43%
Hastings	4	3	75%
Hastings Sunrise	13	12	92%
Killarney	44	24	55%
Knight	34	14	41%
Main	19	13	68%
Mount Pleasant	10	11	110%*
Renfrew Heights	37	25	68%
Renfrew	41	28	68%
South Marine	5	0	NA
South Vancouver	43	30	70%
Strathcona	6	5	83%
Victoria	19	14	74%
TOTAL*	462	245	53%

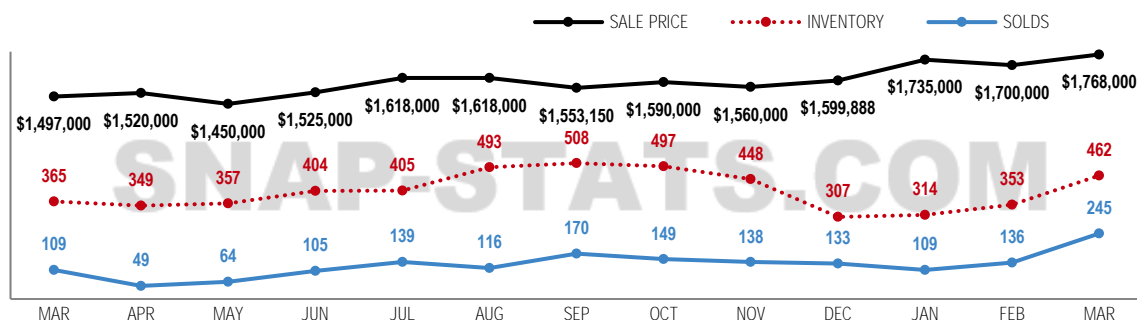
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 79% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Collingwood, Fraserview and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hastings Sunrise, Mount Pleasant and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	2	67%
300,001 – 400,000	9	8	89%
400,001 – 500,000	45	49	109%*
500,001 – 600,000	84	81	96%
600,001 – 700,000	55	69	125%*
700,001 – 800,000	68	50	74%
800,001 – 900,000	50	40	80%
900,001 – 1,000,000	32	20	63%
1,000,001 – 1,250,000	38	28	74%
1,250,001 – 1,500,000	34	16	47%
1,500,001 – 1,750,000	9	5	56%
1,750,001 – 2,000,000	7	1	14%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	2	100%
2,500,001 – 2,750,000	1	1	100%
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	443	372	84%

0 to 1 Bedroom	127	176	139%*
2 Bedrooms	218	138	63%
3 Bedrooms	89	56	63%
4 Bedrooms & Greater	9	2	22%
TOTAL*	443	372	84%

SnapStats®	February	March	Variance
Inventory	440	443	1%
Solds	217	372	71%
Sale Price	\$632,000	\$677,250	7%
Sale Price SQFT	\$837	\$863	3%
Sale to List Price Ratio	101%	100%	-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 CONDOS & TOWNHOMES

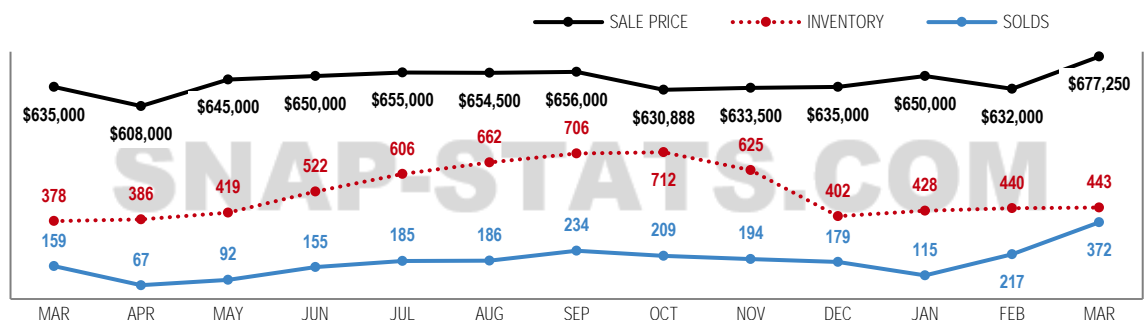
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	10	4	40%
Collingwood	95	74	78%
Downtown	42	15	36%
Fraser	12	7	58%
Fraserview	0	0	NA
Grandview Woodland	10	21	210%*
Hastings	16	24	150%*
Hastings Sunrise	4	9	225%*
Killarney	12	4	33%
Knight	16	6	38%
Main	8	13	163%*
Mount Pleasant	80	92	115%*
Renfrew Heights	8	0	NA
Renfrew	10	13	130%*
South Marine	72	51	71%
South Vancouver	8	0	NA
Strathcona	12	24	200%*
Victoria	28	15	54%
TOTAL*	443	372	84%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 84% Sales Ratio average (8.4 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Champlain Heights, Downtown, Killarney, Knight and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Grandview Woodland, Hastings, Hastings Sunrise, Main, Mount Pleasant, Renfrew and Strathcona

