

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

Compliments of:
SnapStats Publishing

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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 1 | 1 | 100% |
| 300,001 – 400,000 | 2 | 2 | 100% |
| 400,001 – 500,000 | 8 | 5 | 63% |
| 500,001 – 600,000 | 30 | 24 | 80% |
| 600,001 – 700,000 | 65 | 20 | 31% |
| 700,001 – 800,000 | 44 | 31 | 70% |
| 800,001 – 900,000 | 39 | 27 | 69% |
| 900,001 – 1,000,000 | 38 | 18 | 47% |
| 1,000,001 – 1,250,000 | 59 | 21 | 36% |
| 1,250,001 – 1,500,000 | 56 | 13 | 23% |
| 1,500,001 – 1,750,000 | 48 | 9 | 19% |
| 1,750,001 – 2,000,000 | 46 | 5 | 11% |
| 2,000,001 – 2,250,000 | 21 | 5 | 24% |
| 2,250,001 – 2,500,000 | 20 | 3 | 15% |
| 2,500,001 – 2,750,000 | 19 | 2 | 11% |
| 2,750,001 – 3,000,000 | 16 | 2 | 13% |
| 3,000,001 – 3,500,000 | 26 | 0 | NA |
| 3,500,001 – 4,000,000 | 18 | 1 | 6% |
| 4,000,001 – 4,500,000 | 10 | 0 | NA |
| 4,500,001 – 5,000,000 | 16 | 0 | NA |
| 5,000,001 & Greater | 49 | 1 | 2% |
| TOTAL* | 631 | 190 | 30% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 217 | 94 | 43% |
| 2 Bedrooms | 304 | 88 | 29% |
| 3 Bedrooms | 100 | 7 | 7% |
| 4 Bedrooms & Greater | 10 | 1 | 10% |
| TOTAL* | 631 | 190 | 30% |

| SnapStats® | December | January | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 555 | 631 | 14% |
| Solds | 185 | 190 | 3% |
| Sale Price | \$797,000 | \$834,500 | 5% |
| Sale Price SQFT | \$1,061 | \$1,098 | 3% |
| Sale to List Price Ratio | 100% | 98% | -2% |
| Days on Market | 19 | 14 | -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.

Community CONDOS & TOWNHOMES

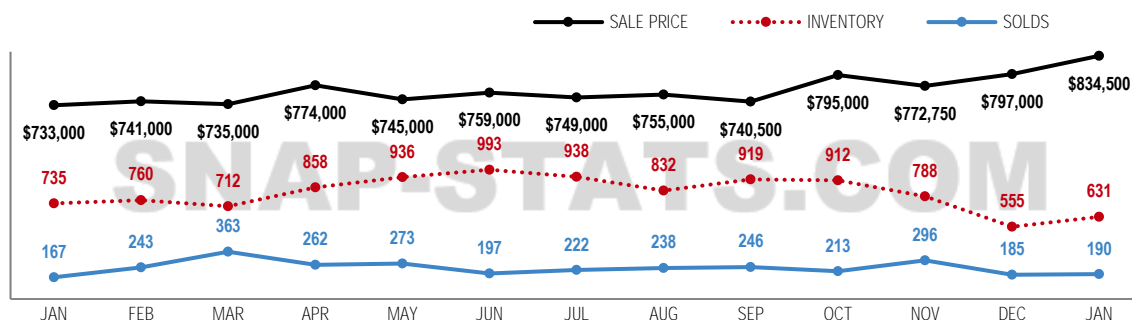
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 101 | 17 | 17% |
| Downtown | 230 | 78 | 34% |
| Westend | 147 | 35 | 24% |
| Yaletown | 153 | 60 | 39% |
| TOTAL* | 631 | 190 | 30% |

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN 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 80% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Yaletown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 - 800,000 | 0 | 0 | NA |
| 800,001 - 900,000 | 0 | 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 | 0 | NA |
| 1,750,001 - 2,000,000 | 4 | 1 | 25% |
| 2,000,001 - 2,250,000 | 3 | 2 | 67% |
| 2,250,001 - 2,500,000 | 8 | 4 | 50% |
| 2,500,001 - 2,750,000 | 11 | 11 | 100% |
| 2,750,001 - 3,000,000 | 28 | 9 | 32% |
| 3,000,001 - 3,500,000 | 43 | 10 | 23% |
| 3,500,001 - 4,000,000 | 56 | 8 | 14% |
| 4,000,001 - 4,500,000 | 48 | 4 | 8% |
| 4,500,001 - 5,000,000 | 47 | 4 | 9% |
| 5,000,001 - 5,500,000 | 36 | 1 | 3% |
| 5,500,001 - 6,000,000 | 37 | 3 | 8% |
| 6,000,001 - 6,500,000 | 21 | 2 | 10% |
| 6,500,001 - 7,000,000 | 28 | 0 | NA |
| 7,000,001 - 7,500,000 | 16 | 0 | NA |
| 7,500,001 & Greater | 112 | 4 | 4% |
| TOTAL* | 500 | 63 | 13% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 20 | 4 | 20% |
| 3 to 4 Bedrooms | 165 | 20 | 12% |
| 5 to 6 Bedrooms | 226 | 33 | 15% |
| 7 Bedrooms & More | 89 | 6 | 7% |
| TOTAL* | 500 | 63 | 13% |

| SnapStats® | December | January | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 455 | 500 | 10% |
| Solds | 79 | 63 | -20% |
| Sale Price | \$3,550,000 | \$3,205,000 | -10% |
| Sale Price SQFT | \$1,196 | \$1,127 | -6% |
| Sale to List Price Ratio | 97% | 97% | 0% |
| Days on Market | 25 | 31 | 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.

Community DETACHED HOUSES

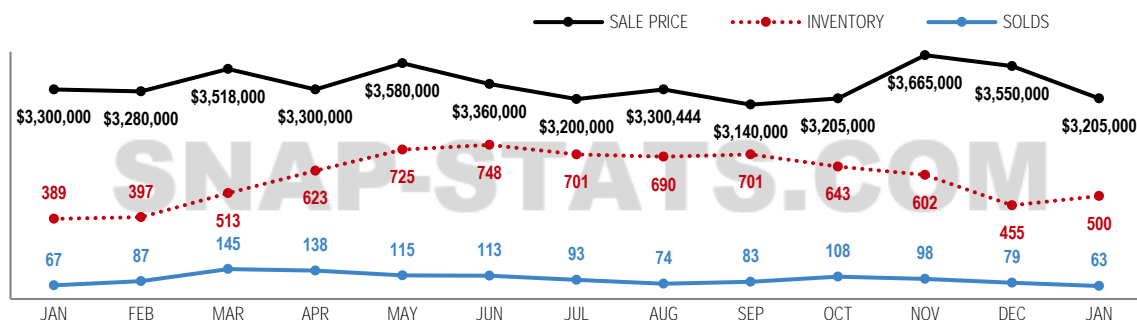
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 16 | 3 | 19% |
| Cambie | 58 | 7 | 12% |
| Dunbar | 60 | 8 | 13% |
| Fairview | 0 | 0 | NA |
| Falsecreek | 0 | 0 | NA |
| Kerrisdale | 15 | 2 | 13% |
| Kitsilano | 24 | 9 | 38% |
| Mackenzie Heights | 15 | 3 | 20% |
| Marpole | 37 | 8 | 22% |
| Mount Pleasant | 6 | 0 | NA |
| Oakridge | 18 | 1 | 6% |
| Point Grey | 57 | 7 | 12% |
| Quilchena | 19 | 3 | 16% |
| SW Marine | 23 | 1 | 4% |
| Shaughnessy | 60 | 2 | 3% |
| South Cambie | 4 | 0 | NA |
| South Granville | 50 | 5 | 10% |
| Southlands | 22 | 4 | 18% |
| University | 16 | 0 | NA |
| TOTAL* | 500 | 63 | 13% |

