

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

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SnapStats Publishing

604.229.0521
snapstatsinfo@gmail.com
snap-stats.com

SnapStats Publishing Company
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Vancouver, BC V6J 1G5



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info@snap-stats.com | snap-stats.com

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	0	0	NA
300,001 – 400,000	10	1	10%
400,001 – 500,000	6	6	100%
500,001 – 600,000	29	13	45%
600,001 – 700,000	47	18	38%
700,001 – 800,000	53	6	11%
800,001 – 900,000	53	10	19%
900,001 – 1,000,000	36	11	31%
1,000,001 – 1,250,000	68	10	15%
1,250,001 – 1,500,000	86	4	5%
1,500,001 – 1,750,000	43	5	12%
1,750,001 – 2,000,000	51	1	2%
2,000,001 – 2,250,000	26	1	4%
2,250,001 – 2,500,000	31	1	3%
2,500,001 – 2,750,000	22	0	NA
2,750,001 – 3,000,000	22	1	5%
3,000,001 – 3,500,000	24	1	4%
3,500,001 – 4,000,000	24	0	NA
4,000,001 – 4,500,000	12	1	8%
4,500,001 – 5,000,000	9	0	NA
5,000,001 & Greater	40	0	NA
TOTAL*	692	90	13%

0 to 1 Bedroom	212	51	24%
2 Bedrooms	368	33	9%
3 Bedrooms	96	6	6%
4 Bedrooms & Greater	16	0	NA
TOTAL*	692	90	13%

SnapStats®	December	January	Variance
Inventory	639	692	8%
Solds	107	90	-16%
Sale Price	\$780,000	\$811,750	4%
Sale Price SQFT	\$1,029	\$1,079	5%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	21	23	10%

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

Community CONDOS & TOWNHOMES

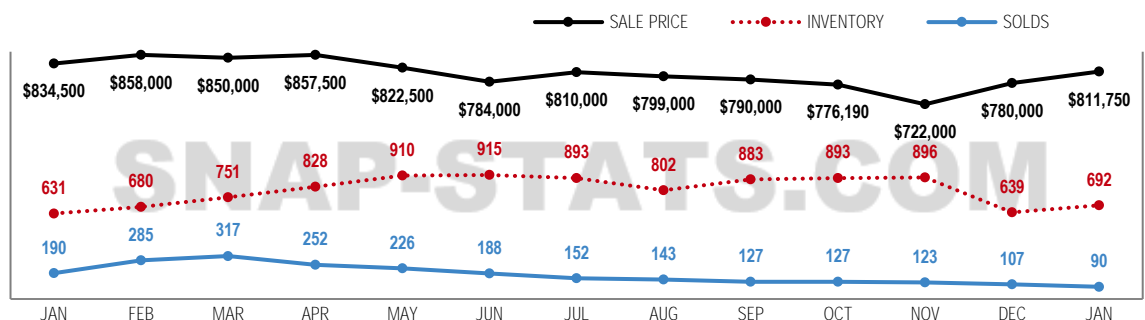
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	99	3	3%
Downtown	256	39	15%
Westend	172	19	11%
Yaletown	165	29	18%
TOTAL*	692	90	13%

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 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	1	0	NA
1,000,001 - 1,250,000	1	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	4	0	NA
2,000,001 - 2,250,000	4	1	25%
2,250,001 - 2,500,000	8	1	13%
2,500,001 - 2,750,000	9	1	11%
2,750,001 - 3,000,000	25	2	8%
3,000,001 - 3,500,000	32	8	25%
3,500,001 - 4,000,000	44	3	7%
4,000,001 - 4,500,000	46	3	7%
4,500,001 - 5,000,000	46	0	NA
5,000,001 - 5,500,000	29	1	3%
5,500,001 - 6,000,000	38	0	NA
6,000,001 - 6,500,000	19	0	NA
6,500,001 - 7,000,000	22	1	5%
7,000,001 - 7,500,000	11	3	27%
7,500,001 & Greater	115	1	1%
TOTAL*	455	25	5%

2 Bedrooms & Less	12	0	NA
3 to 4 Bedrooms	132	7	5%
5 to 6 Bedrooms	231	16	7%
7 Bedrooms & More	80	2	3%
TOTAL*	455	25	5%

SnapStats®	December	January	Variance
Inventory	403	455	13%
Solds	40	25	-38%
Sale Price	\$3,205,000	\$3,430,000	7%
Sale Price SQFT	\$1,099	\$1,038	-6%
Sale to List Price Ratio	92%	90%	-2%
Days on Market	29	53	83%

*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

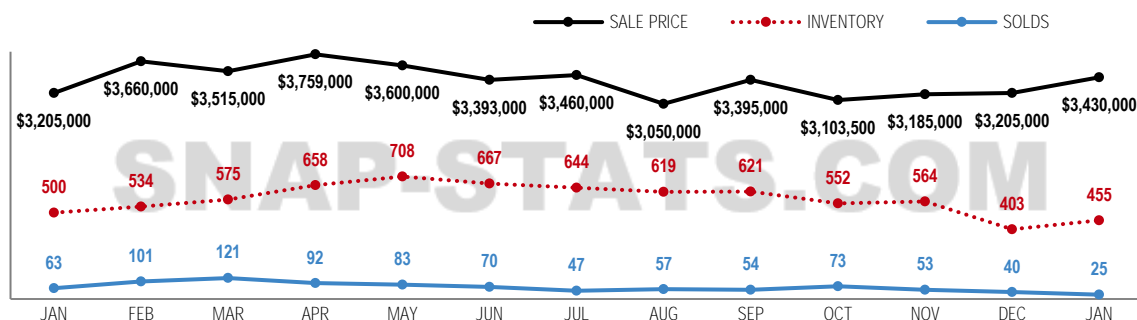
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	24	2	8%
Cambie	41	0	NA
Dunbar	35	3	9%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	25	1	4%
Kitsilano	26	3	12%
Mackenzie Heights	16	0	NA
Marpole	28	0	NA
Mount Pleasant	2	0	NA
Oakridge	16	0	NA
Point Grey	54	7	13%
Quilchena	16	1	6%
SW Marine	18	1	6%
Shaughnessy	67	4	6%
South Cambie	4	1	25%
South Granville	55	1	2%
Southlands	14	1	7%
University	13	0	NA
TOTAL*	455	25	5%

