

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

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SnapStats Publishing

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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	13	4	31%
400,001 – 500,000	11	2	18%
500,001 – 600,000	49	21	43%
600,001 – 700,000	81	29	36%
700,001 – 800,000	85	29	34%
800,001 – 900,000	99	21	21%
900,001 – 1,000,000	62	9	15%
1,000,001 – 1,250,000	97	20	21%
1,250,001 – 1,500,000	83	11	13%
1,500,001 – 1,750,000	64	4	6%
1,750,001 – 2,000,000	62	2	3%
2,000,001 – 2,250,000	26	2	8%
2,250,001 – 2,500,000	38	1	3%
2,500,001 – 2,750,000	17	2	12%
2,750,001 – 3,000,000	23	0	NA
3,000,001 – 3,500,000	18	3	17%
3,500,001 – 4,000,000	35	0	NA
4,000,001 – 4,500,000	12	1	8%
4,500,001 – 5,000,000	13	0	NA
5,000,001 & Greater	43	1	2%
TOTAL*	933	162	17%

0 to 1 Bedroom	339	94	28%
2 Bedrooms	465	59	13%
3 Bedrooms	111	8	7%
4 Bedrooms & Greater	18	1	6%
TOTAL*	933	162	17%

SnapStats®	June	July	Variance
Inventory	865	933	8%
Solds	188	162	-14%
Sale Price	\$776,500	\$780,500	1%
Sale Price SQFT	\$1,106	\$1,099	-1%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	13	15	15%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	144	14	10%
Downtown	347	76	22%
Westend	194	35	18%
Yaletown	248	37	15%
TOTAL*	933	162	17%

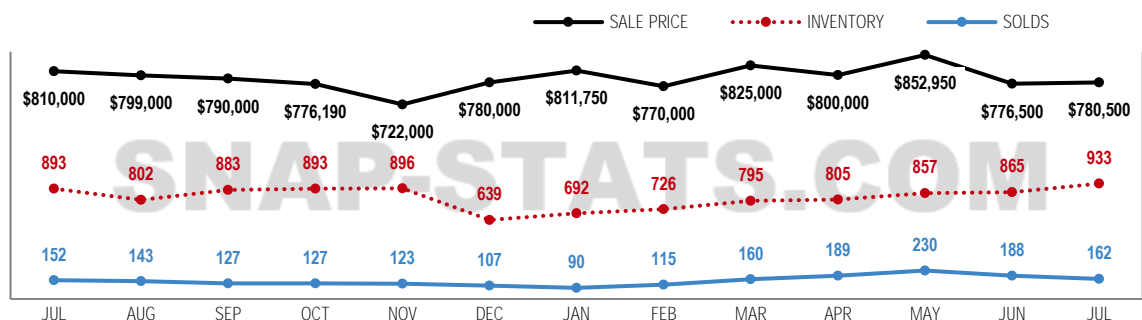
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling ra
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	2	0	NA
1,500,001 - 1,750,000	1	0	NA
1,750,001 - 2,000,000	2	0	NA
2,000,001 - 2,250,000	6	1	17%
2,250,001 - 2,500,000	9	7	78%
2,500,001 - 2,750,000	10	10	100%
2,750,001 - 3,000,000	36	5	14%
3,000,001 - 3,500,000	46	11	24%
3,500,001 - 4,000,000	64	12	19%
4,000,001 - 4,500,000	59	3	5%
4,500,001 - 5,000,000	67	4	6%
5,000,001 - 5,500,000	35	3	9%
5,500,001 - 6,000,000	38	3	8%
6,000,001 - 6,500,000	14	0	NA
6,500,001 - 7,000,000	34	0	NA
7,000,001 - 7,500,000	13	2	15%
7,500,001 & Greater	125	7	6%
TOTAL*	561	68	12%

2 Bedrooms & Less	15	3	20%
3 to 4 Bedrooms	177	26	15%
5 to 6 Bedrooms	279	32	11%
7 Bedrooms & More	90	7	8%
TOTAL*	561	68	12%

SnapStats®	June	July	Variance
Inventory	529	561	6%
Solds	74	68	-8%
Sale Price	\$3,175,000	\$3,509,000	11%
Sale Price SQFT	\$935	\$1,218	30%
Sale to List Price Ratio	98%	100%	2%
Days on Market	13	14	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.

Community DETACHED HOUSES

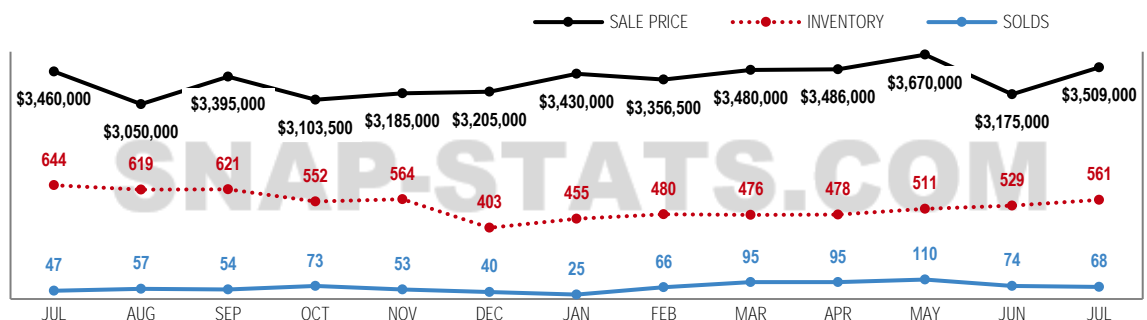
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	25	4	16%
Cambie	45	2	4%
Dunbar	56	15	27%
Fairview	3	0	NA
Falsecreek	0	0	NA
Kerrisdale	38	4	11%
Kitsilano	28	6	21%
Mackenzie Heights	20	0	NA
Marpole	31	5	16%
Mount Pleasant	5	0	NA
Oakridge	15	2	13%
Point Grey	63	11	17%
Quilchena	18	2	11%
SW Marine	24	3	13%
Shaughnessy	83	7	8%
South Cambie	4	2	50%
South Granville	59	2	3%
Southlands	24	3	13%
University	20	0	NA
TOTAL*	561	68	12%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Cambie, South Granville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Dunbar, Kitsilano 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	1	0	NA
400,001 – 500,000	5	4	80%
500,001 – 600,000	21	7	33%
600,001 – 700,000	45	23	51%
700,001 – 800,000	71	25	35%
800,001 – 900,000	51	27	53%
900,001 – 1,000,000	58	10	17%
1,000,001 – 1,250,000	89	41	46%
1,250,001 – 1,500,000	106	23	22%
1,500,001 – 1,750,000	94	16	17%
1,750,001 – 2,000,000	91	12	13%
2,000,001 – 2,250,000	28	3	11%
2,250,001 – 2,500,000	30	4	13%
2,500,001 – 2,750,000	24	3	13%
2,750,001 – 3,000,000	14	1	7%
3,000,001 – 3,500,000	5	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	742	199	27%