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$5 mil to \$5.5 mil, Oakridge, SW Marine, Shaughnessy and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano 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 | 2 | 1 | 50% |
| 400,001 – 500,000 | 6 | 2 | 33% |
| 500,001 – 600,000 | 19 | 11 | 58% |
| 600,001 – 700,000 | 28 | 26 | 93% |
| 700,001 – 800,000 | 40 | 15 | 38% |
| 800,001 – 900,000 | 47 | 26 | 55% |
| 900,001 – 1,000,000 | 41 | 11 | 27% |
| 1,000,001 – 1,250,000 | 70 | 33 | 47% |
| 1,250,001 – 1,500,000 | 79 | 22 | 28% |
| 1,500,001 – 1,750,000 | 54 | 21 | 39% |
| 1,750,001 – 2,000,000 | 61 | 8 | 13% |
| 2,000,001 – 2,250,000 | 24 | 4 | 17% |
| 2,250,001 – 2,500,000 | 29 | 2 | 7% |
| 2,500,001 – 2,750,000 | 5 | 1 | 20% |
| 2,750,001 – 3,000,000 | 15 | 0 | NA |
| 3,000,001 – 3,500,000 | 9 | 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 | 3 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL* | 542 | 183 | 34% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 134 | 67 | 50% |
| 2 Bedrooms | 268 | 84 | 31% |
| 3 Bedrooms | 122 | 29 | 24% |
| 4 Bedrooms & Greater | 18 | 3 | 17% |
| TOTAL* | 542 | 183 | 34% |

| SnapStats® | December | January | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 463 | 542 | 17% |
| Solds | 200 | 183 | -9% |
| Sale Price | \$949,950 | \$995,000 | 5% |
| Sale Price SQFT | \$1,036 | \$1,070 | 3% |
| Sale to List Price Ratio | 100% | 101% | 1% |
| Days on Market | 13 | 13 | 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

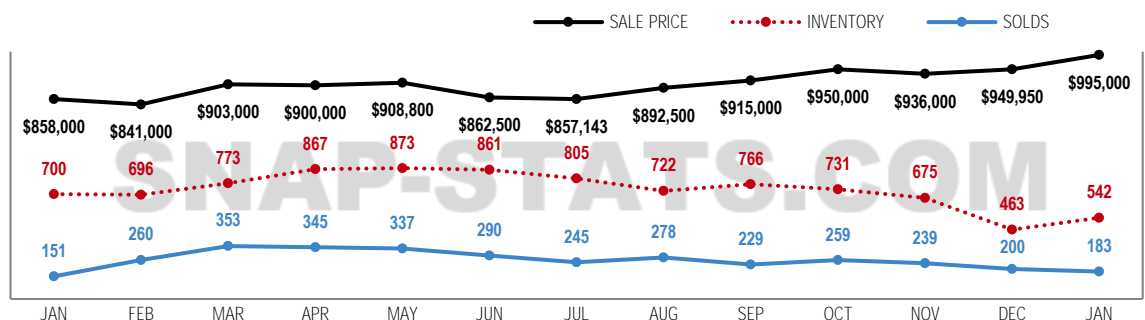
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 1 | 0 | NA |
| Cambie | 102 | 21 | 21% |
| Dunbar | 16 | 1 | 6% |
| Fairview | 39 | 23 | 59% |
| Falsecreek | 69 | 31 | 45% |
| Kerrisdale | 20 | 3 | 15% |
| Kitsilano | 35 | 26 | 74% |
| Mackenzie Heights | 0 | 1 | NA* |
| Marpole | 56 | 26 | 46% |
| Mount Pleasant | 5 | 3 | 60% |
| Oakridge | 29 | 7 | 24% |
| Point Grey | 9 | 1 | 11% |
| Quilchena | 11 | 7 | 64% |
| SW Marine | 11 | 5 | 45% |
| Shaughnessy | 5 | 1 | 20% |
| South Cambie | 17 | 3 | 18% |
| South Granville | 22 | 9 | 41% |
| Southlands | 0 | 0 | NA |
| University | 95 | 15 | 16% |
| TOTAL* | 542 | 183 | 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 1% above list price
- Most Active Price Band** \$600,000 to \$700,000 with average 93% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Dunbar and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano 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 | 1 | 0 | NA |
| 1,000,001 - 1,250,000 | 2 | 0 | NA |
| 1,250,001 - 1,500,000 | 10 | 2 | 20% |
| 1,500,001 - 1,750,000 | 22 | 8 | 36% |
| 1,750,001 - 2,000,000 | 60 | 18 | 30% |
| 2,000,001 - 2,250,000 | 40 | 16 | 40% |
| 2,250,001 - 2,500,000 | 52 | 9 | 17% |
| 2,500,001 - 2,750,000 | 18 | 6 | 33% |
| 2,750,001 - 3,000,000 | 62 | 2 | 3% |
| 3,000,001 - 3,500,000 | 45 | 4 | 9% |
| 3,500,001 - 4,000,000 | 10 | 0 | NA |
| 4,000,001 - 4,500,000 | 5 | 0 | NA |
| 4,500,001 - 5,000,000 | 5 | 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 | 2 | 0 | NA |
| 7,000,001 - 7,500,000 | 0 | 0 | NA |
| 7,500,001 & Greater | 0 | 0 | NA |
| TOTAL* | 334 | 65 | 19% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 26 | 4 | 15% |
| 3 to 4 Bedrooms | 119 | 24 | 20% |
| 5 to 6 Bedrooms | 139 | 25 | 18% |
| 7 Bedrooms & More | 50 | 12 | 24% |
| TOTAL* | 334 | 65 | 19% |

| SnapStats® | December | January | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 290 | 334 | 15% |
| Solds | 93 | 65 | -30% |
| Sale Price | \$1,850,000 | \$2,100,000 | 14% |
| Sale Price SQFT | \$793 | \$912 | 15% |
| Sale to List Price Ratio | 104% | 105% | 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

