

Everything you need to know about your Real Estate Market Today!

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SnapStats Publishing

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September 2021

Produced & Published by SnapStats® Publishing Co.
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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	0	NA
300,001 – 400,000	6	8	133%*
400,001 – 500,000	16	7	44%
500,001 – 600,000	54	37	69%
600,001 – 700,000	102	48	47%
700,001 – 800,000	91	39	43%
800,001 – 900,000	90	27	30%
900,001 – 1,000,000	61	21	34%
1,000,001 – 1,250,000	89	20	22%
1,250,001 – 1,500,000	89	12	13%
1,500,001 – 1,750,000	40	10	25%
1,750,001 – 2,000,000	60	7	12%
2,000,001 – 2,250,000	24	1	4%
2,250,001 – 2,500,000	36	0	NA
2,500,001 – 2,750,000	17	1	6%
2,750,001 – 3,000,000	31	2	6%
3,000,001 – 3,500,000	28	2	7%
3,500,001 – 4,000,000	11	1	9%
4,000,001 – 4,500,000	12	0	NA
4,500,001 – 5,000,000	13	0	NA
5,000,001 & Greater	48	3	6%
TOTAL*	919	246	27%

0 to 1 Bedroom	323	140	43%
2 Bedrooms	470	96	20%
3 Bedrooms	115	10	9%
4 Bedrooms & Greater	11	0	NA
TOTAL*	919	246	27%

SnapStats®	August	September	Variance
Inventory	832	919	10%
Solds	238	246	3%
Sale Price	\$755,000	\$740,500	-2%
Sale Price SQFT	\$1,086	\$1,028	-5%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	18	13	-28%

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

Community CONDOS & TOWNHOMES

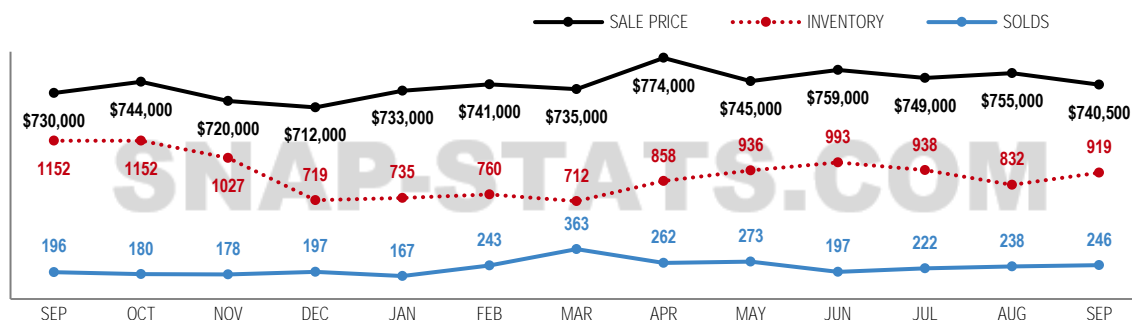
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	139	22	16%
Downtown	352	103	29%
Westend	176	54	31%
Yaletown	252	67	27%
TOTAL*	919	246	27%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Westend and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	2	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	1	0	NA
1,500,001 - 1,750,000	2	0	NA
1,750,001 - 2,000,000	10	4	40%
2,000,001 - 2,250,000	7	2	29%
2,250,001 - 2,500,000	21	10	48%
2,500,001 - 2,750,000	23	9	39%
2,750,001 - 3,000,000	38	12	32%
3,000,001 - 3,500,000	58	16	28%
3,500,001 - 4,000,000	96	12	13%
4,000,001 - 4,500,000	64	3	5%
4,500,001 - 5,000,000	56	5	9%
5,000,001 - 5,500,000	39	1	3%
5,500,001 - 6,000,000	51	3	6%
6,000,001 - 6,500,000	18	2	11%
6,500,001 - 7,000,000	42	0	NA
7,000,001 - 7,500,000	21	1	5%
7,500,001 & Greater	151	3	2%
TOTAL*	701	83	12%

2 Bedrooms & Less	17	4	24%
3 to 4 Bedrooms	225	34	15%
5 to 6 Bedrooms	352	34	10%
7 Bedrooms & More	107	11	10%
TOTAL*	701	83	12%

SnapStats®	August	September	Variance
Inventory	690	701	2%
Solds	74	83	12%
Sale Price	\$3,300,444	\$3,140,000	-5%
Sale Price SQFT	\$1,050	\$1,030	-2%
Sale to List Price Ratio	97%	98%	1%
Days on Market	25	26	4%

