

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 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	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	1	0	NA
1,750,001 - 2,000,000	1	1	100%
2,000,001 - 2,250,000	2	1	50%
2,250,001 - 2,500,000	11	2	18%
2,500,001 - 2,750,000	14	1	7%
2,750,001 - 3,000,000	19	3	16%
3,000,001 - 3,500,000	24	4	17%
3,500,001 - 4,000,000	45	6	13%
4,000,001 - 4,500,000	42	5	12%
4,500,001 - 5,000,000	37	4	11%
5,000,001 - 5,500,000	22	3	14%
5,500,001 - 6,000,000	23	2	9%
6,000,001 - 6,500,000	8	0	NA
6,500,001 - 7,000,000	21	1	5%
7,000,001 - 7,500,000	11	0	NA
7,500,001 & Greater	108	1	1%
TOTAL*	390	34	9%

2 Bedrooms & Less	13	1	8%
3 to 4 Bedrooms	120	12	10%
5 to 6 Bedrooms	183	16	9%
7 Bedrooms & More	74	5	7%
TOTAL*	390	34	9%

SnapStats®	November	December	Variance
Inventory	538	390	-28%
Solds	54	34	-37%
Sale Price	\$3,299,000	\$3,975,000	20%
Sale Price SQFT	\$1,071	\$1,282	20%
Sale to List Price Ratio	96%	97%	1%
Days on Market	23	28	22%

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

### Community DETACHED HOUSES

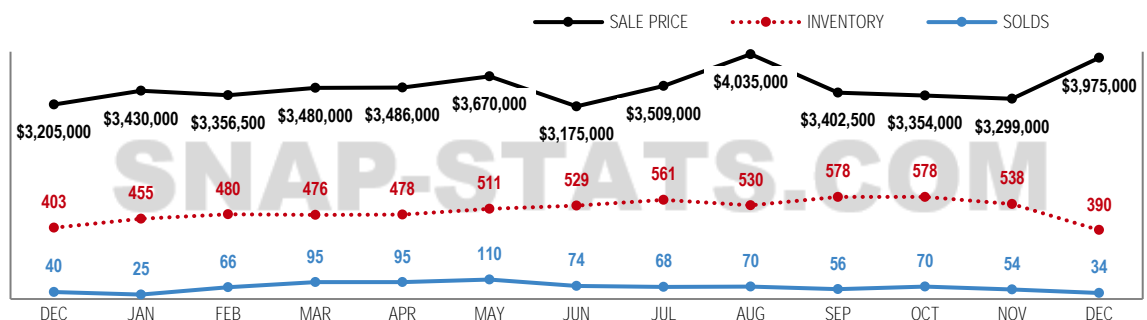
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	22	2	9%
Cambie	42	1	2%
Dunbar	35	2	6%
Fairview	3	0	NA
Falsecreek	0	0	NA
Kerrisdale	21	2	10%
Kitsilano	19	3	16%
Mackenzie Heights	11	3	27%
Marpole	19	3	16%
Mount Pleasant	5	0	NA
Oakridge	5	1	20%
Point Grey	39	4	10%
Quilchena	17	1	6%
SW Marine	16	1	6%
Shaughnessy	57	4	7%
South Cambie	3	2	67%
South Granville	37	3	8%
Southlands	28	1	4%
University	11	1	9%
TOTAL*	390	34	9%

### Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$2.25 mil to \$2.5 mil with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet\*\* Homes minimum \$7.5 mil, Cambie and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Mackenzie Heights and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

### 13 Month Market Trend



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### Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	2	100%
500,001 – 600,000	18	4	22%
600,001 – 700,000	38	13	34%
700,001 – 800,000	36	9	25%
800,001 – 900,000	56	19	34%
900,001 – 1,000,000	42	5	12%
1,000,001 – 1,250,000	79	13	16%
1,250,001 – 1,500,000	80	10	13%
1,500,001 – 1,750,000	59	7	12%
1,750,001 – 2,000,000	60	6	10%
2,000,001 – 2,250,000	24	1	4%
2,250,001 – 2,500,000	19	1	5%
2,500,001 – 2,750,000	15	1	7%
2,750,001 – 3,000,000	9	1	11%
3,000,001 – 3,500,000	4	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	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	547	92	17%

