

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

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SnapStats Publishing

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November 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	1	100%
300,001 – 400,000	8	2	25%
400,001 – 500,000	15	13	87%
500,001 – 600,000	53	35	66%
600,001 – 700,000	61	59	97%
700,001 – 800,000	57	50	88%
800,001 – 900,000	65	25	38%
900,001 – 1,000,000	50	20	40%
1,000,001 – 1,250,000	75	40	53%
1,250,001 – 1,500,000	80	19	24%
1,500,001 – 1,750,000	40	9	23%
1,750,001 – 2,000,000	59	6	10%
2,000,001 – 2,250,000	27	4	15%
2,250,001 – 2,500,000	28	3	11%
2,500,001 – 2,750,000	22	4	18%
2,750,001 – 3,000,000	23	1	4%
3,000,001 – 3,500,000	28	3	11%
3,500,001 – 4,000,000	14	0	NA
4,000,001 – 4,500,000	7	1	14%
4,500,001 – 5,000,000	15	0	NA
5,000,001 & Greater	60	1	2%
TOTAL*	788	296	38%

0 to 1 Bedroom	255	159	62%
2 Bedrooms	392	126	32%
3 Bedrooms	126	10	8%
4 Bedrooms & Greater	15	1	7%
TOTAL*	788	296	38%

SnapStats®	October	November	Variance
Inventory	912	788	-14%
Solds	213	296	39%
Sale Price	\$795,000	\$772,750	-3%
Sale Price SQFT	\$1,024	\$1,047	2%
Sale to List Price Ratio	99%	99%	0%
Days on Market	13	16	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.

Community CONDOS & TOWNHOMES

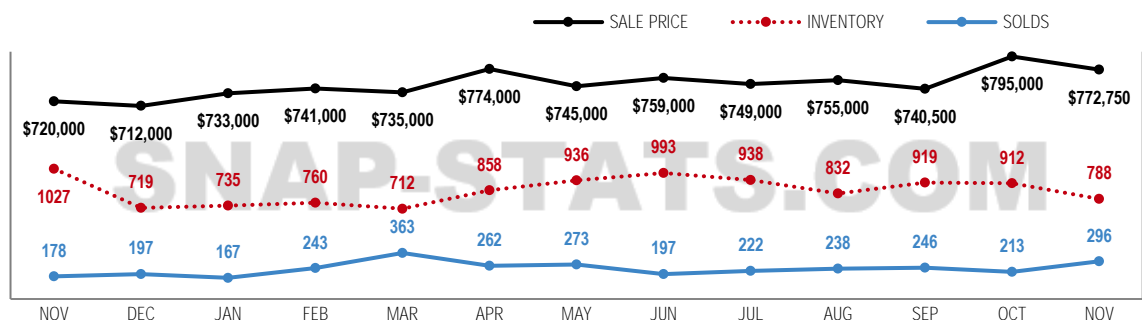
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	120	32	27%
Downtown	287	133	46%
Westend	156	57	37%
Yaletown	225	74	33%
TOTAL*	788	296	38%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 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 97% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and minimum 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 - 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	0	0	NA
1,500,001 - 1,750,000	0	1	NA*
1,750,001 - 2,000,000	3	1	33%
2,000,001 - 2,250,000	4	3	75%
2,250,001 - 2,500,000	16	6	38%
2,500,001 - 2,750,000	19	11	58%
2,750,001 - 3,000,000	30	9	30%
3,000,001 - 3,500,000	51	17	33%
3,500,001 - 4,000,000	78	15	19%
4,000,001 - 4,500,000	57	9	16%
4,500,001 - 5,000,000	50	9	18%
5,000,001 - 5,500,000	37	3	8%
5,500,001 - 6,000,000	46	2	4%
6,000,001 - 6,500,000	22	2	9%
6,500,001 - 7,000,000	35	1	3%
7,000,001 - 7,500,000	19	1	5%
7,500,001 & Greater	132	8	6%
TOTAL*	602	98	16%

2 Bedrooms & Less	22	1	5%
3 to 4 Bedrooms	196	42	21%
5 to 6 Bedrooms	288	44	15%
7 Bedrooms & More	96	11	11%
TOTAL*	602	98	16%

SnapStats®	October	November	Variance
Inventory	643	602	-6%
Solds	108	98	-9%
Sale Price	\$3,205,000	\$3,665,000	14%
Sale Price SQFT	\$1,085	\$1,168	8%
Sale to List Price Ratio	97%	99%	2%
Days on Market	15	29	93%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	18	6	33%
Cambie	63	4	6%
Dunbar	71	11	15%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	26	12	46%
Kitsilano	23	10	43%
Mackenzie Heights	19	5	26%
Marpole	38	4	11%
Mount Pleasant	5	0	NA
Oakridge	19	3	16%
Point Grey	74	20	27%
Quilchena	22	0	NA
SW Marine	22	4	18%
Shaughnessy	66	4	6%
South Cambie	13	1	8%
South Granville	68	7	10%
Southlands	36	5	14%
University	18	2	11%
TOTAL*	602	98	16%

