

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	2	200%*
300,001 – 400,000	15	6	40%
400,001 – 500,000	17	6	35%
500,001 – 600,000	68	32	47%
600,001 – 700,000	120	40	33%
700,001 – 800,000	121	31	26%
800,001 – 900,000	89	21	24%
900,001 – 1,000,000	75	16	21%
1,000,001 – 1,250,000	92	8	9%
1,250,001 – 1,500,000	73	10	14%
1,500,001 – 1,750,000	40	11	28%
1,750,001 – 2,000,000	63	6	10%
2,000,001 – 2,250,000	22	0	NA
2,250,001 – 2,500,000	31	1	3%
2,500,001 – 2,750,000	14	3	21%
2,750,001 – 3,000,000	29	1	3%
3,000,001 – 3,500,000	30	0	NA
3,500,001 – 4,000,000	23	1	4%
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	15	0	NA
5,000,001 & Greater	51	2	4%
TOTAL*	993	197	20%

0 to 1 Bedroom	408	116	28%
2 Bedrooms	466	71	15%
3 Bedrooms	108	10	9%
4 Bedrooms & Greater	11	0	NA
TOTAL*	993	197	20%

SnapStats®	May	June	Variance
Inventory	936	993	6%
Solds	273	197	-28%
Sale Price	\$745,000	\$759,000	2%
Sale Price SQFT	\$1,049	\$1,054	0%
Sale to List Price Ratio	99%	101%	2%
Days on Market	9	12	33%

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

Community CONDOS & TOWNHOMES

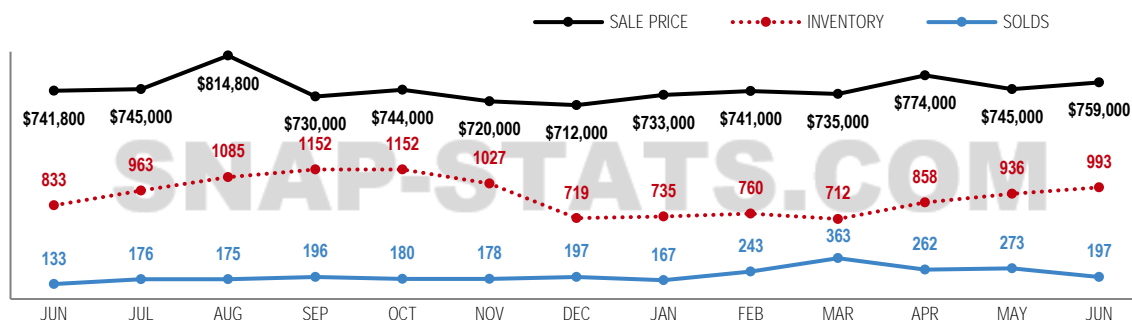
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	150	15	10%
Downtown	368	83	23%
Westend	218	42	19%
Yaletown	257	57	22%
TOTAL*	993	197	20%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$500,000 to \$600,000 with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$2.75 mil to \$3 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	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	2	0	NA
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	2	1	50%
1,750,001 – 2,000,000	10	8	80%
2,000,001 – 2,250,000	9	8	89%
2,250,001 – 2,500,000	29	7	24%
2,500,001 – 2,750,000	28	7	25%
2,750,001 – 3,000,000	48	12	25%
3,000,001 – 3,500,000	73	16	22%
3,500,001 – 4,000,000	107	18	17%
4,000,001 – 4,500,000	74	6	8%
4,500,001 – 5,000,000	69	10	14%
5,000,001 & Greater	295	20	7%
TOTAL*	748	113	15%

2 Bedrooms & Less	19	2	11%
3 to 4 Bedrooms	240	48	20%
5 to 6 Bedrooms	374	53	14%
7 Bedrooms & More	115	10	9%
TOTAL*	748	113	15%

SnapStats®	May	June	Variance
Inventory	725	748	3%
Solds	115	113	-2%
Sale Price	\$3,580,000	\$3,360,000	-6%
Sale Price SQFT	\$1,138	\$1,096	-4%
Sale to List Price Ratio	97%	94%	-3%
Days on Market	9	12	33%

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

Community DETACHED HOUSES

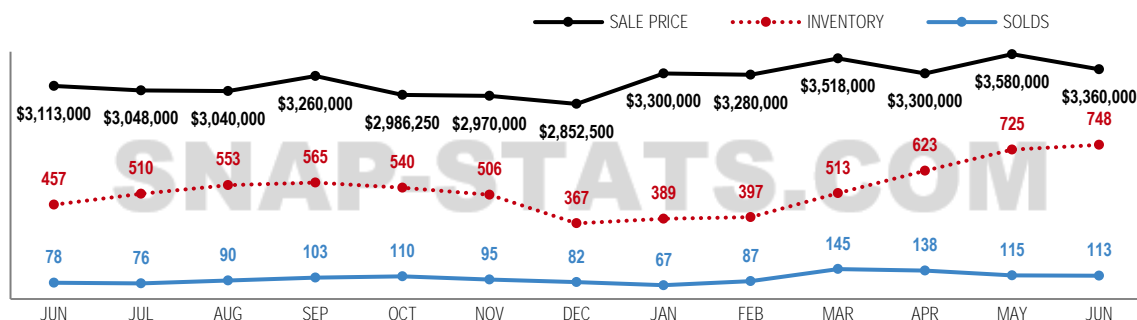
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	35	8	23%
Cambie	64	15	23%
Dunbar	91	12	13%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	41	9	22%
Kitsilano	50	15	30%
Mackenzie Heights	24	3	13%
Marpole	53	9	17%
Mount Pleasant	2	1	50%
Oakridge	22	0	NA
Point Grey	82	15	18%
Quilchena	24	1	4%
SW Marine	28	2	7%
Shaughnessy	69	6	9%
South Cambie	16	1	6%
South Granville	81	6	7%
Southlands	41	7	17%
University	24	3	13%
TOTAL*	748	113	15%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 89% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Quilchena, SW Marine, Shaughnessy, South Cambie, South Granville and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Kitsilano 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	4	1	25%
400,001 – 500,000	14	9	64%
500,001 – 600,000	51	27	53%
600,001 – 700,000	75	34	45%
700,001 – 800,000	73	50	68%
800,001 – 900,000	73	36	49%
900,001 – 1,000,000	82	26	32%
1,000,001 – 1,250,000	120	43	36%
1,250,001 – 1,500,000	111	28	25%
1,500,001 – 1,750,000	71	17	24%
1,750,001 – 2,000,000	76	10	13%
2,000,001 – 2,250,000	26	5	19%
2,250,001 – 2,500,000	34	2	6%
2,500,001 – 2,750,000	16	1	6%
2,750,001 – 3,000,000	12	1	8%
3,000,001 – 3,500,000	8	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	861	290	34%

