

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

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SnapStats Publishing

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1838 West 1 Avenue
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February 2023

Produced & Published by SnapStats® Publishing Co.
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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	10	3	30%
400,001 – 500,000	7	5	71%
500,001 – 600,000	36	12	33%
600,001 – 700,000	52	23	44%
700,001 – 800,000	53	16	30%
800,001 – 900,000	60	9	15%
900,001 – 1,000,000	46	12	26%
1,000,001 – 1,250,000	76	14	18%
1,250,001 – 1,500,000	81	9	11%
1,500,001 – 1,750,000	42	5	12%
1,750,001 – 2,000,000	46	1	2%
2,000,001 – 2,250,000	26	0	NA
2,250,001 – 2,500,000	28	2	7%
2,500,001 – 2,750,000	31	1	3%
2,750,001 – 3,000,000	19	1	5%
3,000,001 – 3,500,000	24	0	NA
3,500,001 – 4,000,000	26	1	4%
4,000,001 – 4,500,000	12	0	NA
4,500,001 – 5,000,000	10	0	NA
5,000,001 & Greater	40	1	3%
TOTAL*	726	115	16%

0 to 1 Bedroom	227	68	30%
2 Bedrooms	386	41	11%
3 Bedrooms	97	5	5%
4 Bedrooms & Greater	16	1	6%
TOTAL*	726	115	16%

SnapStats®	January	February	Variance
Inventory	692	726	5%
Solds	90	115	28%
Sale Price	\$811,750	\$770,000	-5%
Sale Price SQFT	\$1,079	\$1,034	-4%
Sale to List Price Ratio	96%	96%	0%
Days on Market	23	10	-57%

*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

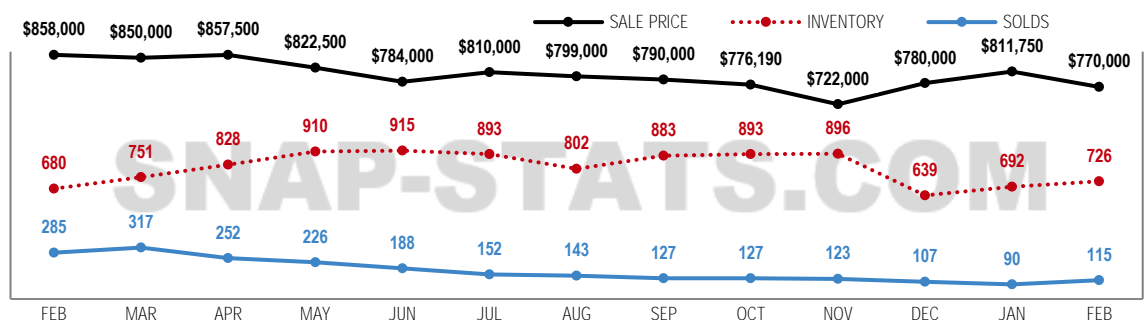
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	101	10	10%
Downtown	262	43	16%
Westend	173	32	18%
Yaletown	190	30	16%
TOTAL*	726	115	16%

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 4% 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 mil, Coal Harbour and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Westend and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	1	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	1	NA*
1,500,001 - 1,750,000	2	0	NA
1,750,001 - 2,000,000	5	3	60%
2,000,001 - 2,250,000	6	1	17%
2,250,001 - 2,500,000	9	6	67%
2,500,001 - 2,750,000	12	6	50%
2,750,001 - 3,000,000	26	10	38%
3,000,001 - 3,500,000	35	10	29%
3,500,001 - 4,000,000	46	10	22%
4,000,001 - 4,500,000	53	2	4%
4,500,001 - 5,000,000	55	5	9%
5,000,001 - 5,500,000	24	5	21%
5,500,001 - 6,000,000	38	3	8%
6,000,001 - 6,500,000	20	0	NA
6,500,001 - 7,000,000	26	1	4%
7,000,001 - 7,500,000	10	0	NA
7,500,001 & Greater	113	1	1%
TOTAL*	480	66	14%

2 Bedrooms & Less	12	5	42%
3 to 4 Bedrooms	153	19	12%
5 to 6 Bedrooms	237	30	13%
7 Bedrooms & More	78	12	15%
TOTAL*	480	66	14%

SnapStats®	January	February	Variance
Inventory	455	480	5%
Solds	25	66	164%
Sale Price	\$3,430,000	\$3,356,500	-2%
Sale Price SQFT	\$1,038	\$1,013	-2%
Sale to List Price Ratio	90%	99%	10%
Days on Market	53	21	-60%