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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	5	4	80%
1,250,001 – 1,500,000	20	13	65%
1,500,001 – 1,750,000	28	36	129%*
1,750,001 – 2,000,000	40	43	108%*
2,000,001 – 2,250,000	20	20	100%
2,250,001 – 2,500,000	25	20	80%
2,500,001 – 2,750,000	14	13	93%
2,750,001 – 3,000,000	11	5	45%
3,000,001 – 3,500,000	15	10	67%
3,500,001 – 4,000,000	8	3	38%
4,000,001 – 4,500,000	6	6	100%
4,500,001 – 5,000,000	2	1	50%
5,000,001 & Greater	3	0	NA
TOTAL*	198	174	88%

2 Bedrooms & Less	5	5	100%
3 to 4 Bedrooms	96	84	88%
5 to 6 Bedrooms	85	70	82%
7 Bedrooms & More	12	15	125%*
TOTAL*	198	174	88%

SnapStats®	February	March	Variance
Inventory	140	198	41%
Solds	88	174	98%
Sale Price	\$1,953,000	\$1,912,500	-2%
Sale Price SQFT	\$757	\$728	-4%
Sale to List Price Ratio	104%	105%	1%
Days on Market	8	7	-13%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	4	5	125%*
Boulevard	8	8	100%
Braemar	0	2	NA*
Calverhall	6	8	133%*
Canyon Heights	22	20	91%
Capilano	7	3	43%
Central Lonsdale	11	13	118%*
Deep Cove	10	4	40%
Delbrook	4	0	NA
Dollarton	4	3	75%
Edgemont	15	13	87%
Forest Hills	5	3	60%
Grouse Woods	2	1	50%
Harbourside	0	0	NA
Indian Arm	1	0	NA
Indian River	1	1	100%
Lower Lonsdale	4	3	75%
Lynn Valley	19	24	126%*
Lynnmoor	6	1	17%
Mosquito Creek	1	3	300%*
Norqate	6	7	117%*
Northlands	1	0	NA
Pemberton Heights	7	3	43%
Pemberton	3	5	167%*
Princess Park	1	1	100%
Queensbury	4	1	25%
Roche Point	0	1	NA*
Seymour	3	4	133%*
Tempe	2	1	50%
Upper Delbrook	6	5	83%
Upper Lonsdale	26	16	62%
Westlynn	4	7	175%*
Westlynn Terrace	0	4	NA*
Windsor Park	4	4	100%
Woodlands-Sunshine Cascade	1	0	NA
TOTAL*	198	174	88%

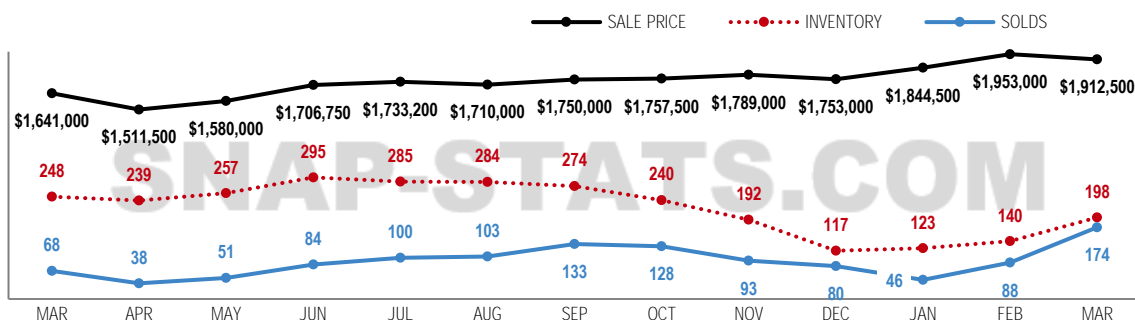
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 88% Sales Ratio average (8.8 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Deep Cove, Upper Lonsdale and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Boulevard, Calverhill, Canyon Heights, Central Lonsdale, Lynn Valley and up to 2 / 7 plus bedrooms