0 to 1 Bedroom	239	98	41%
2 Bedrooms	402	160	40%
3 Bedrooms	195	27	14%
4 Bedrooms & Greater	25	5	20%
TOTAL*	861	290	34%

SnapStats®	May	June	Variance
Inventory	873	861	-1%
Solds	337	290	-14%
Sale Price	\$908,800	\$862,500	-5%
Sale Price SQFT	\$986	\$944	-4%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	8	10	25%

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Community CONDOS & TOWNHOMES

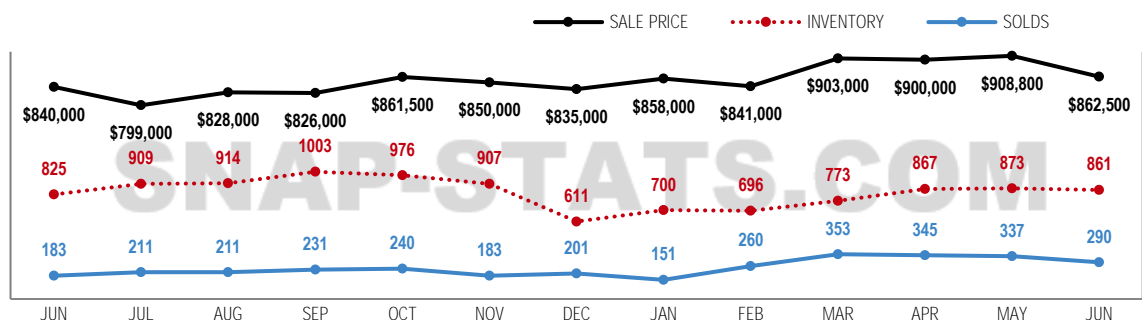
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	124	30	24%
Dunbar	25	1	4%
Fairview	107	57	53%
Falsecreek	71	29	41%
Kerrisdale	29	11	38%
Kitsilano	95	67	71%
Mackenzie Heights	2	0	NA
Marpole	97	15	15%
Mount Pleasant	15	5	33%
Oakridge	14	2	14%
Point Grey	22	8	36%
Quilchena	13	3	23%
SW Marine	9	1	11%
Shaughnessy	9	1	11%
South Cambie	46	10	22%
South Granville	23	2	9%
Southlands	0	0	NA
University	159	48	30%
TOTAL*	861	290	34%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 34% Sales Ratio average (3.4 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 68% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$3 mil, Dunbar, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Kitsilano and up to 2 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	6	2	33%
1,250,001 – 1,500,000	62	28	45%
1,500,001 – 1,750,000	98	53	54%
1,750,001 – 2,000,000	148	33	22%
2,000,001 – 2,250,000	69	10	14%
2,250,001 – 2,500,000	81	12	15%
2,500,001 – 2,750,000	44	7	16%
2,750,001 – 3,000,000	65	3	5%
3,000,001 – 3,500,000	39	2	5%
3,500,001 – 4,000,000	13	2	15%
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	642	152	24%

2 Bedrooms & Less	32	6	19%
3 to 4 Bedrooms	184	75	41%
5 to 6 Bedrooms	301	60	20%
7 Bedrooms & More	125	11	9%
TOTAL*	642	152	24%

SnapStats®	May	June	Variance
Inventory	669	642	-4%
Solds	190	152	-20%
Sale Price	\$1,777,500	\$1,724,400	-3%
Sale Price SQFT	\$801	\$767	-4%
Sale to List Price Ratio	105%	102%	-3%
Days on Market	8	9	13%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	112	14	13%
Downtown	0	0	NA
Fraser	34	19	56%
Fraserview	30	8	27%
Grandview Woodland	62	10	16%
Hastings	13	0	NA
Hastings Sunrise	13	10	77%
Killarney	59	12	20%
Knight	40	8	20%
Main	23	11	48%
Mount Pleasant	13	7	54%
Renfrew Heights	53	14	26%
Renfrew	57	19	33%
South Marine	5	0	NA
South Vancouver	78	13	17%
Strathcona	6	1	17%
Victoria	43	6	14%
TOTAL*	642	152	24%