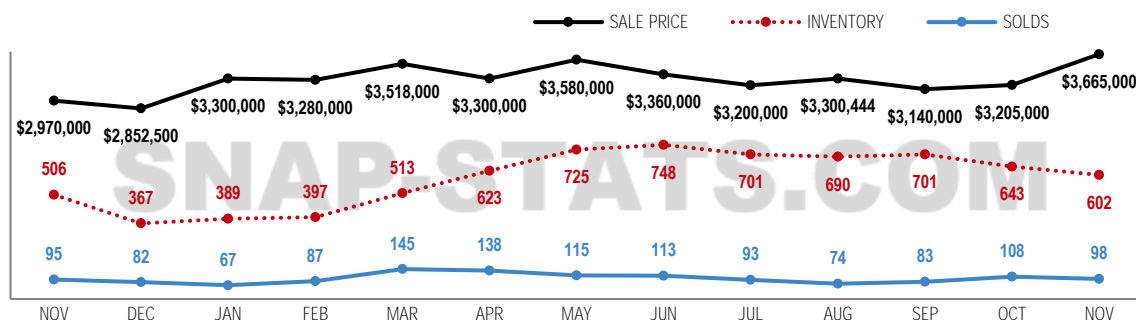
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$6.5 mil to \$7 mil, Cambie, Shaughnessy, South Cambie and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Kerrisdale, Kitsilano and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	2	100%
400,001 – 500,000	6	5	83%
500,001 – 600,000	31	20	65%
600,001 – 700,000	38	26	68%
700,001 – 800,000	52	33	63%
800,001 – 900,000	66	27	41%
900,001 – 1,000,000	63	25	40%
1,000,001 – 1,250,000	92	41	45%
1,250,001 – 1,500,000	90	20	22%
1,500,001 – 1,750,000	61	19	31%
1,750,001 – 2,000,000	69	10	14%
2,000,001 – 2,250,000	29	5	17%
2,250,001 – 2,500,000	30	0	NA
2,500,001 – 2,750,000	12	1	8%
2,750,001 – 3,000,000	15	2	13%
3,000,001 – 3,500,000	9	3	33%
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	675	239	35%

0 to 1 Bedroom	167	79	47%
2 Bedrooms	333	110	33%
3 Bedrooms	156	45	29%
4 Bedrooms & Greater	19	5	26%
TOTAL*	675	239	35%

SnapStats®	October	November	Variance
Inventory	731	675	-8%
Solds	259	239	-8%
Sale Price	\$950,000	\$936,000	-1%
Sale Price SQFT	\$1,016	\$1,067	5%
Sale to List Price Ratio	103%	101%	-2%
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

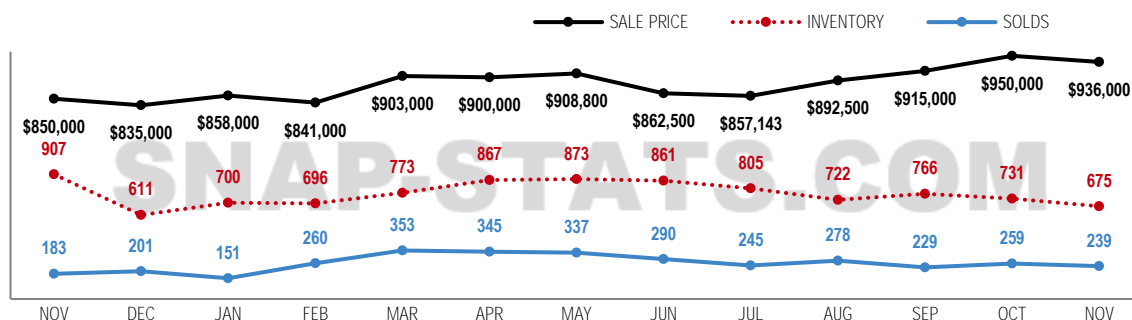
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	123	18	15%
Dunbar	21	3	14%
Fairview	66	39	59%
Falsecreek	89	30	34%
Kerrisdale	24	6	25%
Kitsilano	54	41	76%
Mackenzie Heights	5	1	20%
Marpole	49	30	61%
Mount Pleasant	4	8	200%*
Oakridge	29	8	28%
Point Grey	14	4	29%
Quilchena	9	4	44%
SW Marine	15	4	27%
Shaughnessy	3	1	33%
South Cambie	34	10	29%
South Granville	31	5	16%
Southlands	1	1	100%
University	103	26	25%
TOTAL*	675	239	35%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 35% Sales Ratio average (3.5 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 83% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Cambie, Dunbar, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Mount Pleasant 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	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	3	0	NA
1,250,001 - 1,500,000	17	5	29%
1,500,001 - 1,750,000	37	32	86%
1,750,001 - 2,000,000	53	43	81%
2,000,001 - 2,250,000	46	21	46%
2,250,001 - 2,500,000	65	9	14%
2,500,001 - 2,750,000	27	7	26%
2,750,001 - 3,000,000	54	4	7%
3,000,001 - 3,500,000	46	2	4%
3,500,001 - 4,000,000	11	2	18%
4,000,001 - 4,500,000	6	0	NA
4,500,001 - 5,000,000	8	1	13%
5,000,001 - 5,500,000	2	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*	378	126	33%

2 Bedrooms & Less	24	5	21%
3 to 4 Bedrooms	122	36	30%
5 to 6 Bedrooms	166	63	38%
7 Bedrooms & More	66	22	33%
TOTAL*	378	126	33%

SnapStats®	October	November	Variance
Inventory	405	378	-7%
Solds	137	126	-8%
Sale Price	\$1,850,000	\$1,884,000	2%
Sale Price SQFT	\$781	\$820	5%
Sale to List Price Ratio	102%	100%	-2%
Days on Market	13	11	-15%

