

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

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SnapStats®

September 2022

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

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EDITION





INTRODUCING THE VITAL STATISTIC: SALES RATIO %

WHAT IS 'SALES RATIO PERCENT' AS REPORTED IN THIS SAMPLE?

The speed of which the current inventory of homes are likely selling. It is also known as the Sales-to-Active Listing Ratio and helps define the market type (Buyer, Seller, Balanced.)

THE FORMULA:

$$\text{Sales for the Month} \div \text{Active Listings}^* = \% \text{ of Homes Selling Rate}$$

EXAMPLES OF SALES RATIO% CALCULATIONS:

- 10% Sales Ratio = 1 in 10 Homes Selling Rate
- 54% Sales Ratio = 1 in 2 Homes Selling Rate

| MARKET TYPE INDICATORS AS PER THE REBGV & FVREB | |
|---|-----------------------|
| SALES RATIO % | MARKET TYPE INDICATOR |
| 21% & Greater | Seller Market |
| 12 to 20% | Balanced Market |
| 11% & Less | Buyer Market |

YOUR SUBSCRIPTION IS MORE THAN A MONTHLY STATISTICAL REPORT!

Member **BONUS benefits** include...

- Social Media Products: Monthly Market Infographics, Videos and Maps
- Year-to-Date Reports (Monthly)
- ANNUAL 5 Year Trend Reports
- Our proven 33 SMART TOUCH™ & 4 Step Easy Action Plan Marketing Systems and more!

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SNAPSTATS: SMART REALTOR® SUCCESS SOLUTIONS

**SnapStats is a monthly subscription service available only to licensed BC REALTORS only.*

Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 2 | 0 | NA |
| 300,001 – 400,000 | 9 | 1 | 11% |
| 400,001 – 500,000 | 10 | 5 | 50% |
| 500,001 – 600,000 | 49 | 19 | 39% |
| 600,001 – 700,000 | 70 | 22 | 31% |
| 700,001 – 800,000 | 84 | 19 | 23% |
| 800,001 – 900,000 | 62 | 12 | 19% |
| 900,001 – 1,000,000 | 54 | 15 | 28% |
| 1,000,001 – 1,250,000 | 79 | 9 | 11% |
| 1,250,001 – 1,500,000 | 85 | 6 | 7% |
| 1,500,001 – 1,750,000 | 65 | 7 | 11% |
| 1,750,001 – 2,000,000 | 66 | 5 | 8% |
| 2,000,001 – 2,250,000 | 36 | 2 | 6% |
| 2,250,001 – 2,500,000 | 32 | 1 | 3% |
| 2,500,001 – 2,750,000 | 17 | 1 | 6% |
| 2,750,001 – 3,000,000 | 21 | 1 | 5% |
| 3,000,001 – 3,500,000 | 27 | 0 | NA |
| 3,500,001 – 4,000,000 | 21 | 2 | 10% |
| 4,000,001 – 4,500,000 | 18 | 0 | NA |
| 4,500,001 – 5,000,000 | 21 | 0 | NA |
| 5,000,001 & Greater | 55 | 0 | NA |
| TOTAL* | 883 | 127 | 14% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 297 | 72 | 24% |
| 2 Bedrooms | 443 | 52 | 12% |
| 3 Bedrooms | 127 | 3 | 2% |
| 4 Bedrooms & Greater | 16 | 0 | NA |
| TOTAL* | 883 | 127 | 14% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 802 | 883 | 10% |
| Solds | 143 | 127 | -11% |
| Sale Price | \$799,000 | \$790,000 | -1% |
| Sale Price SQFT | \$1,050 | \$1,093 | 4% |
| Sale to List Price Ratio | 99% | 99% | 0% |
| Days on Market | 21 | 20 | -5% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 132 | 12 | 9% |
| Downtown | 309 | 63 | 20% |
| Westend | 205 | 21 | 10% |
| Yaletown | 237 | 31 | 13% |
| TOTAL* | 883 | 127 | 14% |

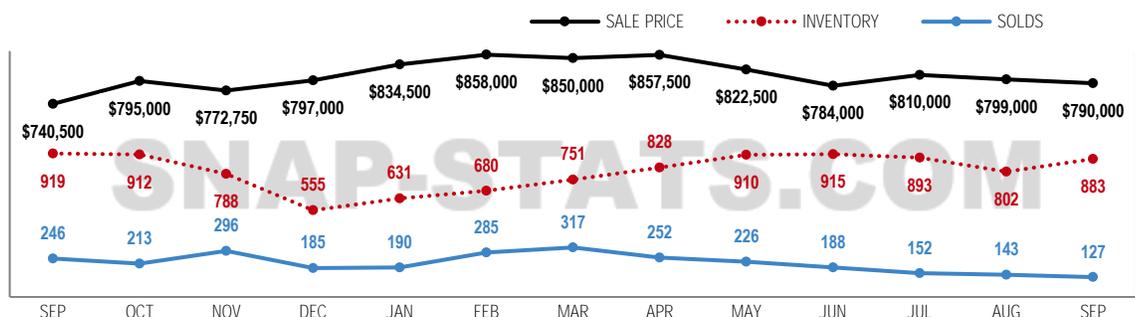
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Coal Harbour, Westend and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 - 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 | 2 | 1 | 50% |
| 1,750,001 – 2,000,000 | 4 | 2 | 50% |
| 2,000,001 – 2,250,000 | 10 | 1 | 10% |
| 2,250,001 – 2,500,000 | 20 | 5 | 25% |
| 2,500,001 – 2,750,000 | 18 | 4 | 22% |
| 2,750,001 – 3,000,000 | 41 | 6 | 15% |
| 3,000,001 – 3,500,000 | 55 | 9 | 16% |
| 3,500,001 – 4,000,000 | 58 | 8 | 14% |
| 4,000,001 – 4,500,000 | 61 | 5 | 8% |
| 4,500,001 – 5,000,000 | 55 | 2 | 4% |
| 5,000,001 – 5,500,000 | 49 | 1 | 2% |
| 5,500,001 - 6,000,000 | 49 | 1 | 2% |
| 6,000,001 - 6,500,000 | 30 | 2 | 7% |
| 6,500,001 - 7,000,000 | 32 | 0 | NA |
| 7,000,001 - 7,500,000 | 12 | 2 | 17% |
| 7,500,001 & Greater | 125 | 5 | 4% |
| TOTAL* | 621 | 54 | 9% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 21 | 2 | 10% |
| 3 to 4 Bedrooms | 190 | 25 | 13% |
| 5 to 6 Bedrooms | 309 | 20 | 6% |
| 7 Bedrooms & More | 101 | 7 | 7% |
| TOTAL* | 621 | 54 | 9% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 30 | 2 | 7% |
| Cambie | 36 | 4 | 11% |
| Dunbar | 66 | 12 | 18% |
| Fairview | 0 | 0 | NA |
| Falsecreek | 1 | 0 | NA |
| Kerrisdale | 38 | 3 | 8% |
| Kitsilano | 45 | 2 | 4% |
| Mackenzie Heights | 21 | 3 | 14% |
| Marpole | 43 | 0 | NA |
| Mount Pleasant | 3 | 0 | NA |
| Oakridge | 23 | 2 | 9% |
| Point Grey | 72 | 8 | 11% |
| Quilchena | 24 | 1 | 4% |
| SW Marine | 24 | 3 | 13% |
| Shaughnessy | 80 | 3 | 4% |
| South Cambie | 6 | 1 | 17% |
| South Granville | 67 | 6 | 9% |
| Southlands | 30 | 2 | 7% |
| University | 12 | 2 | 17% |
| TOTAL* | 621 | 54 | 9% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 619 | 621 | 0% |
| Solds | 57 | 54 | -5% |
| Sale Price | \$3,050,000 | \$3,395,000 | 11% |
| Sale Price SQFT | \$1,072 | \$1,080 | 1% |
| Sale to List Price Ratio | 102% | 93% | -9% |
| Days on Market | 22 | 21 | -5% |