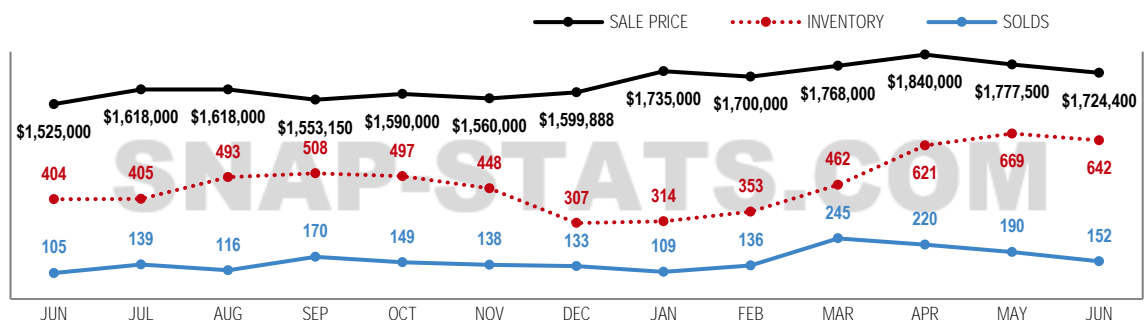
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 54% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3.5 mil, Collingwood, Victoria and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Hastings Sunrise, Mount Pleasant and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	9	5	56%
400,001 – 500,000	61	31	51%
500,001 – 600,000	80	64	80%
600,001 – 700,000	76	52	68%
700,001 – 800,000	44	35	80%
800,001 – 900,000	73	28	38%
900,001 – 1,000,000	43	12	28%
1,000,001 – 1,250,000	52	27	52%
1,250,001 – 1,500,000	33	14	42%
1,500,001 – 1,750,000	13	1	8%
1,750,001 – 2,000,000	7	1	14%
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	5	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	2	1	50%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	504	271	54%

0 to 1 Bedroom	161	126	78%
2 Bedrooms	236	104	44%
3 Bedrooms	92	38	41%
4 Bedrooms & Greater	15	3	20%
TOTAL*	504	271	54%

SnapStats®	May	June	Variance
Inventory	541	504	-7%
Solds	263	271	3%
Sale Price	\$670,000	\$665,000	-1%
Sale Price SQFT	\$883	\$867	-2%
Sale to List Price Ratio	102%	101%	-1%
Days on Market	8	8	0%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	9	9	100%
Collingwood	91	42	46%
Downtown	47	17	36%
Fraser	14	15	107%*
Fraserview	2	1	50%
Grandview Woodland	28	10	36%
Hastings	17	27	159%*
Hastings Sunrise	5	1	20%
Killarney	20	5	25%
Knight	17	5	29%
Main	7	10	143%*
Mount Pleasant	92	57	62%
Renfrew Heights	7	0	NA
Renfrew	9	7	78%
South Marine	81	37	46%
South Vancouver	12	0	NA
Strathcona	20	11	55%
Victoria	26	17	65%
TOTAL*	504	271	54%

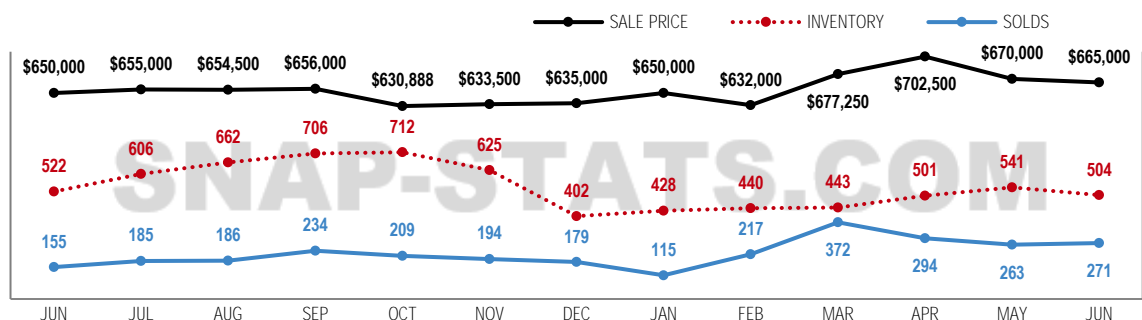
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Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 54% Sales Ratio average (5.4 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$500,000 to \$600,000 / \$700,000 to \$800,000 with average 80% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Killarney, Knight and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Champlain Heights, Fraser, Hastings, Main 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	1	NA*
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	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	1	0	NA
1,000,001 – 1,250,000	3	1	33%
1,250,001 – 1,500,000	14	9	64%
1,500,001 – 1,750,000	35	34	97%
1,750,001 – 2,000,000	40	24	60%
2,000,001 – 2,250,000	19	15	79%
2,250,001 – 2,500,000	37	9	24%
2,500,001 – 2,750,000	20	6	30%
2,750,001 – 3,000,000	23	5	22%
3,000,001 – 3,500,000	21	10	48%
3,500,001 – 4,000,000	14	3	21%
4,000,001 – 4,500,000	5	3	60%
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	241	120	50%

2 Bedrooms & Less	11	1	9%
3 to 4 Bedrooms	119	62	52%
5 to 6 Bedrooms	90	52	58%
7 Bedrooms & More	21	5	24%
TOTAL*	241	120	50%

SnapStats®	May	June	Variance
Inventory	263	241	-8%
Solds	129	120	-7%
Sale Price	\$1,877,000	\$1,925,000	3%
Sale Price SQFT	\$732	\$756	3%
Sale to List Price Ratio	104%	103%	-1%
Days on Market	7	8	14%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	4	5	125%*
Boulevard	7	7	100%
Braemar	2	4	200%*
Calverhall	5	2	40%
Canyon Heights	30	9	30%
Capilano	4	1	25%
Central Lonsdale	29	9	31%
Deep Cove	6	4	67%
Delbrook	2	2	100%
Dollarton	6	1	17%
Edgemont	18	6	33%
Forest Hills	9	3	33%
Grouse Woods	0	0	NA
Harbourside	0	0	NA
Indian Arm	2	1	50%
Indian River	0	3	NA*
Lower Lonsdale	6	2	33%
Lynn Valley	15	20	133%*
Lynnmoor	4	1	25%
Mosquito Creek	3	1	33%
Norqate	3	3	100%
Northlands	2	1	50%
Pemberton Heights	9	3	33%
Pemberton	8	4	50%
Princess Park	5	2	40%
Queensbury	4	2	50%
Roche Point	2	0	NA
Seymour	4	2	50%
Tempe	3	3	100%
Upper Delbrook	8	5	63%
Upper Lonsdale	28	10	36%
Westlynn	8	1	13%
Westlynn Terrace	2	0	NA
Windsor Park	2	2	100%
Woodlands-Sunshine Cascade	1	1	100%
TOTAL*	241	120	50%