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$7 mil to \$7.5 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$7.5 mil plus, South Granville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Point Grey and 5 to 6 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	1	NA*
400,001 – 500,000	8	1	13%
500,001 – 600,000	19	4	21%
600,001 – 700,000	36	8	22%
700,001 – 800,000	41	15	37%
800,001 – 900,000	46	7	15%
900,001 – 1,000,000	38	8	21%
1,000,001 – 1,250,000	65	13	20%
1,250,001 – 1,500,000	76	6	8%
1,500,001 – 1,750,000	61	2	3%
1,750,001 – 2,000,000	48	4	8%
2,000,001 – 2,250,000	24	3	13%
2,250,001 – 2,500,000	18	2	11%
2,500,001 – 2,750,000	9	0	NA
2,750,001 – 3,000,000	11	0	NA
3,000,001 – 3,500,000	5	1	20%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	513	75	15%

0 to 1 Bedroom	135	26	19%
2 Bedrooms	237	40	17%
3 Bedrooms	128	8	6%
4 Bedrooms & Greater	13	1	8%
TOTAL*	513	75	15%

SnapStats®	December	January	Variance
Inventory	472	513	9%
Solds	96	75	-22%
Sale Price	\$893,000	\$910,000	2%
Sale Price SQFT	\$992	\$963	-3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	26	27	4%

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

Community CONDOS & TOWNHOMES

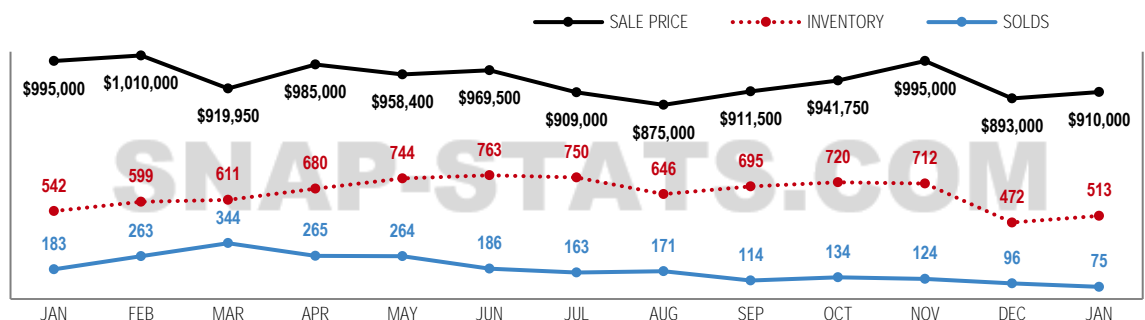
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	59	3	5%
Dunbar	16	1	6%
Fairview	50	8	16%
Falsecreek	65	12	18%
Kerrisdale	32	5	16%
Kitsilano	41	15	37%
Mackenzie Heights	0	0	NA
Marpole	58	3	5%
Mount Pleasant	1	4	400%*
Oakridge	20	4	20%
Point Grey	12	0	NA
Quilchena	14	2	14%
SW Marine	7	0	NA
Shaughnessy	7	3	43%
South Cambie	52	1	2%
South Granville	15	1	7%
Southlands	1	0	NA
University	63	13	21%
TOTAL*	513	75	15%

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, South Cambie and 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	2	0	NA
1,000,001 - 1,250,000	5	1	20%
1,250,001 - 1,500,000	12	7	58%
1,500,001 - 1,750,000	46	14	30%
1,750,001 - 2,000,000	50	5	10%
2,000,001 - 2,250,000	35	3	9%
2,250,001 - 2,500,000	41	1	2%
2,500,001 - 2,750,000	23	1	4%
2,750,001 - 3,000,000	40	1	3%
3,000,001 - 3,500,000	32	0	NA
3,500,001 - 4,000,000	10	0	NA
4,000,001 - 4,500,000	9	0	NA
4,500,001 - 5,000,000	3	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	2	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	312	33	11%

2 Bedrooms & Less	16	3	19%
3 to 4 Bedrooms	108	12	11%
5 to 6 Bedrooms	133	14	11%
7 Bedrooms & More	55	4	7%
TOTAL*	312	33	11%

SnapStats®	December	January	Variance
Inventory	282	312	11%
Solds	39	33	-15%
Sale Price	\$1,718,800	\$1,600,000	-7%
Sale Price SQFT	\$774	\$665	-14%
Sale to List Price Ratio	96%	94%	-2%
Days on Market	39	22	-44%