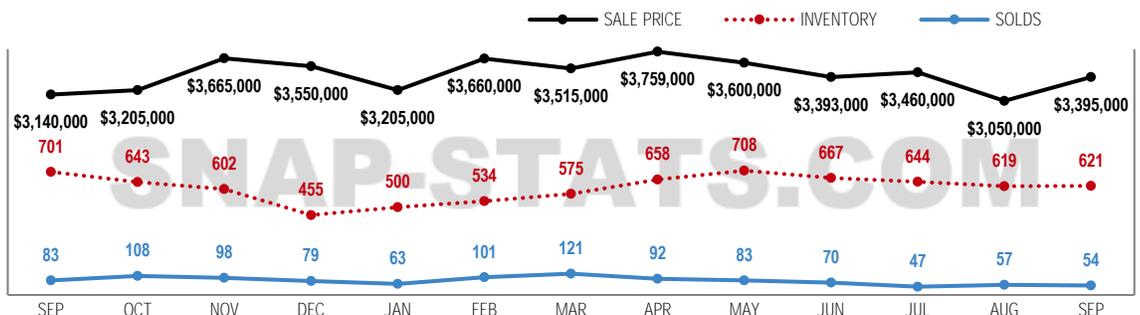
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$5 mil to \$6 mil, Kitsilano, Quilchena, Shaughnessy and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Dunbar, University 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 | 4 | 3 | 75% |
| 500,001 – 600,000 | 21 | 9 | 43% |
| 600,001 – 700,000 | 36 | 16 | 44% |
| 700,001 – 800,000 | 61 | 12 | 20% |
| 800,001 – 900,000 | 70 | 15 | 21% |
| 900,001 – 1,000,000 | 50 | 15 | 30% |
| 1,000,001 – 1,250,000 | 89 | 17 | 19% |
| 1,250,001 – 1,500,000 | 118 | 10 | 8% |
| 1,500,001 – 1,750,000 | 65 | 8 | 12% |
| 1,750,001 – 2,000,000 | 73 | 3 | 4% |
| 2,000,001 – 2,250,000 | 34 | 1 | 3% |
| 2,250,001 – 2,500,000 | 30 | 1 | 3% |
| 2,500,001 – 2,750,000 | 10 | 1 | 10% |
| 2,750,001 – 3,000,000 | 13 | 2 | 15% |
| 3,000,001 – 3,500,000 | 9 | 1 | 11% |
| 3,500,001 – 4,000,000 | 4 | 0 | NA |
| 4,000,001 – 4,500,000 | 2 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL* | 695 | 114 | 16% |

| | | | |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom | 164 | 42 | 26% |
| 2 Bedrooms | 348 | 53 | 15% |
| 3 Bedrooms | 164 | 17 | 10% |
| 4 Bedrooms & Greater | 19 | 2 | 11% |
| TOTAL* | 695 | 114 | 16% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 646 | 695 | 8% |
| Solds | 171 | 114 | -33% |
| Sale Price | \$875,000 | \$911,500 | 4% |
| Sale Price SQFT | \$1,012 | \$995 | -2% |
| Sale to List Price Ratio | 97% | 97% | 0% |
| Days on Market | 17 | 15 | -12% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|------------|------------|-------------|
| Arbutus | 0 | 0 | NA |
| Cambie | 85 | 5 | 6% |
| Dunbar | 12 | 0 | NA |
| Fairview | 75 | 26 | 35% |
| Falsecreek | 81 | 14 | 17% |
| Kerrisdale | 41 | 2 | 5% |
| Kitsilano | 88 | 19 | 22% |
| Mackenzie Heights | 0 | 0 | NA |
| Marpole | 67 | 8 | 12% |
| Mount Pleasant | 8 | 1 | 13% |
| Oakridge | 31 | 4 | 13% |
| Point Grey | 17 | 0 | NA |
| Quilchena | 12 | 2 | 17% |
| SW Marine | 10 | 0 | NA |
| Shaughnessy | 10 | 0 | NA |
| South Cambie | 32 | 3 | 9% |
| South Granville | 24 | 3 | 13% |
| Southlands | 2 | 0 | NA |
| University | 100 | 27 | 27% |
| TOTAL* | 695 | 114 | 16% |

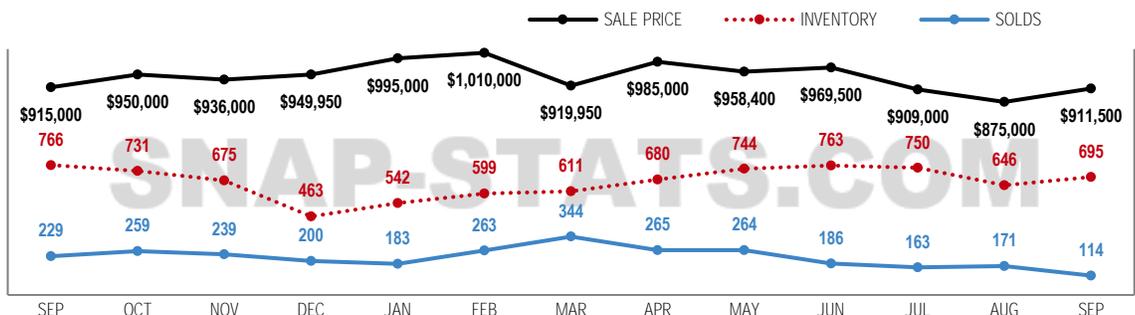
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2.5 mil, Cambie, Kerrisdale and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview 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 | 0 | NA |
| 1,000,001 – 1,250,000 | 1 | 5 | 500%* |
| 1,250,001 – 1,500,000 | 26 | 16 | 62% |
| 1,500,001 – 1,750,000 | 58 | 21 | 36% |
| 1,750,001 – 2,000,000 | 98 | 12 | 12% |
| 2,000,001 – 2,250,000 | 61 | 2 | 3% |
| 2,250,001 – 2,500,000 | 64 | 7 | 11% |
| 2,500,001 – 2,750,000 | 33 | 2 | 6% |
| 2,750,001 – 3,000,000 | 52 | 1 | 2% |
| 3,000,001 – 3,500,000 | 41 | 0 | NA |
| 3,500,001 – 4,000,000 | 13 | 0 | NA |
| 4,000,001 – 4,500,000 | 6 | 0 | NA |
| 4,500,001 – 5,000,000 | 2 | 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 | 0 | 0 | NA |
| 7,000,001 - 7,500,000 | 1 | 0 | NA |
| 7,500,001 & Greater | 0 | 0 | NA |
| TOTAL* | 457 | 66 | 14% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 25 | 4 | 16% |
| 3 to 4 Bedrooms | 148 | 30 | 20% |
| 5 to 6 Bedrooms | 211 | 27 | 13% |
| 7 Bedrooms & More | 73 | 5 | 7% |
| TOTAL* | 457 | 66 | 14% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 0 | 0 | NA |
| Collingwood | 80 | 7 | 9% |
| Downtown | 0 | 0 | NA |
| Fraser | 27 | 9 | 33% |
| Fraserview | 18 | 3 | 17% |
| Grandview Woodland | 35 | 3 | 9% |
| Hastings | 9 | 2 | 22% |
| Hastings Sunrise | 20 | 4 | 20% |
| Killarney | 34 | 8 | 24% |
| Knight | 35 | 10 | 29% |
| Main | 26 | 3 | 12% |
| Mount Pleasant | 12 | 2 | 17% |
| Renfrew Heights | 44 | 3 | 7% |
| Renfrew | 43 | 5 | 12% |
| South Marine | 3 | 1 | 33% |
| South Vancouver | 47 | 3 | 6% |
| Strathcona | 3 | 1 | 33% |
| Victoria | 21 | 2 | 10% |
| TOTAL* | 457 | 66 | 14% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 485 | 457 | -6% |
| Solds | 59 | 66 | 12% |
| Sale Price | \$1,768,000 | \$1,660,000 | -6% |
| Sale Price SQFT | \$779 | \$731 | -6% |
| Sale to List Price Ratio | 96% | 94% | -2% |
| Days on Market | 18 | 15 | -17% |