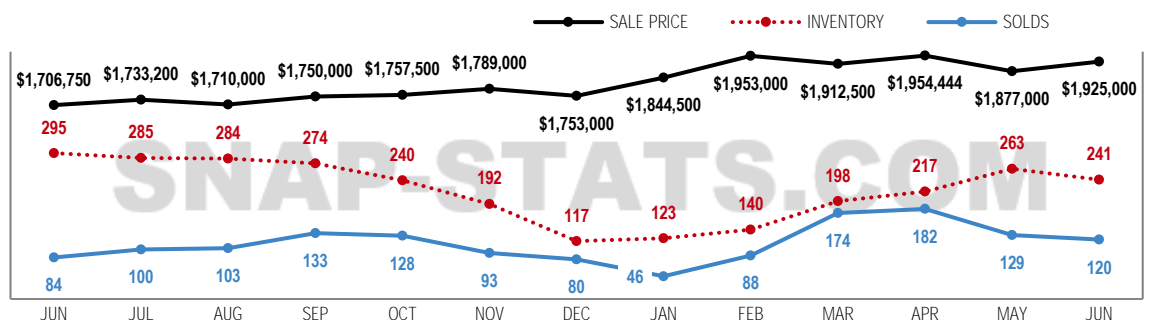
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Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 50% Sales Ratio average (5 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 97% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Westlynn and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Upper Delbrook and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	9	3	33%
400,001 – 500,000	31	12	39%
500,001 – 600,000	29	30	103%*
600,001 – 700,000	33	27	82%
700,001 – 800,000	41	28	68%
800,001 – 900,000	33	21	64%
900,001 – 1,000,000	27	12	44%
1,000,001 – 1,250,000	40	34	85%
1,250,001 – 1,500,000	37	19	51%
1,500,001 – 1,750,000	21	5	24%
1,750,001 – 2,000,000	10	2	20%
2,000,001 – 2,250,000	3	1	33%
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	1	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	2	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	332	194	58%

0 to 1 Bedroom	83	54	65%
2 Bedrooms	167	83	50%
3 Bedrooms	67	50	75%
4 Bedrooms & Greater	15	7	47%
TOTAL*	332	194	58%

SnapStats®	May	June	Variance
Inventory	374	332	-11%
Solds	222	194	-13%
Sale Price	\$759,000	\$792,500	4%
Sale Price SQFT	\$823	\$816	-1%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	8	8	0%

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	1	0	NA
Capilano	8	0	NA
Central Lonsdale	66	27	41%
Deep Cove	0	4	NA*
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	10	1	10%
Forest Hills	0	0	NA
Grouse Woods	0	3	NA*
Harbourside	3	5	167%*
Indian Arm	0	0	NA
Indian River	2	3	150%*
Lower Lonsdale	101	64	63%
Lynn Valley	25	23	92%
Lynn timer	34	15	44%
Mosquito Creek	14	6	43%
Norgate	6	4	67%
Northlands	4	6	150%*
Pemberton Heights	0	0	NA
Pemberton	33	12	36%
Princess Park	0	0	NA
Queensbury	2	2	100%
Roche Point	13	8	62%
Seymour	1	3	300%*
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	8	5	63%
Westlynn	1	3	300%*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	332	194	58%

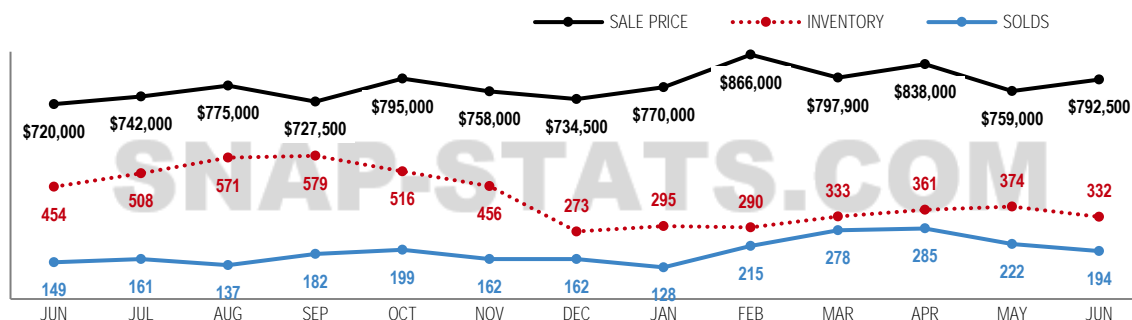
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 58% Sales Ratio average (5.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Edgemont and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley 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	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	5	1	20%
1,500,001 – 1,750,000	2	1	50%
1,750,001 – 2,000,000	4	2	50%
2,000,001 – 2,250,000	6	3	50%
2,250,001 – 2,500,000	38	10	26%
2,500,001 – 2,750,000	29	6	21%
2,750,001 – 3,000,000	50	3	6%
3,000,001 – 3,500,000	36	15	42%
3,500,001 – 4,000,000	49	4	8%
4,000,001 – 4,500,000	31	4	13%
4,500,001 – 5,000,000	42	1	2%
5,000,001 & Greater	159	9	6%
TOTAL*	454	60	13%