*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

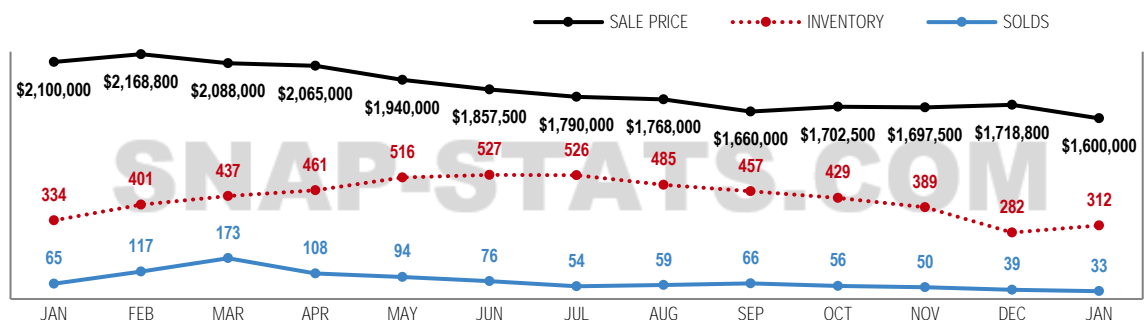
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	1	NA*
Collingwood	57	1	2%
Downtown	0	0	NA
Fraser	12	5	42%
Fraserview	16	2	13%
Grandview Woodland	19	3	16%
Hastings	13	0	NA
Hastings Sunrise	9	4	44%
Killarney	21	1	5%
Knight	29	4	14%
Main	16	1	6%
Mount Pleasant	8	2	25%
Renfrew Heights	34	4	12%
Renfrew	30	1	3%
South Marine	0	0	NA
South Vancouver	31	2	6%
Strathcona	2	0	NA
Victoria	15	2	13%
TOTAL*	312	33	11%

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 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 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Collingwood and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser and up to 2 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	2	100%
400,001 – 500,000	20	5	25%
500,001 – 600,000	65	16	25%
600,001 – 700,000	56	13	23%
700,001 – 800,000	50	11	22%
800,001 – 900,000	51	8	16%
900,001 – 1,000,000	41	5	12%
1,000,001 – 1,250,000	43	3	7%
1,250,001 – 1,500,000	28	0	NA
1,500,001 – 1,750,000	13	0	NA
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	382	63	16%

0 to 1 Bedroom	158	29	18%
2 Bedrooms	143	29	20%
3 Bedrooms	70	5	7%
4 Bedrooms & Greater	11	0	NA
TOTAL*	382	63	16%

SnapStats®	December	January	Variance
Inventory	322	382	19%
Solds	69	63	-9%
Sale Price	\$720,000	\$660,000	-8%
Sale Price SQFT	\$847	\$876	3%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	19	18	-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.

Community CONDOS & TOWNHOMES

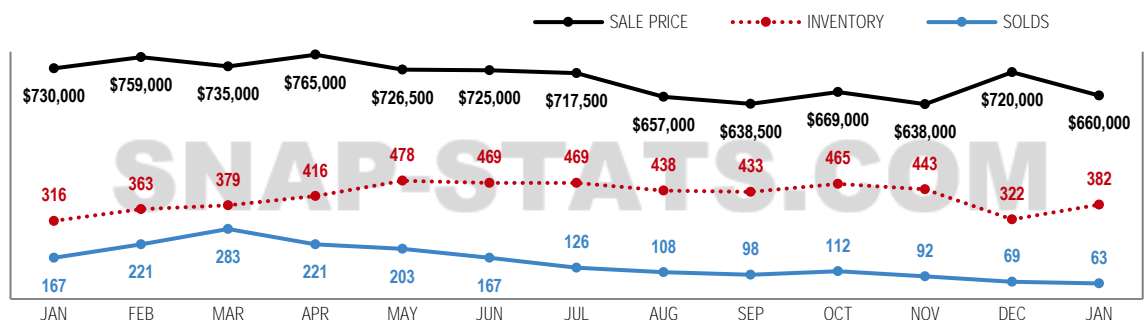
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	10	2	20%
Collingwood	96	8	8%
Downtown	19	4	21%
Fraser	5	1	20%
Fraserview	0	0	NA
Grandview Woodland	26	4	15%
Hastings	19	4	21%
Hastings Sunrise	3	2	67%
Killarney	7	1	14%
Knight	13	1	8%
Main	4	1	25%
Mount Pleasant	73	17	23%
Renfrew Heights	1	0	NA
Renfrew	5	2	40%
South Marine	60	9	15%
South Vancouver	12	0	NA
Strathcona	20	3	15%
Victoria	9	4	44%
TOTAL*	382	63	16%

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Collingwood, Knight and 3 bedroom properties
- Sellers Best Bet** Selling homes in Victoria and 2 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	1	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	5	1	20%
1,500,001 - 1,750,000	10	4	40%
1,750,001 - 2,000,000	19	6	32%
2,000,001 - 2,250,000	8	2	25%
2,250,001 - 2,500,000	17	2	12%
2,500,001 - 2,750,000	6	2	33%
2,750,001 - 3,000,000	11	0	NA
3,000,001 - 3,500,000	12	1	8%
3,500,001 - 4,000,000	11	0	NA
4,000,001 - 4,500,000	7	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	1	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	116	18	16%