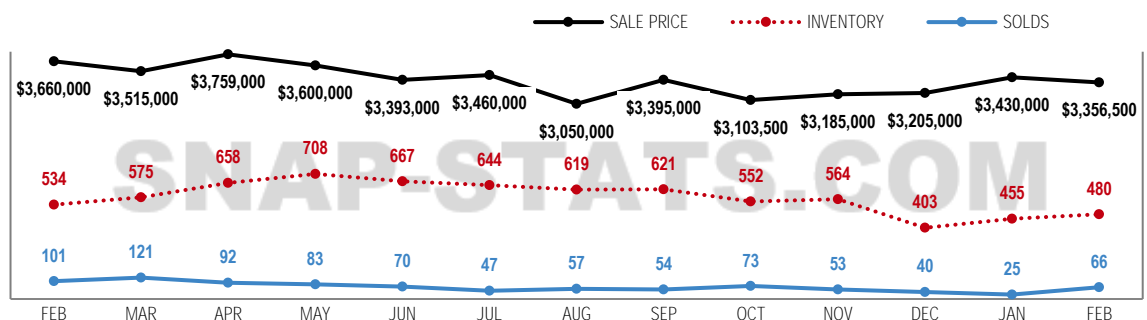
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: 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** \$2.25 mil to \$2.5 mil with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Cambie, Shaughnessy, South Granville, Southlands and 3 to 4 bedrooms
- 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	1	1	100%
400,001 – 500,000	5	7	140%*
500,001 – 600,000	18	9	50%
600,001 – 700,000	52	14	27%
700,001 – 800,000	45	17	38%
800,001 – 900,000	54	9	17%
900,001 – 1,000,000	42	11	26%
1,000,001 – 1,250,000	70	27	39%
1,250,001 – 1,500,000	79	8	10%
1,500,001 – 1,750,000	58	13	22%
1,750,001 – 2,000,000	63	3	5%
2,000,001 – 2,250,000	21	3	14%
2,250,001 – 2,500,000	17	3	18%
2,500,001 – 2,750,000	11	1	9%
2,750,001 – 3,000,000	11	0	NA
3,000,001 – 3,500,000	6	1	17%
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*	561	127	23%

0 to 1 Bedroom	171	41	24%
2 Bedrooms	248	65	26%
3 Bedrooms	129	20	16%
4 Bedrooms & Greater	13	1	8%
TOTAL*	561	127	23%

SnapStats®	January	February	Variance
Inventory	513	561	9%
Solds	75	127	69%
Sale Price	\$910,000	\$950,000	4%
Sale Price SQFT	\$963	\$1,004	4%
Sale to List Price Ratio	98%	98%	0%
Days on Market	27	16	-41%

*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

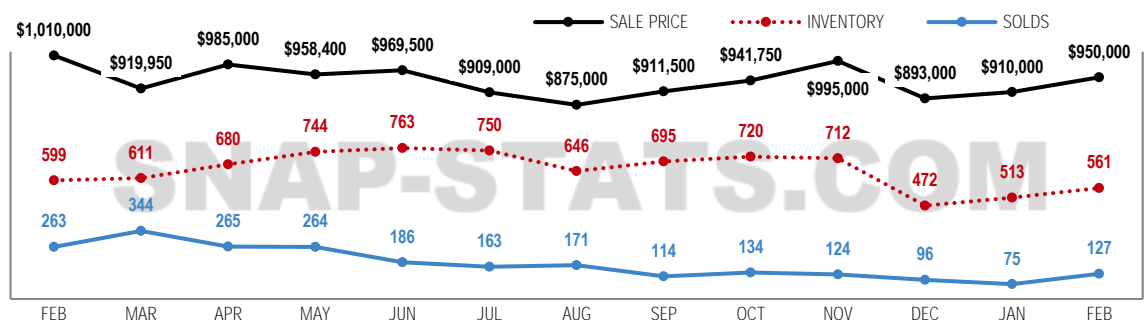
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	73	13	18%
Dunbar	13	2	15%
Fairview	56	21	38%
Falsecreek	77	17	22%
Kerrisdale	30	9	30%
Kitsilano	46	26	57%
Mackenzie Heights	1	0	NA
Marpole	60	9	15%
Mount Pleasant	4	0	NA
Oakridge	21	4	19%
Point Grey	15	2	13%
Quilchena	15	2	13%
SW Marine	5	3	60%
Shaughnessy	7	1	14%
South Cambie	51	3	6%
South Granville	14	1	7%
Southlands	2	0	NA
University	71	14	20%
TOTAL*	561	127	23%

Market Summary

- Market Type Indicator **WESTSIDE 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** \$500,000 to \$600,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, South Cambie, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano and 2 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	3	NA*
1,000,001 - 1,250,000	2	2	100%
1,250,001 - 1,500,000	15	3	20%
1,500,001 - 1,750,000	44	21	48%
1,750,001 - 2,000,000	55	10	18%
2,000,001 - 2,250,000	35	8	23%
2,250,001 - 2,500,000	47	4	9%
2,500,001 - 2,750,000	26	2	8%
2,750,001 - 3,000,000	31	3	10%
3,000,001 - 3,500,000	39	0	NA
3,500,001 - 4,000,000	10	1	10%
4,000,001 - 4,500,000	7	0	NA
4,500,001 - 5,000,000	2	0	NA
5,000,001 - 5,500,000	2	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*	317	57	18%

2 Bedrooms & Less	16	2	13%
3 to 4 Bedrooms	105	22	21%
5 to 6 Bedrooms	140	25	18%
7 Bedrooms & More	56	8	14%
TOTAL*	317	57	18%

SnapStats®	January	February	Variance
Inventory	312	317	2%
Solds	33	57	73%
Sale Price	\$1,600,000	\$1,748,000	9%
Sale Price SQFT	\$665	\$745	12%
Sale to List Price Ratio	94%	98%	4%
Days on Market	22	19	-14%