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	5	3	60%
400,001 – 500,000	25	27	108%*
500,001 – 600,000	44	33	75%
600,001 – 700,000	35	44	126%*
700,001 – 800,000	32	34	106%*
800,001 – 900,000	30	37	123%*
900,001 – 1,000,000	25	26	104%*
1,000,001 – 1,250,000	50	38	76%
1,250,001 – 1,500,000	43	25	58%
1,500,001 – 1,750,000	18	7	39%
1,750,001 – 2,000,000	11	3	27%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	2	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	2	1	50%
TOTAL*	333	278	83%

0 to 1 Bedroom	79	73	92%
2 Bedrooms	154	138	90%
3 Bedrooms	82	51	62%
4 Bedrooms & Greater	18	16	89%
TOTAL*	333	278	83%

SnapStats®	February	March	Variance
Inventory	290	333	15%
Solds	215	278	29%
Sale Price	\$866,000	\$797,900	-8%
Sale Price SQFT	\$838	\$840	0%
Sale to List Price Ratio	102%	100%	-2%
Days on Market	8	7	-13%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	4	2	50%
Capilano	1	0	NA
Central Lonsdale	55	42	76%
Deep Cove	1	2	200%*
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	7	2	29%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Harbourside	4	5	125%*
Indian Arm	0	0	NA
Indian River	4	3	75%
Lower Lonsdale	86	69	80%
Lynn Valley	27	39	144%*
Lynn timer	39	22	56%
Mosquito Creek	16	18	113%*
Norgate	8	4	50%
Northlands	4	8	200%*
Pemberton Heights	1	0	NA
Pemberton	39	24	62%
Princess Park	0	0	NA
Queensbury	3	6	200%*
Roche Point	18	19	106%*
Seymour	0	4	NA*
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	14	9	64%
Westlynn	1	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	333	278	83%

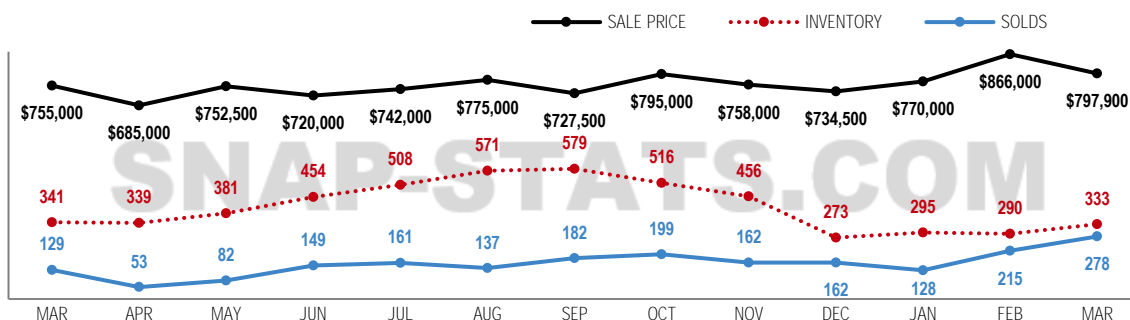
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 83% Sales Ratio average (8.3 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Lynn timer, Norgate, Pemberton, Upper Lonsdale and 3 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Mosquito Creek, Northlands, Roche Point and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	1	2	200%*
1,750,001 – 2,000,000	7	13	186%*
2,000,001 – 2,250,000	9	10	111%*
2,250,001 – 2,500,000	22	9	41%
2,500,001 – 2,750,000	19	7	37%
2,750,001 – 3,000,000	37	7	19%
3,000,001 – 3,500,000	39	11	28%
3,500,001 – 4,000,000	42	6	14%
4,000,001 – 4,500,000	27	6	22%
4,500,001 – 5,000,000	25	9	36%
5,000,001 & Greater	120	16	13%
TOTAL*	350	96	27%

2 Bedrooms & Less	15	3	20%
3 to 4 Bedrooms	151	52	34%
5 to 6 Bedrooms	156	38	24%
7 Bedrooms & More	28	3	11%
TOTAL*	350	96	27%