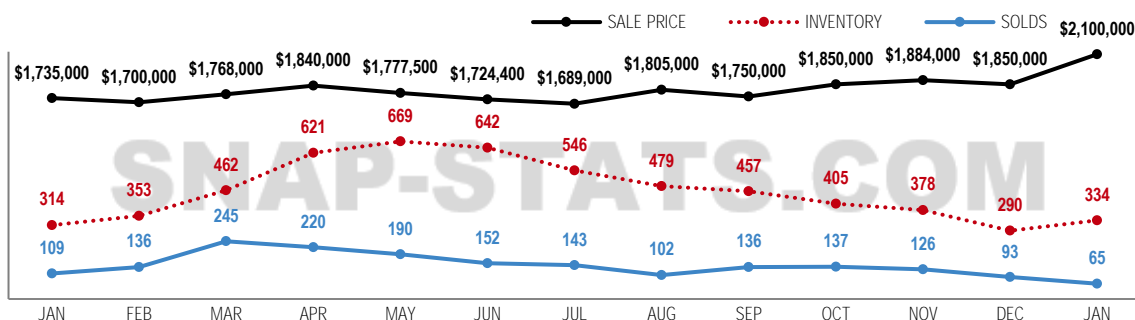
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 2 | 0 | NA |
| Collingwood | 68 | 4 | 6% |
| Downtown | 0 | 0 | NA |
| Fraser | 17 | 2 | 12% |
| Fraserview | 12 | 5 | 42% |
| Grandview Woodland | 45 | 6 | 13% |
| Hastings | 10 | 0 | NA |
| Hastings Sunrise | 7 | 5 | 71% |
| Killarney | 25 | 5 | 20% |
| Knight | 27 | 8 | 30% |
| Main | 16 | 1 | 6% |
| Mount Pleasant | 6 | 3 | 50% |
| Renfrew Heights | 25 | 3 | 12% |
| Renfrew | 29 | 9 | 31% |
| South Marine | 2 | 1 | 50% |
| South Vancouver | 21 | 12 | 57% |
| Strathcona | 2 | 0 | NA |
| Victoria | 20 | 1 | 5% |
| TOTAL* | 334 | 65 | 19% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Collingwood, Main, Victoria and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hastings Sunrise and minimum 7 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 | 3 | 0 | NA |
| 300,001 – 400,000 | 11 | 2 | 18% |
| 400,001 – 500,000 | 15 | 15 | 100% |
| 500,001 – 600,000 | 37 | 27 | 73% |
| 600,001 – 700,000 | 53 | 33 | 62% |
| 700,001 – 800,000 | 19 | 26 | 137%* |
| 800,001 – 900,000 | 48 | 23 | 48% |
| 900,001 – 1,000,000 | 33 | 22 | 67% |
| 1,000,001 – 1,250,000 | 46 | 8 | 17% |
| 1,250,001 – 1,500,000 | 22 | 7 | 32% |
| 1,500,001 – 1,750,000 | 15 | 1 | 7% |
| 1,750,001 – 2,000,000 | 3 | 1 | 33% |
| 2,000,001 – 2,250,000 | 1 | 0 | NA |
| 2,250,001 – 2,500,000 | 3 | 1 | 33% |
| 2,500,001 – 2,750,000 | 0 | 1 | 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 | 3 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 2 | 0 | NA |
| TOTAL* | 316 | 167 | 53% |

| | | | |
|----------------------|-----|-----|-------|
| 0 to 1 Bedroom | 104 | 69 | 66% |
| 2 Bedrooms | 145 | 73 | 50% |
| 3 Bedrooms | 60 | 17 | 28% |
| 4 Bedrooms & Greater | 7 | 8 | 114%* |
| TOTAL* | 316 | 167 | 53% |

| SnapStats® | December | January | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 274 | 316 | 15% |
| Solds | 183 | 167 | -9% |
| Sale Price | \$668,000 | \$730,000 | 9% |
| Sale Price SQFT | \$826 | \$923 | 12% |
| Sale to List Price Ratio | 98% | 100% | 2% |
| Days on Market | 12 | 16 | 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

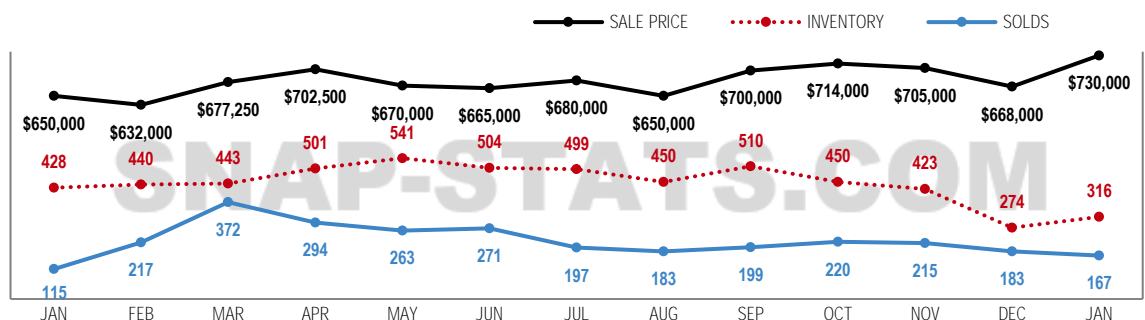
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 3 | 5 | 167%* |
| Collingwood | 66 | 36 | 55% |
| Downtown | 24 | 15 | 63% |
| Fraser | 11 | 6 | 55% |
| Fraserview | 1 | 0 | NA |
| Grandview Woodland | 21 | 7 | 33% |
| Hastings | 9 | 18 | 200%* |
| Hastings Sunrise | 0 | 1 | NA* |
| Killarney | 4 | 4 | 100% |
| Knight | 4 | 7 | 175%* |
| Main | 3 | 1 | 33% |
| Mount Pleasant | 62 | 30 | 48% |
| Renfrew Heights | 9 | 1 | 11% |
| Renfrew | 6 | 3 | 50% |
| South Marine | 51 | 18 | 35% |
| South Vancouver | 30 | 1 | 3% |
| Strathcona | 5 | 8 | 160%* |
| Victoria | 7 | 6 | 86% |
| TOTAL* | 316 | 167 | 53% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$700,000 to \$800,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Renfrew Heights, South Vancouver and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hastings, Strathcona 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 | 2 | 0 | NA |
| 800,001 - 900,000 | 0 | 0 | NA |
| 900,001 - 1,000,000 | 0 | 0 | NA |
| 1,000,001 - 1,250,000 | 1 | 0 | NA |
| 1,250,001 - 1,500,000 | 3 | 2 | 67% |
| 1,500,001 - 1,750,000 | 5 | 3 | 60% |
| 1,750,001 - 2,000,000 | 14 | 7 | 50% |
| 2,000,001 - 2,250,000 | 9 | 8 | 89% |
| 2,250,001 - 2,500,000 | 8 | 6 | 75% |
| 2,500,001 - 2,750,000 | 8 | 2 | 25% |
| 2,750,001 - 3,000,000 | 12 | 1 | 8% |
| 3,000,001 - 3,500,000 | 13 | 3 | 23% |
| 3,500,001 - 4,000,000 | 9 | 1 | 11% |
| 4,000,001 - 4,500,000 | 3 | 2 | 67% |
| 4,500,001 - 5,000,000 | 2 | 2 | 100% |
| 5,000,001 - 5,500,000 | 1 | 0 | NA |
| 5,500,001 - 6,000,000 | 2 | 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* | 94 | 37 | 39% |

| | | | |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 7 | 4 | 57% |
| 3 to 4 Bedrooms | 42 | 14 | 33% |
| 5 to 6 Bedrooms | 31 | 18 | 58% |
| 7 Bedrooms & More | 14 | 1 | 7% |
| TOTAL* | 94 | 37 | 39% |

| SnapStats® | December | January | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 76 | 94 | 24% |
| Solds | 55 | 37 | -33% |
| Sale Price | \$2,198,000 | \$2,250,000 | 2% |
| Sale Price SQFT | \$826 | \$831 | 1% |
| Sale to List Price Ratio | 107% | 103% | -4% |
| Days on Market | 6 | 8 | 33% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 1 | 1 | 100% |
| Boulevard | 4 | 0 | NA |
| Braemar | 1 | 0 | NA |
| Calverhall | 4 | 1 | 25% |
| Canyon Heights | 9 | 4 | 44% |
| Capilano | 0 | 0 | NA |
| Central Lonsdale | 8 | 3 | 38% |
| Deep Cove | 2 | 1 | 50% |
| Delbrook | 1 | 0 | NA |
| Dollarton | 4 | 4 | 100% |
| Edgemont | 2 | 5 | 250%* |
| Forest Hills | 5 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Harbourside | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 0 | 1 | NA* |
| Lower Lonsdale | 6 | 1 | 17% |
| Lynn Valley | 6 | 4 | 67% |
| Lynn timer | 4 | 1 | 25% |
| Mosquito Creek | 0 | 0 | NA |
| Norqate | 2 | 0 | NA |
| Northlands | 2 | 0 | NA |
| Pemberton Heights | 4 | 0 | NA |
| Pemberton | 2 | 1 | 50% |
| Princess Park | 1 | 1 | 100% |
| Queensbury | 4 | 1 | 25% |
| Roche Point | 1 | 0 | NA |
| Seymour | 3 | 1 | 33% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 6 | 1 | 17% |
| Upper Lonsdale | 7 | 4 | 57% |
| Westlynn | 3 | 1 | 33% |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 2 | 1 | 50% |
| TOTAL* | 94 | 37 | 39% |