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Community DETACHED HOUSES

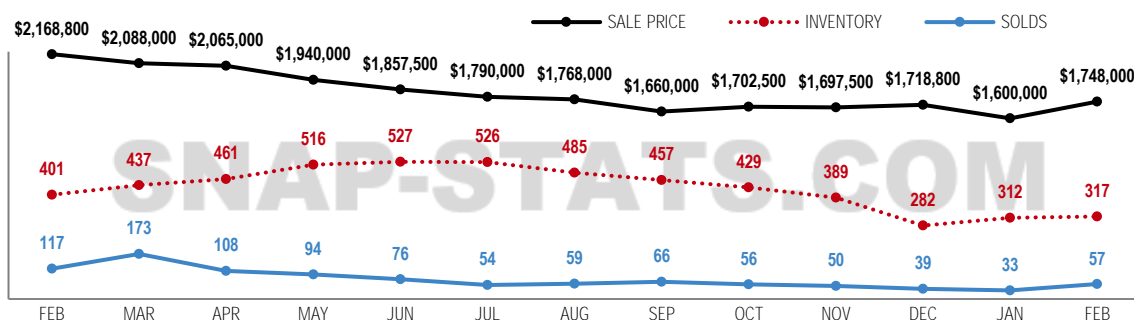
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	0	NA
Collingwood	53	2	4%
Downtown	0	0	NA
Fraser	13	8	62%
Fraserview	14	2	14%
Grandview Woodland	23	3	13%
Hastings	12	0	NA
Hastings Sunrise	10	2	20%
Killarney	17	6	35%
Knight	32	9	28%
Main	18	2	11%
Mount Pleasant	10	2	20%
Renfrew Heights	34	7	21%
Renfrew	38	2	5%
South Marine	1	0	NA
South Vancouver	23	9	39%
Strathcona	2	1	50%
Victoria	17	2	12%
TOTAL*	317	57	18%

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 48% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Collingwood, Renfrew and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	4	1	25%
400,001 – 500,000	18	14	78%
500,001 – 600,000	54	33	61%
600,001 – 700,000	55	21	38%
700,001 – 800,000	49	18	37%
800,001 – 900,000	46	12	26%
900,001 – 1,000,000	44	9	20%
1,000,001 – 1,250,000	47	5	11%
1,250,001 – 1,500,000	29	6	21%
1,500,001 – 1,750,000	15	2	13%
1,750,001 – 2,000,000	10	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	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	2	0	NA
TOTAL*	380	121	32%

0 to 1 Bedroom	147	60	41%
2 Bedrooms	148	44	30%
3 Bedrooms	72	12	17%
4 Bedrooms & Greater	13	5	38%
TOTAL*	380	121	32%

SnapStats®	January	February	Variance
Inventory	382	380	-1%
Solds	63	121	92%
Sale Price	\$660,000	\$673,000	2%
Sale Price SQFT	\$876	\$928	6%
Sale to List Price Ratio	95%	98%	3%
Days on Market	18	11	-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.

Community CONDOS & TOWNHOMES

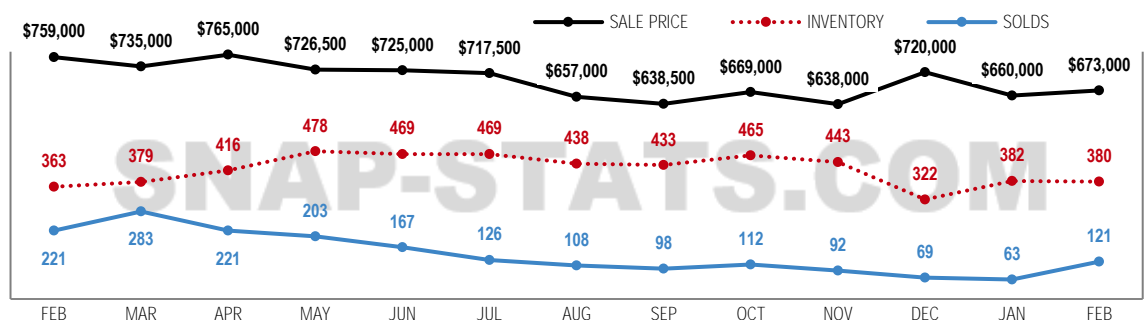
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	11	5	45%
Collingwood	96	29	30%
Downtown	19	6	32%
Fraser	4	4	100%
Fraserview	1	0	NA
Grandview Woodland	29	4	14%
Hastings	11	9	82%
Hastings Sunrise	3	1	33%
Killarney	8	2	25%
Knight	8	6	75%
Main	4	4	100%
Mount Pleasant	79	22	28%
Renfrew Heights	1	0	NA
Renfrew	7	0	NA
South Marine	48	21	44%
South Vancouver	16	0	NA
Strathcona	25	4	16%
Victoria	10	4	40%
TOTAL*	380	121	32%

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 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 78% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Grandview Woodland, Strathcona and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hastings, Knight and up to 1 bedroom properties

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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	1	1	100%
1,250,001 - 1,500,000	4	4	100%
1,500,001 - 1,750,000	10	15	150%*
1,750,001 - 2,000,000	22	8	36%
2,000,001 - 2,250,000	14	3	21%
2,250,001 - 2,500,000	22	2	9%
2,500,001 - 2,750,000	11	3	27%
2,750,001 - 3,000,000	10	2	20%
3,000,001 - 3,500,000	8	7	88%
3,500,001 - 4,000,000	11	2	18%
4,000,001 - 4,500,000	7	0	NA
4,500,001 - 5,000,000	5	1	20%
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*	128	48	38%

2 Bedrooms & Less	6	2	33%
3 to 4 Bedrooms	73	27	37%
5 to 6 Bedrooms	36	14	39%
7 Bedrooms & More	13	5	38%
TOTAL*	128	48	38%