0 to 1 Bedroom	184	77	42%
2 Bedrooms	337	93	28%
3 Bedrooms	196	27	14%
4 Bedrooms & Greater	25	2	8%
TOTAL*	742	199	27%

SnapStats®	June	July	Variance
Inventory	657	742	13%
Solds	252	199	-21%
Sale Price	\$985,000	\$1,020,000	4%
Sale Price SQFT	\$1,113	\$1,140	2%
Sale to List Price Ratio	101%	102%	1%
Days on Market	8	9	13%

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

Community CONDOS & TOWNHOMES

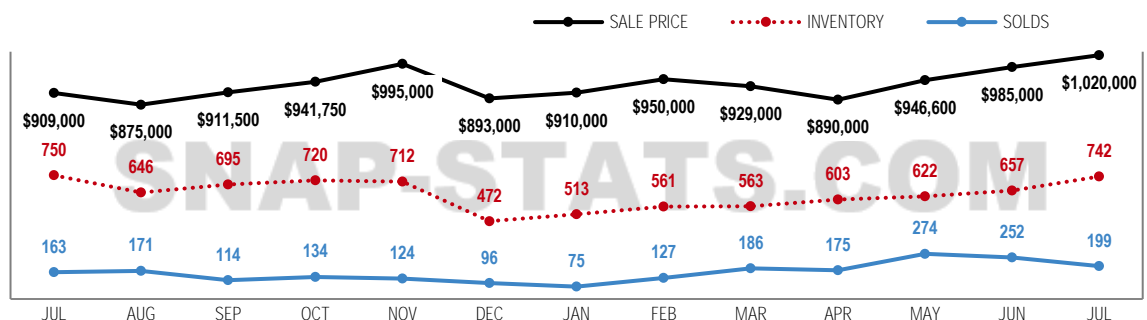
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	106	19	18%
Dunbar	20	3	15%
Fairview	69	27	39%
Falsecreek	93	26	28%
Kerrisdale	23	12	52%
Kitsilano	49	37	76%
Mackenzie Heights	4	0	NA
Marpole	95	13	14%
Mount Pleasant	9	2	22%
Oakridge	26	5	19%
Point Grey	12	2	17%
Quilchena	12	1	8%
SW Marine	14	2	14%
Shaughnessy	6	1	17%
South Cambie	45	6	13%
South Granville	26	3	12%
Southlands	2	0	NA
University	131	40	31%
TOTAL*	742	199	27%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$800,000 to \$900,000 with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Quilchena and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kerrisdale, 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	1	1	100%
1,250,001 - 1,500,000	15	7	47%
1,500,001 - 1,750,000	42	14	33%
1,750,001 - 2,000,000	76	21	28%
2,000,001 - 2,250,000	45	19	42%
2,250,001 - 2,500,000	94	8	9%
2,500,001 - 2,750,000	31	7	23%
2,750,001 - 3,000,000	48	5	10%
3,000,001 - 3,500,000	56	6	11%
3,500,001 - 4,000,000	10	1	10%
4,000,001 - 4,500,000	11	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	1	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	1	0	NA
TOTAL*	439	89	20%

2 Bedrooms & Less	18	5	28%
3 to 4 Bedrooms	154	33	21%
5 to 6 Bedrooms	201	40	20%
7 Bedrooms & More	66	11	17%
TOTAL*	439	89	20%

SnapStats®	June	July	Variance
Inventory	433	439	1%
Solds	96	89	-7%
Sale Price	\$2,004,000	\$2,020,000	1%
Sale Price SQFT	\$875	\$864	-1%
Sale to List Price Ratio	106%	101%	-5%
Days on Market	8	13	63%