2 Bedrooms & Less	8	0	NA
3 to 4 Bedrooms	57	10	18%
5 to 6 Bedrooms	34	6	18%
7 Bedrooms & More	17	2	12%
TOTAL*	116	18	16%

SnapStats®	December	January	Variance
Inventory	108	116	7%
Solds	25	18	-28%
Sale Price	\$1,910,000	\$1,862,500	-2%
Sale Price SQFT	\$806	\$727	-10%
Sale to List Price Ratio	96%	93%	-3%
Days on Market	35	30	-14%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	2	1	50%
Boulevard	5	0	NA
Braemar	0	1	NA*
Calverhall	0	1	NA*
Canyon Heights	17	0	NA
Capilano	1	0	NA
Central Lonsdale	11	3	27%
Deep Cove	3	1	33%
Delbrook	2	2	100%
Dollarton	5	0	NA
Edgemont	4	0	NA
Forest Hills	2	0	NA
Grouse Woods	2	0	NA
Harbourside	0	0	NA
Indian Arm	0	0	NA
Indian River	3	0	NA
Lower Lonsdale	5	0	NA
Lynn Valley	8	0	NA
Lynnmoor	6	0	NA
Mosquito Creek	1	0	NA
Norgate	0	1	NA*
Northlands	1	0	NA
Pemberton Heights	3	0	NA
Pemberton	2	0	NA
Princess Park	1	0	NA
Queensbury	0	0	NA
Roche Point	2	0	NA
Seymour	2	0	NA
Tempe	0	0	NA
Upper Delbrook	4	1	25%
Upper Lonsdale	11	5	45%
Westlynn	9	1	11%
Westlynn Terrace	0	0	NA
Windsor Park	0	1	NA*
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	116	18	16%

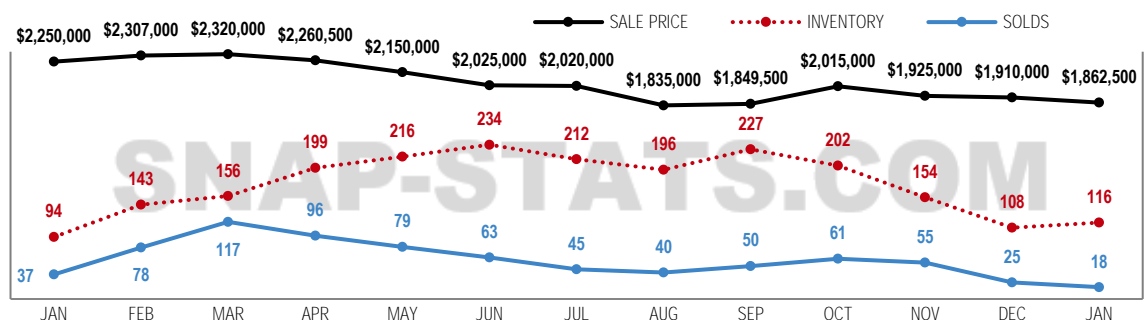
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Westlynn and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Upper Lonsdale and 3 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	11	2	18%
500,001 – 600,000	17	5	29%
600,001 – 700,000	28	4	14%
700,001 – 800,000	28	12	43%
800,001 – 900,000	26	12	46%
900,001 – 1,000,000	21	6	29%
1,000,001 – 1,250,000	39	8	21%
1,250,001 – 1,500,000	35	5	14%
1,500,001 – 1,750,000	23	4	17%
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	1	1	100%
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*	249	60	24%

0 to 1 Bedroom	66	14	21%
2 Bedrooms	126	32	25%
3 Bedrooms	42	12	29%
4 Bedrooms & Greater	15	2	13%
TOTAL*	249	60	24%

SnapStats®	December	January	Variance
Inventory	210	249	19%
Solds	81	60	-26%
Sale Price	\$820,000	\$852,500	4%
Sale Price SQFT	\$853	\$889	4%
Sale to List Price Ratio	97%	97%	0%
Days on Market	28	31	11%

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	1	0	NA
Capilano	3	0	NA
Central Lonsdale	38	11	29%
Deep Cove	0	2	NA*
Delbrook	1	0	NA
Dollarton	0	0	NA
Edgemont	4	2	50%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	3	1	33%
Indian Arm	0	0	NA
Indian River	3	2	67%
Lower Lonsdale	59	11	19%
Lynn Valley	15	5	33%
Lynn timer	29	6	21%
Mosquito Creek	7	0	NA
Norqate	3	0	NA
Northlands	2	2	100%
Pemberton Heights	0	1	NA*
Pemberton	46	10	22%
Princess Park	0	0	NA
Queensbury	3	1	33%
Roche Point	12	3	25%
Seymour	1	0	NA
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	11	0	NA
Westlynn	1	1	100%
Westlynn Terrace	0	0	NA
Windsor Park	6	2	33%
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	249	60	24%

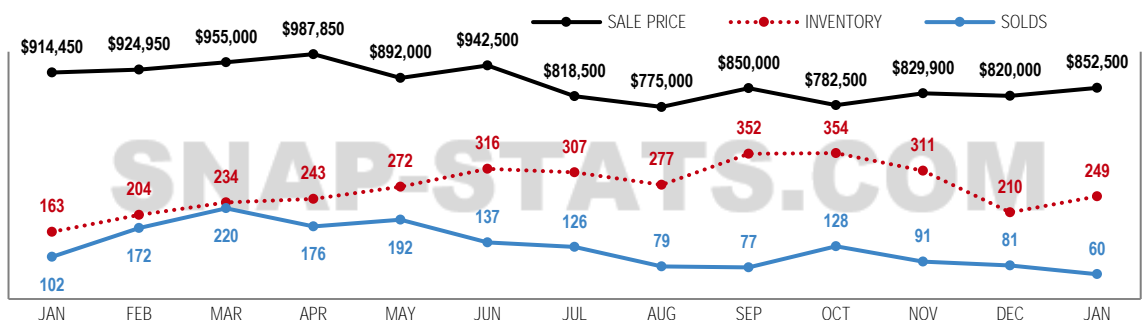
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 46% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 / \$1.25 mil to \$1.5 mil, Lower Lonsdale and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Lynn Valley and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	0	NA
1,750,001 - 2,000,000	9	1	11%
2,000,001 - 2,250,000	5	3	60%
2,250,001 - 2,500,000	12	3	25%
2,500,001 - 2,750,000	10	2	20%
2,750,001 - 3,000,000	20	0	NA
3,000,001 - 3,500,000	21	2	10%
3,500,001 - 4,000,000	23	1	4%
4,000,001 - 4,500,000	19	0	NA
4,500,001 - 5,000,000	21	1	5%
5,000,001 - 5,500,000	10	0	NA
5,500,001 - 6,000,000	24	1	4%
6,000,001 - 6,500,000	1	1	100%
6,500,001 - 7,000,000	18	0	NA
7,000,001 - 7,500,000	6	0	NA
7,500,001 & Greater	63	2	3%
TOTAL*	264	17	6%