SnapStats®	January	February	Variance
Inventory	116	128	10%
Solds	18	48	167%
Sale Price	\$1,862,500	\$1,852,500	-1%
Sale Price SQFT	\$727	\$705	-3%
Sale to List Price Ratio	93%	98%	5%
Days on Market	30	16	-47%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	6	1	17%
Boulevard	6	2	33%
Braemar	0	0	NA
Calverhall	1	2	200%*
Canyon Heights	17	6	35%
Capilano	1	0	NA
Central Lonsdale	9	3	33%
Deep Cove	5	1	20%
Delbrook	1	1	100%
Dollarton	6	0	NA
Edgemont	6	1	17%
Forest Hills	3	1	33%
Grouse Woods	2	0	NA
Harbourside	0	0	NA
Indian Arm	1	0	NA
Indian River	1	2	200%*
Lower Lonsdale	6	1	17%
Lynn Valley	10	5	50%
Lynn timer	5	1	20%
Mosquito Creek	1	0	NA
Norgate	1	0	NA
Northlands	0	1	NA*
Pemberton Heights	4	1	25%
Pemberton	3	3	100%
Princess Park	0	1	NA*
Queensbury	1	0	NA
Roche Point	3	0	NA
Seymour	2	0	NA
Tempe	0	0	NA
Upper Delbrook	6	1	17%
Upper Lonsdale	11	7	64%
Westlynn	5	6	120%*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	5	1	20%
TOTAL*	128	48	38%

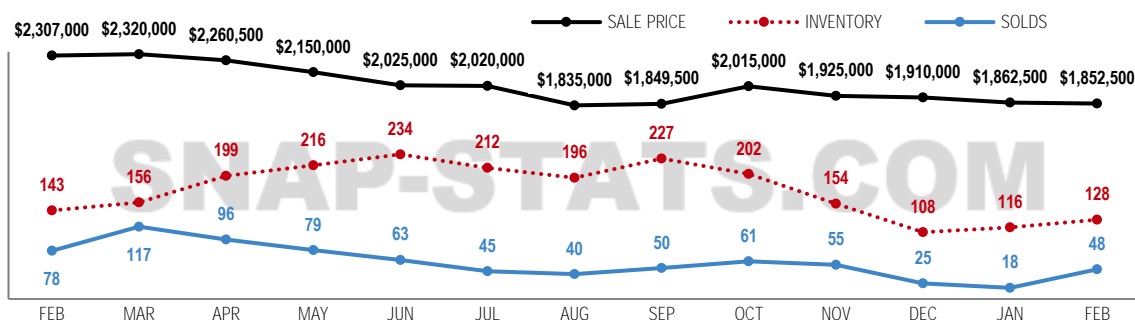
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Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Canyon Heights, Central Lonsdale and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Upper Lonsdale and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	1	NA*
400,001 – 500,000	9	9	100%
500,001 – 600,000	18	11	61%
600,001 – 700,000	25	11	44%
700,001 – 800,000	29	15	52%
800,001 – 900,000	27	5	19%
900,001 – 1,000,000	22	10	45%
1,000,001 – 1,250,000	37	15	41%
1,250,001 – 1,500,000	31	14	45%
1,500,001 – 1,750,000	26	4	15%
1,750,001 – 2,000,000	9	1	11%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	2	1	50%
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	4	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	1	0	NA
TOTAL*	253	97	38%

0 to 1 Bedroom	67	33	49%
2 Bedrooms	121	39	32%
3 Bedrooms	46	22	48%
4 Bedrooms & Greater	19	3	16%
TOTAL*	253	97	38%

SnapStats®	January	February	Variance
Inventory	249	253	2%
Solds	60	97	62%
Sale Price	\$852,500	\$814,900	-4%
Sale Price SQFT	\$889	\$872	-2%
Sale to List Price Ratio	97%	98%	1%
Days on Market	31	8	-74%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	1	NA*
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	1	1	100%
Central Lonsdale	36	14	39%
Deep Cove	0	0	NA
Delbrook	1	0	NA
Dollarton	0	0	NA
Edgemont	4	3	75%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	1	0	NA
Indian Arm	0	0	NA
Indian River	5	1	20%
Lower Lonsdale	79	24	30%
Lynn Valley	16	5	31%
Lynn timer	30	13	43%
Mosquito Creek	5	2	40%
Norqate	0	2	NA*
Northlands	4	4	100%
Pemberton Heights	0	0	NA
Pemberton	46	15	33%
Princess Park	0	0	NA
Queensbury	1	2	200%*
Roche Point	13	4	31%
Seymour	0	1	NA*
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	9	3	33%
Westlynn	1	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	2	NA*
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	253	97	38%

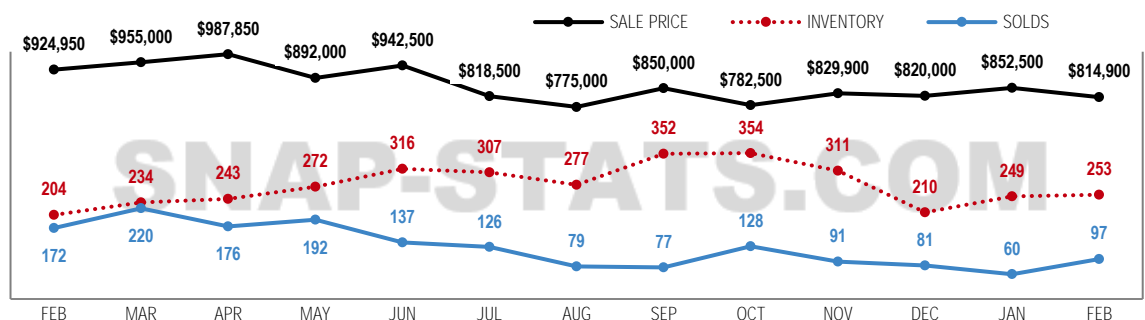
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Lower Lonsdale and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn timer 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	7	2	29%
2,000,001 - 2,250,000	4	3	75%
2,250,001 - 2,500,000	16	4	25%
2,500,001 - 2,750,000	15	1	7%
2,750,001 - 3,000,000	26	2	8%
3,000,001 - 3,500,000	22	1	5%
3,500,001 - 4,000,000	27	1	4%
4,000,001 - 4,500,000	24	5	21%
4,500,001 - 5,000,000	24	1	4%
5,000,001 - 5,500,000	14	2	14%
5,500,001 - 6,000,000	20	1	5%
6,000,001 - 6,500,000	5	0	NA
6,500,001 - 7,000,000	19	0	NA
7,000,001 - 7,500,000	6	1	17%
7,500,001 & Greater	59	1	2%
TOTAL*	290	26	9%