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

Community DETACHED HOUSES

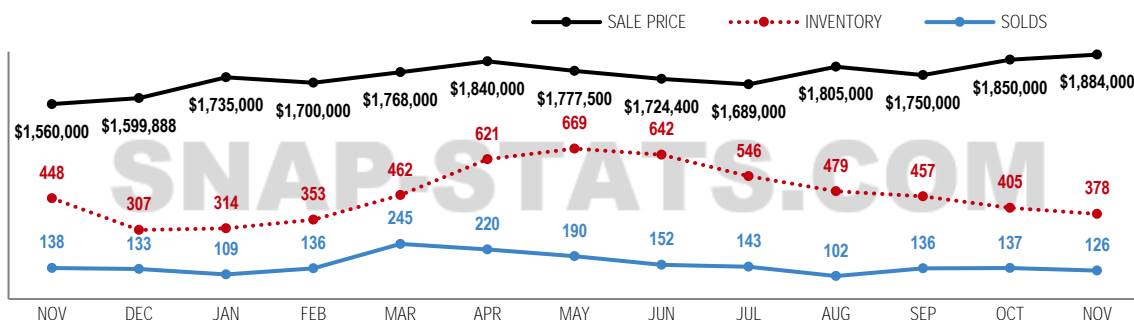
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	3	150%*
Collingwood	92	14	15%
Downtown	0	0	NA
Fraser	17	13	76%
Fraserview	16	7	44%
Grandview Woodland	46	15	33%
Hastings	10	6	60%
Hastings Sunrise	6	0	NA
Killarney	24	9	38%
Knight	39	7	18%
Main	9	7	78%
Mount Pleasant	5	1	20%
Renfrew Heights	28	7	25%
Renfrew	38	13	34%
South Marine	0	2	NA*
South Vancouver	23	15	65%
Strathcona	1	1	100%
Victoria	22	6	27%
TOTAL*	378	126	33%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 86% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Collingwood, Knight and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Main, South Vancouver and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	1	33%
300,001 – 400,000	9	3	33%
400,001 – 500,000	42	24	57%
500,001 – 600,000	50	48	96%
600,001 – 700,000	51	30	59%
700,001 – 800,000	42	26	62%
800,001 – 900,000	55	26	47%
900,001 – 1,000,000	46	20	43%
1,000,001 – 1,250,000	62	17	27%
1,250,001 – 1,500,000	30	13	43%
1,500,001 – 1,750,000	17	7	41%
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	1	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	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	423	215	51%

0 to 1 Bedroom	120	84	70%
2 Bedrooms	211	89	42%
3 Bedrooms	72	39	54%
4 Bedrooms & Greater	20	3	15%
TOTAL*	423	215	51%

SnapStats®	October	November	Variance
Inventory	450	423	-6%
Solds	220	215	-2%
Sale Price	\$714,000	\$705,000	-1%
Sale Price SQFT	\$842	\$849	1%
Sale to List Price Ratio	99%	101%	2%
Days on Market	11	11	0%

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Community CONDOS & TOWNHOMES

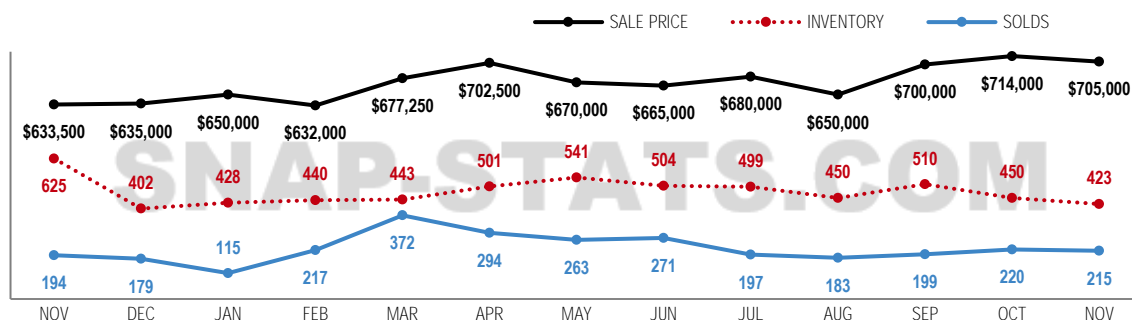
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	5	9	180%*
Collingwood	112	37	33%
Downtown	32	9	28%
Fraser	12	11	92%
Fraserview	0	1	NA*
Grandview Woodland	24	17	71%
Hastings	19	15	79%
Hastings Sunrise	1	2	200%*
Killarney	10	6	60%
Knight	13	6	46%
Main	2	7	350%*
Mount Pleasant	86	40	47%
Renfrew Heights	8	2	25%
Renfrew	6	4	67%
South Marine	52	31	60%
South Vancouver	14	1	7%
Strathcona	13	6	46%
Victoria	14	11	79%
TOTAL*	423	215	51%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 51% Sales Ratio average (5.1 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 96% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Downtown, Renfrew Heights, South Vancouver and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Champlain Heights, Fraser and up to 1 bedrooms

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	4	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	6	4	67%
1,500,001 - 1,750,000	8	10	125%*
1,750,001 - 2,000,000	15	16	107%*
2,000,001 - 2,250,000	13	12	92%
2,250,001 - 2,500,000	17	7	41%
2,500,001 - 2,750,000	7	4	57%
2,750,001 - 3,000,000	9	5	56%
3,000,001 - 3,500,000	16	5	31%
3,500,001 - 4,000,000	10	6	60%
4,000,001 - 4,500,000	5	2	40%
4,500,001 - 5,000,000	3	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	4	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*	122	71	58%

2 Bedrooms & Less	11	2	18%
3 to 4 Bedrooms	54	34	63%
5 to 6 Bedrooms	45	31	69%
7 Bedrooms & More	12	4	33%
TOTAL*	122	71	58%

SnapStats®	October	November	Variance
Inventory	133	122	-8%
Solds	94	71	-24%
Sale Price	\$2,187,500	\$2,152,000	-2%
Sale Price SQFT	\$780	\$780	0%
Sale to List Price Ratio	104%	103%	-1%
Days on Market	8	11	38%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	2	200%*
Boulevard	2	2	100%
Braemar	2	0	NA
Calverhall	4	2	50%
Canyon Heights	16	13	81%
Capilano	0	1	NA*
Central Lonsdale	14	4	29%
Deep Cove	5	2	40%
Delbrook	0	0	NA
Dollarton	8	1	13%
Edgemont	10	3	30%
Forest Hills	6	1	17%
Grouse Woods	0	0	NA
Harbourside	0	0	NA
Indian Arm	1	0	NA
Indian River	0	2	NA*
Lower Lonsdale	4	3	75%
Lynn Valley	12	6	50%
Lynnmoor	5	1	20%
Mosquito Creek	1	3	300%*
Norqate	2	0	NA
Northlands	1	1	100%
Pemberton Heights	3	1	33%
Pemberton	0	2	NA*
Princess Park	2	2	100%
Queensbury	2	0	NA
Roche Point	1	3	300%*
Seymour	2	1	50%
Tempe	1	0	NA
Upper Delbrook	5	3	60%
Upper Lonsdale	6	9	150%*
Westlynn	4	2	50%
Westlynn Terrace	0	1	NA*
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	2	0	NA
TOTAL*	122	71	58%