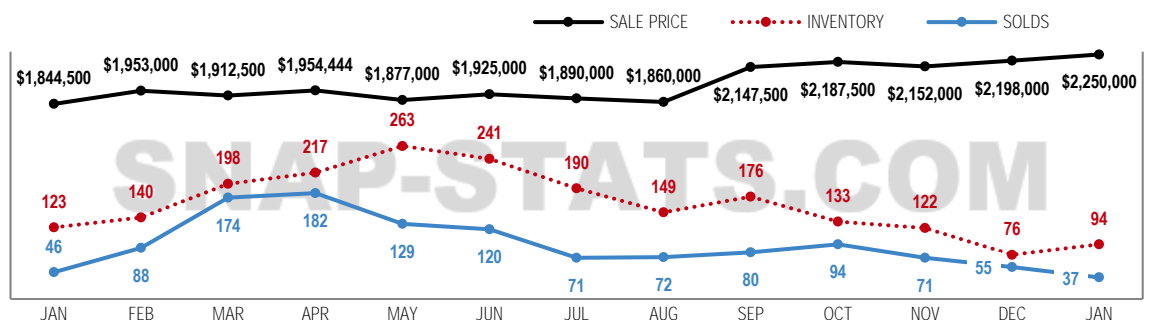
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 39% Sales Ratio average (3.9 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 89% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Central Lonsdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Canyon Heights and 5 to 6 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 | 5 | 5 | 100% |
| 500,001 – 600,000 | 6 | 10 | 167%* |
| 600,001 – 700,000 | 22 | 12 | 55% |
| 700,001 – 800,000 | 22 | 16 | 73% |
| 800,001 – 900,000 | 7 | 7 | 100% |
| 900,001 – 1,000,000 | 9 | 15 | 167%* |
| 1,000,001 – 1,250,000 | 27 | 19 | 70% |
| 1,250,001 – 1,500,000 | 28 | 15 | 54% |
| 1,500,001 – 1,750,000 | 14 | 2 | 14% |
| 1,750,001 – 2,000,000 | 10 | 0 | NA |
| 2,000,001 – 2,250,000 | 4 | 1 | 25% |
| 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 | 3 | 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* | 163 | 102 | 63% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 44 | 23 | 52% |
| 2 Bedrooms | 86 | 60 | 70% |
| 3 Bedrooms | 27 | 18 | 67% |
| 4 Bedrooms & Greater | 6 | 1 | 17% |
| TOTAL* | 163 | 102 | 63% |

| SnapStats® | December | January | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 115 | 163 | 42% |
| Solds | 137 | 102 | -26% |
| Sale Price | \$859,000 | \$914,450 | 6% |
| Sale Price SQFT | \$914 | \$963 | 5% |
| Sale to List Price Ratio | 102% | 100% | -2% |
| Days on Market | 11 | 7 | -36% |

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 | 10 | 1 | 10% |
| Central Lonsdale | 17 | 24 | 141%* |
| Deep Cove | 0 | 0 | NA |
| Delbrook | 0 | 0 | NA |
| Dollarton | 0 | 0 | NA |
| Edgemont | 2 | 1 | 50% |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 1 | 0 | NA |
| Harbourside | 2 | 4 | 200%* |
| Indian Arm | 0 | 0 | NA |
| Indian River | 2 | 2 | 100% |
| Lower Lonsdale | 33 | 22 | 67% |
| Lynn Valley | 11 | 9 | 82% |
| Lynn timer | 19 | 20 | 105%* |
| Mosquito Creek | 9 | 5 | 56% |
| Norqate | 4 | 1 | 25% |
| Northlands | 2 | 1 | 50% |
| Pemberton Heights | 0 | 1 | NA* |
| Pemberton | 39 | 8 | 21% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 2 | 0 | NA |
| Roche Point | 7 | 3 | 43% |
| Seymour | 0 | 0 | NA |
| Tempe | 1 | 0 | NA |
| Upper Delbrook | 0 | 0 | NA |
| Upper Lonsdale | 2 | 0 | NA |
| Westlynn | 0 | 0 | NA |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 163 | 102 | 63% |

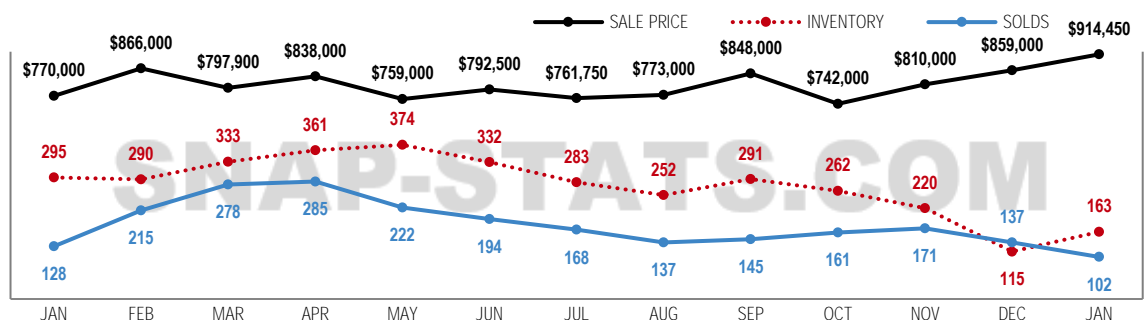
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 63% Sales Ratio average (6.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 / \$900,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Capilano, Pemberton and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn timer 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 | 0 | 0 | NA |
| 800,001 - 900,000 | 0 | 0 | NA |
| 900,001 - 1,000,000 | 0 | 0 | NA |
| 1,000,001 - 1,250,000 | 0 | 0 | NA |
| 1,250,001 - 1,500,000 | 0 | 0 | NA |
| 1,500,001 - 1,750,000 | 1 | 0 | NA |
| 1,750,001 - 2,000,000 | 5 | 2 | 40% |
| 2,000,001 - 2,250,000 | 3 | 3 | 100% |
| 2,250,001 - 2,500,000 | 10 | 2 | 20% |
| 2,500,001 - 2,750,000 | 13 | 4 | 31% |
| 2,750,001 - 3,000,000 | 20 | 3 | 15% |
| 3,000,001 - 3,500,000 | 18 | 4 | 22% |
| 3,500,001 - 4,000,000 | 24 | 5 | 21% |
| 4,000,001 - 4,500,000 | 27 | 1 | 4% |
| 4,500,001 - 5,000,000 | 24 | 3 | 13% |
| 5,000,001 - 5,500,000 | 12 | 0 | NA |
| 5,500,001 - 6,000,000 | 15 | 3 | 20% |
| 6,000,001 - 6,500,000 | 13 | 0 | NA |
| 6,500,001 - 7,000,000 | 13 | 0 | NA |
| 7,000,001 - 7,500,000 | 5 | 0 | NA |
| 7,500,001 & Greater | 63 | 1 | 2% |
| TOTAL* | 266 | 31 | 12% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 7 | 1 | 14% |
| 3 to 4 Bedrooms | 121 | 19 | 16% |
| 5 to 6 Bedrooms | 113 | 8 | 7% |
| 7 Bedrooms & More | 25 | 3 | 12% |
| TOTAL* | 266 | 31 | 12% |