2 Bedrooms & Less	9	0	NA
3 to 4 Bedrooms	116	15	13%
5 to 6 Bedrooms	142	10	7%
7 Bedrooms & More	23	1	4%
TOTAL*	290	26	9%

SnapStats®	January	February	Variance
Inventory	264	290	10%
Solds	17	26	53%
Sale Price	\$2,750,000	\$3,111,000	13%
Sale Price SQFT	\$944	\$888	-6%
Sale to List Price Ratio	97%	90%	-7%
Days on Market	48	33	-31%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	12	0	NA
Ambleside	18	4	22%
Bayridge	7	3	43%
British Properties	59	4	7%
Canterbury	3	0	NA
Caulfield	24	2	8%
Cedardale	2	0	NA
Chartwell	24	0	NA
Chelsea Park	2	1	50%
Cypress	6	2	33%
Cypress Park Estates	17	0	NA
Deer Ridge	0	0	NA
Dundarave	19	1	5%
Eagle Harbour	12	0	NA
Eagleridge	1	0	NA
Furry Creek	3	0	NA
Gleneagles	5	0	NA
Glenmore	13	2	15%
Horseshoe Bay	4	0	NA
Howe Sound	0	0	NA
Lions Bay	7	2	29%
Olde Caulfield	3	0	NA
Panorama Village	0	0	NA
Park Royal	3	0	NA
Porteau Cove	0	0	NA
Queens	12	0	NA
Rockridge	1	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	9	1	11%
Upper Caulfield	2	0	NA
West Bay	5	1	20%
Westhill	5	1	20%
Westmount	6	1	17%
Whitby Estates	6	0	NA
Whytecliff	0	1	NA*
TOTAL*	290	26	9%

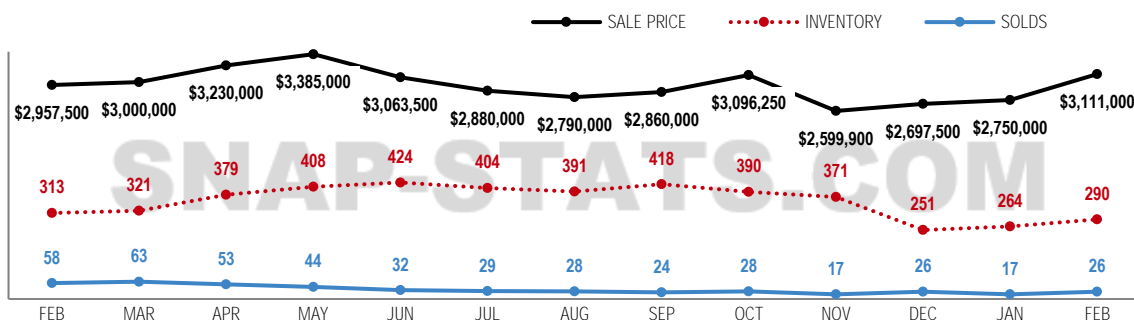
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 10% 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 minimum \$7.5 mil, in British Properties, Caulfield, Dundarave and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside 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	0	1	NA*
600,001 – 700,000	7	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	3	2	67%
1,000,001 – 1,250,000	10	2	20%
1,250,001 – 1,500,000	10	2	20%
1,500,001 – 1,750,000	9	0	NA
1,750,001 – 2,000,000	12	1	8%
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	8	1	13%
2,500,001 – 2,750,000	3	1	33%
2,750,001 – 3,000,000	6	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*	85	12	14%

0 to 1 Bedroom	15	3	20%
2 Bedrooms	53	8	15%
3 Bedrooms	16	1	6%
4 Bedrooms & Greater	1	0	NA
TOTAL*	85	12	14%

SnapStats®	January	February	Variance
Inventory	83	85	2%
Solds	9	12	33%
Sale Price	\$1,199,600	\$1,267,450	6%
Sale Price SQFT	\$1,230	\$1,103	-10%
Sale to List Price Ratio	96%	98%	2%
Days on Market	29	24	-17%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	23	3	13%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	0	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	6	0	NA
Deer Ridge	0	0	NA
Dundarave	14	5	36%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	18	1	6%
Howe Sound	0	1	NA*
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	5	1	20%
Park Royal	15	1	7%
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*	85	12	14%