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

Community DETACHED HOUSES

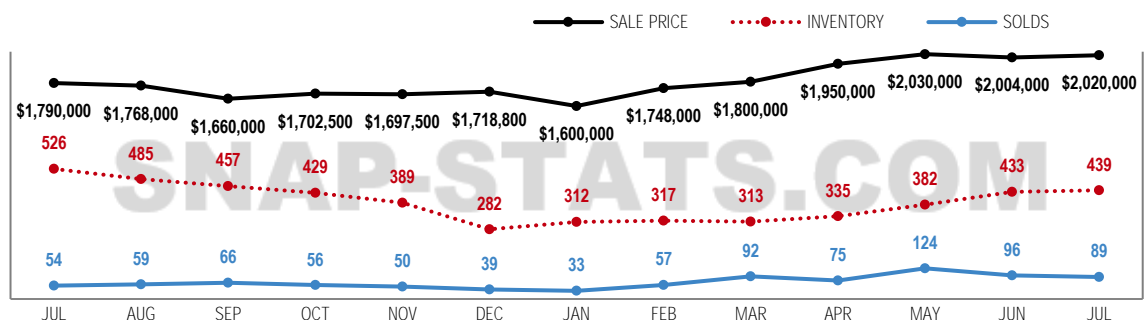
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	1	NA*
Collingwood	97	5	5%
Downtown	0	0	NA
Fraser	28	10	36%
Fraserview	15	5	33%
Grandview Woodland	34	8	24%
Hastings	10	0	NA
Hastings Sunrise	9	4	44%
Killarney	22	10	45%
Knight	35	7	20%
Main	22	6	27%
Mount Pleasant	16	4	25%
Renfrew Heights	49	5	10%
Renfrew	43	8	19%
South Marine	4	1	25%
South Vancouver	33	9	27%
Strathcona	5	1	20%
Victoria	17	5	29%
TOTAL*	439	89	20%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Collingwood, Renfrew Heights and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Hastings Sunrise, Killarney 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	14	14	100%
500,001 – 600,000	47	21	45%
600,001 – 700,000	75	27	36%
700,001 – 800,000	62	22	35%
800,001 – 900,000	61	24	39%
900,001 – 1,000,000	46	9	20%
1,000,001 – 1,250,000	58	17	29%
1,250,001 – 1,500,000	35	16	46%
1,500,001 – 1,750,000	20	4	20%
1,750,001 – 2,000,000	14	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	1	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	445	156	35%

0 to 1 Bedroom	159	71	45%
2 Bedrooms	192	55	29%
3 Bedrooms	86	24	28%
4 Bedrooms & Greater	8	6	75%
TOTAL*	445	156	35%

SnapStats®	June	July	Variance
Inventory	436	445	2%
Solds	193	156	-19%
Sale Price	\$748,000	\$755,000	1%
Sale Price SQFT	\$921	\$956	4%
Sale to List Price Ratio	100%	101%	1%
Days on Market	8	9	13%

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

Community CONDOS & TOWNHOMES

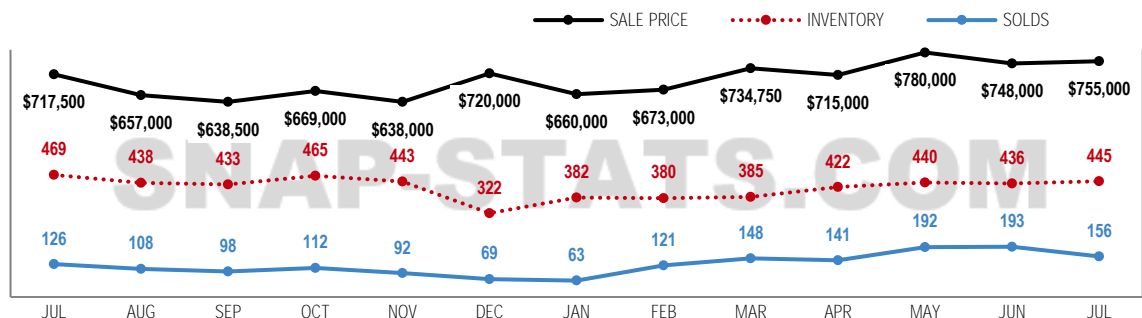
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	4	6	150%*
Collingwood	74	23	31%
Downtown	47	8	17%
Fraser	10	4	40%
Fraserview	0	0	NA
Grandview Woodland	31	10	32%
Hastings	18	11	61%
Hastings Sunrise	2	3	150%*
Killarney	8	3	38%
Knight	16	3	19%
Main	7	2	29%
Mount Pleasant	95	45	47%
Renfrew Heights	2	2	100%
Renfrew	9	1	11%
South Marine	69	21	30%
South Vancouver	17	0	NA
Strathcona	30	6	20%
Victoria	6	8	133%*
TOTAL*	445	156	35%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$400,000 to \$500,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil / \$1.5 mil to \$1.75 mil, Renfrew and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Hastings, Victoria and minimum 4 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	1	1	100%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	2	0	NA
1,250,001 - 1,500,000	4	3	75%
1,500,001 - 1,750,000	11	7	64%
1,750,001 - 2,000,000	24	15	63%
2,000,001 - 2,250,000	10	12	120%*
2,250,001 - 2,500,000	36	6	17%
2,500,001 - 2,750,000	18	3	17%
2,750,001 - 3,000,000	22	3	14%
3,000,001 - 3,500,000	17	4	24%
3,500,001 - 4,000,000	22	1	5%
4,000,001 - 4,500,000	15	1	7%
4,500,001 - 5,000,000	5	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	1	1	100%
TOTAL*	191	57	30%

2 Bedrooms & Less	5	3	60%
3 to 4 Bedrooms	90	36	40%
5 to 6 Bedrooms	76	15	20%
7 Bedrooms & More	20	3	15%
TOTAL*	191	57	30%

SnapStats®	June	July	Variance
Inventory	205	191	-7%
Solds	89	57	-36%
Sale Price	\$2,200,000	\$2,071,000	-6%
Sale Price SQFT	\$870	\$839	-4%
Sale to List Price Ratio	105%	104%	-1%
Days on Market	8	8	0%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	3	3	100%
Boulevard	10	5	50%
Braemar	0	0	NA
Calverhall	1	4	400%*
Canyon Heights	28	4	14%
Capilano	1	0	NA
Central Lonsdale	12	2	17%
Deep Cove	9	1	11%
Delbrook	4	1	25%
Dollarton	11	2	18%
Edgemont	9	2	22%
Forest Hills	6	0	NA
Grouse Woods	3	0	NA
Harbourside	0	0	NA
Indian Arm	4	0	NA
Indian River	0	0	NA
Lower Lonsdale	4	2	50%
Lynn Valley	20	10	50%
Lynn timer	4	0	NA
Mosquito Creek	2	2	100%
Norqate	2	2	100%
Northlands	3	0	NA
Pemberton Heights	5	0	NA
Pemberton	0	0	NA
Princess Park	2	2	100%
Queensbury	0	1	NA*
Roche Point	1	2	200%*
Seymour	5	2	40%
Tempe	0	0	NA
Upper Delbrook	10	1	10%
Upper Lonsdale	23	7	30%
Westlynn	6	2	33%
Westlynn Terrace	0	0	NA
Windsor Park	1	0	NA
Woodlands-Sunshine Cascade	2	0	NA
TOTAL*	191	57	30%