*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

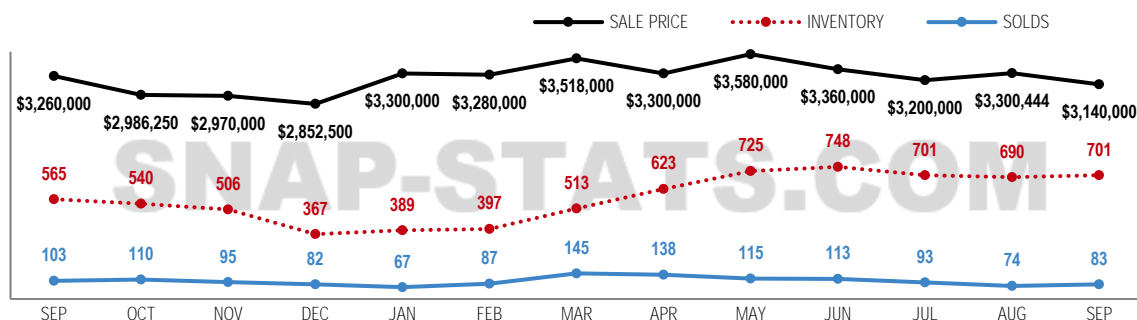
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	23	3	13%
Cambie	62	7	11%
Dunbar	80	13	16%
Fairview	0	1	NA*
Falsecreek	2	0	NA
Kerrisdale	40	5	13%
Kitsilano	32	9	28%
Mackenzie Heights	24	2	8%
Marpole	39	5	13%
Mount Pleasant	6	0	NA
Oakridge	22	4	18%
Point Grey	88	12	14%
Quilchena	24	2	8%
SW Marine	24	3	13%
Shaughnessy	78	4	5%
South Cambie	12	1	8%
South Granville	82	6	7%
Southlands	35	4	11%
University	28	2	7%
TOTAL*	701	83	12%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average 48% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Shaughnessy and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano and up to 2 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	1	0	NA
400,001 – 500,000	12	0	NA
500,001 – 600,000	36	25	69%
600,001 – 700,000	45	25	56%
700,001 – 800,000	60	30	50%
800,001 – 900,000	70	31	44%
900,001 – 1,000,000	76	23	30%
1,000,001 – 1,250,000	127	35	28%
1,250,001 – 1,500,000	104	26	25%
1,500,001 – 1,750,000	59	7	12%
1,750,001 – 2,000,000	68	11	16%
2,000,001 – 2,250,000	21	2	10%
2,250,001 – 2,500,000	30	6	20%
2,500,001 – 2,750,000	11	3	27%
2,750,001 – 3,000,000	20	2	10%
3,000,001 – 3,500,000	9	0	NA
3,500,001 – 4,000,000	5	1	20%
4,000,001 – 4,500,000	2	1	50%
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	8	1	13%
TOTAL*	766	229	30%

0 to 1 Bedroom	186	82	44%
2 Bedrooms	371	112	30%
3 Bedrooms	186	31	17%
4 Bedrooms & Greater	23	4	17%
TOTAL*	766	229	30%

SnapStats®	August	September	Variance
Inventory	722	766	6%
Solds	278	229	-18%
Sale Price	\$892,500	\$915,000	3%
Sale Price SQFT	\$995	\$1,003	1%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	12	10	-17%

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

Community CONDOS & TOWNHOMES

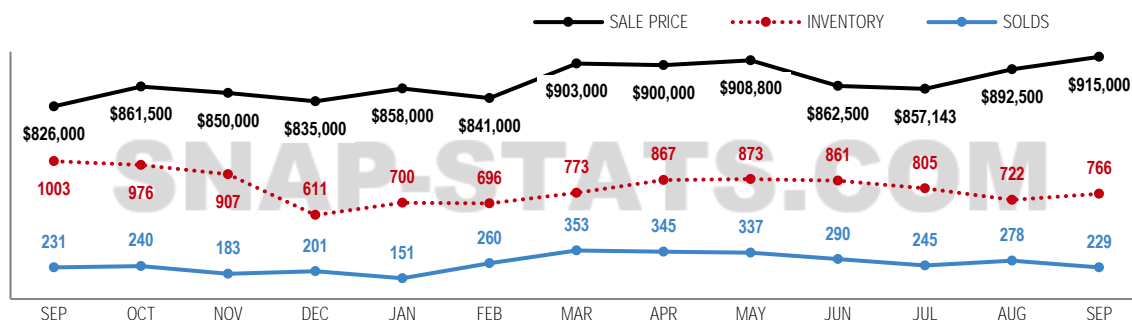
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	2	0	NA
Cambie	130	16	12%
Dunbar	21	5	24%
Fairview	91	46	51%
Falsecreek	69	29	42%
Kerrisdale	33	8	24%
Kitsilano	76	37	49%
Mackenzie Heights	0	0	NA
Marpole	77	19	25%
Mount Pleasant	7	5	71%
Oakridge	23	6	26%
Point Grey	16	4	25%
Quilchena	11	6	55%
SW Marine	14	3	21%
Shaughnessy	3	1	33%
South Cambie	44	9	20%
South Granville	26	4	15%
Southlands	1	1	100%
University	122	30	25%
TOTAL*	766	229	30%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 30% Sales Ratio average (3 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 69% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2 mil to \$2.25 mil / 2.75 mil to \$3 mil, Cambie, South Granville and 3 plus bedrooms
- Sellers Best Bet** Selling homes in Fairview, Quilchena and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	2	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	4	2	50%
1,250,001 - 1,500,000	27	23	85%
1,500,001 - 1,750,000	57	45	79%
1,750,001 - 2,000,000	79	26	33%
2,000,001 - 2,250,000	46	20	43%
2,250,001 - 2,500,000	77	6	8%
2,500,001 - 2,750,000	34	8	24%
2,750,001 - 3,000,000	64	3	5%
3,000,001 - 3,500,000	37	2	5%
3,500,001 - 4,000,000	11	1	9%
4,000,001 - 4,500,000	4	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 - 5,500,000	4	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	457	136	30%

2 Bedrooms & Less	27	8	30%
3 to 4 Bedrooms	135	50	37%
5 to 6 Bedrooms	204	66	32%
7 Bedrooms & More	91	12	13%
TOTAL*	457	136	30%

SnapStats®	August	September	Variance
Inventory	479	457	-5%
Solds	102	136	33%
Sale Price	\$1,805,000	\$1,750,000	-3%
Sale Price SQFT	\$751	\$787	5%
Sale to List Price Ratio	100%	100%	0%
Days on Market	28	11	-61%