2 Bedrooms & Less	7	0	NA
3 to 4 Bedrooms	106	10	9%
5 to 6 Bedrooms	131	6	5%
7 Bedrooms & More	20	1	5%
TOTAL*	264	17	6%

SnapStats®	December	January	Variance
Inventory	251	264	5%
Solds	26	17	-35%
Sale Price	\$2,697,500	\$2,750,000	2%
Sale Price SQFT	\$905	\$944	4%
Sale to List Price Ratio	90%	97%	8%
Days on Market	52	48	-8%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	10	1	10%
Ambleside	18	2	11%
Bayridge	8	1	13%
British Properties	57	2	4%
Canterbury	2	1	50%
Caulfield	22	2	9%
Cedardale	2	0	NA
Chartwell	18	1	6%
Chelsea Park	3	0	NA
Cypress	7	0	NA
Cypress Park Estates	10	0	NA
Deer Ridge	0	0	NA
Dundarave	21	0	NA
Eagle Harbour	11	0	NA
Eagleridge	2	0	NA
Furry Creek	3	0	NA
Gleneagles	4	0	NA
Glenmore	12	0	NA
Horseshoe Bay	2	1	50%
Howe Sound	0	1	NA*
Lions Bay	7	0	NA
Olde Caulfield	3	2	67%
Panorama Village	3	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	7	1	14%
Rockridge	1	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	6	0	NA
Upper Caulfield	2	0	NA
West Bay	4	0	NA
Westhill	6	1	17%
Westmount	5	1	20%
Whitby Estates	5	0	NA
Whytecliff	1	0	NA
TOTAL*	264	17	6%

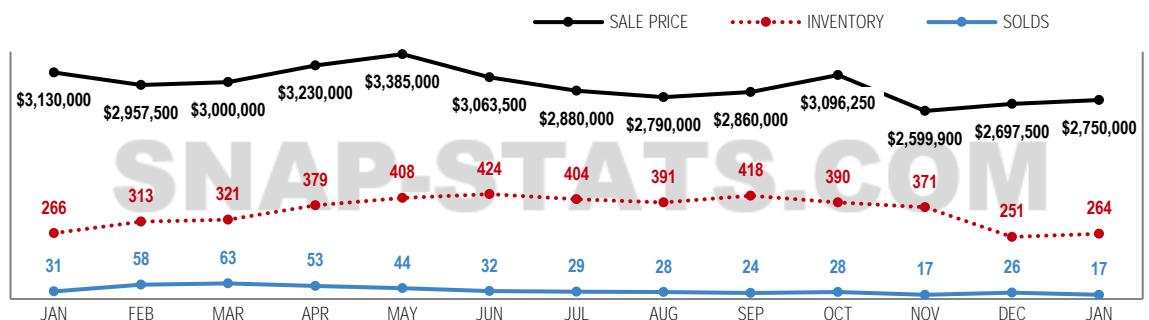
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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 3% 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 \$3.5 mil to \$4 mil / \$5.5 mil to \$6 mil, Chartwell and minimum 5 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	1	1	100%
500,001 – 600,000	1	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	3	0	NA
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	4	1	25%
1,000,001 – 1,250,000	7	3	43%
1,250,001 – 1,500,000	13	1	8%
1,500,001 – 1,750,000	3	2	67%
1,750,001 – 2,000,000	12	0	NA
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	8	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	83	9	11%

0 to 1 Bedroom	15	2	13%
2 Bedrooms	49	7	14%
3 Bedrooms	19	0	NA
4 Bedrooms & Greater	0	0	NA
TOTAL*	83	9	11%

SnapStats®	December	January	Variance
Inventory	93	83	-11%
Solds	12	9	-25%
Sale Price	\$863,500	\$1,199,600	39%
Sale Price SQFT	\$864	\$1,230	42%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	24	29	21%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	18	2	11%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	0	1	NA*
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	9	1	11%
Deer Ridge	0	0	NA
Dundarave	15	2	13%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	16	0	NA
Howe Sound	1	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	5	1	20%
Park Royal	15	2	13%
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*	83	9	11%