| SnapStats® | December | January | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 244 | 266 | 9% |
| Solds | 40 | 31 | -23% |
| Sale Price | \$3,150,000 | \$3,130,000 | -1% |
| Sale Price SQFT | \$849 | \$818 | -4% |
| Sale to List Price Ratio | 95% | 95% | 0% |
| Days on Market | 43 | 54 | 26% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 11 | 0 | NA |
| Ambleside | 18 | 4 | 22% |
| Bayridge | 11 | 0 | NA |
| British Properties | 54 | 1 | 2% |
| Canterbury | 5 | 2 | 40% |
| Caulfield | 10 | 2 | 20% |
| Cedardale | 5 | 1 | 20% |
| Chartwell | 31 | 0 | NA |
| Chelsea Park | 3 | 0 | NA |
| Cypress | 4 | 1 | 25% |
| Cypress Park Estates | 6 | 2 | 33% |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 12 | 3 | 25% |
| Eagle Harbour | 6 | 2 | 33% |
| Eagleridge | 5 | 0 | NA |
| Furry Creek | 3 | 0 | NA |
| Gleneagles | 5 | 1 | 20% |
| Glenmore | 10 | 2 | 20% |
| Horseshoe Bay | 2 | 0 | NA |
| Howe Sound | 2 | 0 | NA |
| Lions Bay | 5 | 0 | NA |
| Olde Caulfield | 5 | 0 | NA |
| Panorama Village | 1 | 0 | NA |
| Park Royal | 3 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 15 | 3 | 20% |
| Rockridge | 1 | 0 | NA |
| Sandy Cove | 1 | 0 | NA |
| Sentinel Hill | 9 | 4 | 44% |
| Upper Caulfield | 1 | 0 | NA |
| West Bay | 4 | 2 | 50% |
| Westhill | 4 | 0 | NA |
| Westmount | 10 | 1 | 10% |
| Whitby Estates | 3 | 0 | NA |
| Whytecliff | 1 | 0 | NA |
| TOTAL* | 266 | 31 | 12% |

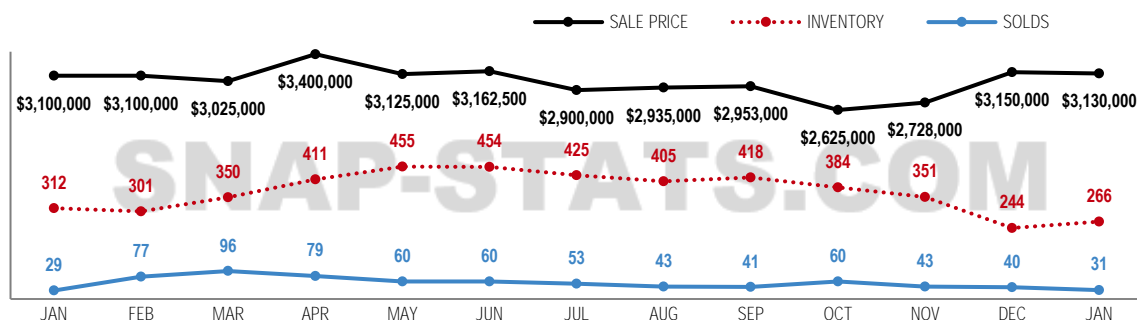
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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 5% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, British Properties, Westmount and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Sentinel 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 | 1 | 0 | NA |
| 500,001 – 600,000 | 2 | 1 | 50% |
| 600,001 – 700,000 | 3 | 1 | 33% |
| 700,001 – 800,000 | 3 | 4 | 133%* |
| 800,001 – 900,000 | 3 | 1 | 33% |
| 900,001 – 1,000,000 | 1 | 0 | NA |
| 1,000,001 – 1,250,000 | 1 | 1 | 100% |
| 1,250,001 – 1,500,000 | 4 | 2 | 50% |
| 1,500,001 – 1,750,000 | 3 | 1 | 33% |
| 1,750,001 – 2,000,000 | 1 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 1 | 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 | 2 | 0 | NA |
| 3,500,001 – 4,000,000 | 5 | 0 | NA |
| 4,000,001 – 4,500,000 | 2 | 2 | 100% |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 4 | 0 | NA |
| TOTAL* | 40 | 14 | 35% |

| | | | |
|----------------------|----|----|-----|
| 0 to 1 Bedroom | 8 | 5 | 63% |
| 2 Bedrooms | 23 | 7 | 30% |
| 3 Bedrooms | 8 | 2 | 25% |
| 4 Bedrooms & Greater | 1 | 0 | NA |
| TOTAL* | 40 | 14 | 35% |

| SnapStats® | December | January | Variance |
|--------------------------|-------------|-----------|----------|
| Inventory | 36 | 40 | 11% |
| Solds | 20 | 14 | -30% |
| Sale Price | \$1,479,000 | \$972,500 | -34% |
| Sale Price SQFT | \$1,297 | \$873 | -33% |
| Sale to List Price Ratio | 97% | 99% | 2% |
| Days on Market | 38 | 7 | -82% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 12 | 7 | 58% |
| Bayridge | 0 | 0 | NA |
| British Properties | 0 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 2 | 1 | 50% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 0 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 2 | 0 | NA |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 11 | 1 | 9% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 0 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 0 | NA |
| Horseshoe Bay | 0 | 0 | NA |
| Howe Sound | 1 | 0 | NA |
| Lions Bay | 0 | 0 | NA |
| Olde Caulfield | 0 | 0 | NA |
| Panorama Village | 1 | 2 | 200%* |
| Park Royal | 8 | 3 | 38% |
| Porteau Cove | 0 | 0 | NA |
| Queens | 0 | 0 | NA |
| Rockridge | 0 | 0 | NA |
| Sandy Cove | 0 | 0 | NA |
| Sentinel Hill | 0 | 0 | NA |
| Upper Caulfield | 0 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 3 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 40 | 14 | 35% |