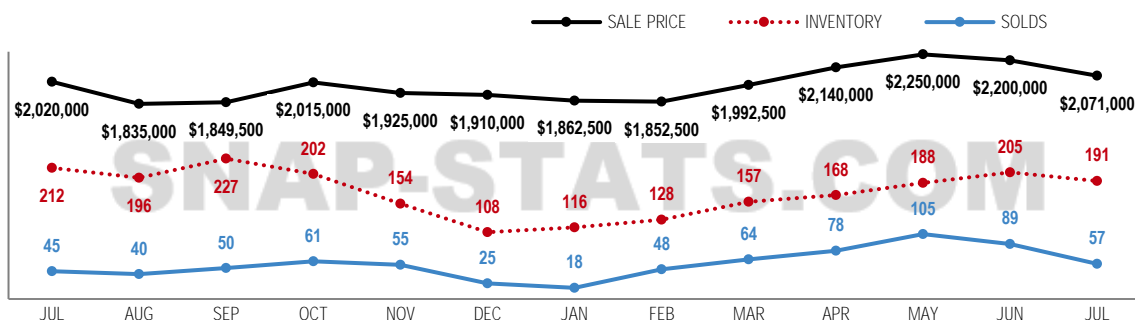
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Canyon Heights, Deep Cove, Upper Delbrook and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Boulevard, Lynn Valley and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

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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	10	8	80%
500,001 – 600,000	17	10	59%
600,001 – 700,000	27	12	44%
700,001 – 800,000	34	20	59%
800,001 – 900,000	32	18	56%
900,001 – 1,000,000	25	17	68%
1,000,001 – 1,250,000	38	18	47%
1,250,001 – 1,500,000	48	11	23%
1,500,001 – 1,750,000	24	8	33%
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	7	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	7	0	NA
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	287	124	43%

0 to 1 Bedroom	77	36	47%
2 Bedrooms	143	66	46%
3 Bedrooms	51	15	29%
4 Bedrooms & Greater	16	7	44%
TOTAL*	287	124	43%

SnapStats®	June	July	Variance
Inventory	288	287	0%
Solds	154	124	-19%
Sale Price	\$868,000	\$872,500	1%
Sale Price SQFT	\$941	\$935	-1%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	7	8	14%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	2	1	50%
Capilano	1	0	NA
Central Lonsdale	49	33	67%
Deep Cove	1	0	NA
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	1	1	100%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	8	1	13%
Indian Arm	0	0	NA
Indian River	1	1	100%
Lower Lonsdale	87	25	29%
Lynn Valley	16	12	75%
Lynn timer	42	9	21%
Mosquito Creek	8	4	50%
Norqate	1	2	200%*
Northlands	3	4	133%*
Pemberton Heights	0	1	NA*
Pemberton	32	9	28%
Princess Park	0	0	NA
Queensbury	5	1	20%
Roche Point	15	12	80%
Seymour	3	4	133%*
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	8	3	38%
Westlynn	3	1	33%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	287	124	43%

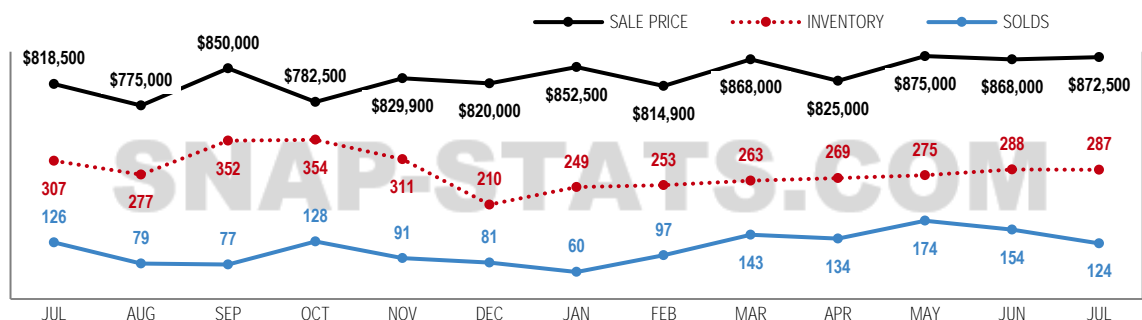
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 43% Sales Ratio average (4.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 80% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Harbourside, Lynn timer and 3 bedroom properties
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn Valley, Roche Point 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 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	0	0	NA
1,750,001 - 2,000,000	11	0	NA
2,000,001 - 2,250,000	13	1	8%
2,250,001 - 2,500,000	22	2	9%
2,500,001 - 2,750,000	29	3	10%
2,750,001 - 3,000,000	42	4	10%
3,000,001 - 3,500,000	44	3	7%
3,500,001 - 4,000,000	45	2	4%
4,000,001 - 4,500,000	33	1	3%
4,500,001 - 5,000,000	44	0	NA
5,000,001 - 5,500,000	19	3	16%
5,500,001 - 6,000,000	28	1	4%
6,000,001 - 6,500,000	9	1	11%
6,500,001 - 7,000,000	25	2	8%
7,000,001 - 7,500,000	7	0	NA
7,500,001 & Greater	75	1	1%
TOTAL*	446	24	5%