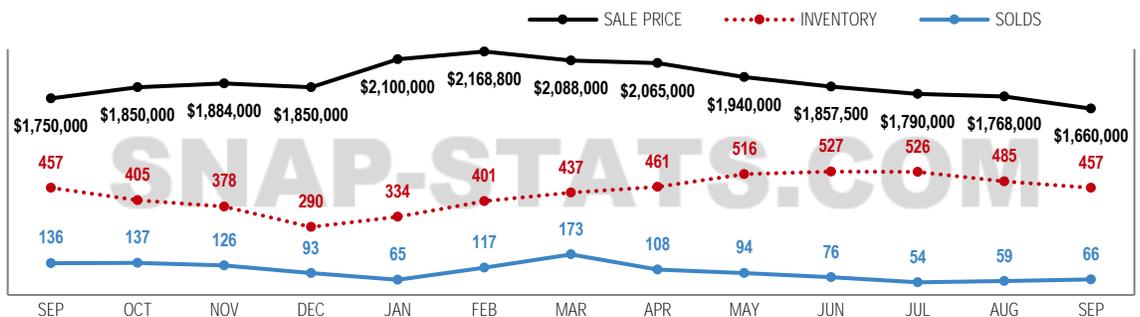
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 62% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil. South Vancouver and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Knight 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 | 1 | 0 | NA |
| 300,001 – 400,000 | 2 | 7 | 350%* |
| 400,001 – 500,000 | 24 | 10 | 42% |
| 500,001 – 600,000 | 62 | 22 | 35% |
| 600,001 – 700,000 | 56 | 18 | 32% |
| 700,001 – 800,000 | 58 | 12 | 21% |
| 800,001 – 900,000 | 60 | 12 | 20% |
| 900,001 – 1,000,000 | 54 | 5 | 9% |
| 1,000,001 – 1,250,000 | 44 | 8 | 18% |
| 1,250,001 – 1,500,000 | 28 | 2 | 7% |
| 1,500,001 – 1,750,000 | 16 | 1 | 6% |
| 1,750,001 – 2,000,000 | 14 | 0 | NA |
| 2,000,001 – 2,250,000 | 4 | 0 | NA |
| 2,250,001 – 2,500,000 | 1 | 0 | NA |
| 2,500,001 – 2,750,000 | 2 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 2 | 1 | 50% |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL* | 433 | 98 | 23% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 157 | 54 | 34% |
| 2 Bedrooms | 194 | 35 | 18% |
| 3 Bedrooms | 71 | 8 | 11% |
| 4 Bedrooms & Greater | 11 | 1 | 9% |
| TOTAL* | 433 | 98 | 23% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 438 | 433 | -1% |
| Solds | 108 | 98 | -9% |
| Sale Price | \$657,000 | \$638,500 | -3% |
| Sale Price SQFT | \$818 | \$894 | 9% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 16 | 12 | -25% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 5 | 1 | 20% |
| Collingwood | 102 | 14 | 14% |
| Downtown | 42 | 9 | 21% |
| Fraser | 13 | 3 | 23% |
| Fraserview | 1 | 0 | NA |
| Grandview Woodland | 26 | 7 | 27% |
| Hastings | 16 | 3 | 19% |
| Hastings Sunrise | 2 | 2 | 100% |
| Killarney | 7 | 5 | 71% |
| Knight | 10 | 3 | 30% |
| Main | 4 | 5 | 125%* |
| Mount Pleasant | 95 | 23 | 24% |
| Renfrew Heights | 3 | 0 | NA |
| Renfrew | 6 | 3 | 50% |
| South Marine | 45 | 11 | 24% |
| South Vancouver | 11 | 1 | 9% |
| Strathcona | 30 | 3 | 10% |
| Victoria | 15 | 5 | 33% |
| TOTAL* | 433 | 98 | 23% |

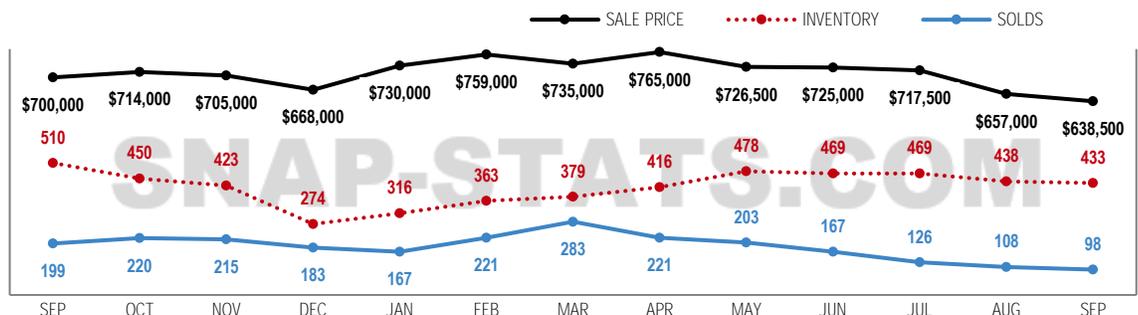
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, South Vancouver and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Victoria 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 | 2 | 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 | 11 | 3 | 27% |
| 1,500,001 – 1,750,000 | 23 | 12 | 52% |
| 1,750,001 – 2,000,000 | 37 | 15 | 41% |
| 2,000,001 – 2,250,000 | 25 | 4 | 16% |
| 2,250,001 – 2,500,000 | 34 | 2 | 6% |
| 2,500,001 – 2,750,000 | 19 | 3 | 16% |
| 2,750,001 – 3,000,000 | 18 | 2 | 11% |
| 3,000,001 – 3,500,000 | 17 | 3 | 18% |
| 3,500,001 – 4,000,000 | 21 | 1 | 5% |
| 4,000,001 – 4,500,000 | 8 | 0 | NA |
| 4,500,001 – 5,000,000 | 8 | 1 | 13% |
| 5,000,001 – 5,500,000 | 4 | 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 | 1 | 0 | NA |
| 7,500,001 & Greater | 1 | 1 | 100% |
| TOTAL* | 227 | 50 | 22% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 11 | 4 | 36% |
| 3 to 4 Bedrooms | 115 | 30 | 26% |
| 5 to 6 Bedrooms | 80 | 14 | 18% |
| 7 Bedrooms & More | 21 | 2 | 10% |
| TOTAL* | 227 | 50 | 22% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 196 | 227 | 16% |
| Solds | 40 | 50 | 25% |
| Sale Price | \$1,835,000 | \$1,849,500 | 1% |
| Sale Price SQFT | \$708 | \$726 | 3% |
| Sale to List Price Ratio | 95% | 97% | 2% |
| Days on Market | 23 | 10 | -57% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 8 | 2 | 25% |
| Boulevard | 12 | 0 | NA |
| Braemar | 2 | 0 | NA |
| Calverhall | 4 | 1 | 25% |
| Canyon Heights | 22 | 6 | 27% |
| Capilano | 2 | 0 | NA |
| Central Lonsdale | 17 | 1 | 6% |
| Deep Cove | 11 | 4 | 36% |
| Delbrook | 2 | 1 | 50% |
| Dollarton | 5 | 2 | 40% |
| Edgemont | 14 | 1 | 7% |
| Forest Hills | 7 | 0 | NA |
| Grouse Woods | 5 | 2 | 40% |
| Harbourside | 0 | 0 | NA |
| Indian Arm | 1 | 1 | 100% |
| Indian River | 1 | 1 | 100% |
| Lower Lonsdale | 5 | 2 | 40% |
| Lynn Valley | 17 | 7 | 41% |
| Lynnmour | 6 | 1 | 17% |
| Mosquito Creek | 0 | 0 | NA |
| Norqate | 3 | 1 | 33% |
| Northlands | 1 | 0 | NA |
| Pemberton Heights | 9 | 1 | 11% |
| Pemberton | 2 | 1 | 50% |
| Princess Park | 5 | 1 | 20% |
| Queensbury | 2 | 1 | 50% |
| Roche Point | 3 | 1 | 33% |
| Seymour | 3 | 1 | 33% |
| Tempe | 2 | 0 | NA |
| Upper Delbrook | 9 | 0 | NA |
| Upper Lonsdale | 23 | 5 | 22% |
| Westlynn | 15 | 4 | 27% |
| Westlynn Terrace | 2 | 0 | NA |
| Windsor Park | 1 | 2 | 200%* |
| Woodlands-Sunshine Cascade | 6 | 0 | NA |
| TOTAL* | 227 | 50 | 22% |