*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

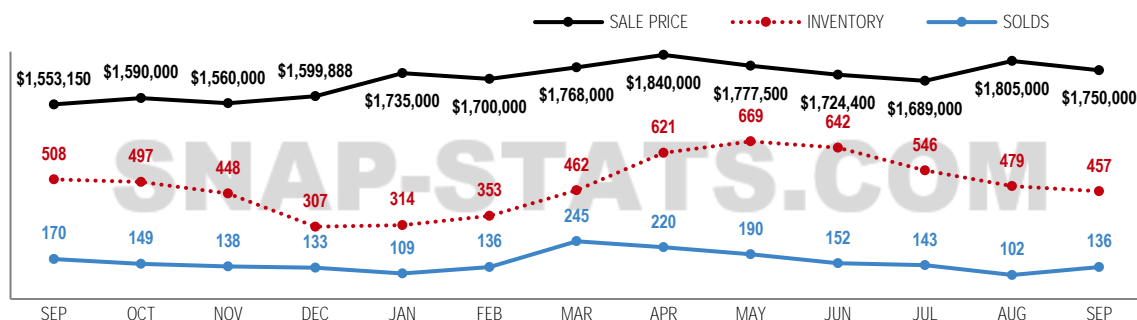
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	96	14	15%
Downtown	0	0	NA
Fraser	18	10	56%
Fraserview	10	8	80%
Grandview Woodland	50	11	22%
Hastings	14	3	21%
Hastings Sunrise	7	4	57%
Killarney	33	16	48%
Knight	35	11	31%
Main	23	8	35%
Mount Pleasant	8	1	13%
Renfrew Heights	34	13	38%
Renfrew	41	18	44%
South Marine	3	2	67%
South Vancouver	47	10	21%
Strathcona	5	0	NA
Victoria	31	7	23%
TOTAL*	457	136	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 85% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3.5 mil, Collingwood, Mount Pleasant and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraserview and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	5	7	140%*
400,001 – 500,000	45	16	36%
500,001 – 600,000	80	44	55%
600,001 – 700,000	61	33	54%
700,001 – 800,000	73	32	44%
800,001 – 900,000	60	21	35%
900,001 – 1,000,000	51	14	27%
1,000,001 – 1,250,000	73	17	23%
1,250,001 – 1,500,000	28	10	36%
1,500,001 – 1,750,000	20	5	25%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	0	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	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	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	510	199	39%

0 to 1 Bedroom	151	80	53%
2 Bedrooms	246	83	34%
3 Bedrooms	97	33	34%
4 Bedrooms & Greater	16	3	19%
TOTAL*	510	199	39%

SnapStats®	August	September	Variance
Inventory	450	510	13%
Solds	183	199	9%
Sale Price	\$650,000	\$700,000	8%
Sale Price SQFT	\$826	\$881	7%
Sale to List Price Ratio	100%	100%	0%
Days on Market	12	10	-17%

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

Community CONDOS & TOWNHOMES

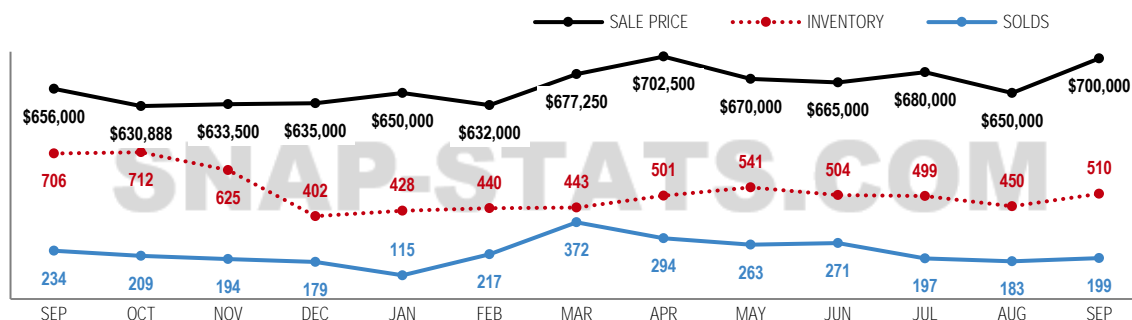
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	17	9	53%
Collingwood	109	39	36%
Downtown	39	10	26%
Fraser	16	8	50%
Fraserview	2	0	NA
Grandview Woodland	30	9	30%
Hastings	20	15	75%
Hastings Sunrise	4	3	75%
Killarney	14	5	36%
Knight	16	7	44%
Main	8	4	50%
Mount Pleasant	99	45	45%
Renfrew Heights	6	0	NA
Renfrew	13	4	31%
South Marine	68	26	38%
South Vancouver	13	4	31%
Strathcona	20	5	25%
Victoria	16	6	38%
TOTAL*	510	199	39%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 39% Sales Ratio average (3.9 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 55% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Downtown, Strathcona and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Hastings and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	3	0	NA
800,001 - 900,000	1	1	100%
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	2	0	NA
1,250,001 - 1,500,000	11	6	55%
1,500,001 - 1,750,000	14	13	93%
1,750,001 - 2,000,000	24	12	50%
2,000,001 - 2,250,000	15	17	113%*
2,250,001 - 2,500,000	34	11	32%
2,500,001 - 2,750,000	10	8	80%
2,750,001 - 3,000,000	11	1	9%
3,000,001 - 3,500,000	22	5	23%
3,500,001 - 4,000,000	13	4	31%
4,000,001 - 4,500,000	5	0	NA
4,500,001 - 5,000,000	5	0	NA
5,000,001 - 5,500,000	1	1	100%
5,500,001 - 6,000,000	4	0	NA
6,000,001 - 6,500,000	0	1	NA*
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	176	80	45%

2 Bedrooms & Less	13	5	38%
3 to 4 Bedrooms	76	40	53%
5 to 6 Bedrooms	68	32	47%
7 Bedrooms & More	19	3	16%
TOTAL*	176	80	45%