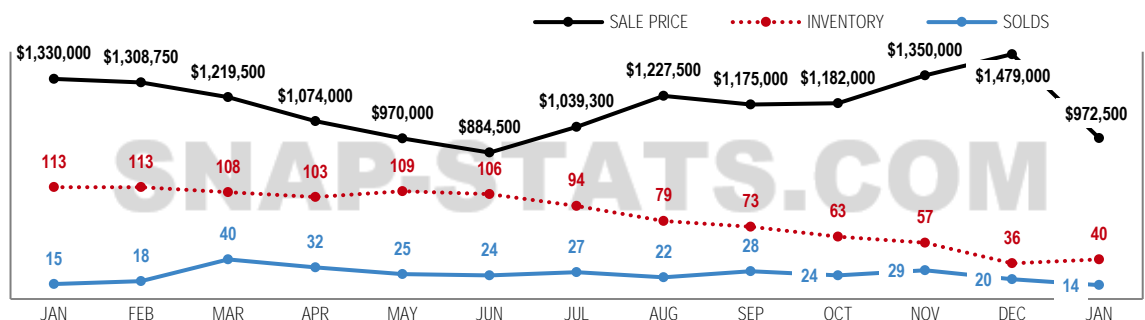
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** Insufficient data but with 4 sales price band of \$700,000 to \$800,000
- Buyers Best Bet** Homes in Dundarave and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside 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 | 1 | 1 | 100% |
| 800,001 - 900,000 | 0 | 0 | NA |
| 900,001 - 1,000,000 | 0 | 0 | NA |
| 1,000,001 - 1,250,000 | 1 | 0 | NA |
| 1,250,001 - 1,500,000 | 5 | 5 | 100% |
| 1,500,001 - 1,750,000 | 18 | 14 | 78% |
| 1,750,001 - 2,000,000 | 25 | 18 | 72% |
| 2,000,001 - 2,250,000 | 30 | 17 | 57% |
| 2,250,001 - 2,500,000 | 26 | 15 | 58% |
| 2,500,001 - 2,750,000 | 19 | 12 | 63% |
| 2,750,001 - 3,000,000 | 40 | 10 | 25% |
| 3,000,001 - 3,500,000 | 31 | 11 | 35% |
| 3,500,001 - 4,000,000 | 24 | 1 | 4% |
| 4,000,001 - 4,500,000 | 8 | 1 | 13% |
| 4,500,001 - 5,000,000 | 9 | 0 | NA |
| 5,000,001 - 5,500,000 | 4 | 0 | NA |
| 5,500,001 - 6,000,000 | 4 | 0 | NA |
| 6,000,001 - 6,500,000 | 1 | 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* | 247 | 105 | 43% |

| | | | |
|-------------------|-----|-----|-----|
| 2 Bedrooms & Less | 13 | 3 | 23% |
| 3 to 4 Bedrooms | 71 | 35 | 49% |
| 5 to 6 Bedrooms | 145 | 58 | 40% |
| 7 Bedrooms & More | 18 | 9 | 50% |
| TOTAL* | 247 | 105 | 43% |

| SnapStats® | December | January | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 240 | 247 | 3% |
| Solds | 92 | 105 | 14% |
| Sale Price | \$2,131,000 | \$2,218,000 | 4% |
| Sale Price SQFT | \$695 | \$793 | 14% |
| Sale to List Price Ratio | 102% | 102% | 0% |
| Days on Market | 23 | 36 | 57% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 3 | 2 | 67% |
| Bridgeport | 3 | 2 | 67% |
| Brighthouse | 4 | 5 | 125%* |
| Brighthouse South | 1 | 0 | NA |
| Broadmoor | 31 | 8 | 26% |
| East Cambie | 4 | 5 | 125%* |
| East Richmond | 7 | 1 | 14% |
| Garden City | 16 | 3 | 19% |
| Gilmore | 0 | 0 | NA |
| Granville | 20 | 11 | 55% |
| Hamilton | 4 | 6 | 150%* |
| Ironwood | 9 | 4 | 44% |
| Lackner | 7 | 7 | 100% |
| McLennan | 3 | 3 | 100% |
| McLennan North | 3 | 1 | 33% |
| McNair | 18 | 4 | 22% |
| Quilchena | 13 | 4 | 31% |
| Riverdale | 17 | 3 | 18% |
| Saunders | 13 | 2 | 15% |
| Sea Island | 4 | 1 | 25% |
| Seafair | 12 | 3 | 25% |
| South Arm | 9 | 3 | 33% |
| Steveston North | 14 | 4 | 29% |
| Steveston South | 3 | 4 | 133%* |
| Steveston Village | 3 | 2 | 67% |
| Terra Nova | 5 | 5 | 100% |
| West Cambie | 5 | 7 | 140%* |
| Westwind | 4 | 0 | NA |
| Woodwards | 12 | 5 | 42% |
| TOTAL* | 247 | 105 | 43% |

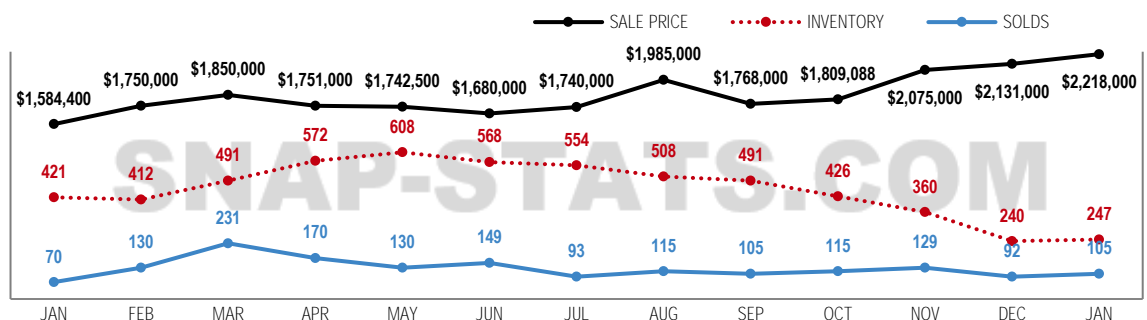
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 43% Sales Ratio average (4.3 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 78% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Garden City, Riverdale, Saunders and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Granville and minimum 7 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 | 20 | 4 | 20% |
| 300,001 – 400,000 | 11 | 4 | 36% |
| 400,001 – 500,000 | 25 | 17 | 68% |
| 500,001 – 600,000 | 38 | 42 | 111%* |
| 600,001 – 700,000 | 63 | 38 | 60% |
| 700,001 – 800,000 | 59 | 36 | 61% |
| 800,001 – 900,000 | 36 | 25 | 69% |
| 900,001 – 1,000,000 | 40 | 15 | 38% |
| 1,000,001 – 1,250,000 | 60 | 26 | 43% |
| 1,250,001 – 1,500,000 | 48 | 19 | 40% |
| 1,500,001 – 1,750,000 | 18 | 2 | 11% |
| 1,750,001 – 2,000,000 | 4 | 3 | 75% |
| 2,000,001 – 2,250,000 | 3 | 0 | NA |
| 2,250,001 – 2,500,000 | 2 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 2 | 0 | NA |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 433 | 231 | 53% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 97 | 55 | 57% |
| 2 Bedrooms | 194 | 113 | 58% |
| 3 Bedrooms | 109 | 40 | 37% |
| 4 Bedrooms & Greater | 33 | 23 | 70% |
| TOTAL* | 433 | 231 | 53% |

| SnapStats® | December | January | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 352 | 433 | 23% |
| Solds | 293 | 231 | -21% |
| Sale Price | \$698,000 | \$722,000 | 3% |
| Sale Price SQFT | \$718 | \$773 | 8% |
| Sale to List Price Ratio | 100% | 103% | 3% |
| Days on Market | 13 | 11 | -15% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 4 | 7 | 175%* |
| Bridgeport | 7 | 4 | 57% |
| Brighthouse | 146 | 76 | 52% |
| Brighthouse South | 27 | 17 | 63% |
| Broadmoor | 3 | 2 | 67% |
| East Cambie | 1 | 1 | 100% |
| East Richmond | 1 | 0 | NA |
| Garden City | 2 | 0 | NA |
| Gilmore | 0 | 0 | NA |
| Granville | 15 | 3 | 20% |
| Hamilton | 11 | 14 | 127%* |
| Ironwood | 11 | 7 | 64% |
| Lackner | 0 | 0 | NA |
| McLennan | 0 | 0 | NA |
| McLennan North | 15 | 22 | 147%* |
| McNair | 0 | 0 | NA |
| Quilchena | 5 | 0 | NA |
| Riverdale | 4 | 8 | 200%* |
| Saunders | 3 | 4 | 133%* |
| Sea Island | 0 | 0 | NA |
| Seafair | 0 | 1 | NA* |
| South Arm | 10 | 4 | 40% |
| Steveston North | 3 | 4 | 133%* |
| Steveston South | 9 | 5 | 56% |
| Steveston Village | 4 | 0 | NA |
| Terra Nova | 2 | 3 | 150%* |
| West Cambie | 146 | 45 | 31% |
| Westwind | 0 | 1 | NA* |
| Woodwards | 4 | 3 | 75% |
| TOTAL* | 433 | 231 | 53% |