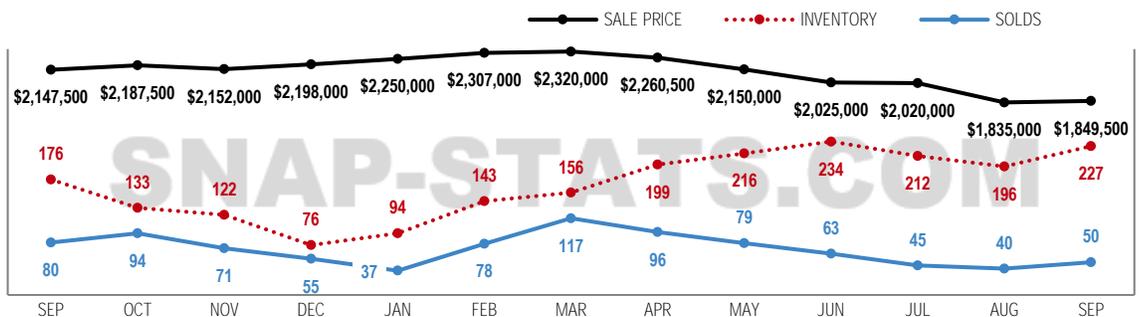
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 52% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Central Lonsdale, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley 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 | 0 | NA |
| 400,001 – 500,000 | 19 | 5 | 26% |
| 500,001 – 600,000 | 31 | 8 | 26% |
| 600,001 – 700,000 | 28 | 14 | 50% |
| 700,001 – 800,000 | 38 | 7 | 18% |
| 800,001 – 900,000 | 48 | 9 | 19% |
| 900,001 – 1,000,000 | 26 | 5 | 19% |
| 1,000,001 – 1,250,000 | 54 | 16 | 30% |
| 1,250,001 – 1,500,000 | 43 | 10 | 23% |
| 1,500,001 – 1,750,000 | 30 | 0 | NA |
| 1,750,001 – 2,000,000 | 15 | 2 | 13% |
| 2,000,001 – 2,250,000 | 5 | 0 | NA |
| 2,250,001 – 2,500,000 | 5 | 1 | 20% |
| 2,500,001 – 2,750,000 | 2 | 0 | NA |
| 2,750,001 – 3,000,000 | 2 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 0 | NA |
| 3,500,001 – 4,000,000 | 1 | 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* | 352 | 77 | 22% |

| Bedroom | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| 0 to 1 Bedroom | 85 | 24 | 28% |
| 2 Bedrooms | 171 | 35 | 20% |
| 3 Bedrooms | 81 | 17 | 21% |
| 4 Bedrooms & Greater | 15 | 1 | 7% |
| TOTAL* | 352 | 77 | 22% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 277 | 352 | 27% |
| Solds | 79 | 77 | -3% |
| Sale Price | \$775,000 | \$850,000 | 10% |
| Sale Price SQFT | \$839 | \$902 | 8% |
| Sale to List Price Ratio | 97% | 98% | 1% |
| Days on Market | 18 | 12 | -33% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 1 | 0 | NA |
| Boulevard | 0 | 0 | NA |
| Braemar | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 2 | 0 | NA |
| Capilano | 2 | 0 | NA |
| Central Lonsdale | 56 | 16 | 29% |
| Deep Cove | 1 | 1 | 100% |
| Delbrook | 3 | 0 | NA |
| Dollarton | 0 | 0 | NA |
| Edgemont | 3 | 1 | 33% |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Harbourside | 3 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 5 | 2 | 40% |
| Lower Lonsdale | 89 | 18 | 20% |
| Lynn Valley | 24 | 3 | 13% |
| Lynnmour | 54 | 6 | 11% |
| Mosquito Creek | 11 | 7 | 64% |
| Norqate | 4 | 0 | NA |
| Northlands | 2 | 5 | 250%* |
| Pemberton Heights | 0 | 0 | NA |
| Pemberton | 47 | 7 | 15% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 3 | 0 | NA |
| Roche Point | 15 | 6 | 40% |
| Seymour | 0 | 2 | NA* |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 0 | 0 | NA |
| Upper Lonsdale | 14 | 1 | 7% |
| Westlynn | 7 | 0 | NA |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 6 | 2 | 33% |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 352 | 77 | 22% |

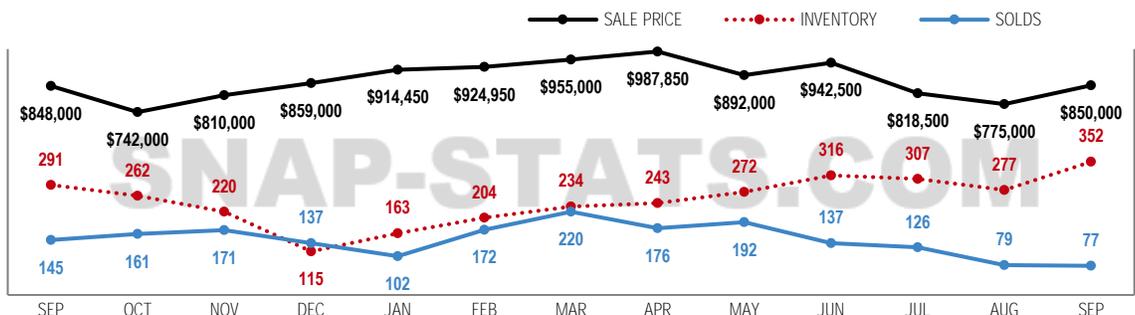
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Upper Lonsdale and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Mosquito Creek, 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 | 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 | 2 | 1 | 50% |
| 1,750,001 – 2,000,000 | 6 | 4 | 67% |
| 2,000,001 – 2,250,000 | 6 | 2 | 33% |
| 2,250,001 – 2,500,000 | 21 | 3 | 14% |
| 2,500,001 – 2,750,000 | 22 | 1 | 5% |
| 2,750,001 – 3,000,000 | 36 | 3 | 8% |
| 3,000,001 – 3,500,000 | 43 | 0 | NA |
| 3,500,001 – 4,000,000 | 43 | 1 | 2% |
| 4,000,001 – 4,500,000 | 26 | 2 | 8% |
| 4,500,001 – 5,000,000 | 39 | 1 | 3% |
| 5,000,001 – 5,500,000 | 11 | 0 | NA |
| 5,500,001 - 6,000,000 | 30 | 1 | 3% |
| 6,000,001 - 6,500,000 | 13 | 0 | NA |
| 6,500,001 - 7,000,000 | 23 | 0 | NA |
| 7,000,001 - 7,500,000 | 9 | 0 | NA |
| 7,500,001 & Greater | 88 | 5 | 6% |
| TOTAL* | 418 | 24 | 6% |