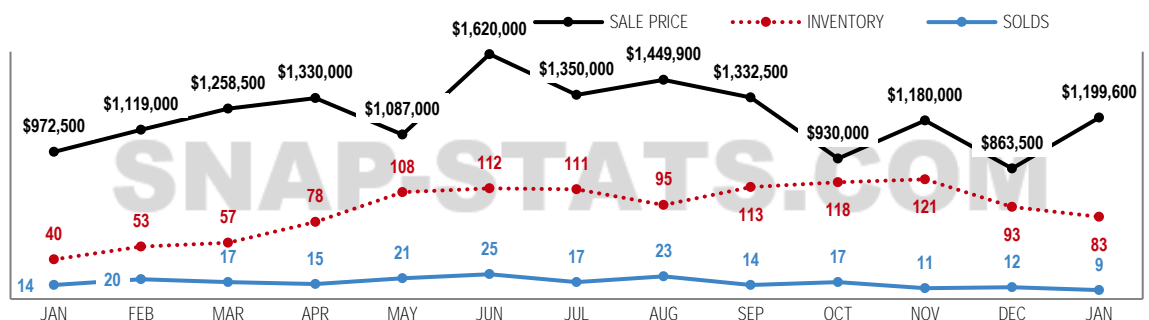
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** Insufficient data but with 3 sales price band of \$1 mil to \$1.25 mil
- Buyers Best Bet** Homes in Ambleside and Cypress Park Estates
- Sellers Best Bet** Selling homes in Dundarave and Park Royal

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	4	0	NA
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	6	2	33%
1,500,001 - 1,750,000	24	6	25%
1,750,001 - 2,000,000	44	5	11%
2,000,001 - 2,250,000	26	4	15%
2,250,001 - 2,500,000	48	3	6%
2,500,001 - 2,750,000	21	2	10%
2,750,001 - 3,000,000	30	1	3%
3,000,001 - 3,500,000	33	2	6%
3,500,001 - 4,000,000	27	0	NA
4,000,001 - 4,500,000	14	0	NA
4,500,001 - 5,000,000	14	0	NA
5,000,001 - 5,500,000	3	0	NA
5,500,001 - 6,000,000	2	0	NA
6,000,001 - 6,500,000	2	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*	305	25	8%

2 Bedrooms & Less	9	0	NA
3 to 4 Bedrooms	108	14	13%
5 to 6 Bedrooms	172	11	6%
7 Bedrooms & More	16	0	NA
TOTAL*	305	25	8%

SnapStats®	December	January	Variance
Inventory	248	305	23%
Solds	37	25	-32%
Sale Price	\$1,780,000	\$1,980,000	11%
Sale Price SQFT	\$652	\$711	9%
Sale to List Price Ratio	96%	95%	-1%
Days on Market	29	34	17%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	7	2	29%
Bridgeport	8	0	NA
Brighthouse	10	0	NA
Brighthouse South	2	0	NA
Broadmoor	38	0	NA
East Cambie	2	0	NA
East Richmond	4	0	NA
Garden City	10	0	NA
Gilmore	1	0	NA
Granville	23	2	9%
Hamilton	9	1	11%
Ironwood	11	0	NA
Lackner	16	1	6%
McLennan	9	1	11%
McLennan North	0	0	NA
McNair	10	1	10%
Quilchena	21	3	14%
Riverdale	16	0	NA
Saunders	16	2	13%
Sea Island	1	1	100%
Seafair	14	1	7%
South Arm	6	2	33%
Steveston North	15	3	20%
Steveston South	6	1	17%
Steveston Village	6	1	17%
Terra Nova	6	0	NA
West Cambie	11	0	NA
Westwind	5	1	20%
Woodwards	22	2	9%
TOTAL*	305	25	8%

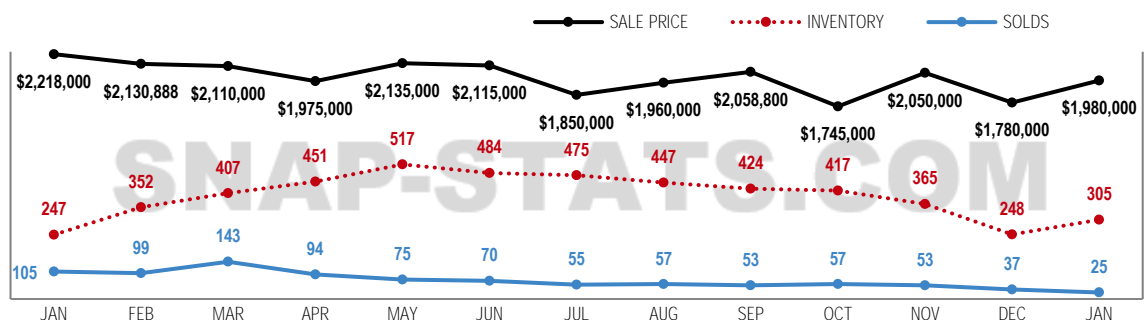
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Lackner, Seafair and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Steveston North and 3 to 4 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	14	3	21%
300,001 – 400,000	12	6	50%
400,001 – 500,000	18	7	39%
500,001 – 600,000	55	19	35%
600,001 – 700,000	58	20	34%
700,001 – 800,000	58	13	22%
800,001 – 900,000	56	8	14%
900,001 – 1,000,000	53	11	21%
1,000,001 – 1,250,000	98	8	8%
1,250,001 – 1,500,000	61	2	3%
1,500,001 – 1,750,000	23	0	NA
1,750,001 – 2,000,000	9	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	2	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	0	0	NA
TOTAL*	524	97	19%

0 to 1 Bedroom	99	25	25%
2 Bedrooms	221	54	24%
3 Bedrooms	166	18	11%
4 Bedrooms & Greater	38	0	NA
TOTAL*	524	97	19%

SnapStats®	December	January	Variance
Inventory	448	524	17%
Solds	132	97	-27%
Sale Price	\$721,400	\$685,000	-5%
Sale Price SQFT	\$744	\$766	3%
Sale to List Price Ratio	97%	98%	1%
Days on Market	27	37	37%