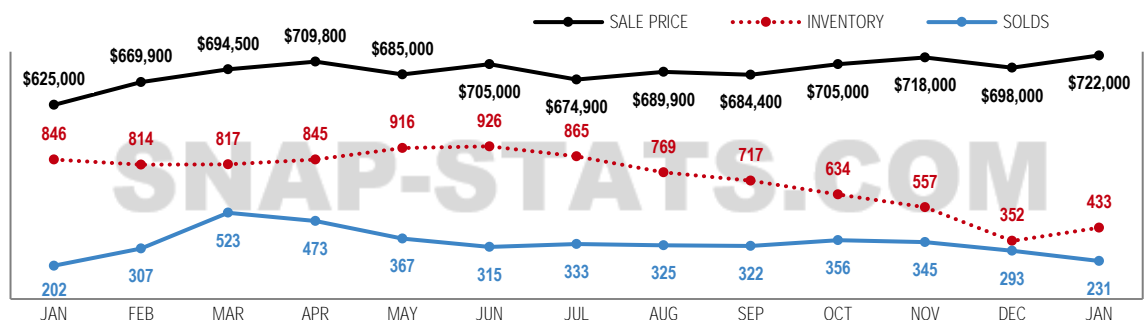
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 53% Sales Ratio average (5.3 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, McLennan North, Riverdale 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 | 0 | 0 | NA |
| 1,250,001 - 1,500,000 | 6 | 5 | 83% |
| 1,500,001 - 1,750,000 | 11 | 9 | 82% |
| 1,750,001 - 2,000,000 | 8 | 7 | 88% |
| 2,000,001 - 2,250,000 | 3 | 2 | 67% |
| 2,250,001 - 2,500,000 | 7 | 0 | NA |
| 2,500,001 - 2,750,000 | 0 | 0 | NA |
| 2,750,001 - 3,000,000 | 4 | 1 | 25% |
| 3,000,001 - 3,500,000 | 0 | 0 | NA |
| 3,500,001 - 4,000,000 | 5 | 0 | NA |
| 4,000,001 - 4,500,000 | 3 | 0 | NA |
| 4,500,001 - 5,000,000 | 1 | 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* | 49 | 24 | 49% |

| | | | |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 2 | 0 | NA |
| 3 to 4 Bedrooms | 30 | 18 | 60% |
| 5 to 6 Bedrooms | 15 | 6 | 40% |
| 7 Bedrooms & More | 2 | 0 | NA |
| TOTAL* | 49 | 24 | 49% |

| SnapStats® | December | January | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 38 | 49 | 29% |
| Solds | 26 | 24 | -8% |
| Sale Price | \$1,610,500 | \$1,696,500 | 5% |
| Sale Price SQFT | \$662 | \$661 | 0% |
| Sale to List Price Ratio | 101% | 102% | 1% |
| Days on Market | 27 | 9 | -67% |

*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

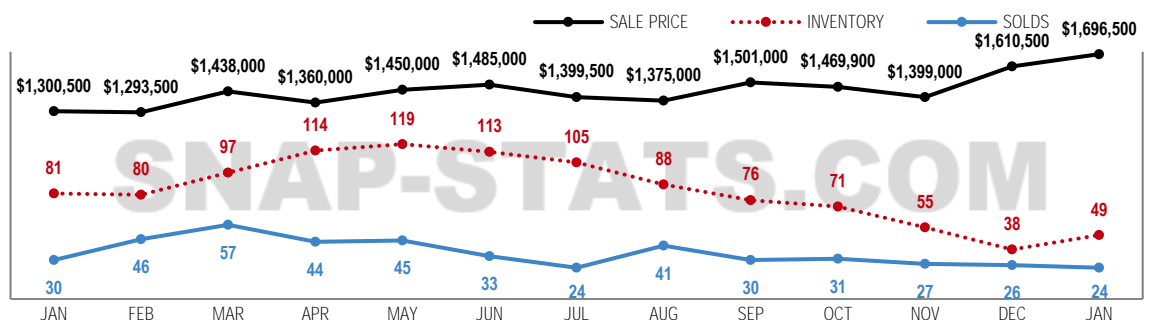
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 5 | 2 | 40% |
| Boundary Beach | 5 | 0 | NA |
| Cliff Drive | 5 | 4 | 80% |
| English Bluff | 9 | 3 | 33% |
| Pebble Hill | 12 | 5 | 42% |
| Tsawwassen Central | 8 | 2 | 25% |
| Tsawwassen East | 2 | 2 | 100% |
| Tsawwassen North | 3 | 6 | 200%* |
| TOTAL* | 49 | 24 | 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 2% above list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 88% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Tsawwassen Central 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 | 1 | 0 | NA |
| 400,001 – 500,000 | 1 | 3 | 300%* |
| 500,001 – 600,000 | 4 | 5 | 125%* |
| 600,001 – 700,000 | 3 | 3 | 100% |
| 700,001 – 800,000 | 4 | 2 | 50% |
| 800,001 – 900,000 | 6 | 1 | 17% |
| 900,001 – 1,000,000 | 3 | 2 | 67% |
| 1,000,001 – 1,250,000 | 4 | 0 | 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* | 26 | 17 | 65% |

| | | | |
|----------------------|----|----|-------|
| 0 to 1 Bedroom | 3 | 4 | 133%* |
| 2 Bedrooms | 12 | 10 | 83% |
| 3 Bedrooms | 9 | 2 | 22% |
| 4 Bedrooms & Greater | 2 | 1 | 50% |
| TOTAL* | 26 | 17 | 65% |

| SnapStats® | December | January | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 15 | 26 | 73% |
| Solds | 17 | 17 | 0% |
| Sale Price | \$719,000 | \$605,000 | -16% |
| Sale Price SQFT | \$547 | \$630 | 15% |
| Sale to List Price Ratio | 103% | 101% | -2% |
| Days on Market | 12 | 8 | -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

