

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

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SnapStats Publishing

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



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	2	100%
1,750,001 - 2,000,000	5	4	80%
2,000,001 - 2,250,000	4	3	75%
2,250,001 - 2,500,000	14	8	57%
2,500,001 - 2,750,000	10	9	90%
2,750,001 - 3,000,000	22	8	36%
3,000,001 - 3,500,000	37	15	41%
3,500,001 - 4,000,000	46	16	35%
4,000,001 - 4,500,000	52	12	23%
4,500,001 - 5,000,000	52	6	12%
5,000,001 - 5,500,000	26	2	8%
5,500,001 - 6,000,000	46	1	2%
6,000,001 - 6,500,000	17	3	18%
6,500,001 - 7,000,000	28	0	NA
7,000,001 - 7,500,000	10	0	NA
7,500,001 & Greater	105	6	6%
TOTAL*	476	95	20%

2 Bedrooms & Less	15	2	13%
3 to 4 Bedrooms	141	39	28%
5 to 6 Bedrooms	244	46	19%
7 Bedrooms & More	76	8	11%
TOTAL*	476	95	20%

SnapStats®	February	March	Variance
Inventory	480	476	-1%
Solds	66	95	44%
Sale Price	\$3,356,500	\$3,480,000	4%
Sale Price SQFT	\$1,013	\$1,191	18%
Sale to List Price Ratio	99%	99%	0%
Days on Market	21	21	0%

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

Community DETACHED HOUSES

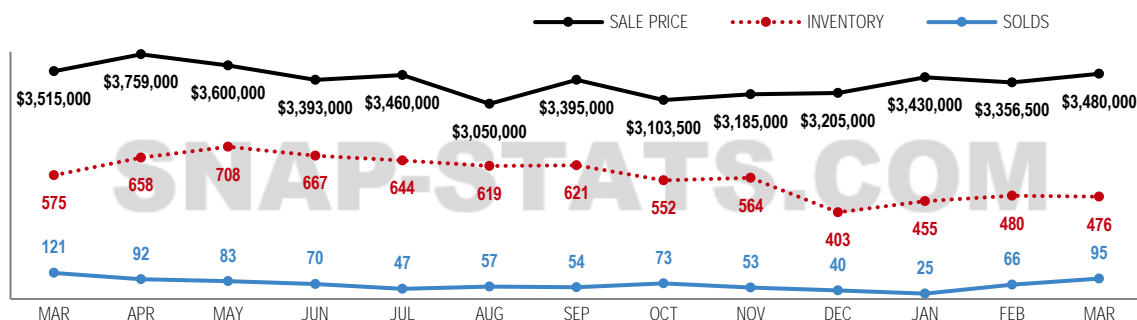
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	18	11	61%
Cambie	48	8	17%
Dunbar	41	13	32%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	27	2	7%
Kitsilano	20	13	65%
Mackenzie Heights	17	2	12%
Marpole	26	3	12%
Mount Pleasant	3	1	33%
Oakridge	15	1	7%
Point Grey	61	16	26%
Quilchena	16	3	19%
SW Marine	17	4	24%
Shaughnessy	62	5	8%
South Cambie	4	0	NA
South Granville	66	8	12%
Southlands	23	3	13%
University	11	2	18%
TOTAL*	476	95	20%

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Balanced Market at 20% Sales Ratio average (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 90% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$5.5 mil to \$6 mil, Kerrisdale, Oakridge, Shaughnessy and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Arbutus, Kitsilano 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	1	NA*
400,001 – 500,000	5	3	60%
500,001 – 600,000	16	13	81%
600,001 – 700,000	45	26	58%
700,001 – 800,000	43	27	63%
800,001 – 900,000	59	20	34%
900,001 – 1,000,000	40	15	38%
1,000,001 – 1,250,000	66	36	55%
1,250,001 – 1,500,000	83	16	19%
1,500,001 – 1,750,000	69	15	22%
1,750,001 – 2,000,000	67	6	9%
2,000,001 – 2,250,000	23	3	13%
2,250,001 – 2,500,000	16	2	13%
2,500,001 – 2,750,000	15	0	NA
2,750,001 – 3,000,000	7	2	29%
3,000,001 – 3,500,000	3	1	33%
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	563	186	33%

0 to 1 Bedroom	161	76	47%
2 Bedrooms	247	87	35%
3 Bedrooms	141	22	16%
4 Bedrooms & Greater	14	1	7%
TOTAL*	563	186	33%

SnapStats®	February	March	Variance
Inventory	561	563	0%
Solds	127	186	46%
Sale Price	\$950,000	\$929,000	-2%
Sale Price SQFT	\$1,004	\$1,030	3%
Sale to List Price Ratio	98%	102%	4%
Days on Market	16	11	-31%