2 Bedrooms & Less	17	0	NA
3 to 4 Bedrooms	193	11	6%
5 to 6 Bedrooms	207	12	6%
7 Bedrooms & More	29	1	3%
TOTAL*	446	24	5%

SnapStats®	June	July	Variance
Inventory	408	446	9%
Solds	26	24	-8%
Sale Price	\$3,865,000	\$3,284,950	-15%
Sale Price SQFT	\$936	\$800	-15%
Sale to List Price Ratio	94%	91%	-3%
Days on Market	25	33	32%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	13	1	8%
Ambleside	32	1	3%
Bayridge	11	0	NA
British Properties	91	4	4%
Canterbury	9	0	NA
Caulfield	27	2	7%
Cedardale	1	0	NA
Chartwell	34	1	3%
Chelsea Park	4	0	NA
Cypress	10	1	10%
Cypress Park Estates	19	1	5%
Deer Ridge	0	0	NA
Dundarave	28	3	11%
Eagle Harbour	22	0	NA
Eagleridge	8	0	NA
Furry Creek	8	0	NA
Gleneagles	6	0	NA
Glenmore	17	1	6%
Horseshoe Bay	4	0	NA
Howe Sound	4	0	NA
Lions Bay	15	2	13%
Olde Caulfield	4	0	NA
Panorama Village	3	0	NA
Park Royal	3	1	33%
Porteau Cove	0	0	NA
Queens	14	0	NA
Rockridge	5	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	13	0	NA
Upper Caulfield	6	0	NA
West Bay	10	1	10%
Westhill	7	1	14%
Westmount	10	3	30%
Whitby Estates	5	1	20%
Whytecliff	3	0	NA
TOTAL*	446	24	5%

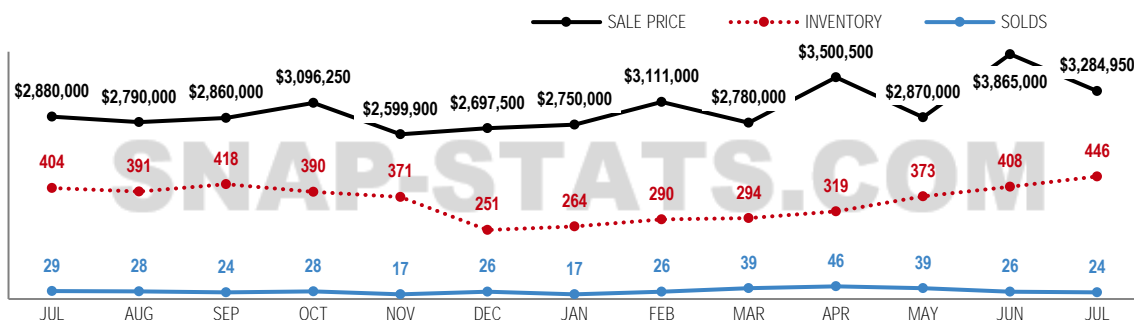
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$5 mil to \$5.5 mil with average 16% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Ambleside, Chartwell and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Westmount and 3 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	1	100%
500,001 – 600,000	2	0	NA
600,001 – 700,000	2	1	50%
700,001 – 800,000	8	1	13%
800,001 – 900,000	3	2	67%
900,001 – 1,000,000	4	3	75%
1,000,001 – 1,250,000	13	2	15%
1,250,001 – 1,500,000	10	5	50%
1,500,001 – 1,750,000	11	4	36%
1,750,001 – 2,000,000	16	1	6%
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	4	1	25%
2,500,001 – 2,750,000	5	1	20%
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	3	2	67%
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	105	25	24%

0 to 1 Bedroom	24	6	25%
2 Bedrooms	60	16	27%
3 Bedrooms	20	3	15%
4 Bedrooms & Greater	1	0	NA
TOTAL*	105	25	24%

SnapStats®	June	July	Variance
Inventory	108	105	-3%
Solds	28	25	-11%
Sale Price	\$1,050,000	\$1,370,000	30%
Sale Price SQFT	\$923	\$1,058	15%
Sale to List Price Ratio	96%	98%	2%
Days on Market	10	16	60%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	24	4	17%
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	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	3	100%
Deer Ridge	1	0	NA
Dundarave	11	9	82%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	1	NA*
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	16	0	NA
Howe Sound	0	0	NA
Lions Bay	1	0	NA
Olde Caulfield	0	0	NA
Panorama Village	4	2	50%
Park Royal	40	6	15%
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*	105	25	24%

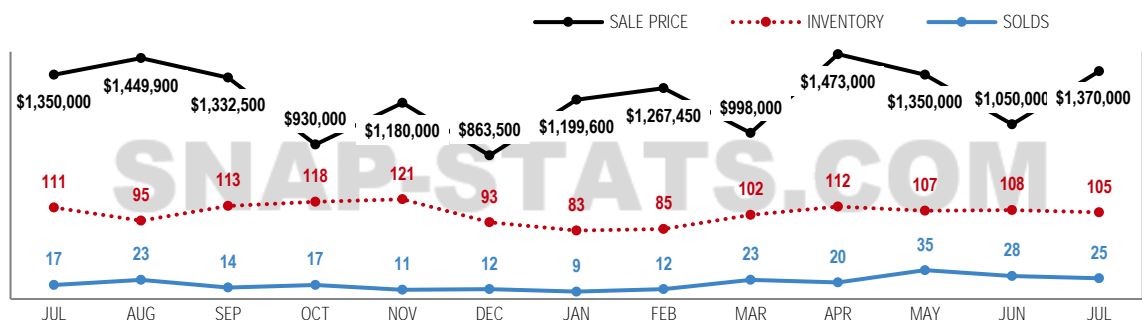
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 2% 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 \$1.75 mil to \$2 mil, Ambleside, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave 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	6	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	10	0	NA
1,500,001 - 1,750,000	31	8	26%
1,750,001 - 2,000,000	86	15	17%
2,000,001 - 2,250,000	28	12	43%
2,250,001 - 2,500,000	49	5	10%
2,500,001 - 2,750,000	25	2	8%
2,750,001 - 3,000,000	45	6	13%
3,000,001 - 3,500,000	59	3	5%
3,500,001 - 4,000,000	45	3	7%
4,000,001 - 4,500,000	10	2	20%
4,500,001 - 5,000,000	13	0	NA
5,000,001 - 5,500,000	7	1	14%
5,500,001 - 6,000,000	3	0	NA
6,000,001 - 6,500,000	2	0	NA
6,500,001 - 7,000,000	3	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	5	0	NA
TOTAL*	429	57	13%