| | | | |
|-------------------|-----|----|----|
| 2 Bedrooms & Less | 12 | 0 | NA |
| 3 to 4 Bedrooms | 173 | 14 | 8% |
| 5 to 6 Bedrooms | 195 | 9 | 5% |
| 7 Bedrooms & More | 38 | 1 | 3% |
| TOTAL* | 418 | 24 | 6% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 391 | 418 | 7% |
| Solds | 28 | 24 | -14% |
| Sale Price | \$2,790,000 | \$2,860,000 | 3% |
| Sale Price SQFT | \$989 | \$905 | -8% |
| Sale to List Price Ratio | 95% | 99% | 4% |
| Days on Market | 30 | 37 | 23% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 14 | 0 | NA |
| Ambleside | 47 | 2 | 4% |
| Bayridge | 9 | 4 | 44% |
| British Properties | 81 | 4 | 5% |
| Canterbury | 5 | 0 | NA |
| Caulfield | 30 | 0 | NA |
| Cedardale | 3 | 0 | NA |
| Chartwell | 28 | 2 | 7% |
| Chelsea Park | 3 | 0 | NA |
| Cypress | 12 | 0 | NA |
| Cypress Park Estates | 16 | 1 | 6% |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 28 | 2 | 7% |
| Eagle Harbour | 11 | 1 | 9% |
| Eagleridge | 6 | 0 | NA |
| Furry Creek | 4 | 0 | NA |
| Gleneagles | 10 | 1 | 10% |
| Glenmore | 11 | 1 | 9% |
| Horseshoe Bay | 5 | 1 | 20% |
| Howe Sound | 4 | 0 | NA |
| Lions Bay | 11 | 0 | NA |
| Olde Caulfield | 5 | 0 | NA |
| Panorama Village | 3 | 0 | NA |
| Park Royal | 4 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 11 | 0 | NA |
| Rockridge | 3 | 0 | NA |
| Sandy Cove | 2 | 1 | 50% |
| Sentinel Hill | 10 | 0 | NA |
| Upper Caulfield | 5 | 0 | NA |
| West Bay | 7 | 2 | 29% |
| Westhill | 7 | 0 | NA |
| Westmount | 9 | 1 | 11% |
| Whitby Estates | 10 | 0 | NA |
| Whytecliff | 4 | 1 | 25% |
| TOTAL* | 418 | 24 | 6% |

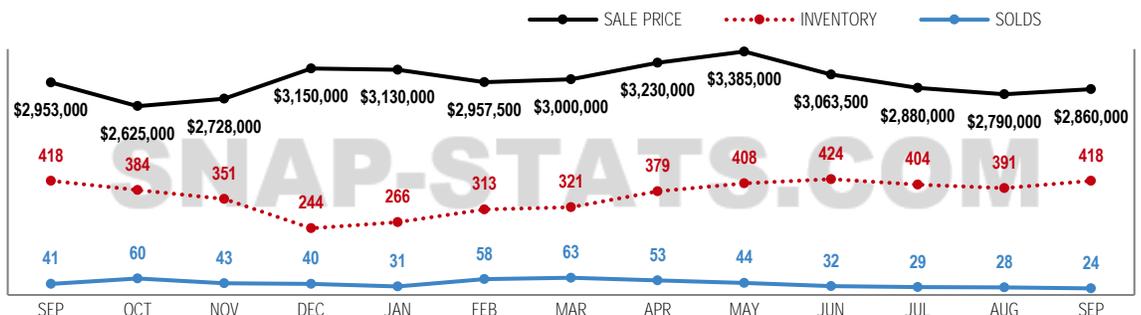
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average 14% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Ambleside and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Bayridge 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 | 4 | 1 | 25% |
| 500,001 – 600,000 | 0 | 0 | NA |
| 600,001 – 700,000 | 4 | 2 | 50% |
| 700,001 – 800,000 | 3 | 2 | 67% |
| 800,001 – 900,000 | 6 | 0 | NA |
| 900,001 – 1,000,000 | 7 | 1 | 14% |
| 1,000,001 – 1,250,000 | 11 | 1 | 9% |
| 1,250,001 – 1,500,000 | 17 | 0 | NA |
| 1,500,001 – 1,750,000 | 12 | 4 | 33% |
| 1,750,001 – 2,000,000 | 11 | 1 | 9% |
| 2,000,001 – 2,250,000 | 4 | 1 | 25% |
| 2,250,001 – 2,500,000 | 3 | 1 | 33% |
| 2,500,001 – 2,750,000 | 7 | 0 | NA |
| 2,750,001 – 3,000,000 | 10 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 0 | NA |
| 3,500,001 – 4,000,000 | 4 | 0 | NA |
| 4,000,001 – 4,500,000 | 3 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 4 | 0 | NA |
| TOTAL* | 113 | 14 | 12% |

| Bedroom | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| 0 to 1 Bedroom | 18 | 4 | 22% |
| 2 Bedrooms | 76 | 7 | 9% |
| 3 Bedrooms | 18 | 2 | 11% |
| 4 Bedrooms & Greater | 1 | 1 | 100% |
| TOTAL* | 113 | 14 | 12% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 95 | 113 | 19% |
| Solds | 23 | 14 | -39% |
| Sale Price | \$1,449,900 | \$1,332,500 | -8% |
| Sale Price SQFT | \$1,208 | \$1,013 | -16% |
| Sale to List Price Ratio | 97% | 100% | 3% |
| Days on Market | 24 | 31 | 29% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 29 | 3 | 10% |
| Bayridge | 0 | 0 | NA |
| British Properties | 0 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 6 | 1 | 17% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 0 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 7 | 2 | 29% |
| Deer Ridge | 2 | 0 | NA |
| Dundarave | 18 | 4 | 22% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 0 | 1 | NA* |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 1 | NA* |
| Horseshoe Bay | 21 | 0 | NA |
| Howe Sound | 1 | 1 | 100% |
| Lions Bay | 0 | 0 | NA |
| Olde Caulfield | 0 | 0 | NA |
| Panorama Village | 5 | 1 | 20% |
| Park Royal | 22 | 0 | NA |
| 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 | 2 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 113 | 14 | 12% |