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

Community CONDOS & TOWNHOMES

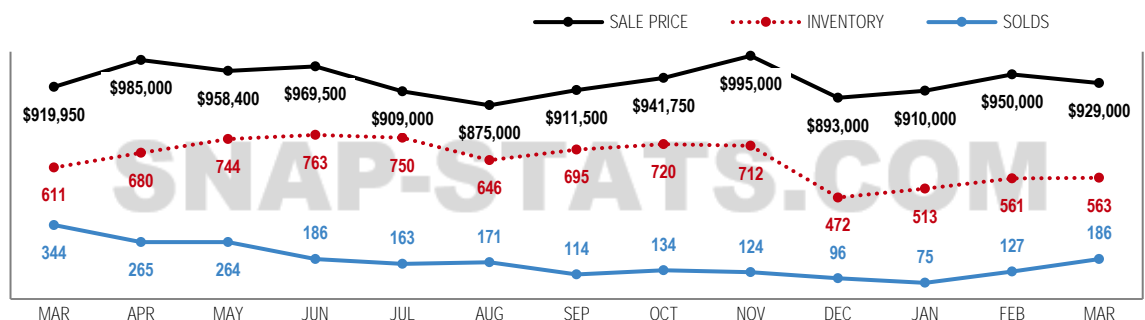
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	98	10	10%
Dunbar	7	0	NA
Fairview	46	32	70%
Falsecreek	82	27	33%
Kerrisdale	27	8	30%
Kitsilano	34	40	118%*
Mackenzie Heights	2	0	NA
Marpole	71	15	21%
Mount Pleasant	3	2	67%
Oakridge	21	4	19%
Point Grey	18	3	17%
Quilchena	14	3	21%
SW Marine	6	0	NA
Shaughnessy	5	1	20%
South Cambie	49	3	6%
South Granville	19	2	11%
Southlands	1	1	100%
University	59	35	59%
TOTAL*	563	186	33%

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$500,000 to \$600,000 with average 81% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Cambie, South Cambie, South Granville and minimum 4 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	1	0	NA
1,000,001 - 1,250,000	0	1	NA*
1,250,001 - 1,500,000	13	14	108%*
1,500,001 - 1,750,000	36	30	83%
1,750,001 - 2,000,000	52	25	48%
2,000,001 - 2,250,000	38	10	26%
2,250,001 - 2,500,000	46	6	13%
2,500,001 - 2,750,000	33	4	12%
2,750,001 - 3,000,000	27	1	4%
3,000,001 - 3,500,000	39	1	3%
3,500,001 - 4,000,000	12	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	1	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*	313	92	29%

2 Bedrooms & Less	15	7	47%
3 to 4 Bedrooms	105	38	36%
5 to 6 Bedrooms	141	36	26%
7 Bedrooms & More	52	11	21%
TOTAL*	313	92	29%

SnapStats®	February	March	Variance
Inventory	317	313	-1%
Solds	57	92	61%
Sale Price	\$1,748,000	\$1,800,000	3%
Sale Price SQFT	\$745	\$864	16%
Sale to List Price Ratio	98%	102%	4%
Days on Market	19	9	-53%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	63	2	3%
Downtown	0	0	NA
Fraser	13	6	46%
Fraserview	14	6	43%
Grandview Woodland	23	9	39%
Hastings	13	1	8%
Hastings Sunrise	7	7	100%
Killarney	18	8	44%
Knight	23	12	52%
Main	19	3	16%
Mount Pleasant	7	3	43%
Renfrew Heights	32	7	22%
Renfrew	38	13	34%
South Marine	2	0	NA
South Vancouver	22	7	32%
Strathcona	4	1	25%
Victoria	14	7	50%
TOTAL*	313	92	29%

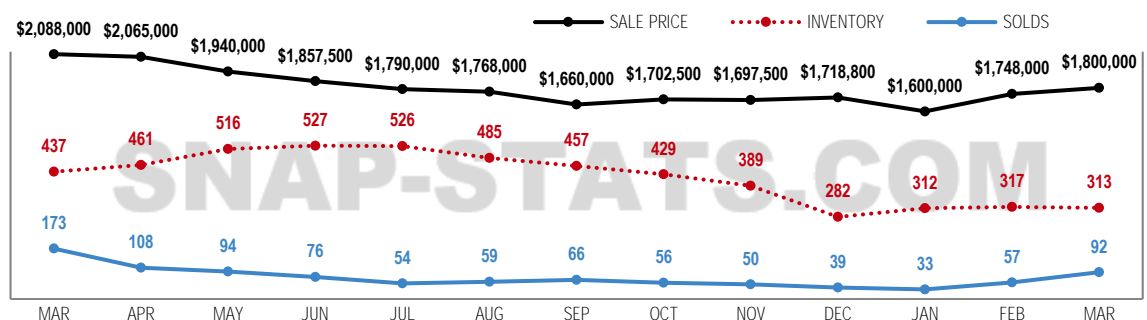
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3.5 mil, Collingwood, Hastings and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Knight, Victoria and up to 2 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	3	4	133%*
400,001 – 500,000	21	6	29%
500,001 – 600,000	55	29	53%
600,001 – 700,000	60	31	52%
700,001 – 800,000	62	20	32%
800,001 – 900,000	42	14	33%
900,001 – 1,000,000	36	16	44%
1,000,001 – 1,250,000	51	18	35%
1,250,001 – 1,500,000	28	9	32%
1,500,001 – 1,750,000	12	1	8%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	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*	385	148	38%

0 to 1 Bedroom	156	61	39%
2 Bedrooms	150	61	41%
3 Bedrooms	66	24	36%
4 Bedrooms & Greater	13	2	15%
TOTAL*	385	148	38%

SnapStats®	February	March	Variance
Inventory	380	385	1%
Solds	121	148	22%
Sale Price	\$673,000	\$734,750	9%
Sale Price SQFT	\$928	\$906	-2%
Sale to List Price Ratio	98%	101%	3%
Days on Market	11	12	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.