2 Bedrooms & Less	14	0	NA
3 to 4 Bedrooms	157	24	15%
5 to 6 Bedrooms	227	30	13%
7 Bedrooms & More	31	3	10%
TOTAL*	429	57	13%

SnapStats®	June	July	Variance
Inventory	394	429	9%
Solds	94	57	-39%
Sale Price	\$2,010,000	\$2,100,000	4%
Sale Price SQFT	\$734	\$714	-3%
Sale to List Price Ratio	101%	105%	4%
Days on Market	13	15	15%

*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

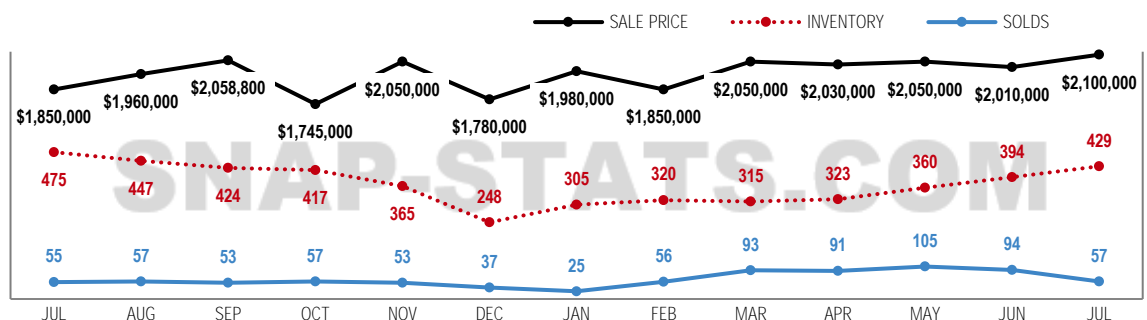
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	12	1	8%
Bridgeport	14	2	14%
Brighthouse	12	0	NA
Brighthouse South	3	0	NA
Broadmoor	46	2	4%
East Cambie	7	2	29%
East Richmond	11	0	NA
Garden City	14	2	14%
Gilmore	5	0	NA
Granville	26	6	23%
Hamilton	11	0	NA
Ironwood	20	2	10%
Lackner	12	3	25%
McLennan	5	1	20%
McLennan North	4	0	NA
McNair	12	0	NA
Quilchena	21	2	10%
Riverdale	19	3	16%
Saunders	20	1	5%
Sea Island	2	0	NA
Seafair	25	5	20%
South Arm	15	3	20%
Steveston North	16	4	25%
Steveston South	15	4	27%
Steveston Village	4	4	100%
Terra Nova	7	2	29%
West Cambie	26	1	4%
Westwind	12	2	17%
Woodwards	33	5	15%
TOTAL*	429	57	13%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Broadmoor, Saunders, West Cambie and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Granville, Lackner, Steveston North, Steveston South and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	5	6	120%*
300,001 – 400,000	16	2	13%
400,001 – 500,000	34	16	47%
500,001 – 600,000	64	35	55%
600,001 – 700,000	70	38	54%
700,001 – 800,000	75	30	40%
800,001 – 900,000	72	18	25%
900,001 – 1,000,000	73	20	27%
1,000,001 – 1,250,000	113	34	30%
1,250,001 – 1,500,000	78	23	29%
1,500,001 – 1,750,000	26	8	31%
1,750,001 – 2,000,000	9	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	3	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*	649	230	35%

0 to 1 Bedroom	145	63	43%
2 Bedrooms	289	96	33%
3 Bedrooms	170	55	32%
4 Bedrooms & Greater	45	16	36%
TOTAL*	649	230	35%

SnapStats®	June	July	Variance
Inventory	627	649	4%
Solds	264	230	-13%
Sale Price	\$797,440	\$749,000	-6%
Sale Price SQFT	\$839	\$792	-6%
Sale to List Price Ratio	100%	100%	0%
Days on Market	10	9	-10%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	15	1	7%
Bridgeport	31	5	16%
Brighthouse	267	72	27%
Brighthouse South	53	29	55%
Broadmoor	3	3	100%
East Cambie	7	2	29%
East Richmond	0	0	NA
Garden City	4	3	75%
Gilmore	0	0	NA
Granville	7	7	100%
Hamilton	19	1	5%
Ironwood	11	3	27%
Lackner	2	0	NA
McLennan	0	0	NA
McLennan North	41	23	56%
McNair	1	1	100%
Quilchena	0	0	NA
Riverdale	10	3	30%
Saunders	5	4	80%
Sea Island	0	0	NA
Seafair	1	2	200%*
South Arm	5	4	80%
Steveston North	3	5	167%*
Steveston South	9	16	178%*
Steveston Village	5	1	20%
Terra Nova	13	2	15%
West Cambie	126	38	30%
Westwind	2	0	NA
Woodwards	9	5	56%
TOTAL*	649	230	35%