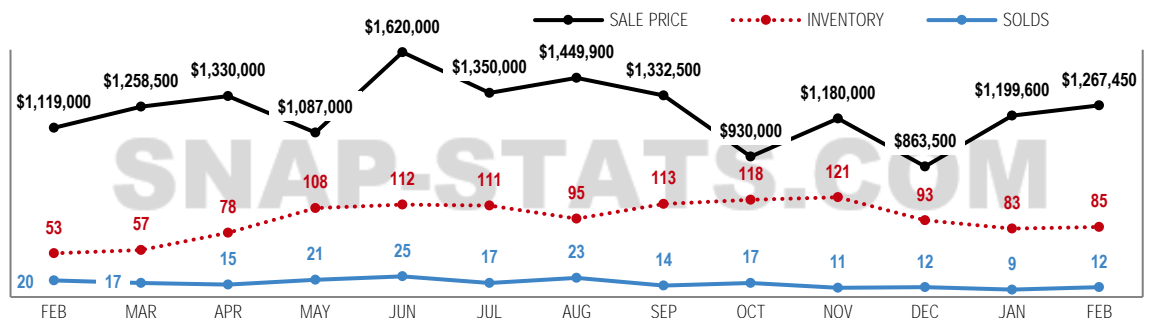
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.5 mil with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Horseshoe Bay, Park Royal and 3 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	4	1	25%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	0	2	NA*
1,250,001 - 1,500,000	10	3	30%
1,500,001 - 1,750,000	26	14	54%
1,750,001 - 2,000,000	51	9	18%
2,000,001 - 2,250,000	24	6	25%
2,250,001 - 2,500,000	49	6	12%
2,500,001 - 2,750,000	22	6	27%
2,750,001 - 3,000,000	27	2	7%
3,000,001 - 3,500,000	33	5	15%
3,500,001 - 4,000,000	29	2	7%
4,000,001 - 4,500,000	15	0	NA
4,500,001 - 5,000,000	16	0	NA
5,000,001 - 5,500,000	2	0	NA
5,500,001 - 6,000,000	3	0	NA
6,000,001 - 6,500,000	2	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	4	0	NA
TOTAL*	320	56	18%

2 Bedrooms & Less	12	3	25%
3 to 4 Bedrooms	126	18	14%
5 to 6 Bedrooms	163	34	21%
7 Bedrooms & More	19	1	5%
TOTAL*	320	56	18%

SnapStats®	January	February	Variance
Inventory	305	320	5%
Solds	25	56	124%
Sale Price	\$1,980,000	\$1,850,000	-7%
Sale Price SQFT	\$711	\$668	-6%
Sale to List Price Ratio	95%	93%	-2%
Days on Market	34	20	-41%

*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

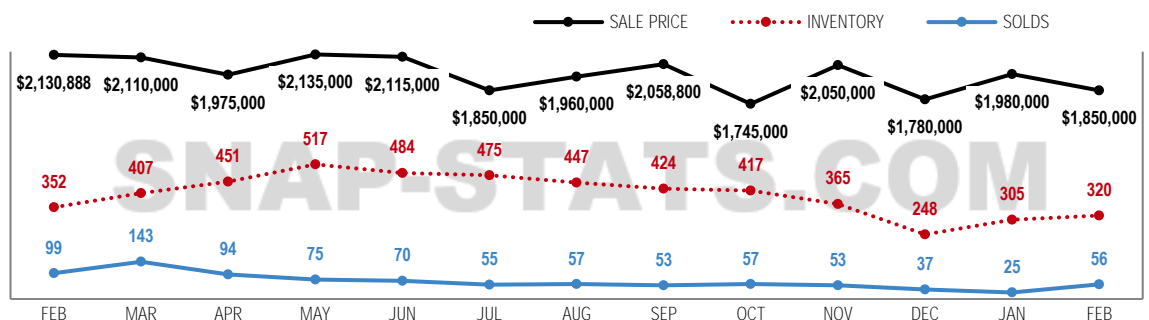
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	10	0	NA
Bridgeport	6	2	33%
Brighthouse	11	0	NA
Brighthouse South	2	0	NA
Broadmoor	41	5	12%
East Cambie	2	1	50%
East Richmond	4	0	NA
Garden City	11	2	18%
Gilmore	1	0	NA
Granville	23	2	9%
Hamilton	15	1	7%
Ironwood	8	4	50%
Lackner	13	1	8%
McLennan	12	1	8%
McLennan North	2	0	NA
McNair	10	6	60%
Quilchena	17	6	35%
Riverdale	14	1	7%
Saunders	14	1	7%
Sea Island	1	0	NA
Seafair	17	4	24%
South Arm	5	1	20%
Steveston North	19	5	26%
Steveston South	8	3	38%
Steveston Village	10	1	10%
Terra Nova	7	3	43%
West Cambie	10	1	10%
Westwind	5	1	20%
Woodwards	22	4	18%
TOTAL*	320	56	18%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 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 54% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil / \$3.5 mil to \$4 mil, Hamilton, Riverdale, Saunders and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Ironwood, McNair and up to 2 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	18	0	NA
300,001 – 400,000	11	8	73%
400,001 – 500,000	19	17	89%
500,001 – 600,000	48	23	48%
600,001 – 700,000	76	25	33%
700,001 – 800,000	58	24	41%
800,001 – 900,000	64	7	11%
900,001 – 1,000,000	57	17	30%
1,000,001 – 1,250,000	117	25	21%
1,250,001 – 1,500,000	81	10	12%
1,500,001 – 1,750,000	27	5	19%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	3	2	67%
2,250,001 – 2,500,000	1	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	0	1	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*	598	164	27%

0 to 1 Bedroom	114	43	38%
2 Bedrooms	252	62	25%
3 Bedrooms	183	46	25%
4 Bedrooms & Greater	49	13	27%
TOTAL*	598	164	27%

SnapStats®	January	February	Variance
Inventory	524	598	14%
Solds	97	164	69%
Sale Price	\$685,000	\$748,500	9%
Sale Price SQFT	\$766	\$755	-2%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	37	19	-49%