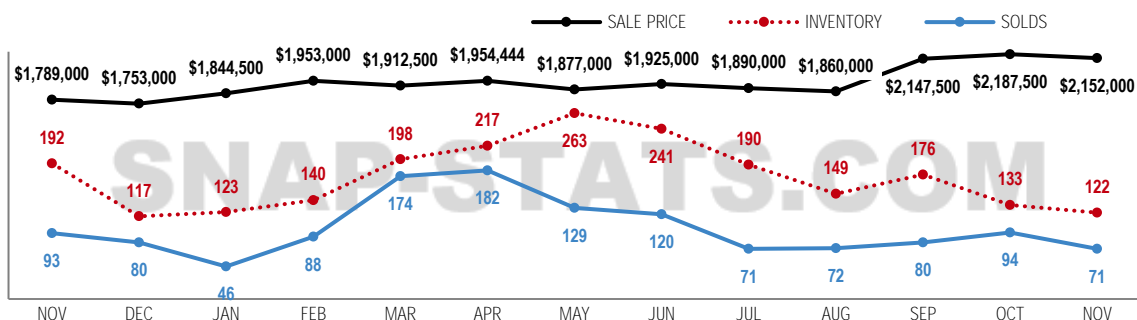
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Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 58% Sales Ratio average (5.8 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$1.5 mil to \$2 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Dollarton and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Canyon Heights, Upper Lonsdale 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	1	4	400%*
400,001 – 500,000	11	10	91%
500,001 – 600,000	20	23	115%*
600,001 – 700,000	24	29	121%*
700,001 – 800,000	21	19	90%
800,001 – 900,000	19	26	137%*
900,001 – 1,000,000	17	8	47%
1,000,001 – 1,250,000	38	22	58%
1,250,001 – 1,500,000	28	20	71%
1,500,001 – 1,750,000	14	6	43%
1,750,001 – 2,000,000	8	3	38%
2,000,001 – 2,250,000	5	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	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	220	171	78%

0 to 1 Bedroom	57	48	84%
2 Bedrooms	113	89	79%
3 Bedrooms	42	28	67%
4 Bedrooms & Greater	8	6	75%
TOTAL*	220	171	78%

SnapStats®	October	November	Variance
Inventory	262	220	-16%
Solds	161	171	6%
Sale Price	\$742,000	\$810,000	9%
Sale Price SQFT	\$808	\$874	8%
Sale to List Price Ratio	99%	101%	2%
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	0	0	NA
Capilano	9	2	22%
Central Lonsdale	37	36	97%
Deep Cove	1	0	NA
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	6	3	50%
Forest Hills	0	0	NA
Grouse Woods	2	1	50%
Harbourside	2	0	NA
Indian Arm	0	0	NA
Indian River	0	0	NA
Lower Lonsdale	49	42	86%
Lynn Valley	20	22	110%*
Lynn timer	22	22	100%
Mosquito Creek	9	5	56%
Norqate	4	1	25%
Northlands	0	4	NA*
Pemberton Heights	0	0	NA
Pemberton	49	15	31%
Princess Park	0	0	NA
Queensbury	4	2	50%
Roche Point	3	10	333%*
Seymour	0	1	NA*
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	3	4	133%*
Westlynn	0	1	NA*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	220	171	78%

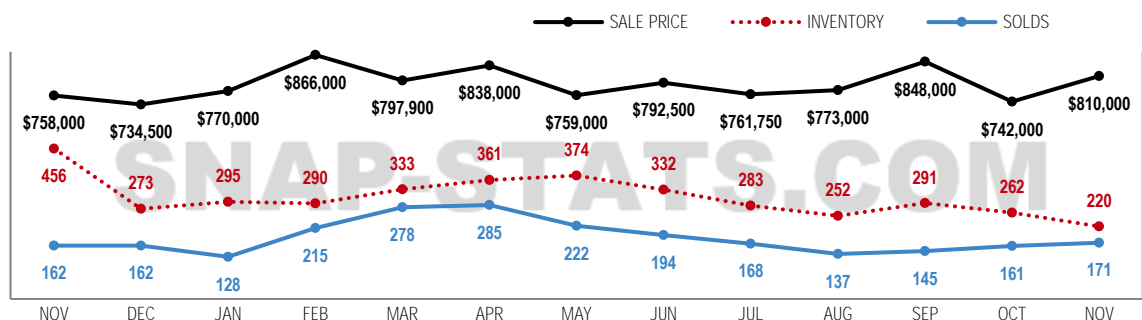
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 78% Sales Ratio average (7.8 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Capilano, Pemberton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn Valley, Lynn timer, 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 - 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	1	0	NA
1,250,001 - 1,500,000	2	0	NA
1,500,001 - 1,750,000	3	2	67%
1,750,001 - 2,000,000	8	3	38%
2,000,001 - 2,250,000	4	1	25%
2,250,001 - 2,500,000	15	6	40%
2,500,001 - 2,750,000	14	10	71%
2,750,001 - 3,000,000	31	1	3%
3,000,001 - 3,500,000	27	6	22%
3,500,001 - 4,000,000	36	3	8%
4,000,001 - 4,500,000	25	6	24%
4,500,001 - 5,000,000	34	3	9%
5,000,001 - 5,500,000	16	0	NA
5,500,001 - 6,000,000	22	0	NA
6,000,001 - 6,500,000	14	0	NA
6,500,001 - 7,000,000	15	0	NA
7,000,001 - 7,500,000	4	0	NA
7,500,001 & Greater	80	1	1%
TOTAL*	351	43	12%