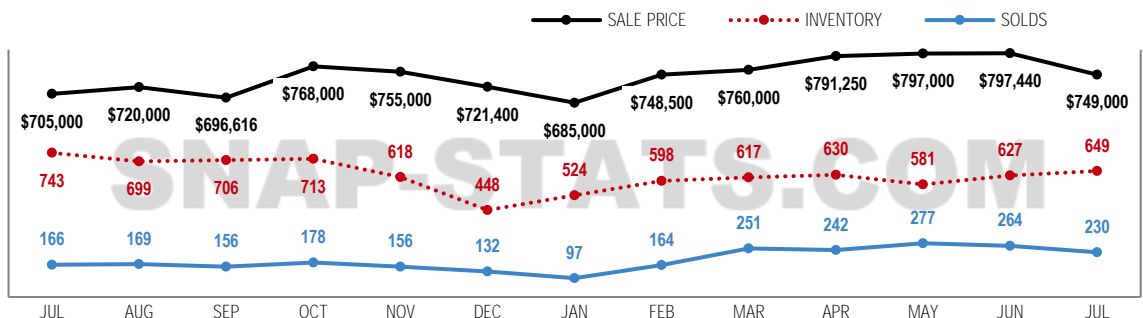
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 with average 55% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$300,000 to \$400,000, Boyd Park, Hamilton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Brighthouse South, McLennan North, Steveston South, Woodward and up to 1 bedroom

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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	1	100%
1,250,001 - 1,500,000	12	4	33%
1,500,001 - 1,750,000	18	6	33%
1,750,001 - 2,000,000	19	0	NA
2,000,001 - 2,250,000	5	1	20%
2,250,001 - 2,500,000	7	1	14%
2,500,001 - 2,750,000	6	0	NA
2,750,001 - 3,000,000	7	1	14%
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	3	0	NA
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	85	14	16%

2 Bedrooms & Less	3	0	NA
3 to 4 Bedrooms	53	11	21%
5 to 6 Bedrooms	26	1	4%
7 Bedrooms & More	3	2	67%
TOTAL*	85	14	16%

SnapStats®	June	July	Variance
Inventory	82	85	4%
Solds	20	14	-30%
Sale Price	\$1,665,000	\$1,620,000	-3%
Sale Price SQFT	\$723	\$650	-10%
Sale to List Price Ratio	102%	99%	-3%
Days on Market	9	15	67%

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

Community DETACHED HOUSES

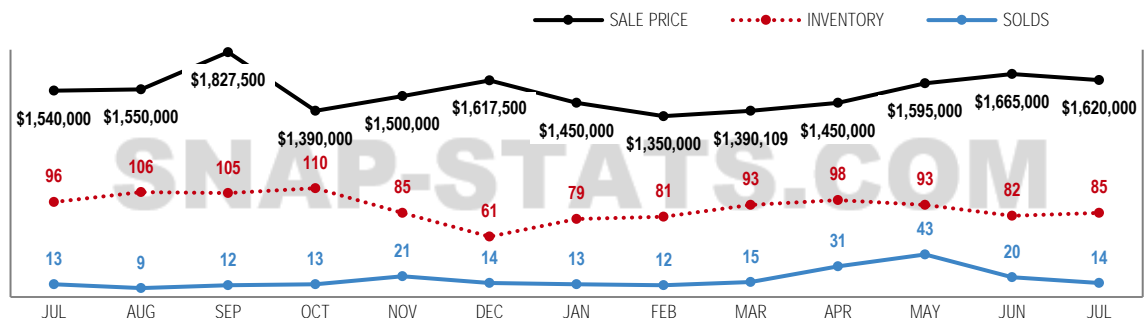
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	7	0	NA
Boundary Beach	10	1	10%
Cliff Drive	11	3	27%
English Bluff	15	0	NA
Pebble Hill	16	7	44%
Tsawwassen Central	16	1	6%
Tsawwassen East	4	1	25%
Tsawwassen North	6	1	17%
TOTAL*	85	14	16%

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 1% below list price
- Most Active Price Band** \$1.25 mil to \$1.75 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Boundary Beach, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Pebble Hill and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

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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	11	0	NA
600,001 – 700,000	6	4	67%
700,001 – 800,000	4	5	125%*
800,001 – 900,000	14	2	14%
900,001 – 1,000,000	5	2	40%
1,000,001 – 1,250,000	8	3	38%
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	1	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*	53	17	32%

0 to 1 Bedroom	8	2	25%
2 Bedrooms	23	12	52%
3 Bedrooms	22	3	14%
4 Bedrooms & Greater	0	0	NA
TOTAL*	53	17	32%

SnapStats®	June	July	Variance
Inventory	53	53	0%
Solds	19	17	-11%
Sale Price	\$725,000	\$755,000	4%
Sale Price SQFT	\$732	\$611	-17%
Sale to List Price Ratio	97%	98%	1%
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 CONDOS & TOWNHOMES

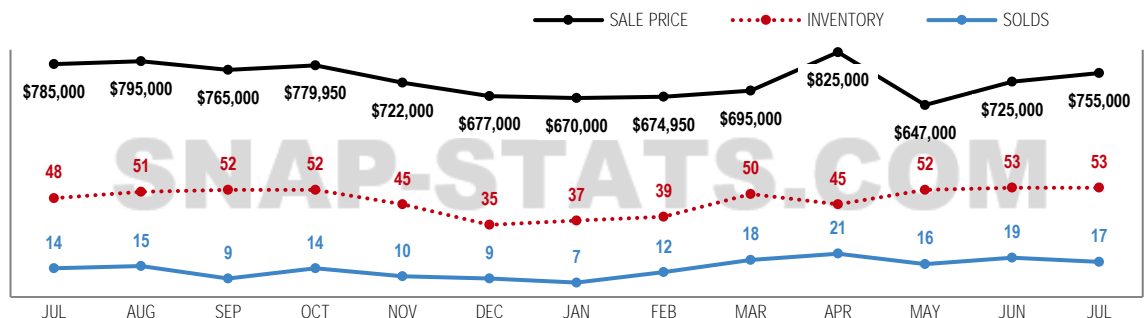
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	4	1	25%
Boundary Beach	3	1	33%
Cliff Drive	10	3	30%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	2	1	50%
Tsawwassen East	6	3	50%
Tsawwassen North	28	8	29%
TOTAL*	53	17	32%