SnapStats®	August	September	Variance
Inventory	149	176	18%
Solds	72	80	11%
Sale Price	\$1,860,000	\$2,147,500	15%
Sale Price SQFT	\$684	\$812	19%
Sale to List Price Ratio	100%	107%	7%
Days on Market	11	8	-27%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	3	3	100%
Boulevard	6	2	33%
Braemar	5	0	NA
Calverhall	3	2	67%
Canyon Heights	21	10	48%
Capilano	3	2	67%
Central Lonsdale	10	3	30%
Deep Cove	6	0	NA
Delbrook	2	2	100%
Dollarton	4	1	25%
Edgemont	17	1	6%
Forest Hills	9	4	44%
Grouse Woods	0	0	NA
Harbourside	0	0	NA
Indian Arm	1	1	100%
Indian River	0	2	NA*
Lower Lonsdale	6	0	NA
Lynn Valley	15	13	87%
Lynnmoor	4	0	NA
Mosquito Creek	3	0	NA
Norqate	0	2	NA*
Northlands	1	0	NA
Pemberton Heights	4	1	25%
Pemberton	1	6	600%*
Princess Park	2	0	NA
Queensbury	5	1	20%
Roche Point	1	0	NA
Seymour	4	3	75%
Tempe	2	0	NA
Upper Delbrook	10	4	40%
Upper Lonsdale	20	8	40%
Westlynn	5	5	100%
Westlynn Terrace	1	0	NA
Windsor Park	1	3	300%*
Woodlands-Sunshine Cascade	1	1	100%
TOTAL*	176	80	45%

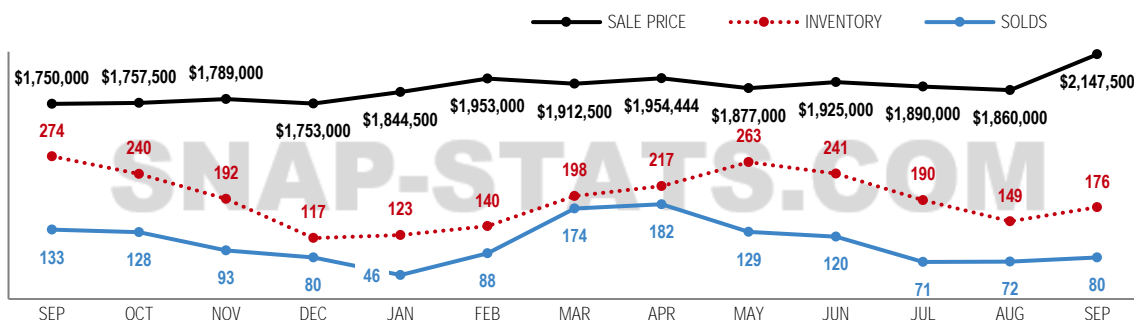
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average 7% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	4	3	75%
400,001 – 500,000	16	6	38%
500,001 – 600,000	32	22	69%
600,001 – 700,000	41	19	46%
700,001 – 800,000	37	15	41%
800,001 – 900,000	29	21	72%
900,001 – 1,000,000	26	15	58%
1,000,001 – 1,250,000	31	19	61%
1,250,001 – 1,500,000	36	15	42%
1,500,001 – 1,750,000	16	7	44%
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	2	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	1	1	100%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	291	145	50%

0 to 1 Bedroom	84	38	45%
2 Bedrooms	150	74	49%
3 Bedrooms	48	26	54%
4 Bedrooms & Greater	9	7	78%
TOTAL*	291	145	50%

SnapStats®	August	September	Variance
Inventory	252	291	15%
Solds	137	145	6%
Sale Price	\$773,000	\$848,000	10%
Sale Price SQFT	\$835	\$872	4%
Sale to List Price Ratio	98%	101%	3%
Days on Market	15	7	-53%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	1	NA*
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	11	1	9%
Central Lonsdale	45	28	62%
Deep Cove	0	1	NA*
Delbrook	1	0	NA
Dollarton	0	0	NA
Edgemont	9	2	22%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	3	4	133%*
Indian Arm	0	0	NA
Indian River	0	1	NA*
Lower Lonsdale	77	42	55%
Lynn Valley	23	20	87%
Lynn timer	31	16	52%
Mosquito Creek	10	8	80%
Norqate	4	0	NA
Northlands	2	4	200%*
Pemberton Heights	1	1	100%
Pemberton	50	5	10%
Princess Park	1	0	NA
Queensbury	3	0	NA
Roche Point	10	7	70%
Seymour	2	1	50%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	7	2	29%
Westlynn	0	1	NA*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	291	145	50%

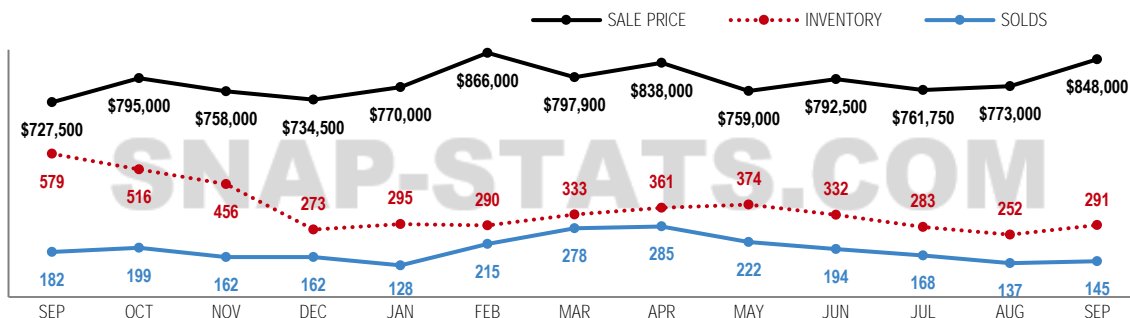
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 50% Sales Ratio average (5 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$800,000 to \$900,000 with average 72% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Capilano, Pemberton and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Mosquito Creek 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 - 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	2	0	NA
1,250,001 - 1,500,000	3	0	NA
1,500,001 - 1,750,000	3	1	33%
1,750,001 - 2,000,000	7	3	43%
2,000,001 - 2,250,000	8	5	63%
2,250,001 - 2,500,000	34	6	18%
2,500,001 - 2,750,000	14	2	14%
2,750,001 - 3,000,000	38	4	11%
3,000,001 - 3,500,000	42	5	12%
3,500,001 - 4,000,000	34	5	15%
4,000,001 - 4,500,000	27	3	11%
4,500,001 - 5,000,000	45	1	2%
5,000,001 - 5,500,000	18	1	6%
5,500,001 - 6,000,000	25	1	4%
6,000,001 - 6,500,000	10	1	10%
6,500,001 - 7,000,000	17	0	NA
7,000,001 - 7,500,000	2	0	NA
7,500,001 & Greater	89	3	3%
TOTAL*	418	41	10%