2 Bedrooms & Less	18	4	22%
3 to 4 Bedrooms	201	32	16%
5 to 6 Bedrooms	201	23	11%
7 Bedrooms & More	34	1	3%
TOTAL*	454	60	13%

SnapStats®	May	June	Variance
Inventory	455	454	0%
Solds	60	60	0%
Sale Price	\$3,125,000	\$3,162,500	1%
Sale Price SQFT	\$868	\$973	12%
Sale to List Price Ratio	104%	104%	0%
Days on Market	9	12	33%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	18	0	NA
Ambleside	50	14	28%
Bayridge	13	2	15%
British Properties	75	4	5%
Canterbury	8	0	NA
Caulfield	31	3	10%
Cedardale	7	2	29%
Chartwell	28	4	14%
Chelsea Park	3	0	NA
Cypress	8	1	13%
Cypress Park Estates	16	2	13%
Deer Ridge	0	0	NA
Dundarave	28	4	14%
Eagle Harbour	10	3	30%
Eagleridge	3	0	NA
Furry Creek	7	0	NA
Gleneagles	8	0	NA
Glenmore	25	3	12%
Horseshoe Bay	12	1	8%
Howe Sound	5	2	40%
Lions Bay	13	1	8%
Olde Caulfield	6	0	NA
Panorama Village	0	0	NA
Park Royal	6	0	NA
Porteau Cove	0	0	NA
Queens	18	6	33%
Rockridge	3	0	NA
Sandy Cove	3	0	NA
Sentinel Hill	17	1	6%
Upper Caulfield	2	3	150%*
West Bay	9	0	NA
Westhill	8	0	NA
Westmount	9	2	22%
Whitby Estates	2	0	NA
Whytecliff	3	2	67%
TOTAL*	454	60	13%

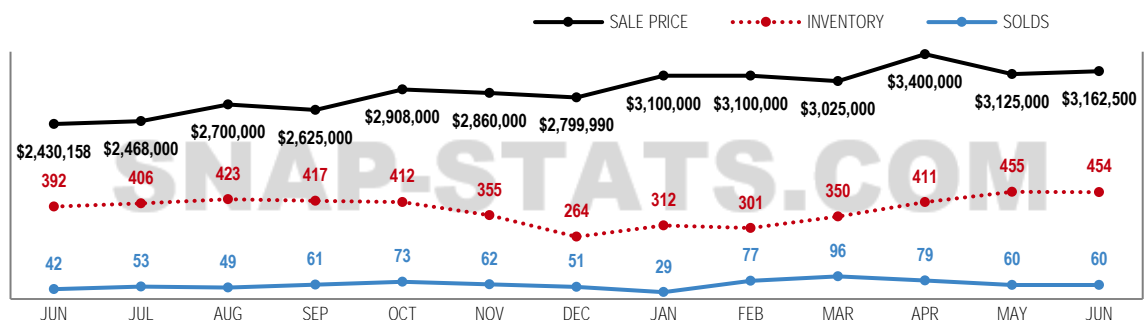
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$3 mil to \$3.5 mil with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, British Properties, Horseshoe Bay, Sentinel Hill, Lions Bay and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Ambleside, Eagle Harbour, Queens 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	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	7	2	29%
600,001 – 700,000	6	5	83%
700,001 – 800,000	7	4	57%
800,001 – 900,000	7	1	14%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	11	3	27%
1,250,001 – 1,500,000	12	1	8%
1,500,001 – 1,750,000	10	1	10%
1,750,001 – 2,000,000	10	4	40%
2,000,001 – 2,250,000	1	1	100%
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	4	1	25%
3,500,001 – 4,000,000	11	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	7	0	NA
TOTAL*	106	24	23%

0 to 1 Bedroom	18	4	22%
2 Bedrooms	63	14	22%
3 Bedrooms	22	5	23%
4 Bedrooms & Greater	3	1	33%
TOTAL*	106	24	23%

SnapStats®	May	June	Variance
Inventory	109	106	-3%
Solds	25	24	-4%
Sale Price	\$970,000	\$884,500	-9%
Sale Price SQFT	\$925	\$816	-12%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	9	11	22%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	33	10	30%
Bayridge	0	0	NA
British Properties	1	1	100%
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	5	2	40%
Chartwell	0	0	NA
Chelsea Park	0	1	NA*
Cypress	0	0	NA
Cypress Park Estates	4	0	NA
Deer Ridge	2	0	NA
Dundarave	24	4	17%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	0	NA
Gleneagles	0	0	NA
Glenmore	0	1	NA*
Horseshoe Bay	2	1	50%
Howe Sound	0	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	5	2	40%
Park Royal	18	2	11%
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	1	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*	106	24	23%