Community CONDOS & TOWNHOMES

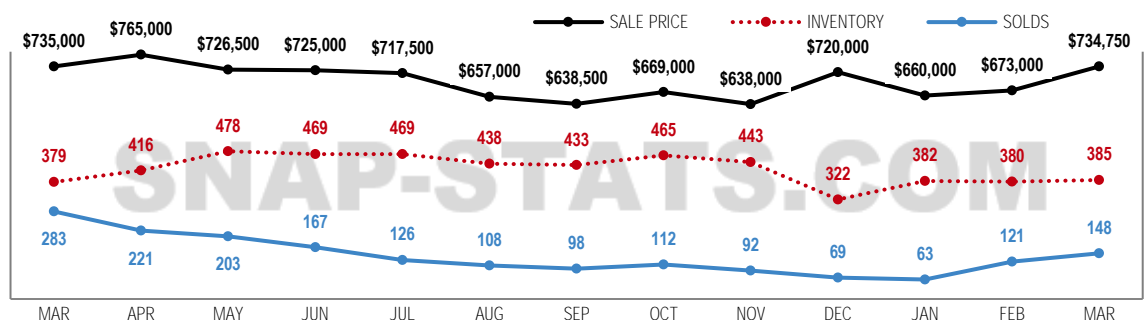
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	5	10	200%*
Collingwood	76	33	43%
Downtown	22	6	27%
Fraser	9	3	33%
Fraserview	2	0	NA
Grandview Woodland	23	7	30%
Hastings	17	7	41%
Hastings Sunrise	2	1	50%
Killarney	13	2	15%
Knight	7	4	57%
Main	5	9	180%*
Mount Pleasant	85	25	29%
Renfrew Heights	1	0	NA
Renfrew	7	6	86%
South Marine	58	19	33%
South Vancouver	17	2	12%
Strathcona	23	7	30%
Victoria	13	7	54%
TOTAL*	385	148	38%

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$500,000 to \$700,000 with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Killarney, South Vancouver and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Champlain Heights, Main and 2 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	1	0	NA
1,000,001 - 1,250,000	0	1	NA*
1,250,001 - 1,500,000	3	3	100%
1,500,001 - 1,750,000	11	15	136%*
1,750,001 - 2,000,000	21	13	62%
2,000,001 - 2,250,000	19	11	58%
2,250,001 - 2,500,000	25	11	44%
2,500,001 - 2,750,000	15	3	20%
2,750,001 - 3,000,000	15	3	20%
3,000,001 - 3,500,000	14	3	21%
3,500,001 - 4,000,000	15	1	7%
4,000,001 - 4,500,000	11	0	NA
4,500,001 - 5,000,000	4	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*	157	64	41%

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	81	41	51%
5 to 6 Bedrooms	55	18	33%
7 Bedrooms & More	13	3	23%
TOTAL*	157	64	41%

SnapStats®	February	March	Variance
Inventory	128	157	23%
Solds	48	64	33%
Sale Price	\$1,852,500	\$1,992,500	8%
Sale Price SQFT	\$705	\$764	8%
Sale to List Price Ratio	98%	100%	2%
Days on Market	16	7	-56%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	6	5	83%
Boulevard	7	3	43%
Braemar	0	0	NA
Calverhall	1	3	300%*
Canyon Heights	21	1	5%
Capilano	2	1	50%
Central Lonsdale	12	3	25%
Deep Cove	6	3	50%
Delbrook	0	2	NA*
Dollarton	5	2	40%
Edgemont	9	1	11%
Forest Hills	3	2	67%
Grouse Woods	0	4	NA*
Harbourside	0	0	NA
Indian Arm	2	0	NA
Indian River	1	1	100%
Lower Lonsdale	9	0	NA
Lynn Valley	11	12	109%*
Lynnmoor	5	1	20%
Mosquito Creek	1	0	NA
Norgate	3	0	NA
Northlands	1	0	NA
Pemberton Heights	6	0	NA
Pemberton	4	2	50%
Princess Park	1	0	NA
Queensbury	1	2	200%*
Roche Point	3	2	67%
Seymour	4	1	25%
Tempe	0	0	NA
Upper Delbrook	8	2	25%
Upper Lonsdale	12	7	58%
Westlynn	7	4	57%
Westlynn Terrace	1	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	5	0	NA
TOTAL*	157	64	41%

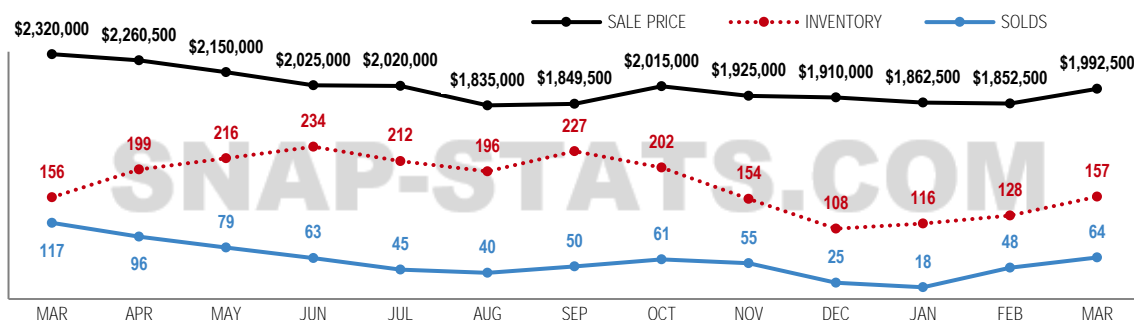
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 41% Sales Ratio average (4.1 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Canyon Heights, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley 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	9	7	78%
500,001 – 600,000	17	14	82%
600,001 – 700,000	32	20	63%
700,001 – 800,000	39	18	46%
800,001 – 900,000	19	20	105%*
900,001 – 1,000,000	18	7	39%
1,000,001 – 1,250,000	34	28	82%
1,250,001 – 1,500,000	39	15	38%
1,500,001 – 1,750,000	26	9	35%
1,750,001 – 2,000,000	8	1	13%
2,000,001 – 2,250,000	5	2	40%
2,250,001 – 2,500,000	3	1	33%
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	2	1	50%
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*	263	143	54%