2 Bedrooms & Less	17	2	12%
3 to 4 Bedrooms	183	22	12%
5 to 6 Bedrooms	180	15	8%
7 Bedrooms & More	38	2	5%
TOTAL*	418	41	10%

SnapStats®	August	September	Variance
Inventory	405	418	3%
Solds	43	41	-5%
Sale Price	\$2,935,000	\$2,953,000	1%
Sale Price SQFT	\$858	\$780	-9%
Sale to List Price Ratio	98%	98%	0%
Days on Market	28	37	32%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	17	1	6%
Ambleside	43	9	21%
Bayridge	9	2	22%
British Properties	76	4	5%
Canterbury	10	0	NA
Caulfield	24	4	17%
Cedardale	5	2	40%
Chartwell	36	0	NA
Chelsea Park	1	0	NA
Cypress	4	3	75%
Cypress Park Estates	11	1	9%
Deer Ridge	0	0	NA
Dundarave	28	2	7%
Eagle Harbour	9	2	22%
Eagleridge	3	0	NA
Furry Creek	7	0	NA
Gleneagles	7	0	NA
Glenmore	17	4	24%
Horseshoe Bay	7	1	14%
Howe Sound	3	0	NA
Lions Bay	5	1	20%
Olde Caulfield	8	1	13%
Panorama Village	0	0	NA
Park Royal	4	0	NA
Porteau Cove	0	0	NA
Queens	24	0	NA
Rockridge	2	1	50%
Sandy Cove	3	0	NA
Sentinel Hill	21	1	5%
Upper Caulfield	2	0	NA
West Bay	6	0	NA
Westhill	10	0	NA
Westmount	12	0	NA
Whitby Estates	1	0	NA
Whytecliff	3	2	67%
TOTAL*	418	41	10%

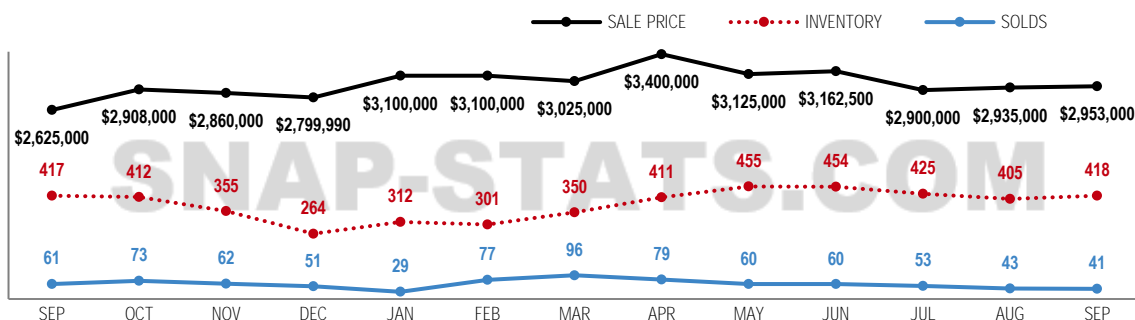
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, Altamont, British Properties, Cypress Park Est., Dundarave and Sentinel Hill
- Sellers Best Bet** Selling homes in Rockridge and up 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	0	1	NA*
500,001 – 600,000	5	1	20%
600,001 – 700,000	2	1	50%
700,001 – 800,000	4	0	NA
800,001 – 900,000	6	0	NA
900,001 – 1,000,000	0	4	NA*
1,000,001 – 1,250,000	8	8	100%
1,250,001 – 1,500,000	10	4	40%
1,500,001 – 1,750,000	7	3	43%
1,750,001 – 2,000,000	5	1	20%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	4	1	25%
2,500,001 – 2,750,000	1	1	100%
2,750,001 – 3,000,000	1	1	100%
3,000,001 – 3,500,000	2	1	50%
3,500,001 – 4,000,000	8	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	73	28	38%

0 to 1 Bedroom	18	5	28%
2 Bedrooms	35	16	46%
3 Bedrooms	18	5	28%
4 Bedrooms & Greater	2	2	100%
TOTAL*	73	28	38%

SnapStats®	August	September	Variance
Inventory	79	73	-8%
Solds	22	28	27%
Sale Price	\$1,227,500	\$1,175,000	-4%
Sale Price SQFT	\$1,066	\$914	-14%
Sale to List Price Ratio	96%	98%	2%
Days on Market	17	27	59%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	17	7	41%
Bayridge	0	0	NA
British Properties	0	1	NA*
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	2	3	150%*
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	0	NA
Deer Ridge	1	0	NA
Dundarave	19	6	32%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	2	0	NA
Howe Sound	0	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	7	2	29%
Park Royal	14	7	50%
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	4	2	50%
Whytecliff	0	0	NA
TOTAL*	73	28	38%