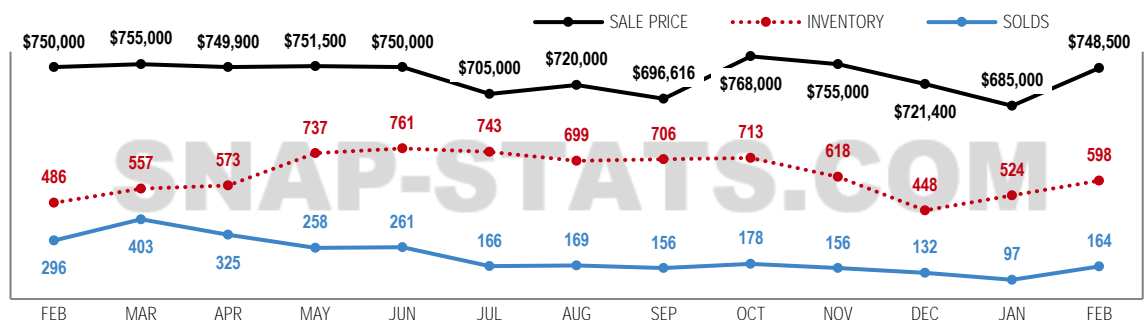
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 89% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Bridgeport, South Arm, West Cambie and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Brighthouse South, McLennan North, Riverdale, Steveston South 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	3	3	100%
1,250,001 - 1,500,000	16	8	50%
1,500,001 - 1,750,000	18	1	6%
1,750,001 - 2,000,000	19	0	NA
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	5	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	8	0	NA
3,000,001 - 3,500,000	5	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	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*	81	12	15%

2 Bedrooms & Less	4	1	25%
3 to 4 Bedrooms	49	7	14%
5 to 6 Bedrooms	24	4	17%
7 Bedrooms & More	4	0	NA
TOTAL*	81	12	15%

SnapStats®	January	February	Variance
Inventory	79	81	3%
Solds	13	12	-8%
Sale Price	\$1,450,000	\$1,350,000	-7%
Sale Price SQFT	\$638	\$619	-3%
Sale to List Price Ratio	97%	99%	2%
Days on Market	44	11	-75%

*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

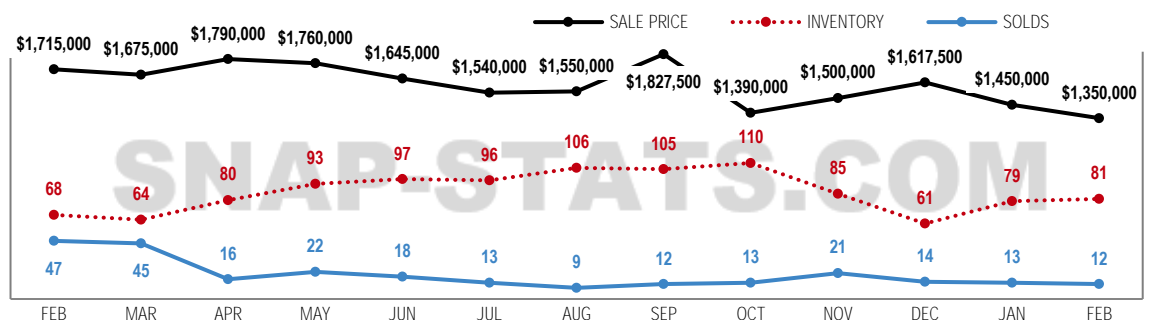
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	5	0	NA
Boundary Beach	3	2	67%
Cliff Drive	13	1	8%
English Bluff	18	2	11%
Pebble Hill	12	4	33%
Tsawwassen Central	13	2	15%
Tsawwassen East	7	0	NA
Tsawwassen North	10	1	10%
TOTAL*	81	12	15%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Cliff Drive and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Pebble Hill and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	1	33%
500,001 – 600,000	7	1	14%
600,001 – 700,000	3	5	167%*
700,001 – 800,000	9	3	33%
800,001 – 900,000	6	1	17%
900,001 – 1,000,000	6	1	17%
1,000,001 – 1,250,000	3	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*	39	12	31%

0 to 1 Bedroom	8	2	25%
2 Bedrooms	19	8	42%
3 Bedrooms	11	1	9%
4 Bedrooms & Greater	1	1	100%
TOTAL*	39	12	31%

SnapStats®	January	February	Variance
Inventory	37	39	5%
Solds	7	12	71%
Sale Price	\$670,000	\$674,950	1%
Sale Price SQFT	\$673	\$561	-17%
Sale to List Price Ratio	102%	96%	-6%
Days on Market	10	15	50%

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

Community CONDOS & TOWNHOMES

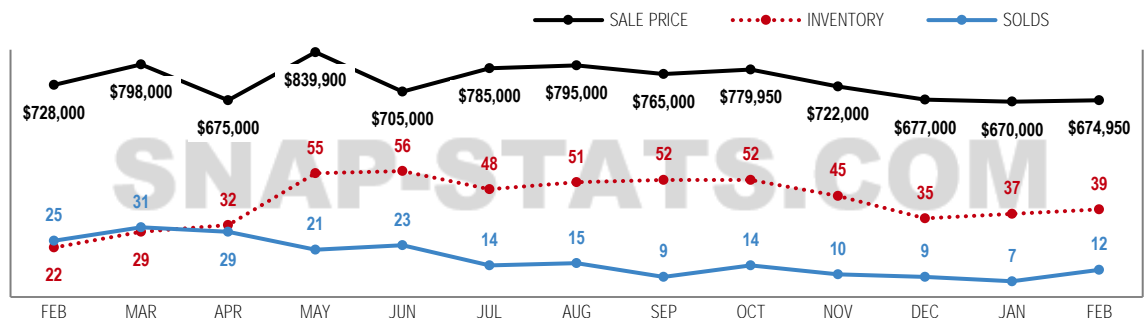
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	4	2	50%
Boundary Beach	0	0	NA
Cliff Drive	5	2	40%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	5	4	80%
Tsawwassen East	2	1	50%
Tsawwassen North	23	3	13%
TOTAL*	39	12	31%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 31% Sales Ratio average (3.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Insufficient data except for homes with 3 bedrooms
- Sellers Best Bet** Insufficient data except for homes with 2 bedrooms