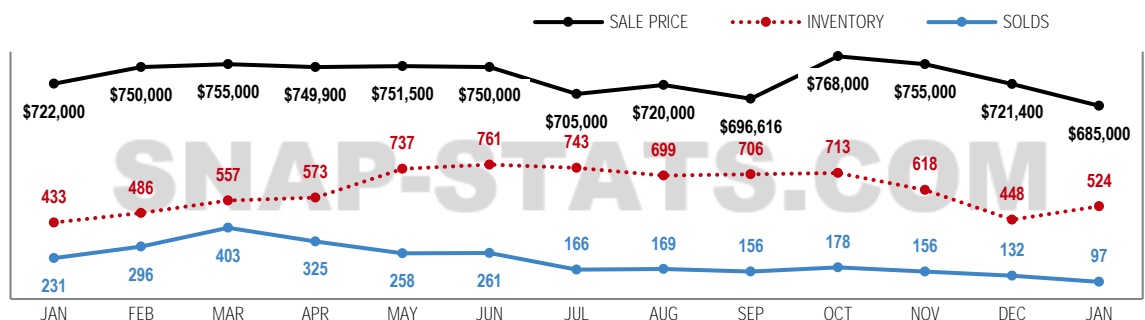
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Bridgeport, Hamilton, South Arm and 3 bedroom properties
- Sellers Best Bet** Selling homes in Brighthouse South, McLennan North and up to 2 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	1	NA*
1,000,001 - 1,250,000	5	4	80%
1,250,001 - 1,500,000	15	4	27%
1,500,001 - 1,750,000	16	2	13%
1,750,001 - 2,000,000	19	0	NA
2,000,001 - 2,250,000	2	1	50%
2,250,001 - 2,500,000	6	1	17%
2,500,001 - 2,750,000	1	0	NA
2,750,001 - 3,000,000	6	0	NA
3,000,001 - 3,500,000	4	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 - 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	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	79	13	16%

2 Bedrooms & Less	5	1	20%
3 to 4 Bedrooms	44	8	18%
5 to 6 Bedrooms	26	4	15%
7 Bedrooms & More	4	0	NA
TOTAL*	79	13	16%

SnapStats®	December	January	Variance
Inventory	61	79	30%
Solds	14	13	-7%
Sale Price	\$1,617,500	\$1,450,000	-10%
Sale Price SQFT	\$572	\$638	12%
Sale to List Price Ratio	96%	97%	1%
Days on Market	50	44	-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.

Community DETACHED HOUSES

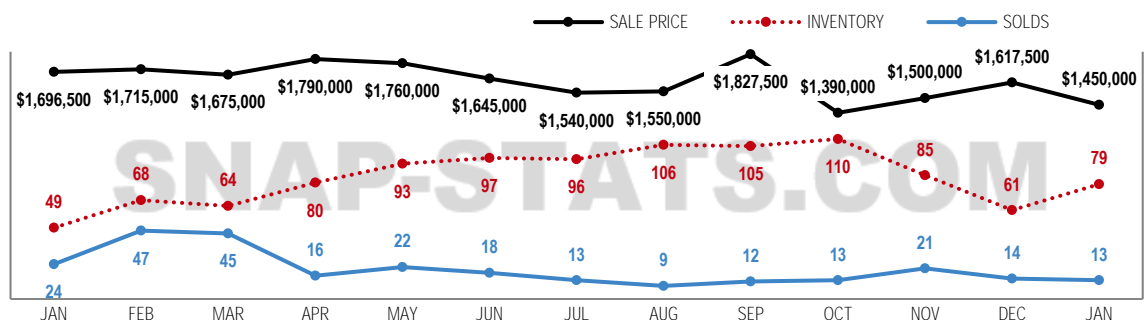
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	4	6	150%*
Boundary Beach	5	0	NA
Cliff Drive	13	2	15%
English Bluff	17	0	NA
Pebble Hill	11	1	9%
Tsawwassen Central	15	2	13%
Tsawwassen East	5	2	40%
Tsawwassen North	9	0	NA
TOTAL*	79	13	16%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: 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** \$1.25 mil to \$1.5 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Pebble Hill and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive, Tsawwassen Central and 3 to 4 bedroom properties

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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	3	0	NA
500,001 – 600,000	4	1	25%
600,001 – 700,000	6	3	50%
700,001 – 800,000	7	0	NA
800,001 – 900,000	6	1	17%
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	2	1	50%
1,250,001 – 1,500,000	4	1	25%
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*	37	7	19%

0 to 1 Bedroom	6	2	33%
2 Bedrooms	16	5	31%
3 Bedrooms	13	0	NA
4 Bedrooms & Greater	2	0	NA
TOTAL*	37	7	19%

SnapStats®	December	January	Variance
Inventory	35	37	6%
Solds	9	7	-22%
Sale Price	\$677,000	\$670,000	-1%
Sale Price SQFT	\$545	\$673	24%
Sale to List Price Ratio	97%	102%	5%
Days on Market	49	10	-80%