0 to 1 Bedroom	83	43	52%
2 Bedrooms	114	63	55%
3 Bedrooms	51	28	55%
4 Bedrooms & Greater	15	9	60%
TOTAL*	263	143	54%

SnapStats®	February	March	Variance
Inventory	253	263	4%
Solds	97	143	47%
Sale Price	\$814,900	\$868,000	7%
Sale Price SQFT	\$872	\$916	5%
Sale to List Price Ratio	98%	98%	0%
Days on Market	8	8	0%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	1	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	1	1	100%
Central Lonsdale	42	24	57%
Deep Cove	2	0	NA
Delbrook	0	1	NA*
Dollarton	0	0	NA
Edgemont	5	3	60%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	2	1	50%
Indian Arm	0	0	NA
Indian River	5	3	60%
Lower Lonsdale	83	36	43%
Lynn Valley	5	18	360%*
Lynn timer	36	10	28%
Mosquito Creek	13	1	8%
Norqate	2	1	50%
Northlands	3	5	167%*
Pemberton Heights	2	2	100%
Pemberton	43	18	42%
Princess Park	0	0	NA
Queensbury	3	0	NA
Roche Point	8	12	150%*
Seymour	1	1	100%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	5	5	100%
Westlynn	1	1	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	263	143	54%

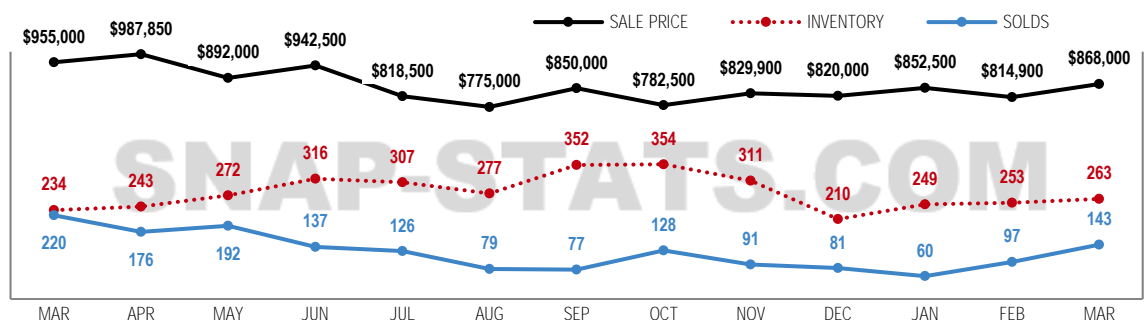
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 54% Sales Ratio average (5.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Mosquito Creek and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Roche Point and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	1	0	NA
1,500,001 - 1,750,000	1	2	200%*
1,750,001 - 2,000,000	5	1	20%
2,000,001 - 2,250,000	4	4	100%
2,250,001 - 2,500,000	17	5	29%
2,500,001 - 2,750,000	16	6	38%
2,750,001 - 3,000,000	19	2	11%
3,000,001 - 3,500,000	27	4	15%
3,500,001 - 4,000,000	29	4	14%
4,000,001 - 4,500,000	25	3	12%
4,500,001 - 5,000,000	27	2	7%
5,000,001 - 5,500,000	14	1	7%
5,500,001 - 6,000,000	22	0	NA
6,000,001 - 6,500,000	7	2	29%
6,500,001 - 7,000,000	26	1	4%
7,000,001 - 7,500,000	5	0	NA
7,500,001 & Greater	49	2	4%
TOTAL*	294	39	13%

2 Bedrooms & Less	9	1	11%
3 to 4 Bedrooms	117	16	14%
5 to 6 Bedrooms	146	18	12%
7 Bedrooms & More	22	4	18%
TOTAL*	294	39	13%

SnapStats®	February	March	Variance
Inventory	290	294	1%
Solds	26	39	50%
Sale Price	\$3,111,000	\$2,780,000	-11%
Sale Price SQFT	\$888	\$754	-15%
Sale to List Price Ratio	90%	95%	6%
Days on Market	33	31	-6%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	11	1	9%
Ambleside	20	6	30%
Bayridge	6	1	17%
British Properties	54	3	6%
Canterbury	4	0	NA
Caulfield	18	6	33%
Cedardale	1	1	100%
Chartwell	25	3	12%
Chelsea Park	3	0	NA
Cypress	8	0	NA
Cypress Park Estates	15	2	13%
Deer Ridge	0	0	NA
Dundarave	18	6	33%
Eagle Harbour	13	0	NA
Eagleridge	2	1	50%
Furry Creek	4	0	NA
Gleneagles	2	2	100%
Glenmore	13	1	8%
Horseshoe Bay	3	0	NA
Howe Sound	2	0	NA
Lions Bay	10	1	10%
Olde Caulfield	3	0	NA
Panorama Village	3	0	NA
Park Royal	4	0	NA
Porteau Cove	0	0	NA
Queens	11	2	18%
Rockridge	3	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	9	2	22%
Upper Caulfield	2	0	NA
West Bay	6	1	17%
Westhill	5	0	NA
Westmount	7	0	NA
Whitby Estates	7	0	NA
Whytecliff	2	0	NA
TOTAL*	294	39	13%