SnapStats®	February	March	Variance
Inventory	301	350	16%
Solds	77	96	25%
Sale Price	\$3,100,000	\$3,025,000	-2%
Sale Price SQFT	\$839	\$828	-1%
Sale to List Price Ratio	97%	98%	1%
Days on Market	25	9	-64%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	14	6	43%
Ambleside	47	4	9%
Bayridge	6	2	33%
British Properties	60	13	22%
Canterbury	8	0	NA
Caulfield	19	10	53%
Cedardale	3	0	NA
Chartwell	22	4	18%
Chelsea Park	2	0	NA
Cypress	8	4	50%
Cypress Park Estates	9	4	44%
Deer Ridge	0	0	NA
Dundarave	17	5	29%
Eagle Harbour	6	6	100%
Eagleridge	0	3	NA*
Furry Creek	5	2	40%
Gleneagles	10	1	10%
Glenmore	22	4	18%
Horseshoe Bay	2	2	100%
Howe Sound	6	0	NA
Lions Bay	7	5	71%
Olde Caulfield	6	0	NA
Panorama Village	0	1	NA*
Park Royal	4	0	NA
Porteau Cove	0	0	NA
Queens	10	5	50%
Rockridge	2	0	NA
Sandy Cove	1	0	NA
Sentinel Hill	14	1	7%
Upper Caulfield	5	4	80%
West Bay	8	2	25%
Westhill	7	1	14%
Westmount	12	6	50%
Whitby Estates	4	1	25%
Whytecliff	4	0	NA
TOTAL*	350	96	27%

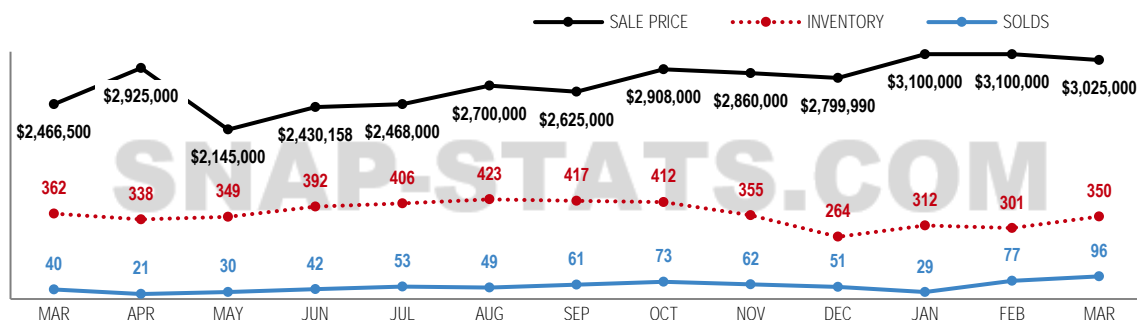
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Ambleside, Gleneagles, Sentinel Hill and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Caulfield, Cypress, Queens, Westmount 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	1	0	NA
400,001 – 500,000	4	3	75%
500,001 – 600,000	6	1	17%
600,001 – 700,000	5	5	100%
700,001 – 800,000	6	1	17%
800,001 – 900,000	4	5	125%*
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	8	5	63%
1,250,001 – 1,500,000	17	3	18%
1,500,001 – 1,750,000	10	3	30%
1,750,001 – 2,000,000	7	4	57%
2,000,001 – 2,250,000	5	2	40%
2,250,001 – 2,500,000	7	3	43%
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	2	1	50%
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	7	1	14%
4,000,001 – 4,500,000	0	1	NA*
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	9	1	11%
TOTAL*	108	40	37%

0 to 1 Bedroom	23	10	43%
2 Bedrooms	58	19	33%
3 Bedrooms	24	10	42%
4 Bedrooms & Greater	3	1	33%
TOTAL*	108	40	37%

SnapStats®	February	March	Variance
Inventory	113	108	-4%
Solds	18	40	122%
Sale Price	\$1,308,750	\$1,219,500	-7%
Sale Price SQFT	\$847	\$1,063	26%
Sale to List Price Ratio	99%	94%	-5%
Days on Market	20	23	15%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	34	13	38%
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	1	NA*
Cypress	0	0	NA
Cypress Park Estates	2	2	100%
Deer Ridge	2	1	50%
Dundarave	28	8	29%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	4	0	NA
Gleneagles	0	0	NA
Glenmore	0	1	NA*
Horseshoe Bay	1	0	NA
Howe Sound	0	3	NA*
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	7	4	57%
Park Royal	17	6	35%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	9	0	NA
Whytecliff	0	0	NA
TOTAL*	108	40	37%