0 to 1 Bedroom	144	33	23%
2 Bedrooms	241	43	18%
3 Bedrooms	149	13	9%
4 Bedrooms & Greater	13	3	23%
TOTAL*	547	92	17%

SnapStats®	November	December	Variance
Inventory	757	547	-28%
Solds	132	92	-30%
Sale Price	\$962,500	\$877,000	-9%
Sale Price SQFT	\$1,038	\$982	-5%
Sale to List Price Ratio	97%	99%	2%
Days on Market	23	27	17%

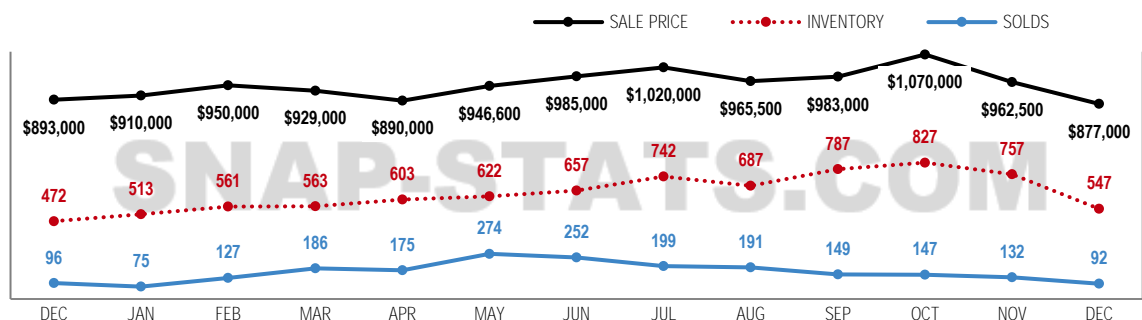
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

### Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$600,000 to \$700,000 / \$800,000 to \$900,000 with average 34% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2 mil to \$2.25 mil, Marpole, SW Marine and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Kerrisdale, Kitsilano and up to 1 bedroom / 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	1	NA*
1,250,001 - 1,500,000	10	7	70%
1,500,001 - 1,750,000	22	11	50%
1,750,001 - 2,000,000	53	17	32%
2,000,001 - 2,250,000	33	4	12%
2,250,001 - 2,500,000	59	2	3%
2,500,001 - 2,750,000	21	3	14%
2,750,001 - 3,000,000	27	0	NA
3,000,001 - 3,500,000	49	2	4%
3,500,001 - 4,000,000	18	0	NA
4,000,001 - 4,500,000	7	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 - 5,500,000	1	1	100%
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	1	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
<b>TOTAL*</b>	<b>310</b>	<b>48</b>	<b>15%</b>

2 Bedrooms & Less	24	3	13%
3 to 4 Bedrooms	95	22	23%
5 to 6 Bedrooms	133	16	12%
7 Bedrooms & More	58	7	12%
<b>TOTAL*</b>	<b>310</b>	<b>48</b>	<b>15%</b>

SnapStats®	November	December	Variance
Inventory	475	310	-35%
Solds	59	48	-19%
Sale Price	\$1,926,000	\$1,809,000	-6%
Sale Price SQFT	\$854	\$836	-2%
Sale to List Price Ratio	101%	99%	-2%
Days on Market	16	21	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 DETACHED HOUSES