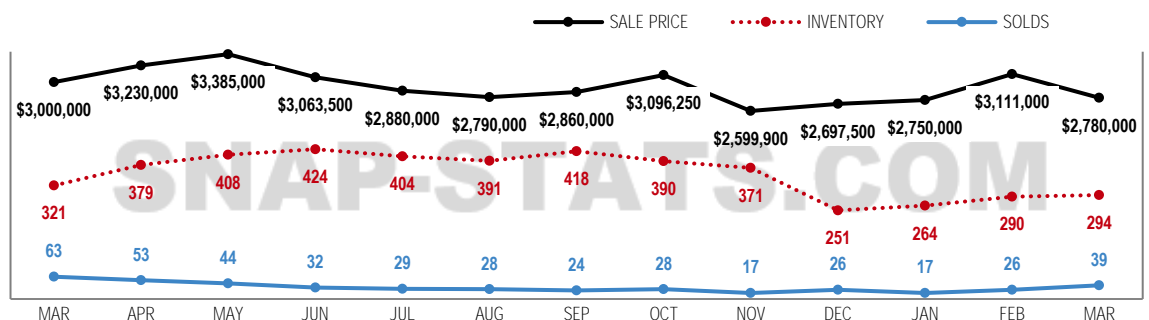
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$6.5 mil to \$7 mil / \$7.5 mil plus, Altamont, British Properties, Glenmore and Lions Bay
- Sellers Best Bet** Selling homes in Ambleside, Caulfield, Dundarave and minimum 7 bedrooms

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	1	NA*
400,001 – 500,000	0	0	NA
500,001 – 600,000	3	0	NA
600,001 – 700,000	4	2	50%
700,001 – 800,000	4	0	NA
800,001 – 900,000	3	3	100%
900,001 – 1,000,000	4	6	150%*
1,000,001 – 1,250,000	16	1	6%
1,250,001 – 1,500,000	12	1	8%
1,500,001 – 1,750,000	9	2	22%
1,750,001 – 2,000,000	17	5	29%
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	8	1	13%
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	9	1	11%
3,000,001 – 3,500,000	0	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	1	0	NA
TOTAL*	102	23	23%

0 to 1 Bedroom	22	6	27%
2 Bedrooms	65	15	23%
3 Bedrooms	15	2	13%
4 Bedrooms & Greater	0	0	NA
TOTAL*	102	23	23%

SnapStats®	February	March	Variance
Inventory	85	102	20%
Solds	12	23	92%
Sale Price	\$1,267,450	\$998,000	-21%
Sale Price SQFT	\$1,103	\$955	-13%
Sale to List Price Ratio	98%	98%	0%
Days on Market	24	18	-25%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	22	8	36%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	2	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	8	4	50%
Deer Ridge	0	0	NA
Dundarave	13	9	69%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	25	1	4%
Howe Sound	1	0	NA
Lions Bay	0	0	NA
Olde Caulfield	1	0	NA
Panorama Village	7	1	14%
Park Royal	20	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*	102	23	23%

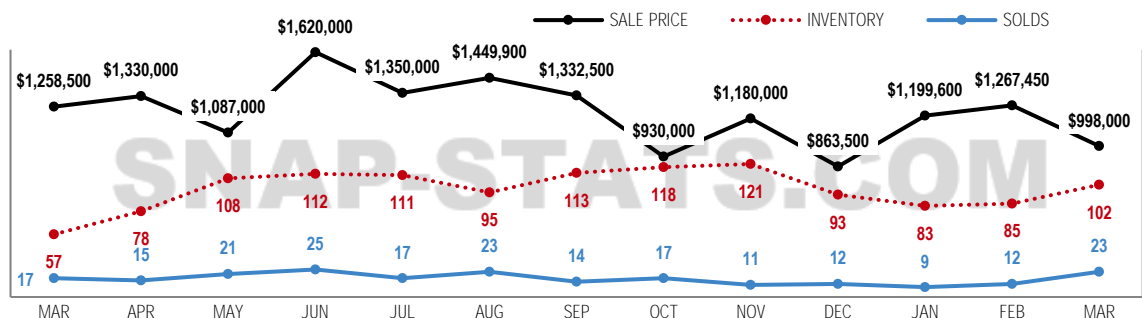
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER 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** \$1.75 mil to \$2 mil with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Horseshoe Bay 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	6	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	3	300%*
1,250,001 - 1,500,000	10	6	60%
1,500,001 - 1,750,000	25	16	64%
1,750,001 - 2,000,000	50	21	42%
2,000,001 - 2,250,000	27	10	37%
2,250,001 - 2,500,000	45	8	18%
2,500,001 - 2,750,000	14	5	36%
2,750,001 - 3,000,000	27	6	22%
3,000,001 - 3,500,000	40	9	23%
3,500,001 - 4,000,000	27	6	22%
4,000,001 - 4,500,000	15	2	13%
4,500,001 - 5,000,000	15	0	NA
5,000,001 - 5,500,000	3	1	33%
5,500,001 - 6,000,000	3	0	NA
6,000,001 - 6,500,000	2	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	4	0	NA
TOTAL*	315	93	30%