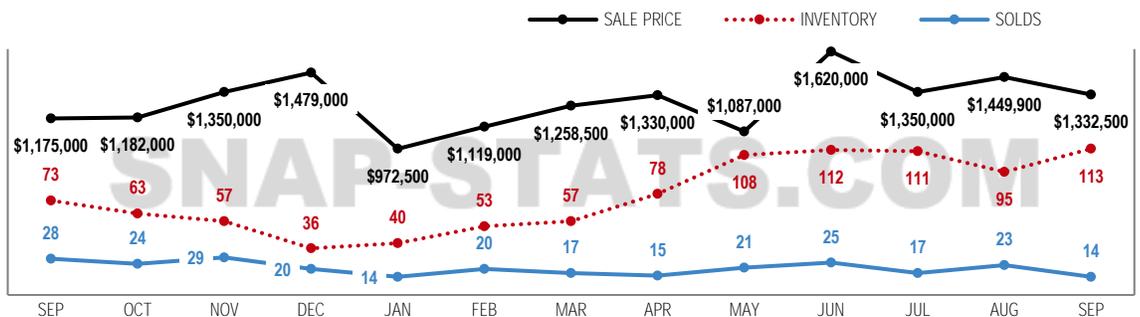
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 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 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil / \$1.75 mil to \$2 mil, Ambleside and 2 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave 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 | 6 | 2 | 33% |
| 800,001 - 900,000 | 0 | 0 | NA |
| 900,001 - 1,000,000 | 1 | 0 | NA |
| 1,000,001 - 1,250,000 | 1 | 0 | NA |
| 1,250,001 - 1,500,000 | 17 | 2 | 12% |
| 1,500,001 - 1,750,000 | 52 | 15 | 29% |
| 1,750,001 - 2,000,000 | 70 | 7 | 10% |
| 2,000,001 - 2,250,000 | 36 | 7 | 19% |
| 2,250,001 - 2,500,000 | 45 | 5 | 11% |
| 2,500,001 - 2,750,000 | 29 | 9 | 31% |
| 2,750,001 - 3,000,000 | 44 | 1 | 2% |
| 3,000,001 - 3,500,000 | 37 | 3 | 8% |
| 3,500,001 - 4,000,000 | 37 | 2 | 5% |
| 4,000,001 - 4,500,000 | 14 | 0 | NA |
| 4,500,001 - 5,000,000 | 17 | 0 | NA |
| 5,000,001 - 5,500,000 | 3 | 0 | NA |
| 5,500,001 - 6,000,000 | 7 | 0 | NA |
| 6,000,001 - 6,500,000 | 3 | 0 | NA |
| 6,500,001 - 7,000,000 | 1 | 0 | NA |
| 7,000,001 - 7,500,000 | 0 | 0 | NA |
| 7,500,001 & Greater | 4 | 0 | NA |
| TOTAL* | 424 | 53 | 13% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 18 | 3 | 17% |
| 3 to 4 Bedrooms | 155 | 20 | 13% |
| 5 to 6 Bedrooms | 228 | 29 | 13% |
| 7 Bedrooms & More | 23 | 1 | 4% |
| TOTAL* | 424 | 53 | 13% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 447 | 424 | -5% |
| Solds | 57 | 53 | -7% |
| Sale Price | \$1,960,000 | \$2,058,800 | 5% |
| Sale Price SQFT | \$674 | \$795 | 18% |
| Sale to List Price Ratio | 98% | 99% | 1% |
| Days on Market | 21 | 20 | -5% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 12 | 1 | 8% |
| Bridgeport | 10 | 0 | NA |
| Brighthouse | 9 | 0 | NA |
| Brighthouse South | 2 | 0 | NA |
| Broadmoor | 37 | 2 | 5% |
| East Cambie | 12 | 1 | 8% |
| East Richmond | 6 | 1 | 17% |
| Garden City | 22 | 1 | 5% |
| Gilmore | 1 | 0 | NA |
| Granville | 30 | 5 | 17% |
| Hamilton | 11 | 1 | 9% |
| Ironwood | 12 | 1 | 8% |
| Lackner | 21 | 4 | 19% |
| McLennan | 9 | 0 | NA |
| McLennan North | 3 | 2 | 67% |
| McNair | 19 | 2 | 11% |
| Quilchena | 27 | 2 | 7% |
| Riverdale | 19 | 4 | 21% |
| Saunders | 21 | 1 | 5% |
| Sea Island | 3 | 0 | NA |
| Seafair | 21 | 6 | 29% |
| South Arm | 13 | 4 | 31% |
| Steveston North | 25 | 3 | 12% |
| Steveston South | 8 | 1 | 13% |
| Steveston Village | 4 | 2 | 50% |
| Terra Nova | 7 | 0 | NA |
| West Cambie | 22 | 5 | 23% |
| Westwind | 9 | 1 | 11% |
| Woodwards | 29 | 3 | 10% |
| TOTAL* | 424 | 53 | 13% |

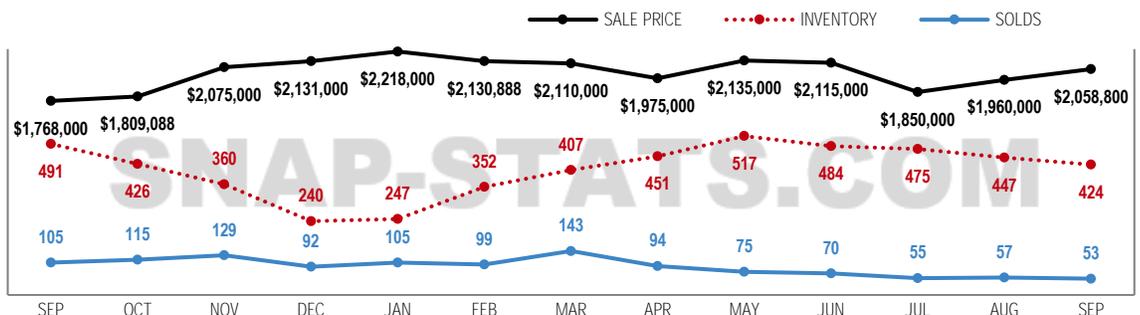
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 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 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Broadmoor, Garden City, Saunders and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Seafair, South Arm and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 10 | 8 | 80% |
| 300,001 – 400,000 | 15 | 9 | 60% |
| 400,001 – 500,000 | 27 | 6 | 22% |
| 500,001 – 600,000 | 61 | 24 | 39% |
| 600,001 – 700,000 | 74 | 33 | 45% |
| 700,001 – 800,000 | 92 | 25 | 27% |
| 800,001 – 900,000 | 81 | 15 | 19% |
| 900,001 – 1,000,000 | 77 | 7 | 9% |
| 1,000,001 – 1,250,000 | 131 | 20 | 15% |
| 1,250,001 – 1,500,000 | 80 | 9 | 11% |
| 1,500,001 – 1,750,000 | 35 | 0 | NA |
| 1,750,001 – 2,000,000 | 13 | 0 | NA |
| 2,000,001 – 2,250,000 | 1 | 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 | 0 | NA |
| 3,500,001 – 4,000,000 | 1 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL* | 706 | 156 | 22% |