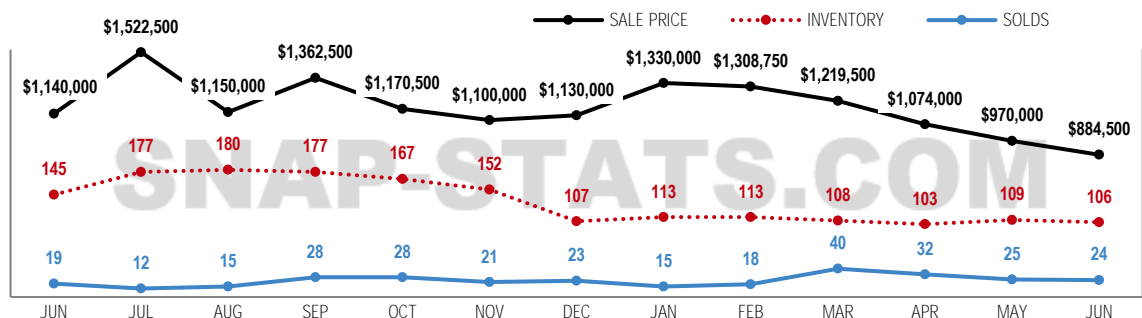
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil and Park Royal
- Sellers Best Bet** Selling homes in Ambleside and up to 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	1	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	0	0	NA
1,000,001 – 1,250,000	1	5	500%*
1,250,001 – 1,500,000	30	29	97%
1,500,001 – 1,750,000	79	49	62%
1,750,001 – 2,000,000	110	19	17%
2,000,001 – 2,250,000	49	12	24%
2,250,001 – 2,500,000	63	11	17%
2,500,001 – 2,750,000	47	11	23%
2,750,001 – 3,000,000	63	3	5%
3,000,001 – 3,500,000	47	7	15%
3,500,001 – 4,000,000	44	0	NA
4,000,001 – 4,500,000	12	1	8%
4,500,001 – 5,000,000	10	0	NA
5,000,001 & Greater	12	1	8%
TOTAL*	568	149	26%

2 Bedrooms & Less	20	4	20%
3 to 4 Bedrooms	189	72	38%
5 to 6 Bedrooms	315	68	22%
7 Bedrooms & More	44	5	11%
TOTAL*	568	149	26%

SnapStats®	May	June	Variance
Inventory	608	568	-7%
Solds	130	149	15%
Sale Price	\$1,742,500	\$1,680,000	-4%
Sale Price SQFT	\$720	\$628	-13%
Sale to List Price Ratio	103%	99%	-4%
Days on Market	10	13	30%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	20	5	25%
Bridgeport	18	3	17%
Brighthouse	15	0	NA
Brighthouse South	3	0	NA
Broadmoor	41	8	20%
East Cambie	15	8	53%
East Richmond	11	0	NA
Garden City	26	4	15%
Gilmore	4	0	NA
Granville	55	11	20%
Hamilton	6	3	50%
Ironwood	21	6	29%
Lackner	13	7	54%
McLennan	10	2	20%
McLennan North	1	2	200%*
McNair	37	6	16%
Quilchena	22	7	32%
Riverdale	35	11	31%
Saunders	26	5	19%
Sea Island	1	4	400%*
Seafair	43	7	16%
South Arm	21	9	43%
Steveston North	36	13	36%
Steveston South	6	7	117%*
Steveston Village	6	3	50%
Terra Nova	8	2	25%
West Cambie	17	7	41%
Westwind	7	1	14%
Woodwards	44	8	18%
TOTAL*	568	149	26%

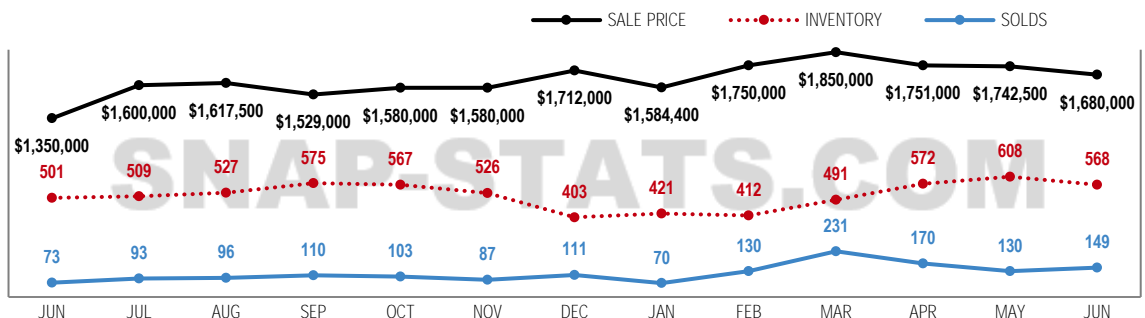
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: 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** \$1.25 mil to \$1.5 mil with average 97% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Garden City, McNair, Seafair and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in East Cambie, Lackner 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	31	2	6%
300,001 – 400,000	28	13	46%
400,001 – 500,000	76	41	54%
500,001 – 600,000	117	46	39%
600,001 – 700,000	134	52	39%
700,001 – 800,000	139	52	37%
800,001 – 900,000	110	30	27%
900,001 – 1,000,000	88	28	32%
1,000,001 – 1,250,000	97	36	37%
1,250,001 – 1,500,000	69	12	17%
1,500,001 – 1,750,000	21	1	5%
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	2	1	50%
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	1	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	926	315	34%

0 to 1 Bedroom	158	60	38%
2 Bedrooms	462	137	30%
3 Bedrooms	250	94	38%
4 Bedrooms & Greater	56	24	43%
TOTAL*	926	315	34%

SnapStats®	May	June	Variance
Inventory	916	926	1%
Solds	367	315	-14%
Sale Price	\$685,000	\$705,000	3%
Sale Price SQFT	\$725	\$696	-4%
Sale to List Price Ratio	101%	101%	0%
Days on Market	9	11	22%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	12	10	83%
Bridgeport	31	12	39%
Brighthouse	339	74	22%
Brighthouse South	81	37	46%
Broadmoor	12	2	17%
East Cambie	3	6	200%*
East Richmond	2	0	NA
Garden City	4	4	100%
Gilmore	0	0	NA
Granville	20	5	25%
Hamilton	25	6	24%
Ironwood	22	9	41%
Lackner	3	0	NA
McLennan	1	1	100%
McLennan North	64	29	45%
McNair	3	2	67%
Quilchena	1	0	NA
Riverdale	15	13	87%
Saunders	5	2	40%
Sea Island	0	0	NA
Seafair	3	2	67%
South Arm	25	6	24%
Steveston North	5	4	80%
Steveston South	36	18	50%
Steveston Village	11	7	64%
Terra Nova	3	5	167%*
West Cambie	188	55	29%
Westwind	1	1	100%
Woodwards	11	5	45%
TOTAL*	926	315	34%