2 Bedrooms & Less	15	2	13%
3 to 4 Bedrooms	123	43	35%
5 to 6 Bedrooms	158	45	28%
7 Bedrooms & More	19	3	16%
TOTAL*	315	93	30%

SnapStats®	February	March	Variance
Inventory	320	315	-2%
Solds	56	93	66%
Sale Price	\$1,850,000	\$2,050,000	11%
Sale Price SQFT	\$668	\$759	14%
Sale to List Price Ratio	93%	100%	8%
Days on Market	20	19	-5%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	6	5	83%
Bridgeport	7	0	NA
Brighthouse	11	0	NA
Brighthouse South	2	0	NA
Broadmoor	37	9	24%
East Cambie	2	0	NA
East Richmond	6	0	NA
Garden City	12	5	42%
Gilmore	2	0	NA
Granville	21	8	38%
Hamilton	18	0	NA
Ironwood	9	1	11%
Lackner	16	4	25%
McLennan	9	1	11%
McLennan North	2	0	NA
McNair	10	3	30%
Quilchena	18	4	22%
Riverdale	16	4	25%
Saunders	16	5	31%
Sea Island	0	1	NA*
Seafair	17	7	41%
South Arm	10	2	20%
Steveston North	19	7	37%
Steveston South	8	2	25%
Steveston Village	6	7	117%*
Terra Nova	5	2	40%
West Cambie	8	6	75%
Westwind	5	2	40%
Woodwards	17	8	47%
TOTAL*	315	93	30%

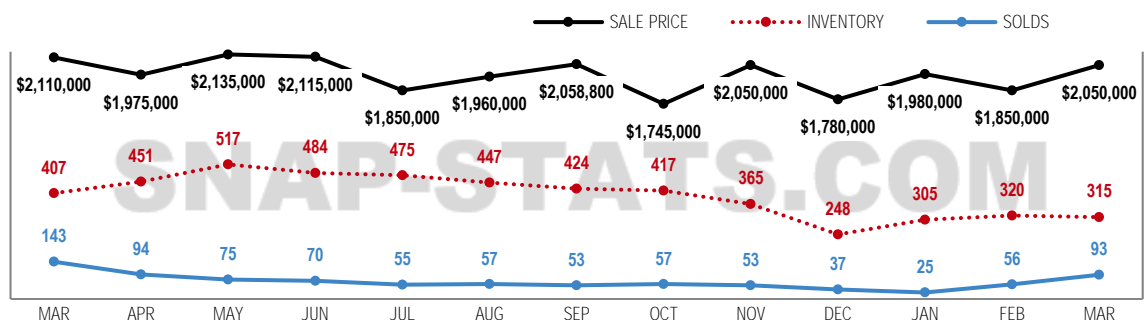
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Ironwood, McLennan and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Garden City, West Cambie 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	19	4	21%
300,001 – 400,000	7	5	71%
400,001 – 500,000	21	19	90%
500,001 – 600,000	47	40	85%
600,001 – 700,000	70	35	50%
700,001 – 800,000	64	36	56%
800,001 – 900,000	65	30	46%
900,001 – 1,000,000	61	18	30%
1,000,001 – 1,250,000	121	41	34%
1,250,001 – 1,500,000	88	16	18%
1,500,001 – 1,750,000	34	5	15%
1,750,001 – 2,000,000	10	2	20%
2,000,001 – 2,250,000	4	0	NA
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	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*	617	251	41%

0 to 1 Bedroom	113	54	48%
2 Bedrooms	266	107	40%
3 Bedrooms	182	77	42%
4 Bedrooms & Greater	56	13	23%
TOTAL*	617	251	41%

SnapStats®	February	March	Variance
Inventory	598	617	3%
Solds	164	251	53%
Sale Price	\$748,500	\$760,000	2%
Sale Price SQFT	\$755	\$750	-1%
Sale to List Price Ratio	97%	100%	3%
Days on Market	19	14	-26%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	15	10	67%
Bridgeport	30	6	20%
Brighthouse	200	86	43%
Brighthouse South	42	32	76%
Broadmoor	4	4	100%
East Cambie	10	4	40%
East Richmond	1	1	100%
Garden City	0	2	NA*
Gilmore	0	0	NA
Granville	11	1	9%
Hamilton	17	4	24%
Ironwood	10	6	60%
Lackner	5	6	120%*
McLennan	0	0	NA
McLennan North	31	18	58%
McNair	1	0	NA
Quilchena	0	1	NA*
Riverdale	7	3	43%
Saunders	4	4	100%
Sea Island	0	0	NA
Seafair	2	1	50%
South Arm	19	4	21%
Steveston North	9	1	11%
Steveston South	21	13	62%
Steveston Village	4	2	50%
Terra Nova	2	3	150%*
West Cambie	161	36	22%
Westwind	0	2	NA*
Woodwards	11	1	9%
TOTAL*	617	251	41%