| Bedroom | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| 0 to 1 Bedroom | 123 | 41 | 33% |
| 2 Bedrooms | 311 | 71 | 23% |
| 3 Bedrooms | 202 | 37 | 18% |
| 4 Bedrooms & Greater | 70 | 7 | 10% |
| TOTAL* | 706 | 156 | 22% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 699 | 706 | 1% |
| Solds | 169 | 156 | -8% |
| Sale Price | \$720,000 | \$696,616 | -3% |
| Sale Price SQFT | \$730 | \$750 | 3% |
| Sale to List Price Ratio | 98% | 100% | 2% |
| Days on Market | 16 | 18 | 13% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 6 | 0 | NA |
| Bridgeport | 6 | 0 | NA |
| Brighthouse | 261 | 52 | 20% |
| Brighthouse South | 66 | 19 | 29% |
| Broadmoor | 7 | 3 | 43% |
| East Cambie | 13 | 3 | 23% |
| East Richmond | 3 | 0 | NA |
| Garden City | 2 | 1 | 50% |
| Gilmore | 0 | 0 | NA |
| Granville | 11 | 2 | 18% |
| Hamilton | 19 | 0 | NA |
| Ironwood | 12 | 3 | 25% |
| Lackner | 8 | 0 | NA |
| McLennan | 0 | 1 | NA* |
| McLennan North | 47 | 15 | 32% |
| McNair | 0 | 0 | NA |
| Quilchena | 3 | 0 | NA |
| Riverdale | 12 | 4 | 33% |
| Saunders | 5 | 3 | 60% |
| Sea Island | 0 | 0 | NA |
| Seafair | 2 | 1 | 50% |
| South Arm | 11 | 8 | 73% |
| Steveston North | 10 | 3 | 30% |
| Steveston South | 29 | 6 | 21% |
| Steveston Village | 5 | 0 | NA |
| Terra Nova | 8 | 0 | NA |
| West Cambie | 149 | 32 | 21% |
| Westwind | 1 | 0 | NA |
| Woodwards | 10 | 0 | NA |
| TOTAL* | 706 | 156 | 22% |

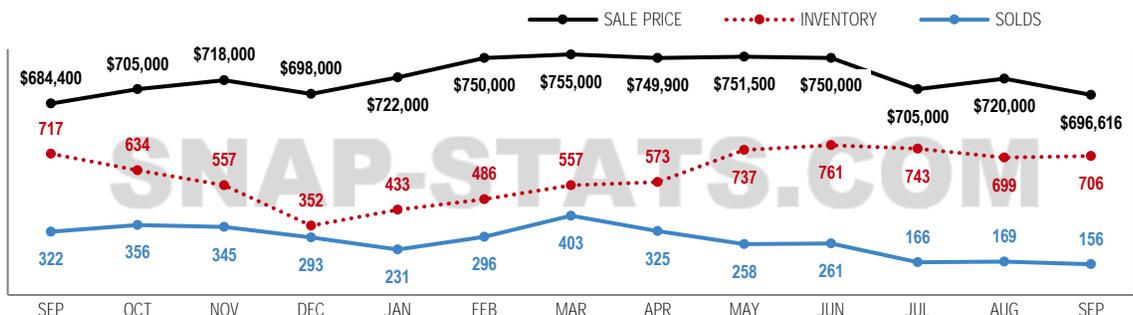
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$0 to \$300,000 with average 80% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in South Arm 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 | 0 | NA |
| 1,000,001 – 1,250,000 | 2 | 0 | NA |
| 1,250,001 – 1,500,000 | 22 | 4 | 18% |
| 1,500,001 – 1,750,000 | 24 | 0 | NA |
| 1,750,001 – 2,000,000 | 24 | 5 | 21% |
| 2,000,001 – 2,250,000 | 5 | 0 | NA |
| 2,250,001 – 2,500,000 | 7 | 3 | 43% |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 9 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 0 | NA |
| 3,500,001 – 4,000,000 | 4 | 0 | NA |
| 4,000,001 – 4,500,000 | 2 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 – 5,500,000 | 1 | 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 | 0 | 0 | NA |
| 7,000,001 - 7,500,000 | 0 | 0 | NA |
| 7,500,001 & Greater | 0 | 0 | NA |
| TOTAL* | 105 | 12 | 11% |
| 2 Bedrooms & Less | 5 | 0 | NA |
| 3 to 4 Bedrooms | 70 | 9 | 13% |
| 5 to 6 Bedrooms | 28 | 3 | 11% |
| 7 Bedrooms & More | 2 | 0 | NA |
| TOTAL* | 105 | 12 | 11% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 106 | 105 | -1% |
| Solds | 9 | 12 | 33% |
| Sale Price | \$1,550,000 | \$1,827,500 | 18% |
| Sale Price SQFT | \$600 | \$565 | -6% |
| Sale to List Price Ratio | 95% | 91% | -4% |
| Days on Market | 23 | 26 | 13% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 8 | 1 | 13% |
| Boundary Beach | 10 | 1 | 10% |
| Cliff Drive | 11 | 3 | 27% |
| English Bluff | 19 | 2 | 11% |
| Pebble Hill | 19 | 3 | 16% |
| Tsawwassen Central | 22 | 1 | 5% |
| Tsawwassen East | 10 | 1 | 10% |
| Tsawwassen North | 6 | 0 | NA |
| TOTAL* | 105 | 12 | 11% |

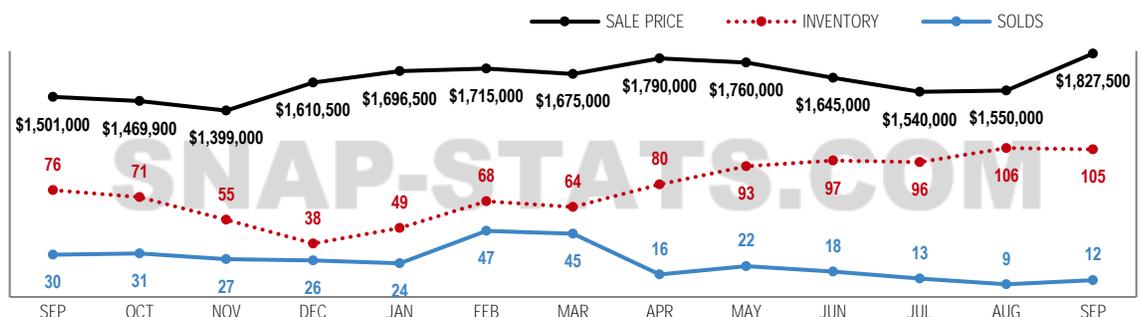
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive 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 | 1 | 50% |
| 500,001 – 600,000 | 4 | 1 | 25% |
| 600,001 – 700,000 | 7 | 1 | 14% |
| 700,001 – 800,000 | 13 | 3 | 23% |
| 800,001 – 900,000 | 10 | 1 | 10% |
| 900,001 – 1,000,000 | 5 | 0 | NA |
| 1,000,001 – 1,250,000 | 5 | 0 | NA |
| 1,250,001 – 1,500,000 | 5 | 2 | 40% |
| 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 | 1 | 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* | 52 | 9 | 17% |

| | | | |
|----------------------|----|---|-----|
| 0 to 1 Bedroom | 6 | 1 | 17% |
| 2 Bedrooms | 28 | 5 | 18% |
| 3 Bedrooms | 16 | 3 | 19% |
| 4 Bedrooms & Greater | 2 | 0 | NA |
| TOTAL* | 52 | 9 | 17% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 51 | 52 | 2% |
| Solds | 15 | 9 | -40% |
| Sale Price | \$795,000 | \$765,000 | -4% |
| Sale Price SQFT | \$642 | \$569 | -11% |
| Sale to List Price Ratio | 96% | 99% | 3% |
| Days on Market | 15 | 20 | 33% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 6 | 1 | 17% |
| Boundary Beach | 1 | 1 | 100% |
| Cliff Drive | 3 | 1 | 33% |
| English Bluff | 0 | 0 | NA |
| Pebble Hill | 0 | 0 | NA |
| Tsawwassen Central | 6 | 2 | 33% |
| Tsawwassen East | 1 | 1 | 100% |
| Tsawwassen North | 35 | 3 | 9% |
| TOTAL* | 52 | 9 | 17% |