**With minimum inventory of 10 in most instances

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	3	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	2	NA*
1,000,001 - 1,250,000	5	2	40%
1,250,001 - 1,500,000	9	4	44%
1,500,001 - 1,750,000	11	1	9%
1,750,001 - 2,000,000	6	0	NA
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	5	0	NA
2,500,001 - 2,750,000	3	0	NA
2,750,001 - 3,000,000	1	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	1	0	NA
4,000,001 - 4,500,000	0	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	9	18%

2 Bedrooms & Less	7	2	29%
3 to 4 Bedrooms	27	5	19%
5 to 6 Bedrooms	14	2	14%
7 Bedrooms & More	1	0	NA
TOTAL*	49	9	18%

SnapStats®	January	February	Variance
Inventory	39	49	26%
Solds	9	9	0%
Sale Price	\$1,265,000	\$1,310,000	4%
Sale Price SQFT	\$527	\$666	26%
Sale to List Price Ratio	97%	94%	-3%
Days on Market	35	9	-74%

*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

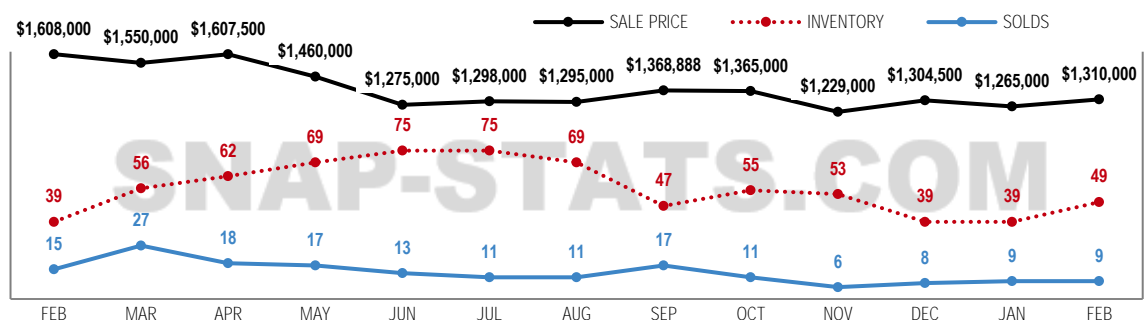
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	1	20%
East Delta	2	0	NA
Hawthorne	15	3	20%
Holly	7	2	29%
Ladner Elementary	9	1	11%
Ladner Rural	1	1	100%
Neilsen Grove	3	1	33%
Port Guichon	6	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	49	9	18%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 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 44% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
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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	3	1	33%
600,001 – 700,000	2	1	50%
700,001 – 800,000	4	2	50%
800,001 – 900,000	3	2	67%
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	8	6	75%
1,250,001 – 1,500,000	5	5	100%
1,500,001 – 1,750,000	1	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*	30	17	57%

0 to 1 Bedroom	1	2	200%*
2 Bedrooms	10	2	20%
3 Bedrooms	11	3	27%
4 Bedrooms & Greater	8	10	125%*
TOTAL*	30	17	57%

SnapStats®	January	February	Variance
Inventory	25	30	20%
Solds	7	17	143%
Sale Price	\$912,000	\$1,188,000	30%
Sale Price SQFT	\$661	\$624	-6%
Sale to List Price Ratio	95%	100%	5%
Days on Market	6	4	-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

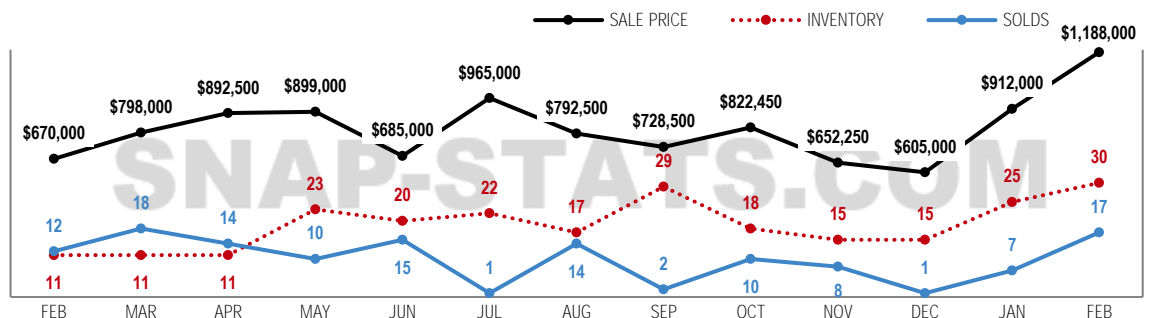
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	2	40%
East Delta	2	0	NA
Hawthorne	2	1	50%
Holly	1	0	NA
Ladner Elementary	7	2	29%
Ladner Rural	0	0	NA
Neilsen Grove	13	12	92%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	30	17	57%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 57% Sales Ratio average (5.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet** Insufficient data except for homes with 2 bedrooms
- 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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