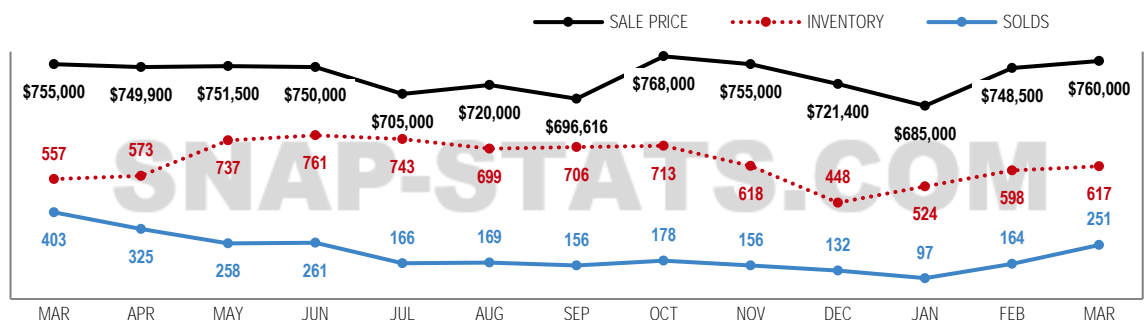
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 41% Sales Ratio average (4.1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$400,000 to \$500,000 with average 90% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Granville, Woodward and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Brighthouse 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	6	200%*
1,250,001 - 1,500,000	22	2	9%
1,500,001 - 1,750,000	17	5	29%
1,750,001 - 2,000,000	23	1	4%
2,000,001 - 2,250,000	4	1	25%
2,250,001 - 2,500,000	5	0	NA
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	8	0	NA
3,000,001 - 3,500,000	4	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	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*	93	15	16%

2 Bedrooms & Less	3	1	33%
3 to 4 Bedrooms	57	11	19%
5 to 6 Bedrooms	29	3	10%
7 Bedrooms & More	4	0	NA
TOTAL*	93	15	16%

SnapStats®	February	March	Variance
Inventory	81	93	15%
Solds	12	15	25%
Sale Price	\$1,350,000	\$1,390,109	3%
Sale Price SQFT	\$619	\$655	6%
Sale to List Price Ratio	99%	100%	1%
Days on Market	11	51	364%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	5	2	40%
Boundary Beach	4	0	NA
Cliff Drive	11	2	18%
English Bluff	17	1	6%
Pebble Hill	21	3	14%
Tsawwassen Central	17	4	24%
Tsawwassen East	6	2	33%
Tsawwassen North	12	1	8%
TOTAL*	93	15	16%

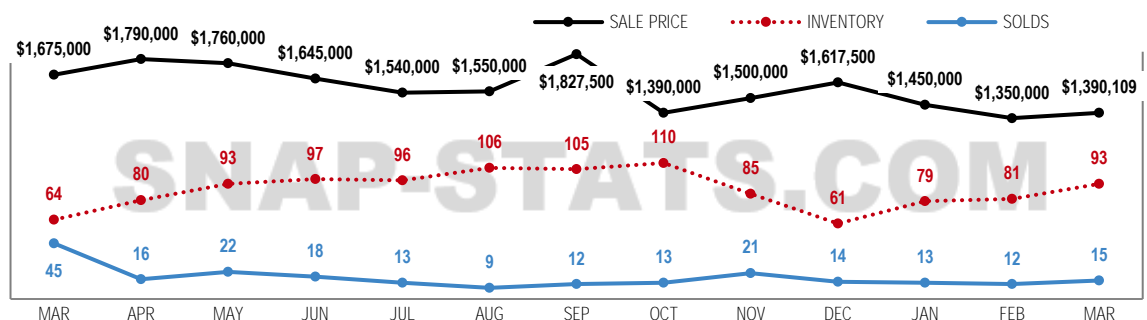
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 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 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, English Bluff, Tsawwassen North and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central and 3 to 4 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	2	2	100%
500,001 – 600,000	5	6	120%*
600,001 – 700,000	14	1	7%
700,001 – 800,000	8	4	50%
800,001 – 900,000	6	4	67%
900,001 – 1,000,000	11	0	NA
1,000,001 – 1,250,000	4	0	NA
1,250,001 – 1,500,000	0	1	NA*
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	50	18	36%

0 to 1 Bedroom	7	5	71%
2 Bedrooms	28	10	36%
3 Bedrooms	13	3	23%
4 Bedrooms & Greater	2	0	NA
TOTAL*	50	18	36%

SnapStats®	February	March	Variance
Inventory	39	50	28%
Solds	12	18	50%
Sale Price	\$674,950	\$695,000	3%
Sale Price SQFT	\$561	\$586	4%
Sale to List Price Ratio	96%	98%	2%
Days on Market	15	24	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.

Community CONDOS & TOWNHOMES

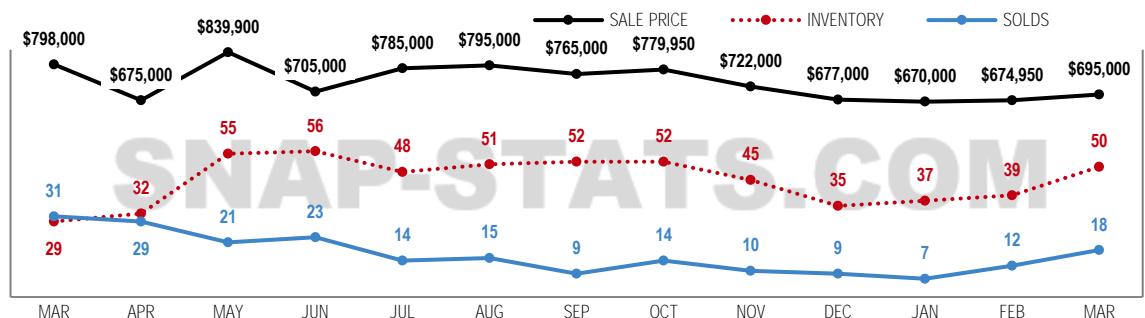
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	5	5	100%
Boundary Beach	1	0	NA
Cliff Drive	6	2	33%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	7	4	57%
Tsawwassen East	1	1	100%
Tsawwassen North	30	6	20%
TOTAL*	50	18	36%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 36% Sales Ratio average (3.6 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 and 3 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen North and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	2	1	50%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	7	4	57%
1,250,001 - 1,500,000	14	5	36%
1,500,001 - 1,750,000	10	4	40%
1,750,001 - 2,000,000	6	1	17%
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	3	1	33%
2,500,001 - 2,750,000	3	0	NA
2,750,001 - 3,000,000	1	0	NA
3,000,001 - 3,500,000	1	0	NA
3,500,001 - 4,000,000	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	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*	52	16	31%