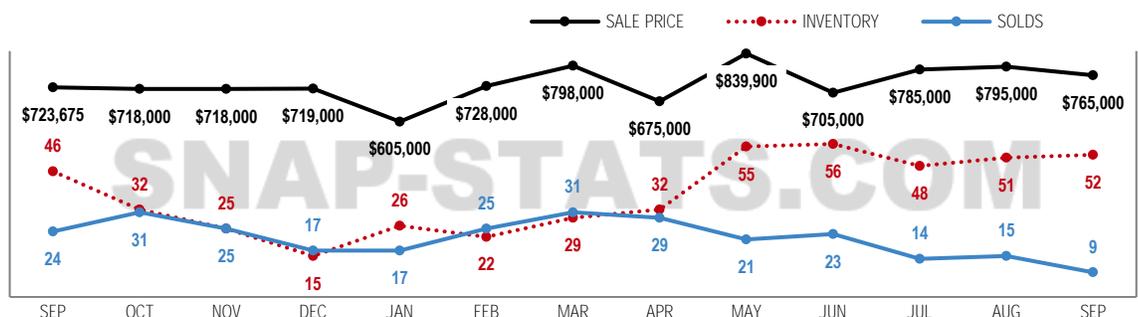
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000
- Sellers Best Bet** Selling homes in Tsawwassen North and 2 to 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 - 800,000 | 3 | 0 | NA |
| 800,001 – 900,000 | 0 | 1 | NA* |
| 900,001 – 1,000,000 | 0 | 1 | NA* |
| 1,000,001 – 1,250,000 | 9 | 4 | 44% |
| 1,250,001 – 1,500,000 | 14 | 6 | 43% |
| 1,500,001 – 1,750,000 | 5 | 3 | 60% |
| 1,750,001 – 2,000,000 | 8 | 1 | 13% |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 3 | 1 | 33% |
| 2,500,001 – 2,750,000 | 1 | 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 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 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 | 0 | 0 | NA |
| 7,000,001 - 7,500,000 | 0 | 0 | NA |
| 7,500,001 & Greater | 0 | 0 | NA |
| TOTAL* | 47 | 17 | 36% |

| | | | |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 7 | 3 | 43% |
| 3 to 4 Bedrooms | 31 | 9 | 29% |
| 5 to 6 Bedrooms | 8 | 5 | 63% |
| 7 Bedrooms & More | 1 | 0 | NA |
| TOTAL* | 47 | 17 | 36% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 5 | 4 | 80% |
| East Delta | 0 | 0 | NA |
| Hawthorne | 15 | 6 | 40% |
| Holly | 8 | 1 | 13% |
| Ladner Elementary | 5 | 3 | 60% |
| Ladner Rural | 1 | 0 | NA |
| Neilsen Grove | 3 | 2 | 67% |
| Port Guichon | 9 | 1 | 11% |
| Tilbury | 0 | 0 | NA |
| Westham Island | 1 | 0 | NA |
| TOTAL* | 47 | 17 | 36% |

| SnapStats® | August | September | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 69 | 47 | -32% |
| Solds | 11 | 17 | 55% |
| Sale Price | \$1,295,000 | \$1,368,888 | 6% |
| Sale Price SQFT | \$536 | \$589 | 10% |
| Sale to List Price Ratio | 99% | 94% | -5% |
| Days on Market | 10 | 19 | 90% |

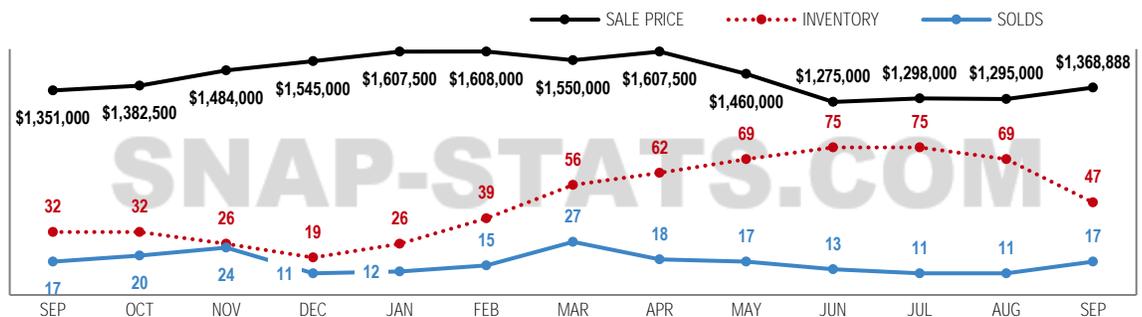
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1 mil to \$1.5 mil with average 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Port Guichon and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne 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 | 0 | 0 | NA |
| 500,001 – 600,000 | 1 | 1 | 100% |
| 600,001 – 700,000 | 6 | 0 | NA |
| 700,001 – 800,000 | 4 | 0 | NA |
| 800,001 – 900,000 | 3 | 1 | 33% |
| 900,001 – 1,000,000 | 5 | 0 | NA |
| 1,000,001 – 1,250,000 | 7 | 0 | NA |
| 1,250,001 – 1,500,000 | 2 | 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* | 29 | 2 | 7% |

| | | | |
|----------------------|----|---|-----|
| 0 to 1 Bedroom | 2 | 0 | NA |
| 2 Bedrooms | 15 | 2 | 13% |
| 3 Bedrooms | 8 | 0 | NA |
| 4 Bedrooms & Greater | 4 | 0 | NA |
| TOTAL* | 29 | 2 | 7% |

| SnapStats® | August | September | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 17 | 29 | 71% |
| Solds | 14 | 2 | -86% |
| Sale Price | \$792,500 | \$728,500 | -8% |
| Sale Price SQFT | \$617 | \$741 | 20% |
| Sale to List Price Ratio | 97% | 97% | 0% |
| Days on Market | 13 | 13 | 0% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 13 | 1 | 8% |
| East Delta | 1 | 0 | NA |
| Hawthorne | 1 | 0 | NA |
| Holly | 0 | 0 | NA |
| Ladner Elementary | 6 | 1 | 17% |
| Ladner Rural | 0 | 0 | NA |
| Neilsen Grove | 7 | 0 | NA |
| Port Guichon | 0 | 0 | NA |
| Tilbury | 1 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 29 | 2 | 7% |

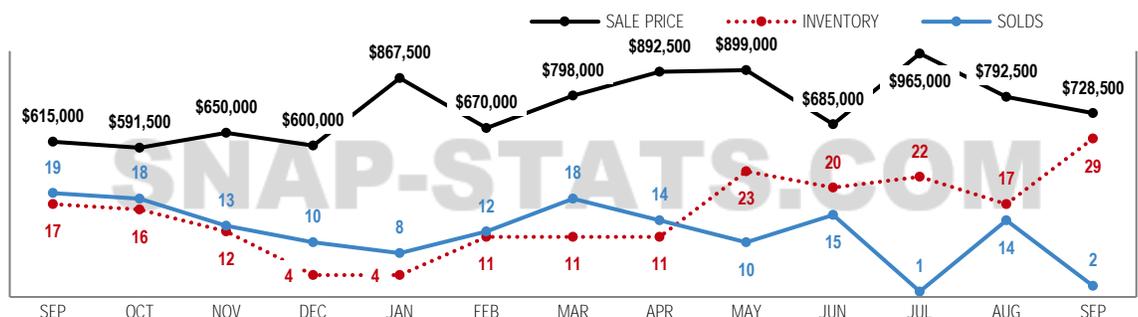
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 3% below 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

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