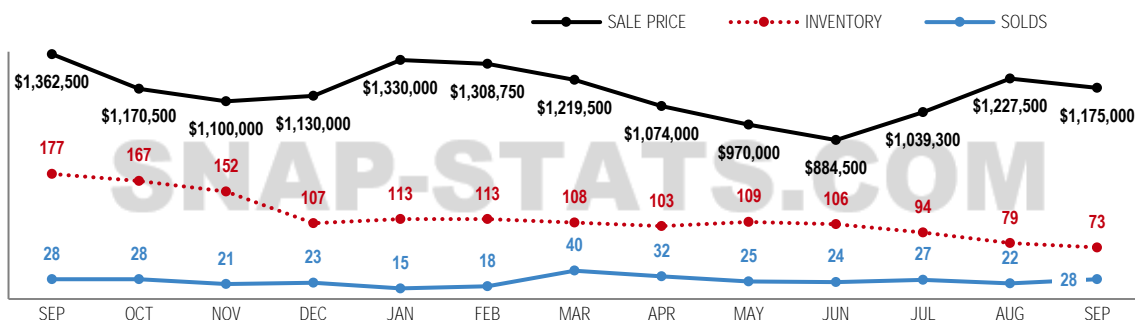
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 2% below 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, Dundarave and up to 1 bedroom / 3 bedroom properties
- Sellers Best Bet** Selling homes in Park Royal 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 - 800,000	2	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	4	1	25%
1,250,001 - 1,500,000	28	11	39%
1,500,001 - 1,750,000	41	38	93%
1,750,001 - 2,000,000	82	20	24%
2,000,001 - 2,250,000	45	11	24%
2,250,001 - 2,500,000	56	7	13%
2,500,001 - 2,750,000	51	8	16%
2,750,001 - 3,000,000	57	4	7%
3,000,001 - 3,500,000	55	5	9%
3,500,001 - 4,000,000	35	0	NA
4,000,001 - 4,500,000	12	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 - 5,500,000	5	0	NA
5,500,001 - 6,000,000	5	0	NA
6,000,001 - 6,500,000	2	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	3	0	NA
TOTAL*	491	105	21%

2 Bedrooms & Less	17	1	6%
3 to 4 Bedrooms	165	47	28%
5 to 6 Bedrooms	275	51	19%
7 Bedrooms & More	34	6	18%
TOTAL*	491	105	21%

SnapStats®	August	September	Variance
Inventory	508	491	-3%
Solds	115	105	-9%
Sale Price	\$1,985,000	\$1,768,000	-11%
Sale Price SQFT	\$711	\$679	-5%
Sale to List Price Ratio	100%	100%	0%
Days on Market	15	19	27%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	16	8	50%
Bridgeport	16	2	13%
Brighthouse	13	0	NA
Brighthouse South	1	1	100%
Broadmoor	41	7	17%
East Cambie	10	9	90%
East Richmond	10	2	20%
Garden City	22	3	14%
Gilmore	3	0	NA
Granville	53	1	2%
Hamilton	11	1	9%
Ironwood	14	3	21%
Lackner	17	6	35%
McLennan	4	0	NA
McLennan North	5	0	NA
McNair	28	4	14%
Quilchena	16	7	44%
Riverdale	29	6	21%
Saunders	30	4	13%
Sea Island	2	1	50%
Seafair	26	7	27%
South Arm	18	7	39%
Steveston North	30	9	30%
Steveston South	5	2	40%
Steveston Village	1	2	200%*
Terra Nova	14	4	29%
West Cambie	14	2	14%
Westwind	9	1	11%
Woodwards	33	6	18%
TOTAL*	491	105	21%

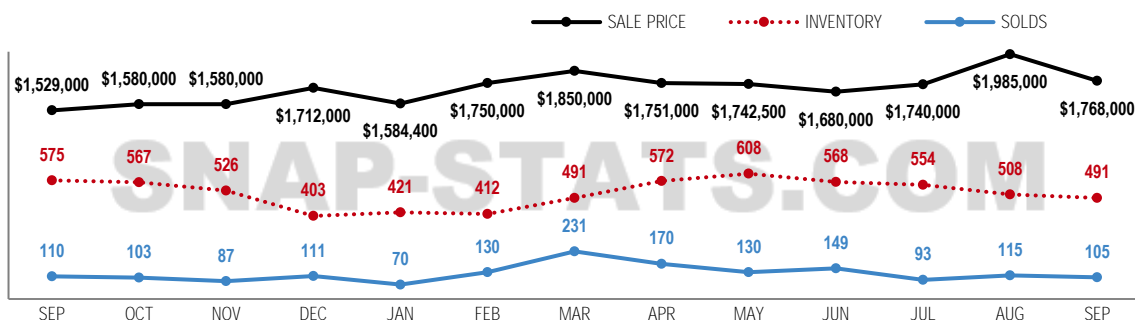
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 93% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Granville, Hamilton and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in East Cambie and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	26	6	23%
300,001 – 400,000	28	12	43%
400,001 – 500,000	54	29	54%
500,001 – 600,000	91	57	63%
600,001 – 700,000	120	64	53%
700,001 – 800,000	90	44	49%
800,001 – 900,000	83	27	33%
900,001 – 1,000,000	73	22	30%
1,000,001 – 1,250,000	67	42	63%
1,250,001 – 1,500,000	55	17	31%
1,500,001 – 1,750,000	12	2	17%
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	1	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	1	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	717	322	45%

0 to 1 Bedroom	118	84	71%
2 Bedrooms	377	139	37%
3 Bedrooms	181	68	38%
4 Bedrooms & Greater	41	31	76%
TOTAL*	717	322	45%

SnapStats®	August	September	Variance
Inventory	769	717	-7%
Solds	325	322	-1%
Sale Price	\$689,900	\$684,400	-1%
Sale Price SQFT	\$717	\$732	2%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	20	14	-30%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	5	4	80%
Bridgeport	26	6	23%
Brighthouse	301	104	35%
Brighthouse South	60	31	52%
Broadmoor	5	4	80%
East Cambie	5	3	60%
East Richmond	3	0	NA
Garden City	0	2	NA*
Gilmore	0	0	NA
Granville	15	3	20%
Hamilton	33	10	30%
Ironwood	16	9	56%
Lackner	1	4	400%*
McLennan	0	0	NA
McLennan North	38	28	74%
McNair	1	1	100%
Quilchena	2	0	NA
Riverdale	12	5	42%
Saunders	7	4	57%
Sea Island	0	0	NA
Seafair	2	0	NA
South Arm	28	10	36%
Steveston North	4	4	100%
Steveston South	18	18	100%
Steveston Village	5	2	40%
Terra Nova	5	7	140%*
West Cambie	117	59	50%
Westwind	1	0	NA
Woodwards	7	4	57%
TOTAL*	717	322	45%