2 Bedrooms & Less	12	3	25%
3 to 4 Bedrooms	146	25	17%
5 to 6 Bedrooms	162	13	8%
7 Bedrooms & More	31	2	6%
TOTAL*	351	43	12%

SnapStats®	October	November	Variance
Inventory	384	351	-9%
Solds	60	43	-28%
Sale Price	\$2,625,000	\$2,728,000	4%
Sale Price SQFT	\$870	\$870	0%
Sale to List Price Ratio	97%	94%	-3%
Days on Market	21	24	14%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	16	1	6%
Ambleside	24	12	50%
Bayridge	11	3	27%
British Properties	64	3	5%
Canterbury	8	0	NA
Caulfield	17	3	18%
Cedardale	3	0	NA
Chartwell	34	0	NA
Chelsea Park	2	0	NA
Cypress	6	0	NA
Cypress Park Estates	9	0	NA
Deer Ridge	0	0	NA
Dundarave	23	4	17%
Eagle Harbour	6	3	50%
Eagleridge	4	1	25%
Furry Creek	4	1	25%
Gleneagles	4	1	25%
Glenmore	14	1	7%
Horseshoe Bay	3	2	67%
Howe Sound	3	0	NA
Lions Bay	8	0	NA
Olde Caulfield	7	0	NA
Panorama Village	1	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	22	2	9%
Rockridge	3	1	33%
Sandy Cove	0	1	NA*
Sentinel Hill	16	1	6%
Upper Caulfield	3	1	33%
West Bay	8	1	13%
Westhill	10	0	NA
Westmount	12	1	8%
Whitby Estates	3	0	NA
Whytecliff	1	0	NA
TOTAL*	351	43	12%

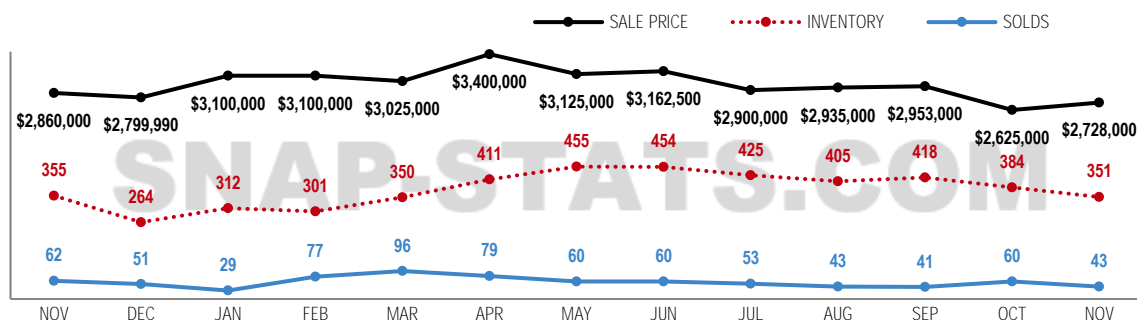
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 71% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Altamont, British Properties, Sentinel Hill and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside 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	0	1	NA*
400,001 – 500,000	3	1	33%
500,001 – 600,000	3	2	67%
600,001 – 700,000	2	0	NA
700,001 – 800,000	6	1	17%
800,001 – 900,000	6	2	33%
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	4	4	100%
1,250,001 – 1,500,000	5	6	120%*
1,500,001 – 1,750,000	6	5	83%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	1	2	200%*
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	1	NA*
3,000,001 – 3,500,000	2	1	50%
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	1	100%
5,000,001 & Greater	4	1	25%
TOTAL*	57	29	51%

0 to 1 Bedroom	17	9	53%
2 Bedrooms	31	11	35%
3 Bedrooms	8	8	100%
4 Bedrooms & Greater	1	1	100%
TOTAL*	57	29	51%

SnapStats®	October	November	Variance
Inventory	63	57	-10%
Solds	24	29	21%
Sale Price	\$1,182,000	\$1,350,000	14%
Sale Price SQFT	\$910	\$1,084	19%
Sale to List Price Ratio	100%	96%	-4%
Days on Market	26	15	-42%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	20	8	40%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	2	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	0	1	NA*
Deer Ridge	0	0	NA
Dundarave	17	8	47%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	0	0	NA
Howe Sound	0	1	NA*
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	4	5	125%*
Park Royal	10	3	30%
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	1	NA*
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	3	2	67%
Whytecliff	0	0	NA
TOTAL*	57	29	51%

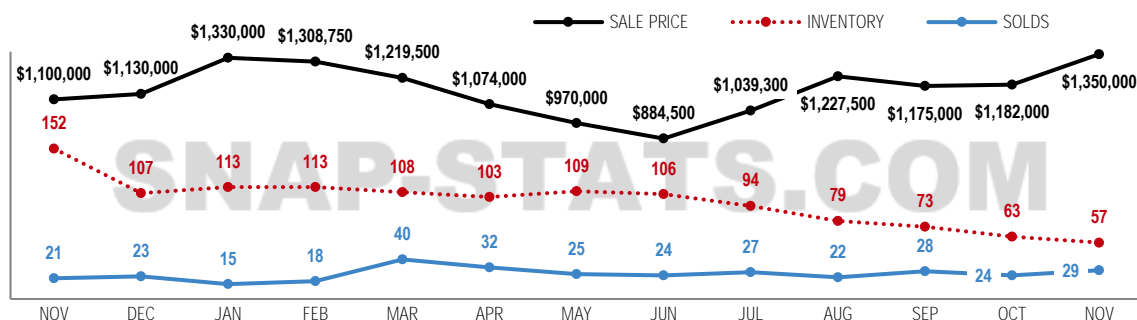
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 51% Sales Ratio average (5.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** Insufficient data but with 6 sales price band of \$1.25 mil to \$1.5 mil
- Buyers Best Bet** Homes in Park Royal and 2 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave 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 - 800,000	3	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	1	100%
1,250,001 - 1,500,000	10	11	110%*
1,500,001 - 1,750,000	25	24	96%
1,750,001 - 2,000,000	63	27	43%
2,000,001 - 2,250,000	31	15	48%
2,250,001 - 2,500,000	34	12	35%
2,500,001 - 2,750,000	41	16	39%
2,750,001 - 3,000,000	49	6	12%
3,000,001 - 3,500,000	39	14	36%
3,500,001 - 4,000,000	32	3	9%
4,000,001 - 4,500,000	10	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 - 5,500,000	7	0	NA
5,500,001 - 6,000,000	3	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	2	0	NA
TOTAL*	360	129	36%