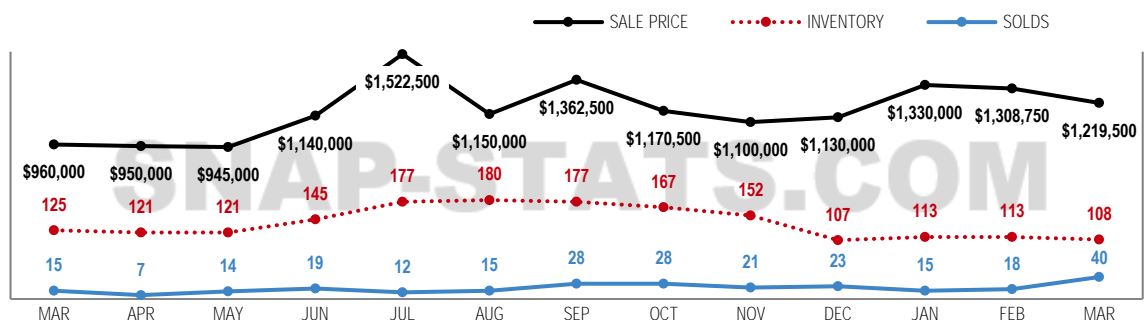
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 37% Sales Ratio average (3.7 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Dundarave and 2 / minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and up to 1 / and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	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	0	0	NA
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	7	4	57%
1,250,001 – 1,500,000	49	27	55%
1,500,001 – 1,750,000	79	72	91%
1,750,001 – 2,000,000	84	25	30%
2,000,001 – 2,250,000	39	33	85%
2,250,001 – 2,500,000	45	33	73%
2,500,001 – 2,750,000	32	18	56%
2,750,001 – 3,000,000	52	6	12%
3,000,001 – 3,500,000	38	10	26%
3,500,001 – 4,000,000	33	1	3%
4,000,001 – 4,500,000	14	0	NA
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	10	0	NA
TOTAL*	491	231	47%

2 Bedrooms & Less	18	5	28%
3 to 4 Bedrooms	195	95	49%
5 to 6 Bedrooms	238	118	50%
7 Bedrooms & More	40	13	33%
TOTAL*	491	231	47%

SnapStats®	February	March	Variance
Inventory	412	491	19%
Solds	130	231	78%
Sale Price	\$1,750,000	\$1,850,000	6%
Sale Price SQFT	\$664	\$689	4%
Sale to List Price Ratio	100%	103%	3%
Days on Market	29	11	-62%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	17	13	76%
Bridgeport	13	6	46%
Brighthouse	12	1	8%
Brighthouse South	3	1	33%
Broadmoor	35	13	37%
East Cambie	16	9	56%
East Richmond	8	0	NA
Garden City	21	12	57%
Gilmore	4	0	NA
Granville	53	17	32%
Hamilton	5	3	60%
Ironwood	21	5	24%
Lackner	14	11	79%
McLennan	11	2	18%
McLennan North	4	3	75%
McNair	33	20	61%
Quilchena	12	10	83%
Riverdale	36	10	28%
Saunders	24	14	58%
Sea Island	3	1	33%
Seafair	36	21	58%
South Arm	14	6	43%
Steveston North	31	15	48%
Steveston South	5	5	100%
Steveston Village	7	5	71%
Terra Nova	8	6	75%
West Cambie	16	5	31%
Westwind	5	5	100%
Woodwards	24	12	50%
TOTAL*	491	231	47%

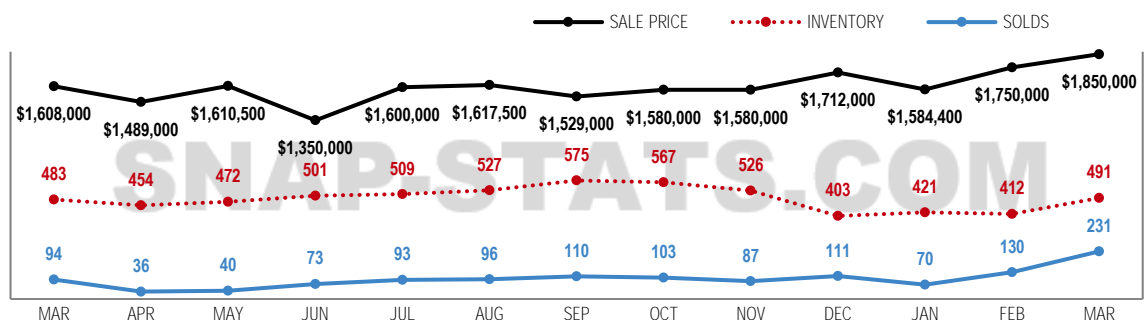
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 47% Sales Ratio average (4.7 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 91% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Brighthouse, McLennan and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Lackner, Quilchena, Terra Nova and 3 to 6 bedroom properties