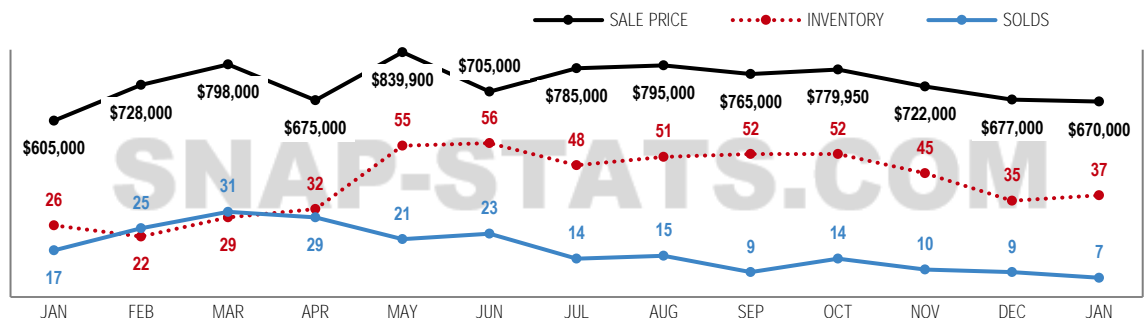
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** Insufficient data but with 3 sales price band of \$600,000 to \$700,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	1	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	6	4	67%
1,250,001 - 1,500,000	7	4	57%
1,500,001 - 1,750,000	9	1	11%
1,750,001 - 2,000,000	6	0	NA
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	2	0	NA
2,500,001 - 2,750,000	2	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	1	0	NA
4,000,001 - 4,500,000	0	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*	39	9	23%

2 Bedrooms & Less	7	0	NA
3 to 4 Bedrooms	20	5	25%
5 to 6 Bedrooms	11	4	36%
7 Bedrooms & More	1	0	NA
TOTAL*	39	9	23%

SnapStats®	December	January	Variance
Inventory	39	39	0%
Solds	8	9	13%
Sale Price	\$1,304,500	\$1,265,000	-3%
Sale Price SQFT	\$521	\$527	1%
Sale to List Price Ratio	97%	97%	0%
Days on Market	34	35	3%

*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

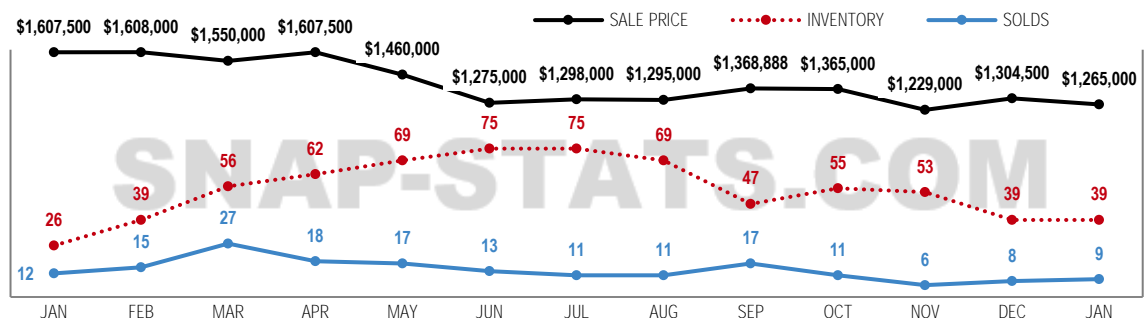
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	3	60%
East Delta	0	0	NA
Hawthorne	13	1	8%
Holly	6	3	50%
Ladner Elementary	6	1	17%
Ladner Rural	1	0	NA
Neilsen Grove	2	0	NA
Port Guichon	5	1	20%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	39	9	23%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** Insufficient data but with 4 sales each price bands of \$1 mil to \$1.25 mil / \$1.25 mil to \$1.5 mil
- Buyers Best Bet** Insufficient data except for 3 to 4 bedroom properties
- Sellers Best Bet** Insufficient data except for 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



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	1	50%
600,001 – 700,000	3	0	NA
700,001 – 800,000	2	1	50%
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	5	3	60%
1,250,001 – 1,500,000	8	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*	25	7	28%

0 to 1 Bedroom	1	0	NA
2 Bedrooms	7	2	29%
3 Bedrooms	6	2	33%
4 Bedrooms & Greater	11	3	27%
TOTAL*	25	7	28%

SnapStats®	December	January	Variance
Inventory	15	25	67%
Solds	1	7	600%
Sale Price	\$605,000	\$912,000	51%
Sale Price SQFT	\$644	\$661	3%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	6	6	0%

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

Community CONDOS & TOWNHOMES

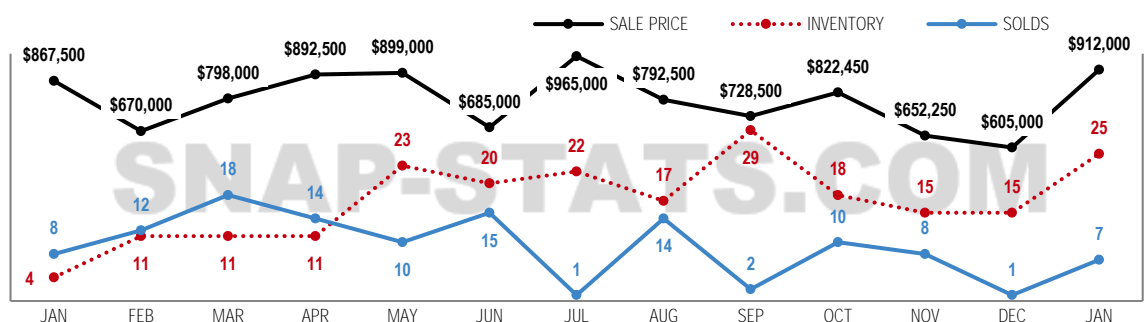
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	4	100%
East Delta	1	0	NA
Hawthorne	2	0	NA
Holly	0	0	NA
Ladner Elementary	4	0	NA
Ladner Rural	0	0	NA
Neilsen Grove	14	3	21%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	25	7	28%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** Insufficient data but with 3 sales price band of \$1 mil to \$1.25 mil
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Selling homes in Neilsen Grove and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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