2 Bedrooms & Less	12	3	25%
3 to 4 Bedrooms	113	47	42%
5 to 6 Bedrooms	210	75	36%
7 Bedrooms & More	25	4	16%
TOTAL*	360	129	36%

SnapStats®	October	November	Variance
Inventory	426	360	-15%
Solds	115	129	12%
Sale Price	\$1,809,088	\$2,075,000	15%
Sale Price SQFT	\$700	\$718	3%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	13	13	0%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	10	4	40%
Bridgeport	7	1	14%
Brighthouse	7	1	14%
Brighthouse South	0	0	NA
Broadmoor	34	10	29%
East Cambie	6	2	33%
East Richmond	8	1	13%
Garden City	16	6	38%
Gilmore	1	0	NA
Granville	40	5	13%
Hamilton	9	4	44%
Ironwood	14	1	7%
Lackner	12	8	67%
McLennan	7	1	14%
McLennan North	4	2	50%
McNair	18	7	39%
Quilchena	21	3	14%
Riverdale	21	8	38%
Saunders	16	9	56%
Sea Island	2	0	NA
Seafair	20	9	45%
South Arm	13	9	69%
Steveston North	24	14	58%
Steveston South	3	3	100%
Steveston Village	3	1	33%
Terra Nova	6	8	133%*
West Cambie	13	4	31%
Westwind	5	2	40%
Woodwards	20	6	30%
TOTAL*	360	129	36%

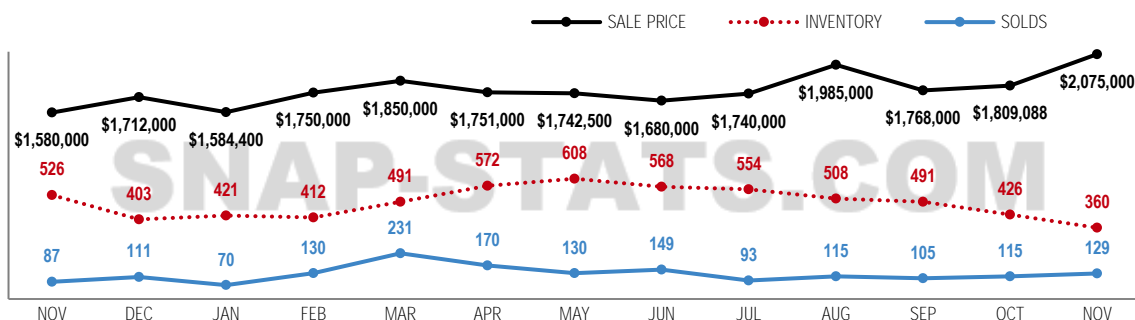
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, East Richmond, Granville, Ironwood, Quilchena and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Lackner, South Arm, Terra Nova and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	26	2	8%
300,001 – 400,000	16	16	100%
400,001 – 500,000	51	23	45%
500,001 – 600,000	72	64	89%
600,001 – 700,000	85	65	76%
700,001 – 800,000	68	39	57%
800,001 – 900,000	52	44	85%
900,001 – 1,000,000	55	26	47%
1,000,001 – 1,250,000	51	34	67%
1,250,001 – 1,500,000	48	28	58%
1,500,001 – 1,750,000	18	2	11%
1,750,001 – 2,000,000	8	2	25%
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	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*	557	345	62%

0 to 1 Bedroom	104	75	72%
2 Bedrooms	291	149	51%
3 Bedrooms	128	105	82%
4 Bedrooms & Greater	34	16	47%
TOTAL*	557	345	62%

SnapStats®	October	November	Variance
Inventory	634	557	-12%
Solds	356	345	-3%
Sale Price	\$705,000	\$718,000	2%
Sale Price SQFT	\$729	\$734	1%
Sale to List Price Ratio	101%	103%	2%
Days on Market	11	10	-9%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	4	9	225%*
Bridgeport	13	7	54%
Brighthouse	217	99	46%
Brighthouse South	40	44	110%*
Broadmoor	7	1	14%
East Cambie	1	5	500%*
East Richmond	0	1	NA*
Garden City	1	0	NA
Gilmore	0	0	NA
Granville	15	2	13%
Hamilton	31	22	71%
Ironwood	11	3	27%
Lackner	0	1	NA*
McLennan	0	33	NA*
McLennan North	33	0	NA
McNair	0	2	NA*
Quilchena	8	12	150%*
Riverdale	7	8	114%*
Saunders	4	1	25%
Sea Island	0	0	NA
Seafair	1	0	NA
South Arm	21	12	57%
Steveston North	1	2	200%*
Steveston South	11	9	82%
Steveston Village	5	4	80%
Terra Nova	5	6	120%*
West Cambie	112	61	54%
Westwind	1	0	NA
Woodwards	8	1	13%
TOTAL*	557	345	62%