2 Bedrooms & Less	5	1	20%
3 to 4 Bedrooms	35	11	31%
5 to 6 Bedrooms	11	4	36%
7 Bedrooms & More	1	0	NA
TOTAL*	52	16	31%

SnapStats®	February	March	Variance
Inventory	49	52	6%
Solds	9	16	78%
Sale Price	\$1,310,000	\$1,351,000	3%
Sale Price SQFT	\$666	\$551	-17%
Sale to List Price Ratio	94%	97%	3%
Days on Market	9	18	100%

*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

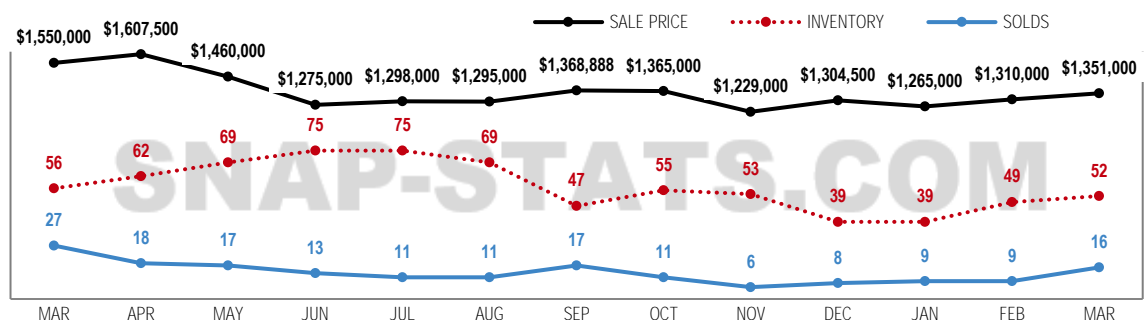
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	6	1	17%
East Delta	2	0	NA
Hawthorne	15	6	40%
Holly	8	2	25%
Ladner Elementary	10	4	40%
Ladner Rural	0	1	NA*
Neilsen Grove	4	2	50%
Port Guichon	6	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	52	16	31%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 31% Sales Ratio average (3.1 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 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Holly and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne, Ladner Elementary 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	0	NA
400,001 – 500,000	0	1	NA*
500,001 – 600,000	10	2	20%
600,001 – 700,000	1	3	300%*
700,001 – 800,000	3	4	133%*
800,001 – 900,000	3	3	100%
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	6	5	83%
1,250,001 – 1,500,000	5	3	60%
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*	33	22	67%

0 to 1 Bedroom	3	1	33%
2 Bedrooms	15	8	53%
3 Bedrooms	6	8	133%*
4 Bedrooms & Greater	9	5	56%
TOTAL*	33	22	67%

SnapStats®	February	March	Variance
Inventory	30	33	10%
Solds	17	22	29%
Sale Price	\$1,188,000	\$882,750	-26%
Sale Price SQFT	\$624	\$581	-7%
Sale to List Price Ratio	100%	104%	4%
Days on Market	4	7	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 CONDOS & TOWNHOMES

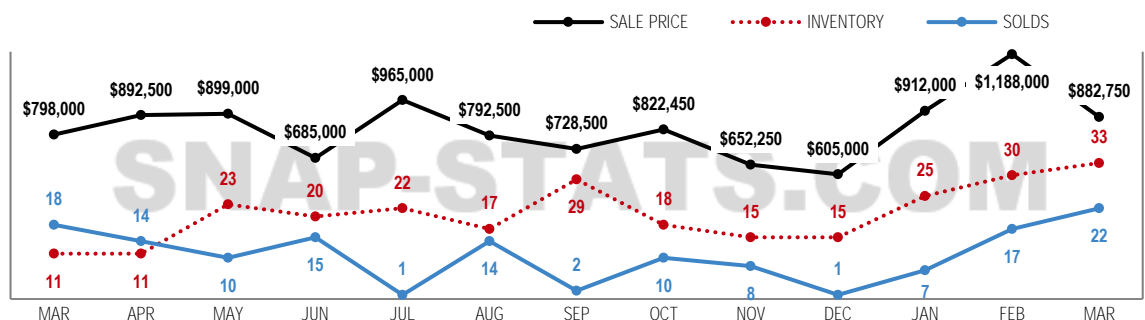
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	6	3	50%
East Delta	0	2	NA*
Hawthorne	4	4	100%
Holly	2	1	50%
Ladner Elementary	5	4	80%
Ladner Rural	0	0	NA
Neilsen Grove	16	8	50%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	33	22	67%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 67% Sales Ratio average (6.7 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$500,000 to \$600,000 with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Insufficient data except for homes with 2 bedrooms
- Sellers Best Bet** Selling homes in Neilsen Grove and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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