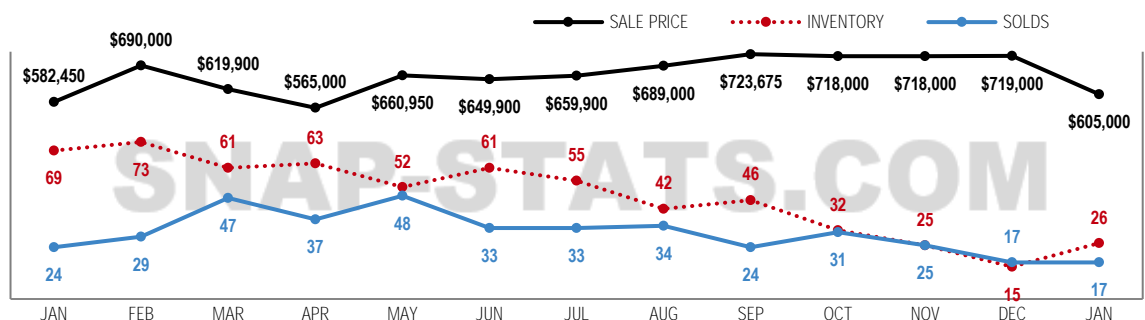
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 3 | 2 | 67% |
| Boundary Beach | 0 | 0 | NA |
| Cliff Drive | 5 | 4 | 80% |
| English Bluff | 0 | 0 | NA |
| Pebble Hill | 0 | 0 | NA |
| Tsawwassen Central | 8 | 1 | 13% |
| Tsawwassen East | 1 | 2 | 200%* |
| Tsawwassen North | 9 | 8 | 89% |
| TOTAL* | 26 | 17 | 65% |

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 65% Sales Ratio average (6.5 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** Insufficient data but with 5 sales price band of \$500,000 to \$600,000
- Buyers Best Bet** Homes in 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 - 800,000 | 2 | 0 | NA |
| 800,001 - 900,000 | 0 | 0 | NA |
| 900,001 - 1,000,000 | 1 | 1 | 100% |
| 1,000,001 - 1,250,000 | 0 | 2 | NA* |
| 1,250,001 - 1,500,000 | 4 | 0 | NA |
| 1,500,001 - 1,750,000 | 4 | 7 | 175%* |
| 1,750,001 - 2,000,000 | 6 | 1 | 17% |
| 2,000,001 - 2,250,000 | 1 | 1 | 100% |
| 2,250,001 - 2,500,000 | 0 | 0 | NA |
| 2,500,001 - 2,750,000 | 2 | 0 | NA |
| 2,750,001 - 3,000,000 | 3 | 0 | NA |
| 3,000,001 - 3,500,000 | 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 | 12 | 46% |

| | | | |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 4 | 1 | 25% |
| 3 to 4 Bedrooms | 14 | 9 | 64% |
| 5 to 6 Bedrooms | 6 | 2 | 33% |
| 7 Bedrooms & More | 2 | 0 | NA |
| TOTAL* | 26 | 12 | 46% |

| SnapStats® | December | January | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 19 | 26 | 37% |
| Solds | 11 | 12 | 9% |
| Sale Price | \$1,545,000 | \$1,607,500 | 4% |
| Sale Price SQFT | \$645 | \$804 | 25% |
| Sale to List Price Ratio | 100% | 119% | 19% |
| Days on Market | 8 | 9 | 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 DETACHED HOUSES

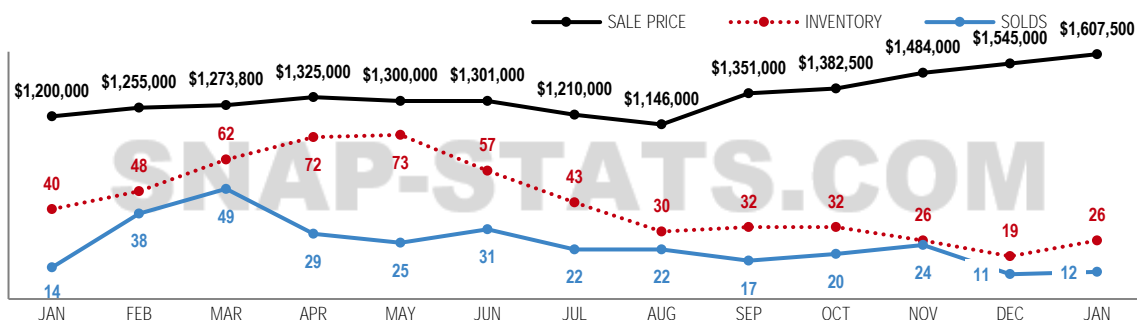
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 3 | 5 | 167%* |
| East Delta | 0 | 0 | NA |
| Hawthorne | 9 | 2 | 22% |
| Holly | 5 | 1 | 20% |
| Ladner Elementary | 4 | 3 | 75% |
| Ladner Rural | 0 | 0 | NA |
| Neilsen Grove | 2 | 0 | NA |
| Port Guichon | 2 | 1 | 50% |
| Tilbury | 0 | 0 | NA |
| Westham Island | 1 | 0 | NA |
| TOTAL* | 26 | 12 | 46% |

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average 19% above list price
- Most Active Price Band** Insufficient data but with 7 sales price band of \$1.5 mil to \$1.75 mil
- 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 | 0 | 0 | NA |
| 400,001 – 500,000 | 0 | 0 | NA |
| 500,001 – 600,000 | 2 | 4 | 200%* |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 1 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 1 | NA* |
| 1,250,001 – 1,500,000 | 0 | 2 | 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* | 4 | 8 | 200%* |

| | | | |
|----------------------|---|---|-------|
| 0 to 1 Bedroom | 0 | 1 | NA* |
| 2 Bedrooms | 2 | 3 | 150%* |
| 3 Bedrooms | 2 | 2 | 100%* |
| 4 Bedrooms & Greater | 0 | 2 | NA* |
| TOTAL* | 4 | 8 | 200%* |

| SnapStats® | December | January | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 4 | 4 | 0% |
| Solds | 10 | 8 | -20% |
| Sale Price | \$600,000 | \$867,500 | 45% |
| Sale Price SQFT | \$558 | \$509 | -9% |
| Sale to List Price Ratio | 99% | 106% | 7% |
| Days on Market | 9 | 16 | 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.

Community CONDOS & TOWNHOMES

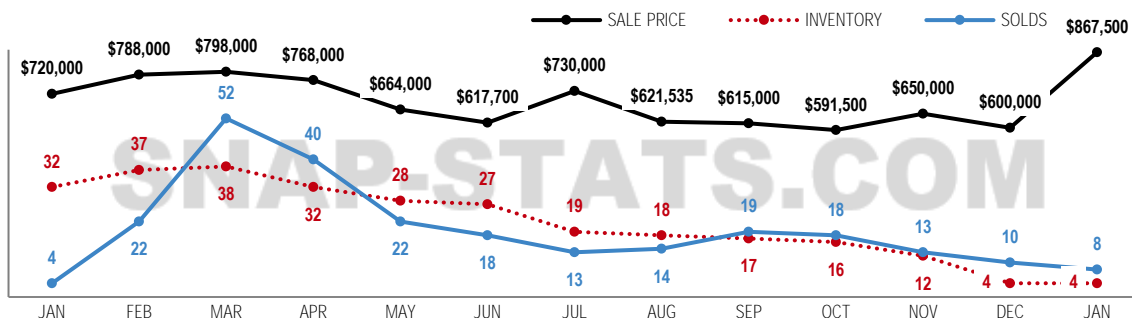
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 1 | 1 | 100% |
| East Delta | 0 | 0 | NA |
| Hawthorne | 1 | 2 | 200%* |
| Holly | 0 | 0 | NA |
| Ladner Elementary | 2 | 2 | 100% |
| Ladner Rural | 0 | 0 | NA |
| Neilsen Grove | 0 | 3 | NA* |
| Port Guichon | 0 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 4 | 8 | 200%* |

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 200% Sales Ratio average (20 in 10 homes selling rate)
- Homes are selling on average 6% above list price
- Most Active Price Band** Insufficient data but with 4 sales price band of \$500,000 to \$600,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data

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