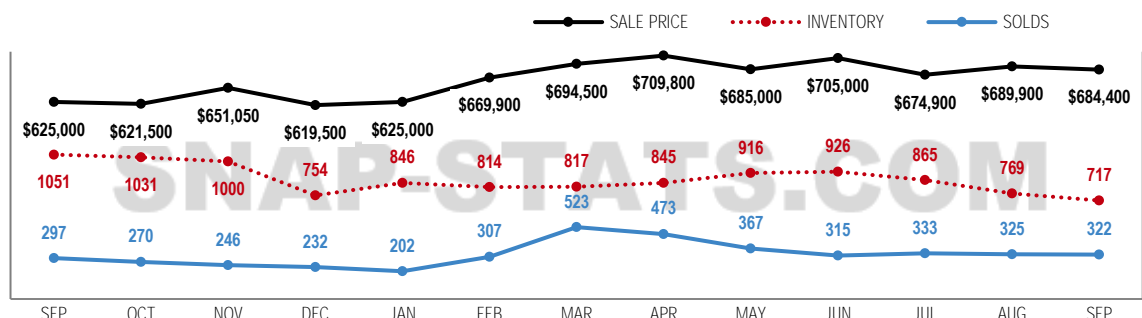
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 / \$1 mil to \$1.25 mil with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Bridgeport, Granville and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in McLennan North, Steveston South and minimum 4 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	4	3	75%
1,250,001 - 1,500,000	24	12	50%
1,500,001 - 1,750,000	8	6	75%
1,750,001 - 2,000,000	12	6	50%
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	7	1	14%
2,500,001 - 2,750,000	2	1	50%
2,750,001 - 3,000,000	3	1	33%
3,000,001 - 3,500,000	1	0	NA
3,500,001 - 4,000,000	5	0	NA
4,000,001 - 4,500,000	1	0	NA
4,500,001 - 5,000,000	3	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	76	30	39%

2 Bedrooms & Less	2	2	100%
3 to 4 Bedrooms	49	20	41%
5 to 6 Bedrooms	21	8	38%
7 Bedrooms & More	4	0	NA
TOTAL*	76	30	39%

SnapStats®	August	September	Variance
Inventory	88	76	-14%
Solds	41	30	-27%
Sale Price	\$1,375,000	\$1,501,000	9%
Sale Price SQFT	\$567	\$569	0%
Sale to List Price Ratio	99%	108%	9%
Days on Market	29	14	-52%

*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

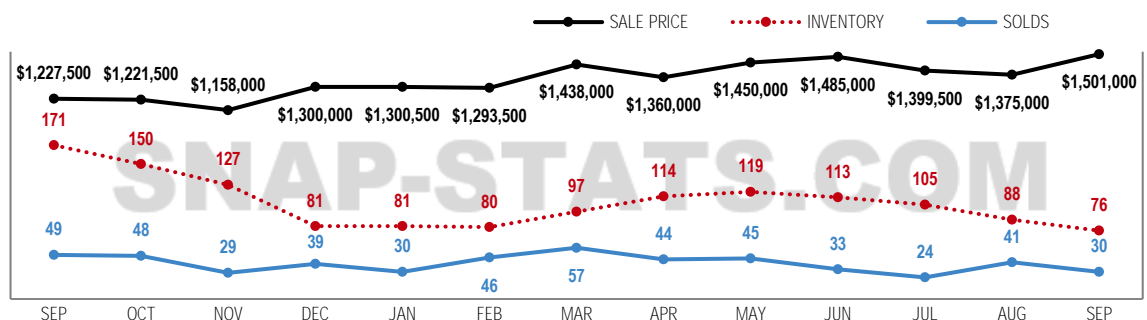
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	1	5	500%*
Boundary Beach	4	2	50%
Cliff Drive	12	3	25%
English Bluff	14	3	21%
Pebble Hill	20	7	35%
Tsawwassen Central	12	8	67%
Tsawwassen East	7	0	NA
Tsawwassen North	6	2	33%
TOTAL*	76	30	39%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 39% Sales Ratio average (3.9 in 10 homes selling rate)
- Homes are selling on average 8% above 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 \$1.25 mil to \$1.5 mil / \$1.75 mil to \$2 mil, Cliff Drive, 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	2	2	100%
400,001 – 500,000	3	1	33%
500,001 – 600,000	7	4	57%
600,001 – 700,000	7	3	43%
700,001 – 800,000	10	4	40%
800,001 – 900,000	8	4	50%
900,001 – 1,000,000	7	4	57%
1,000,001 – 1,250,000	0	1	NA*
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	0	1	NA*
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	46	24	52%

0 to 1 Bedroom	5	2	40%
2 Bedrooms	19	11	58%
3 Bedrooms	20	9	45%
4 Bedrooms & Greater	2	2	100%
TOTAL*	46	24	52%

SnapStats®	August	September	Variance
Inventory	42	46	10%
Solds	34	24	-29%
Sale Price	\$689,000	\$723,675	5%
Sale Price SQFT	\$563	\$557	-1%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	18	15	-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 CONDOS & TOWNHOMES