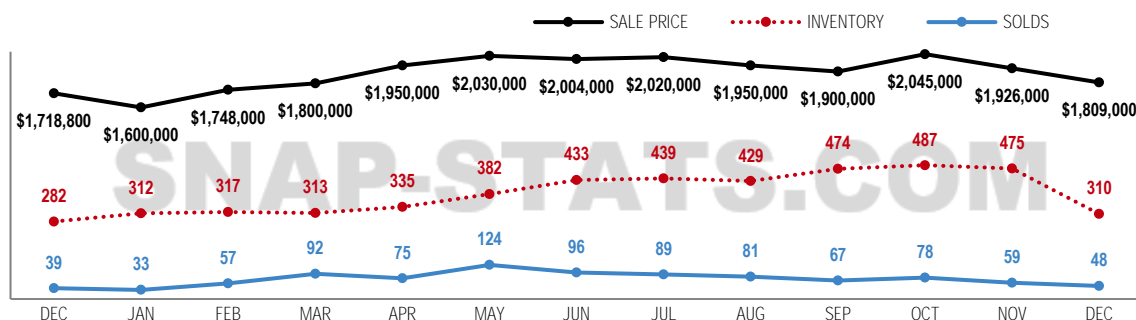
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	79	9	11%
Downtown	0	0	NA
Fraser	8	5	63%
Fraserview	13	3	23%
Grandview Woodland	25	1	4%
Hastings	3	2	67%
Hastings Sunrise	7	2	29%
Killarney	23	0	NA
Knight	26	4	15%
Main	16	4	25%
Mount Pleasant	7	0	NA
Renfrew Heights	33	6	18%
Renfrew	28	5	18%
South Marine	2	2	100%
South Vancouver	23	4	17%
Strathcona	7	0	NA
Victoria	9	1	11%
<b>TOTAL*</b>	<b>310</b>	<b>48</b>	<b>15%</b>

## Market Summary

- Market Type Indicator **EASTSIDE 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 70% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil, Grandview Woodland and minimum 5 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fraser and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	2	1	50%
400,001 – 500,000	11	2	18%
500,001 – 600,000	40	27	68%
600,001 – 700,000	58	10	17%
700,001 – 800,000	37	11	30%
800,001 – 900,000	46	6	13%
900,001 – 1,000,000	33	4	12%
1,000,001 – 1,250,000	52	5	10%
1,250,001 – 1,500,000	21	2	10%
1,500,001 – 1,750,000	11	2	18%
1,750,001 – 2,000,000	4	1	25%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	325	71	22%

0 to 1 Bedroom	131	40	31%
2 Bedrooms	126	22	17%
3 Bedrooms	62	9	15%
4 Bedrooms & Greater	6	0	NA
TOTAL*	325	71	22%

SnapStats®	November	December	Variance
Inventory	479	325	-32%
Solds	92	71	-23%
Sale Price	\$717,000	\$655,000	-9%
Sale Price SQFT	\$908	\$959	6%
Sale to List Price Ratio	99%	95%	-4%
Days on Market	16	21	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

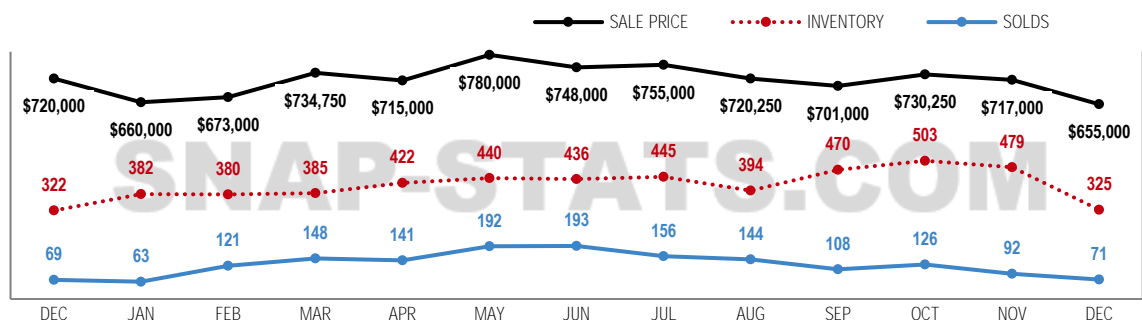
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	8	1	13%
Collingwood	59	20	34%
Downtown	31	5	16%
Fraser	7	0	NA
Fraserview	0	0	NA
Grandview Woodland	15	4	27%
Hastings	9	3	33%
Hastings Sunrise	0	0	NA
Killarney	9	0	NA
Knight	13	1	8%
Main	11	2	18%
Mount Pleasant	52	17	33%
Renfrew Heights	1	0	NA
Renfrew	5	0	NA
South Marine	58	12	21%
South Vancouver	8	2	25%
Strathcona	28	2	7%
Victoria	11	2	18%
TOTAL*	325	71	22%

## Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 68% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.5 mil, Knight, Strathcona and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Collingwood, Hastings, Mount Pleasant and up to 1 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	2	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	2	0	NA
1,250,001 - 1,500,000	2	0	NA
1,500,001 - 1,750,000	6	3	50%
1,750,001 - 2,000,000	8	12	150%*
2,000,001 - 2,250,000	18	5	28%
2,250,001 - 2,500,000	10	5	50%
2,500,001 - 2,750,000	15	3	20%
2,750,001 - 3,000,000	11	1	9%
3,000,001 - 3,500,000	7	0	NA
3,500,001 - 4,000,000	18	1	6%
4,000,001 - 4,500,000	11	0	NA
4,500,001 - 5,000,000	9	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	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	2	0	NA
TOTAL*	124	30	24%

2 Bedrooms & Less	5	1	20%
3 to 4 Bedrooms	51	18	35%
5 to 6 Bedrooms	53	8	15%
7 Bedrooms & More	15	3	20%
TOTAL*	124	30	24%

SnapStats®	November	December	Variance
Inventory	198	124	-37%
Solds	55	30	-45%
Sale Price	\$2,100,000	\$2,075,000	-1%
Sale Price SQFT	\$816	\$862	6%
Sale to List Price Ratio	97%	97%	0%
Days on Market	12	10	-17%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	2	0	NA
Boulevard	9	1	11%
Braemar	0	0	NA
Calverhall	2	0	NA
Canyon Heights	15	3	20%
Capilano	0	0	NA
Central Lonsdale	9	5	56%
Deep Cove	4	0	NA
Delbrook	3	2	67%
Dollarton	9	1	11%
Edgemont	8	1	13%
Forest Hills	3	0	NA
Grouse Woods	1	2	200%*
Harbourside	0	0	NA
Indian Arm	3	0	NA
Indian River	1	0	NA
Lower Lonsdale	4	0	NA
Lynn Valley	7	3	43%
Lynn timer	2	0	NA
Mosquito Creek	2	0	NA
Norqate	3	0	NA
Northlands	2	0	NA
Pemberton Heights	4	0	NA
Pemberton	3	0	NA
Princess Park	0	1	NA*
Queensbury	0	2	NA*
Roche Point	1	1	100%
Seymour	3	0	NA
Tempe	1	0	NA
Upper Delbrook	6	3	50%
Upper Lonsdale	12	2	17%
Westlynn	1	2	200%*
Westlynn Terrace	0	0	NA
Windsor Park	2	0	NA
Woodlands-Sunshine Cascade	2	1	50%
TOTAL*	124	30	24%

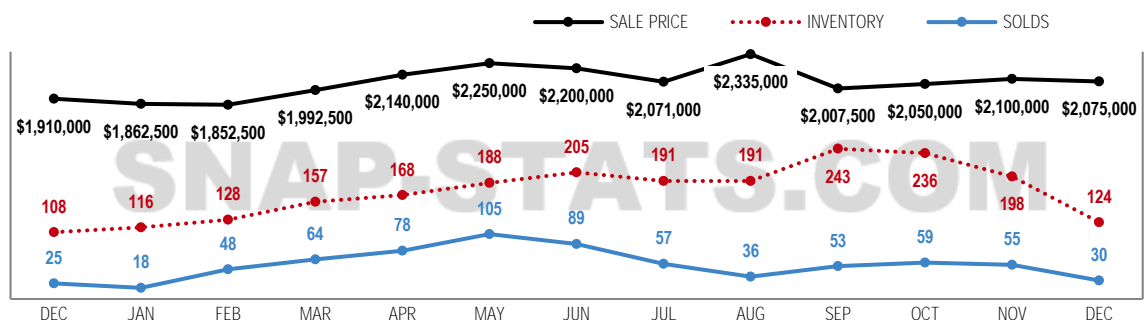
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$1.75 mil to \$2 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$3.5 mil to \$4 mil, Boulevard, Dollarton and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Central Lonsdale 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	3	3	100%
500,001 – 600,000	12	12	100%
600,001 – 700,000	25	14	56%
700,001 – 800,000	20	9	45%
800,001 – 900,000	24	7	29%
900,001 – 1,000,000	19	4	21%
1,000,001 – 1,250,000	26	10	38%
1,250,001 – 1,500,000	29	11	38%
1,500,001 – 1,750,000	23	2	9%
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	2	1	50%
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	6	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
<b>TOTAL*</b>	<b>202</b>	<b>74</b>	<b>37%</b>