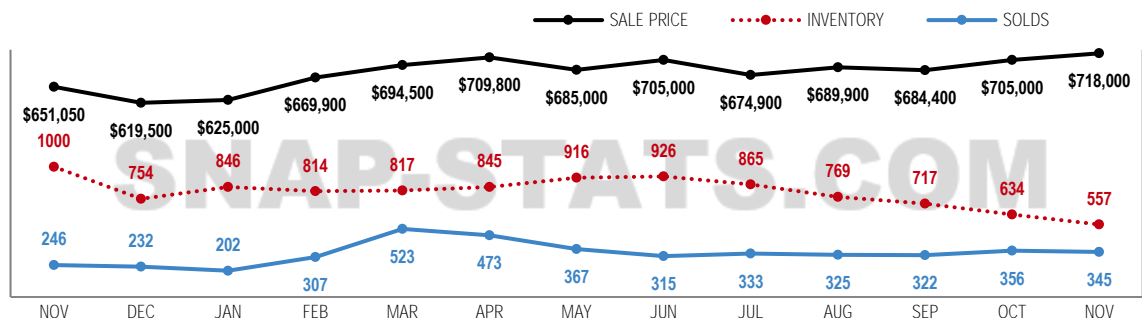
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 62% Sales Ratio average (6.2 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$300,000 to \$400,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$0 to \$300,000, Granville, Woodward and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Brighthouse South, Quilchena, Riverdale and 3 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	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	3	NA*
1,250,001 - 1,500,000	10	13	130%*
1,500,001 - 1,750,000	10	4	40%
1,750,001 - 2,000,000	13	3	23%
2,000,001 - 2,250,000	2	1	50%
2,250,001 - 2,500,000	3	1	33%
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	4	0	NA
3,000,001 - 3,500,000	2	1	50%
3,500,001 - 4,000,000	4	0	NA
4,000,001 - 4,500,000	4	1	25%
4,500,001 - 5,000,000	2	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	1	0	NA
TOTAL*	55	27	49%
2 Bedrooms & Less	3	3	100%
3 to 4 Bedrooms	30	18	60%
5 to 6 Bedrooms	18	5	28%
7 Bedrooms & More	4	1	25%
TOTAL*	55	27	49%

SnapStats®	October	November	Variance
Inventory	71	55	-23%
Solds	31	27	-13%
Sale Price	\$1,469,900	\$1,399,000	-5%
Sale Price SQFT	\$606	\$550	-9%
Sale to List Price Ratio	98%	100%	2%
Days on Market	17	22	29%

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

Community DETACHED HOUSES

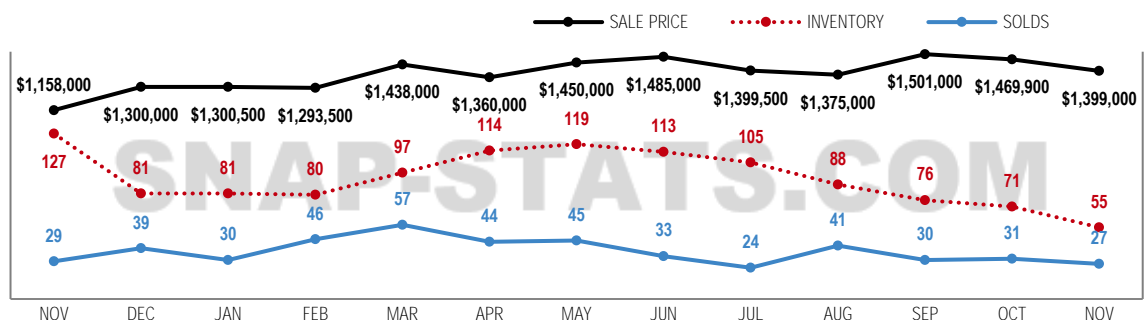
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	2	0	NA
Boundary Beach	5	4	80%
Cliff Drive	5	5	100%
English Bluff	10	3	30%
Pebble Hill	13	9	69%
Tsawwassen Central	9	4	44%
Tsawwassen East	5	0	NA
Tsawwassen North	6	2	33%
TOTAL*	55	27	49%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 49% Sales Ratio average (4.9 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, English Bluff and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Pebble Hill and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	4	200%*
500,001 – 600,000	4	3	75%
600,001 – 700,000	6	4	67%
700,001 – 800,000	4	3	75%
800,001 – 900,000	4	4	100%
900,001 – 1,000,000	4	5	125%*
1,000,001 – 1,250,000	1	1	100%
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*	25	25	100%

0 to 1 Bedroom	2	5	250%*
2 Bedrooms	11	11	100%
3 Bedrooms	10	9	90%
4 Bedrooms & Greater	2	0	NA
TOTAL*	25	25	100%

SnapStats®	October	November	Variance
Inventory	32	25	-22%
Solds	31	25	-19%
Sale Price	\$718,000	\$718,000	0%
Sale Price SQFT	\$525	\$561	7%
Sale to List Price Ratio	100%	100%	0%
Days on Market	10	19	90%