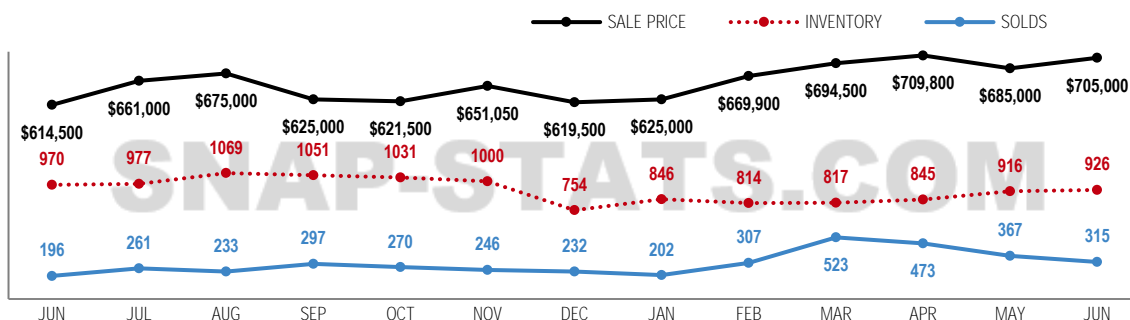
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 34% Sales Ratio average (3.4 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$400,000 to \$500,000 with average 54% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Broadmoor and 2 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Riverdale and minimum 4 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	0	NA
1,000,001 – 1,250,000	14	8	57%
1,250,001 – 1,500,000	31	9	29%
1,500,001 – 1,750,000	12	9	75%
1,750,001 – 2,000,000	18	4	22%
2,000,001 – 2,250,000	5	1	20%
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	6	1	17%
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	113	33	29%

2 Bedrooms & Less	4	2	50%
3 to 4 Bedrooms	70	23	33%
5 to 6 Bedrooms	35	7	20%
7 Bedrooms & More	4	1	25%
TOTAL*	113	33	29%

SnapStats®	May	June	Variance
Inventory	119	113	-5%
Solds	45	33	-27%
Sale Price	\$1,450,000	\$1,485,000	2%
Sale Price SQFT	\$554	\$583	5%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	8	11	38%

*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

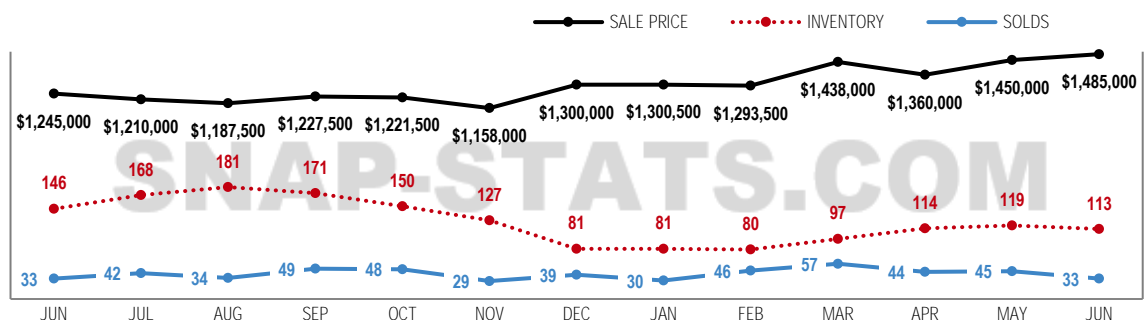
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	10	5	50%
Boundary Beach	5	1	20%
Cliff Drive	16	7	44%
English Bluff	18	6	33%
Pebble Hill	26	8	31%
Tsawwassen Central	26	3	12%
Tsawwassen East	4	2	50%
Tsawwassen North	8	1	13%
TOTAL*	113	33	29%

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 1% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Tsawwassen Central, Tsawwassen North and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Beach 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	5	2	40%
400,001 – 500,000	6	7	117%*
500,001 – 600,000	8	2	25%
600,001 – 700,000	10	8	80%
700,001 – 800,000	13	8	62%
800,001 – 900,000	7	2	29%
900,001 – 1,000,000	9	2	22%
1,000,001 – 1,250,000	0	1	NA*
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	2	1	50%
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	33	54%

0 to 1 Bedroom	10	5	50%
2 Bedrooms	27	22	81%
3 Bedrooms	23	5	22%
4 Bedrooms & Greater	1	1	100%
TOTAL*	61	33	54%

SnapStats®	May	June	Variance
Inventory	52	61	17%
Solds	48	33	-31%
Sale Price	\$660,950	\$649,900	-2%
Sale Price SQFT	\$550	\$577	5%
Sale to List Price Ratio	100%	100%	0%
Days on Market	7	7	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