**With minimum inventory of 10 in most instances

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	31	8	26%
300,001 – 400,000	30	24	80%
400,001 – 500,000	57	70	123%*
500,001 – 600,000	101	85	84%
600,001 – 700,000	109	82	75%
700,001 – 800,000	137	95	69%
800,001 – 900,000	103	49	48%
900,001 – 1,000,000	82	52	63%
1,000,001 – 1,250,000	82	42	51%
1,250,001 – 1,500,000	54	13	24%
1,500,001 – 1,750,000	16	2	13%
1,750,001 – 2,000,000	6	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	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	2	1	50%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	817	523	64%

0 to 1 Bedroom	120	111	93%
2 Bedrooms	402	222	55%
3 Bedrooms	234	152	65%
4 Bedrooms & Greater	61	38	62%
TOTAL*	817	523	64%

SnapStats®	February	March	Variance
Inventory	814	817	0%
Solds	307	523	70%
Sale Price	\$669,900	\$694,500	4%
Sale Price SQFT	\$683	\$707	3%
Sale to List Price Ratio	97%	99%	2%
Days on Market	13	12	-8%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	11	7	64%
Bridgeport	47	15	32%
Brighthouse	290	149	51%
Brighthouse South	67	61	91%
Broadmoor	7	10	143%*
East Cambie	7	10	143%*
East Richmond	4	1	25%
Garden City	3	4	133%*
Gilmore	0	0	NA
Granville	19	16	84%
Hamilton	32	31	97%
Ironwood	19	12	63%
Lackner	1	2	200%*
McLennan	0	0	NA
McLennan North	53	42	79%
McNair	1	1	100%
Quilchena	2	1	50%
Riverdale	11	14	127%*
Saunders	14	10	71%
Sea Island	0	0	NA
Seafair	0	0	NA
South Arm	17	2	12%
Steveston North	9	4	44%
Steveston South	22	23	105%*
Steveston Village	17	11	65%
Terra Nova	4	6	150%*
West Cambie	149	83	56%
Westwind	1	1	100%
Woodwards	10	7	70%
TOTAL*	817	523	64%

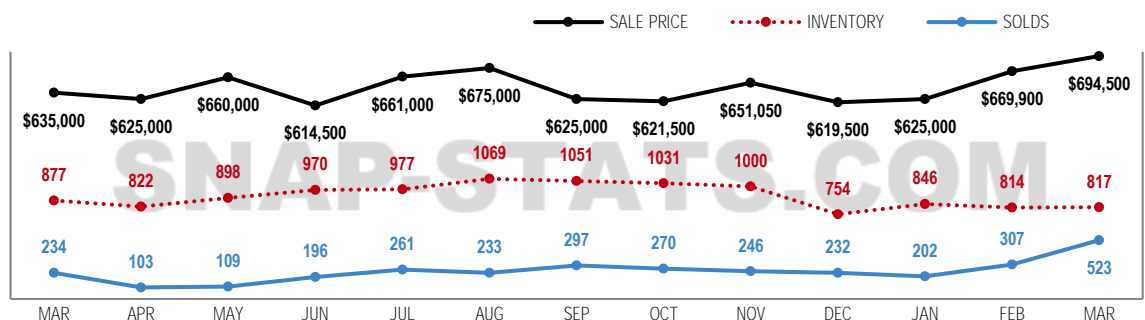
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 64% Sales Ratio average (6.4 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Bridgeport, South Arm and 2 bedroom properties
- Sellers Best Bet** Selling homes in Broadmoor, East Cambie, Riverdale, Steveston South and up to 1 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	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	1	NA*
1,000,001 – 1,250,000	11	14	127%*
1,250,001 – 1,500,000	36	19	53%
1,500,001 – 1,750,000	8	9	113%*
1,750,001 – 2,000,000	14	8	57%
2,000,001 – 2,250,000	1	3	300%*
2,250,001 – 2,500,000	8	1	13%
2,500,001 – 2,750,000	2	1	50%
2,750,001 – 3,000,000	4	1	25%
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	7	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	97	57	59%

2 Bedrooms & Less	4	5	125%*
3 to 4 Bedrooms	54	35	65%
5 to 6 Bedrooms	37	17	46%
7 Bedrooms & More	2	0	NA
TOTAL*	97	57	59%

SnapStats®	February	March	Variance
Inventory	80	97	21%
Solds	46	57	24%
Sale Price	\$1,293,500	\$1,438,000	11%
Sale Price SQFT	\$519	\$559	8%
Sale to List Price Ratio	101%	103%	2%
Days on Market	7	13	86%