*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

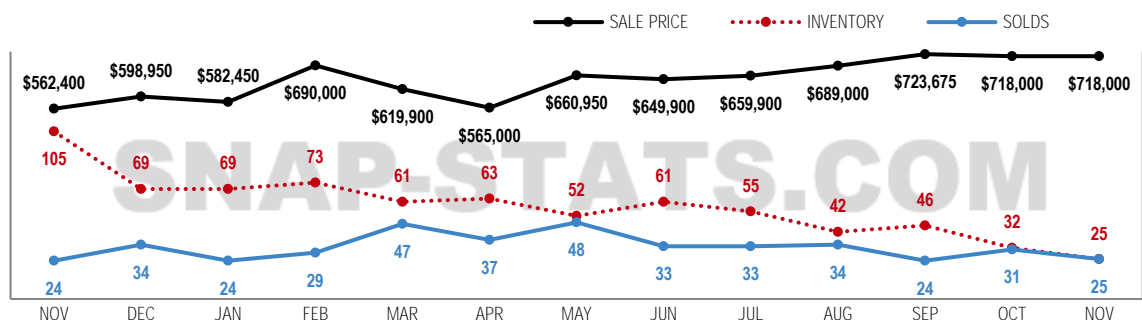
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	2	3	150%*
Boundary Beach	1	5	500%*
Cliff Drive	5	4	80%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	6	6	100%
Tsawwassen East	0	2	NA*
Tsawwassen North	11	5	45%
TOTAL*	25	25	100%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 100% Sales Ratio average (10 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 \$900,000 to \$1 mil
- Buyers Best Bet** Insufficient data but homes with 3 bedrooms
- 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 - 800,000	3	1	33%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	5	3	60%
1,250,001 - 1,500,000	0	9	NA*
1,500,001 - 1,750,000	6	9	150%*
1,750,001 - 2,000,000	3	1	33%
2,000,001 - 2,250,000	2	1	50%
2,250,001 - 2,500,000	0	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	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 - 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*	26	24	92%

2 Bedrooms & Less	6	3	50%
3 to 4 Bedrooms	12	14	117%*
5 to 6 Bedrooms	7	7	100%
7 Bedrooms & More	1	0	NA
TOTAL*	26	24	92%

SnapStats®	October	November	Variance
Inventory	32	26	-19%
Solds	20	24	20%
Sale Price	\$1,382,500	\$1,484,000	7%
Sale Price SQFT	\$671	\$668	0%
Sale to List Price Ratio	103%	104%	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 DETACHED HOUSES

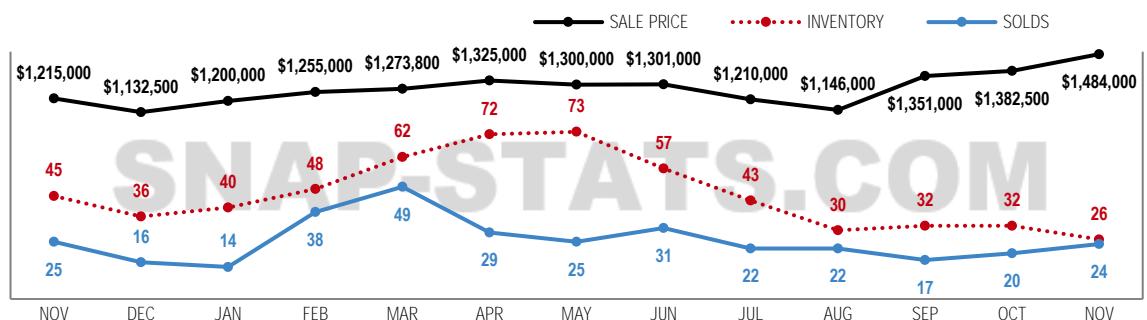
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	1	25%
East Delta	0	0	NA
Hawthorne	7	8	114%*
Holly	5	3	60%
Ladner Elementary	4	4	100%
Ladner Rural	0	1	NA*
Neilsen Grove	2	5	250%*
Port Guichon	3	2	67%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	26	24	92%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 92% Sales Ratio average (9.2 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Insufficient data
- 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	1	1	100%
400,001 – 500,000	1	2	200%*
500,001 – 600,000	5	3	60%
600,001 – 700,000	2	2	100%
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	0	2	NA*
1,000,001 – 1,250,000	1	2	200%*
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*	12	13	108%*

0 to 1 Bedroom	1	3	300%*
2 Bedrooms	7	4	57%
3 Bedrooms	3	4	133%*
4 Bedrooms & Greater	1	2	200%*
TOTAL*	12	13	108%*

SnapStats®	October	November	Variance
Inventory	16	12	-25%
Solds	18	13	-28%
Sale Price	\$591,500	\$650,000	10%
Sale Price SQFT	\$501	\$477	-5%
Sale to List Price Ratio	100%	109%	9%
Days on Market	10	10	0%

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

Community CONDOS & TOWNHOMES

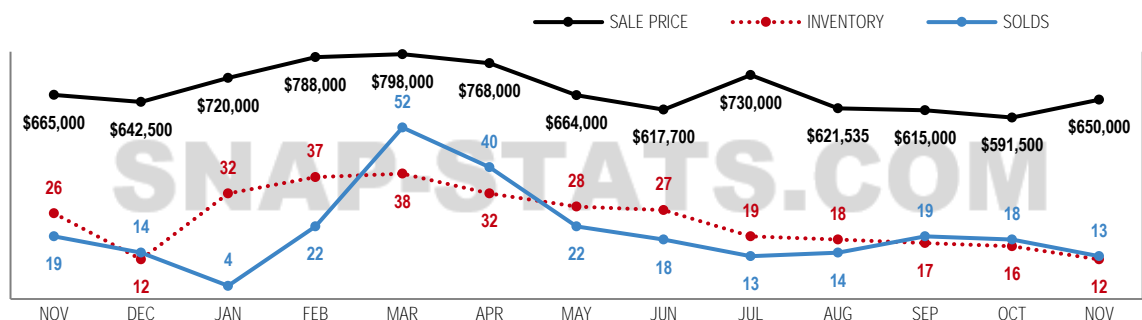
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	1	6	600%*
East Delta	0	0	NA
Hawthorne	3	1	33%
Holly	0	1	NA*
Ladner Elementary	5	3	60%
Ladner Rural	0	0	NA
Neilsen Grove	3	2	67%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	12	13	108%*

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 108% Sales Ratio average (10.8 in 10 homes selling rate)
- Homes are selling on average 9% above list price
- Most Active Price Band** Insufficient data
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data

**With minimum inventory of 10 in most instances

13 Month Market Trend



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