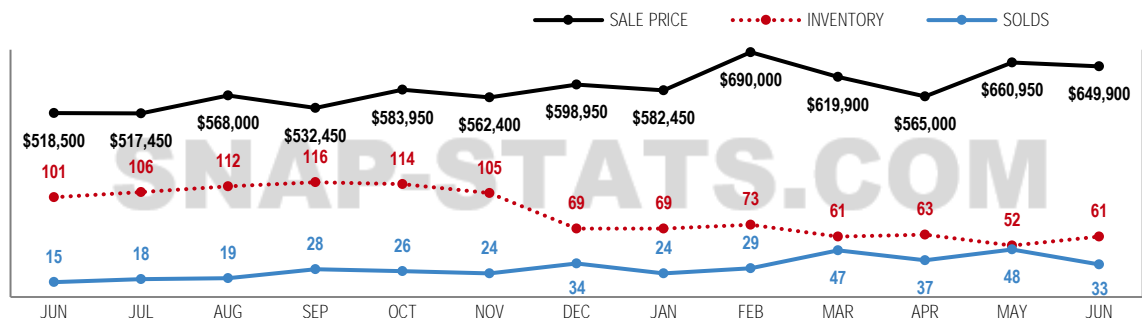
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	4	2	50%
Boundary Beach	2	0	NA
Cliff Drive	6	11	183%*
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	16	3	19%
Tsawwassen East	0	0	NA
Tsawwassen North	33	17	52%
TOTAL*	61	33	54%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 54% Sales Ratio average (5.4 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 80% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 mil to \$1 mil, 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	5	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	0	1	NA*
700,001 – 800,000	1	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	9	11	122%*
1,250,001 – 1,500,000	19	8	42%
1,500,001 – 1,750,000	9	7	78%
1,750,001 – 2,000,000	4	2	50%
2,000,001 – 2,250,000	3	1	33%
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	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	57	31	54%

2 Bedrooms & Less	16	1	6%
3 to 4 Bedrooms	28	22	79%
5 to 6 Bedrooms	13	8	62%
7 Bedrooms & More	0	0	NA
TOTAL*	57	31	54%

SnapStats®	May	June	Variance
Inventory	73	57	-22%
Solds	25	31	24%
Sale Price	\$1,300,000	\$1,301,000	0%
Sale Price SQFT	\$601	\$532	-11%
Sale to List Price Ratio	104%	100%	-4%
Days on Market	8	8	0%

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

Community DETACHED HOUSES

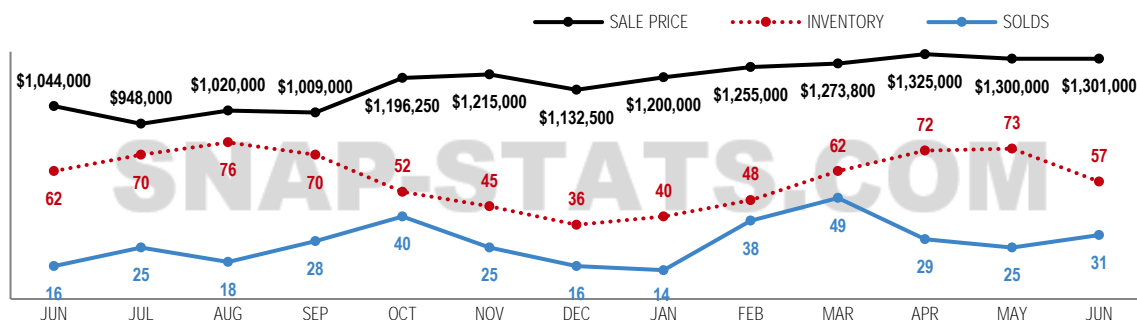
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	6	3	50%
East Delta	0	0	NA
Hawthorne	13	8	62%
Holly	14	7	50%
Ladner Elementary	8	6	75%
Ladner Rural	6	1	17%
Neilsen Grove	2	4	200%*
Port Guichon	7	2	29%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	57	31	54%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 54% Sales Ratio average (5.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Holly and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in 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	1	NA*
400,001 – 500,000	3	5	167%*
500,001 – 600,000	6	2	33%
600,001 – 700,000	6	5	83%
700,001 – 800,000	1	1	100%
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	7	2	29%
1,000,001 – 1,250,000	1	1	100%
1,250,001 – 1,500,000	1	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*	27	18	67%

0 to 1 Bedroom	3	3	100%
2 Bedrooms	14	9	64%
3 Bedrooms	5	4	80%
4 Bedrooms & Greater	5	2	40%
TOTAL*	27	18	67%

SnapStats®	May	June	Variance
Inventory	28	27	-4%
Solds	22	18	-18%
Sale Price	\$664,000	\$617,700	-7%
Sale Price SQFT	\$563	\$639	14%
Sale to List Price Ratio	99%	100%	1%
Days on Market	15	13	-13%

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

Community CONDOS & TOWNHOMES

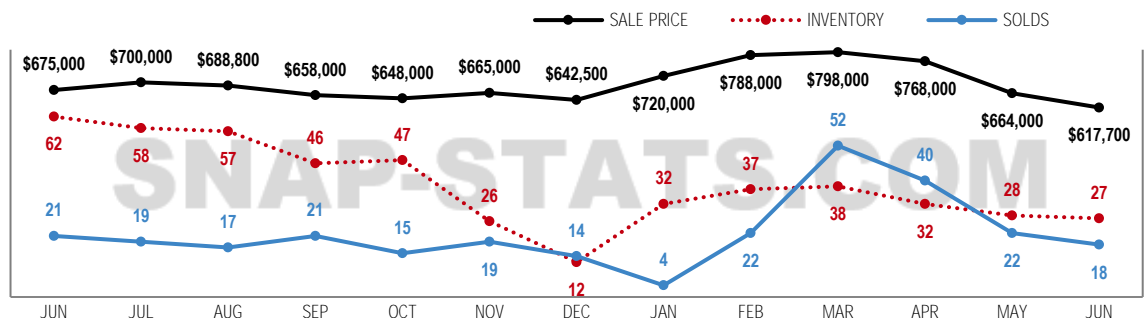
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	7	233%*
East Delta	0	0	NA
Hawthorne	4	4	100%
Holly	2	1	50%
Ladner Elementary	11	5	45%
Ladner Rural	0	0	NA
Neilsen Grove	7	1	14%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	27	18	67%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 67% Sales Ratio average (6.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** Insufficient data but with 5 sales price band of \$400,000 to \$500,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Selling homes in Ladner Elementary and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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