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

Community DETACHED HOUSES

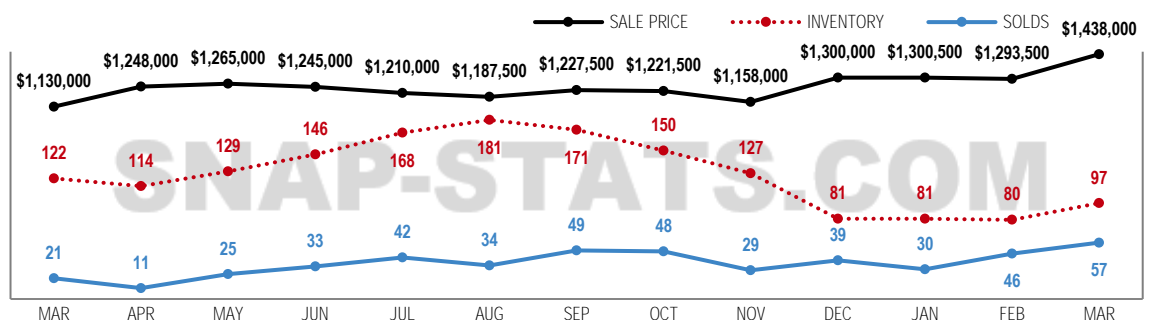
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	7	7	100%
Boundary Beach	3	3	100%
Cliff Drive	14	6	43%
English Bluff	16	5	31%
Pebble Hill	23	10	43%
Tsawwassen Central	24	17	71%
Tsawwassen East	7	2	29%
Tsawwassen North	3	7	233%*
TOTAL*	97	57	59%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 59% Sales Ratio average (5.9 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 \$2.25 mil to \$2.5 mil, English Bluff and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central 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	3	2	67%
400,001 – 500,000	11	6	55%
500,001 – 600,000	11	12	109%*
600,001 – 700,000	9	14	156%*
700,001 – 800,000	5	2	40%
800,001 – 900,000	12	3	25%
900,001 – 1,000,000	5	2	40%
1,000,001 – 1,250,000	2	6	300%*
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*	61	47	77%

0 to 1 Bedroom	9	6	67%
2 Bedrooms	36	30	83%
3 Bedrooms	14	9	64%
4 Bedrooms & Greater	3	2	67%
TOTAL*	62	47	76%

SnapStats®	February	March	Variance
Inventory	73	61	-16%
Solds	29	47	62%
Sale Price	\$690,000	\$619,900	-10%
Sale Price SQFT	\$486	\$540	11%
Sale to List Price Ratio	99%	99%	0%
Days on Market	47	22	-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.

Community CONDOS & TOWNHOMES

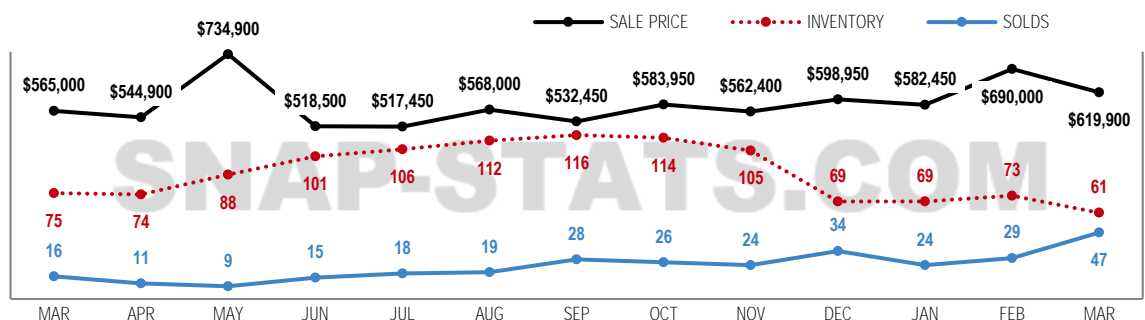
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	7	5	71%
Boundary Beach	1	3	300%*
Cliff Drive	9	6	67%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	13	8	62%
Tsawwassen East	0	1	NA*
Tsawwassen North	31	24	77%
TOTAL*	61	47	77%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 77% Sales Ratio average (7.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Tsawwassen Central and 3 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen North 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	2	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	0	1	NA*
600,001 – 700,000	2	1	50%
700,001 – 800,000	2	0	NA
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	2	3	150%*
1,000,001 – 1,250,000	11	15	136%*
1,250,001 – 1,500,000	12	17	142%*
1,500,001 – 1,750,000	11	8	73%
1,750,001 – 2,000,000	6	3	50%
2,000,001 – 2,250,000	2	0	NA
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	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	1	0	NA
TOTAL*	62	49	79%

2 Bedrooms & Less	14	3	21%
3 to 4 Bedrooms	27	30	111%*
5 to 6 Bedrooms	20	16	80%
7 Bedrooms & More	1	0	NA
TOTAL*	62	49	79%