Market Summary

- Market Type Indicator **TSAWWASSEN 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** \$1 mil to \$1.25 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000 and 3 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive and 2 bedroom properties

**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	3	0	NA
900,001 - 1,000,000	0	2	NA*
1,000,001 - 1,250,000	6	3	50%
1,250,001 - 1,500,000	15	4	27%
1,500,001 - 1,750,000	5	1	20%
1,750,001 - 2,000,000	16	1	6%
2,000,001 - 2,250,000	3	1	33%
2,250,001 - 2,500,000	4	0	NA
2,500,001 - 2,750,000	1	0	NA
2,750,001 - 3,000,000	0	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	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*	60	12	20%

2 Bedrooms & Less	11	2	18%
3 to 4 Bedrooms	28	8	29%
5 to 6 Bedrooms	18	2	11%
7 Bedrooms & More	3	0	NA
TOTAL*	60	12	20%

SnapStats®	June	July	Variance
Inventory	54	60	11%
Solds	23	12	-48%
Sale Price	\$1,425,000	\$1,279,500	-10%
Sale Price SQFT	\$667	\$623	-7%
Sale to List Price Ratio	103%	98%	-5%
Days on Market	8	9	13%

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

Community DETACHED HOUSES

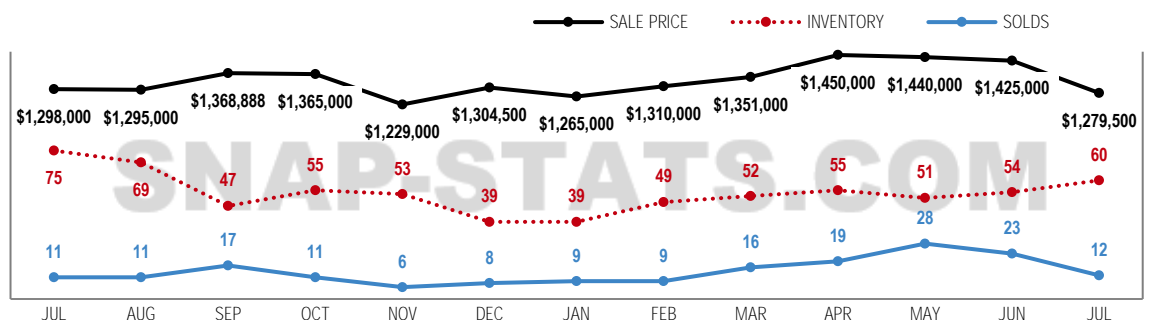
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	1	3	300%*
East Delta	2	0	NA
Hawthorne	18	2	11%
Holly	9	2	22%
Ladner Elementary	11	1	9%
Ladner Rural	5	0	NA
Neilsen Grove	7	3	43%
Port Guichon	6	1	17%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	60	12	20%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 2% 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 \$1.75 mil to \$2 mil, Hawthorne, Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	1	NA*
500,001 – 600,000	0	0	NA
600,001 – 700,000	3	1	33%
700,001 – 800,000	3	1	33%
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	4	2	50%
1,000,001 – 1,250,000	6	1	17%
1,250,001 – 1,500,000	5	2	40%
1,500,001 – 1,750,000	1	1	100%
1,750,001 – 2,000,000	2	1	50%
2,000,001 – 2,250,000	0	1	NA*
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	26	11	42%

0 to 1 Bedroom	0	1	NA*
2 Bedrooms	7	2	29%
3 Bedrooms	9	4	44%
4 Bedrooms & Greater	10	4	40%
TOTAL*	26	11	42%

SnapStats®	June	July	Variance
Inventory	16	26	63%
Solds	10	11	10%
Sale Price	\$858,750	\$1,210,000	41%
Sale Price SQFT	\$661	\$717	8%
Sale to List Price Ratio	102%	98%	-4%
Days on Market	11	7	-36%

*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

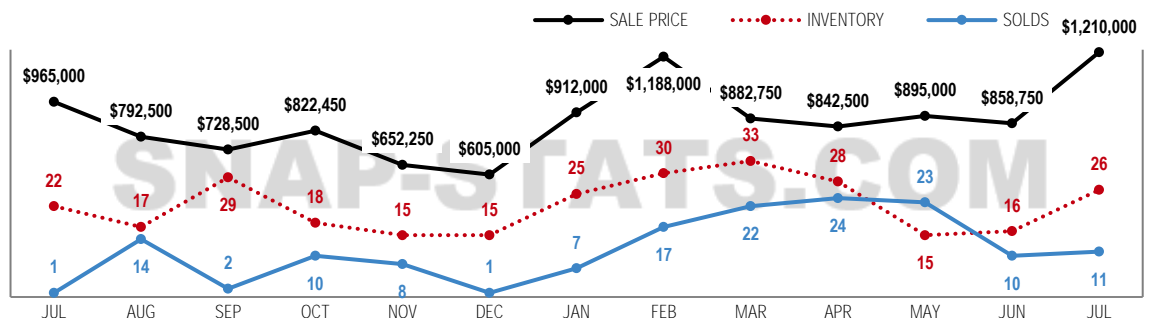
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	2	2	100%
East Delta	0	0	NA
Hawthorne	3	1	33%
Holly	0	0	NA
Ladner Elementary	4	1	25%
Ladner Rural	0	0	NA
Neilsen Grove	17	7	41%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	26	11	42%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 42% Sales Ratio average (4.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** Insufficient data but with 2 sales price band of \$900,000 to \$1 mil
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Selling homes in Neilsen Grove and minimum 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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