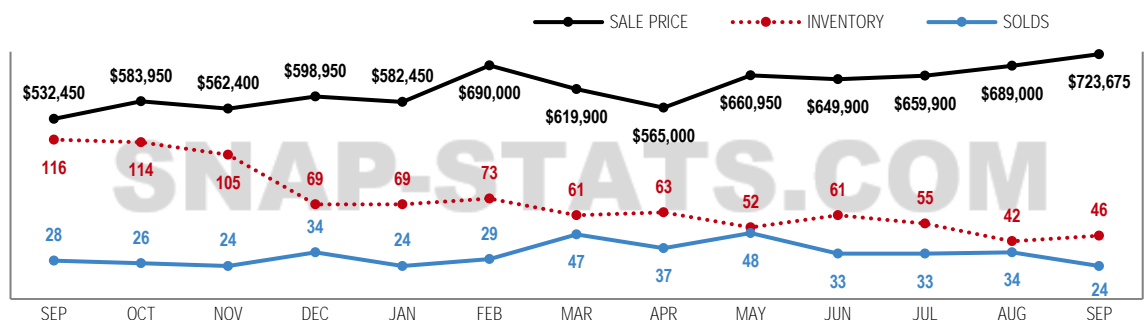
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	3	0	NA
Boundary Beach	1	1	100%
Cliff Drive	8	3	38%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	16	6	38%
Tsawwassen East	1	2	200%*
Tsawwassen North	17	12	71%
TOTAL*	46	24	52%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 52% Sales Ratio average (5.2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Cliff Drive, Tsawwassen Central and 3 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen North and 2 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 - 800,000	3	1	33%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	2	3	150%*
1,250,001 - 1,500,000	8	6	75%
1,500,001 - 1,750,000	8	3	38%
1,750,001 - 2,000,000	5	1	20%
2,000,001 - 2,250,000	2	3	150%*
2,250,001 - 2,500,000	0	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	0	0	NA
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	32	17	53%

2 Bedrooms & Less	10	1	10%
3 to 4 Bedrooms	15	11	73%
5 to 6 Bedrooms	7	5	71%
7 Bedrooms & More	0	0	NA
TOTAL*	32	17	53%

SnapStats®	August	September	Variance
Inventory	30	32	7%
Solds	22	17	-23%
Sale Price	\$1,146,000	\$1,351,000	18%
Sale Price SQFT	\$615	\$636	4%
Sale to List Price Ratio	98%	104%	6%
Days on Market	8	8	0%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	0	1	NA*
East Delta	0	1	NA*
Hawthorne	11	7	64%
Holly	8	4	50%
Ladner Elementary	4	3	75%
Ladner Rural	3	1	33%
Neilsen Grove	1	0	NA
Port Guichon	4	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	32	17	53%

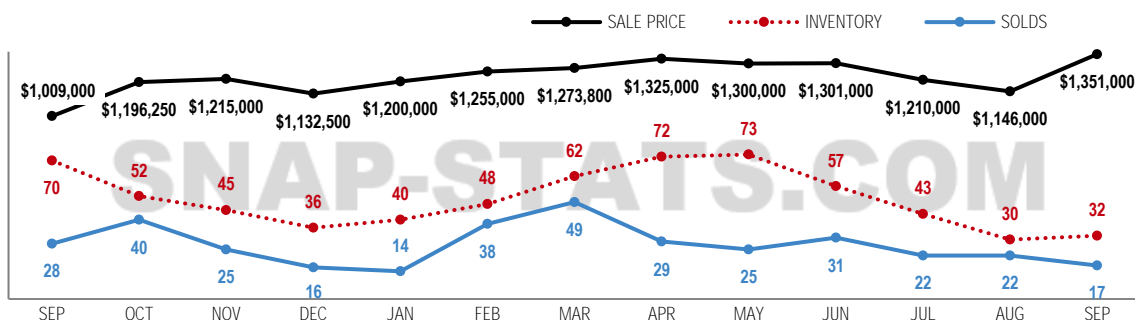
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Holly and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne 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	2	2	100%
500,001 – 600,000	8	6	75%
600,001 – 700,000	3	2	67%
700,001 – 800,000	2	2	100%
800,001 – 900,000	0	1	NA*
900,001 – 1,000,000	2	2	100%
1,000,001 – 1,250,000	0	2	NA*
1,250,001 – 1,500,000	0	1	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*	17	19	112%*

0 to 1 Bedroom	1	5	500%*
2 Bedrooms	13	7	54%
3 Bedrooms	2	7	350%*
4 Bedrooms & Greater	1	0	NA
TOTAL*	17	19	112%*

SnapStats®	August	September	Variance
Inventory	18	17	-6%
Solds	14	19	36%
Sale Price	\$621,535	\$615,000	-1%
Sale Price SQFT	\$537	\$543	1%
Sale to List Price Ratio	99%	103%	4%
Days on Market	9	8	-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

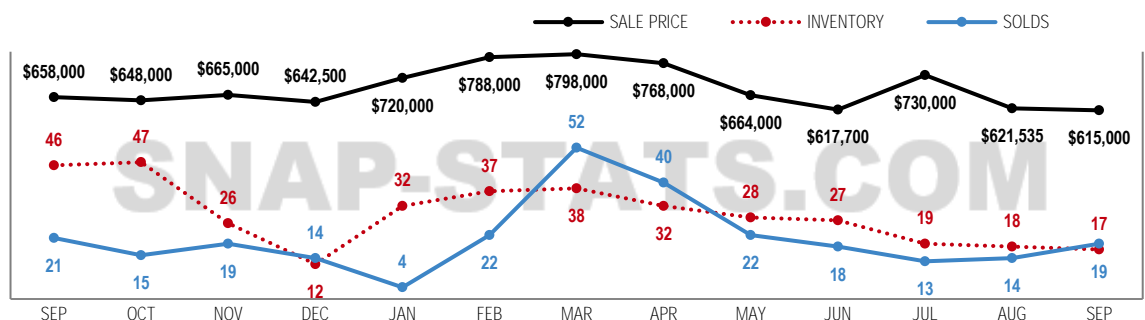
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	5	167%*
East Delta	0	1	NA*
Hawthorne	4	5	125%*
Holly	1	0	NA
Ladner Elementary	8	5	63%
Ladner Rural	0	0	NA
Neilsen Grove	1	3	300%*
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	17	19	112%*

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 112% Sales Ratio average (11.2 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$500,000 to \$600,000 with average 75% Sales Ratio (Sellers market)
- 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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