SnapStats®	February	March	Variance
Inventory	48	62	29%
Solds	38	49	29%
Sale Price	\$1,255,000	\$1,273,800	1%
Sale Price SQFT	\$567	\$582	3%
Sale to List Price Ratio	105%	102%	-3%
Days on Market	6	7	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

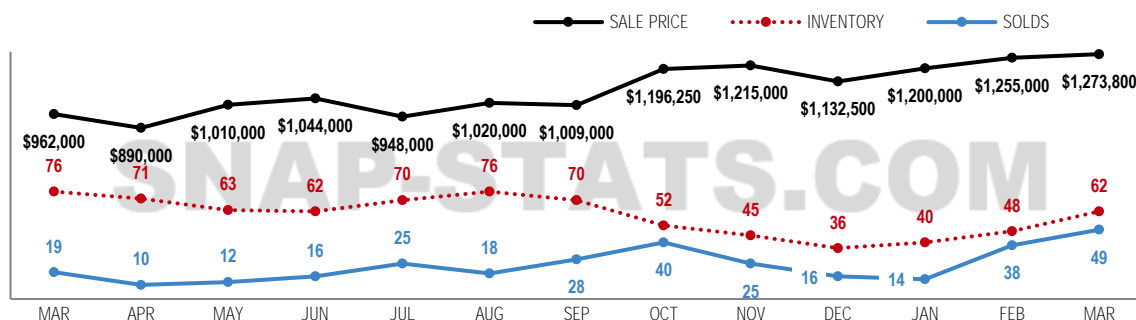
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	8	160%*
East Delta	1	0	NA
Hawthorne	12	9	75%
Holly	17	10	59%
Ladner Elementary	6	11	183%*
Ladner Rural	6	1	17%
Neilsen Grove	7	10	143%*
Port Guichon	7	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	62	49	79%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 79% Sales Ratio average (7.9 in 10 homes selling rate)
- Homes are selling on average 2% above 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, Hawthorne, Holly and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor, Ladner Elementary, 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	1	1	100%
400,001 – 500,000	2	4	200%*
500,001 – 600,000	9	6	67%
600,001 – 700,000	4	6	150%*
700,001 – 800,000	6	10	167%*
800,001 – 900,000	11	9	82%
900,001 – 1,000,000	2	7	350%*
1,000,001 – 1,250,000	3	7	233%*
1,250,001 – 1,500,000	0	2	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*	38	52	137%*

0 to 1 Bedroom	4	5	125%*
2 Bedrooms	21	25	119%*
3 Bedrooms	11	15	136%*
4 Bedrooms & Greater	2	7	350%*
TOTAL*	38	52	137%*

SnapStats®	February	March	Variance
Inventory	37	38	3%
Solds	22	52	136%
Sale Price	\$788,000	\$798,000	1%
Sale Price SQFT	\$609	\$668	10%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	4	6	50%

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

Community CONDOS & TOWNHOMES

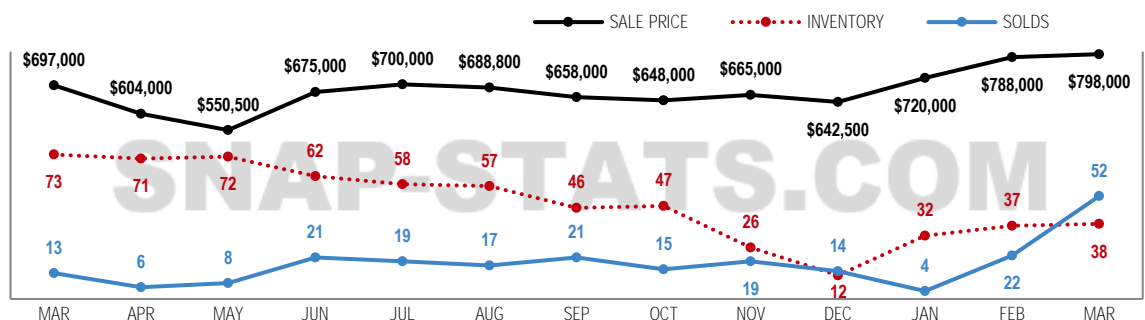
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	5	100%
East Delta	2	0	NA
Hawthorne	6	5	83%
Holly	1	3	300%*
Ladner Elementary	5	2	40%
Ladner Rural	0	0	NA
Neilsen Grove	19	37	195%*
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	38	52	137%*

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 137% Sales Ratio average (13.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$700,000 to \$800,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 and 2 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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