0 to 1 Bedroom	54	27	50%
2 Bedrooms	94	32	34%
3 Bedrooms	37	14	38%
4 Bedrooms & Greater	17	1	6%
<b>TOTAL*</b>	<b>202</b>	<b>74</b>	<b>37%</b>

SnapStats®	November	December	Variance
Inventory	301	202	-33%
Solds	97	74	-24%
Sale Price	\$930,000	\$779,605	-16%
Sale Price SQFT	\$966	\$897	-7%
Sale to List Price Ratio	96%	99%	3%
Days on Market	14	17	21%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	0	0	NA
Central Lonsdale	35	9	26%
Deep Cove	1	0	NA
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	5	1	20%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	4	2	50%
Indian Arm	0	0	NA
Indian River	1	1	100%
Lower Lonsdale	57	19	33%
Lynn Valley	12	6	50%
Lynnmoor	37	5	14%
Mosquito Creek	5	2	40%
Norqate	3	1	33%
Northlands	1	2	200%*
Pemberton Heights	0	0	NA
Pemberton	25	10	40%
Princess Park	0	0	NA
Queensbury	1	1	100%
Roche Point	7	7	100%
Seymour	2	2	100%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	3	5	167%*
Westlynn	2	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	1	1	100%
Woodlands-Sunshine Cascade	0	0	NA
<b>TOTAL*</b>	<b>202</b>	<b>74</b>	<b>37%</b>

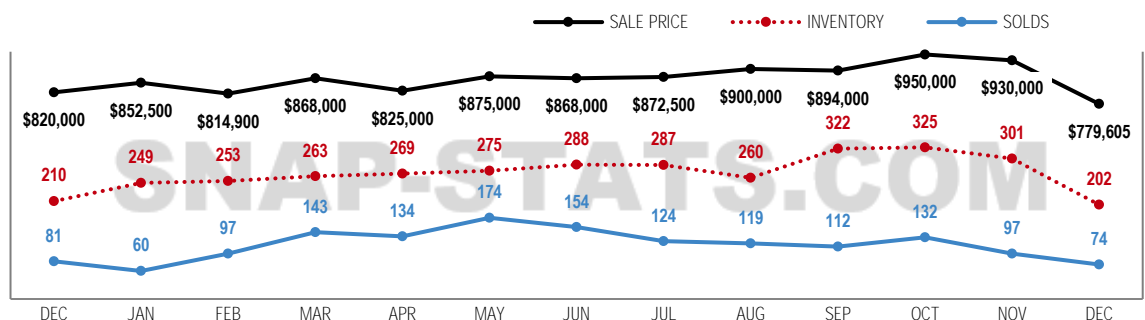
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 37% Sales Ratio average (3.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Lynnmoor and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lynn Valley, Pemberton and up to 1 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	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	1	100%
1,750,001 - 2,000,000	7	2	29%
2,000,001 - 2,250,000	5	1	20%
2,250,001 - 2,500,000	11	3	27%
2,500,001 - 2,750,000	19	3	16%
2,750,001 - 3,000,000	24	2	8%
3,000,001 - 3,500,000	41	3	7%
3,500,001 - 4,000,000	22	3	14%
4,000,001 - 4,500,000	23	1	4%
4,500,001 - 5,000,000	30	2	7%
5,000,001 - 5,500,000	13	1	8%
5,500,001 - 6,000,000	15	0	NA
6,000,001 - 6,500,000	12	0	NA
6,500,001 - 7,000,000	15	0	NA
7,000,001 - 7,500,000	4	1	25%
7,500,001 & Greater	67	0	NA
TOTAL*	310	23	7%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	123	12	10%
5 to 6 Bedrooms	152	10	7%
7 Bedrooms & More	21	0	NA
TOTAL*	310	23	7%

SnapStats®	November	December	Variance
Inventory	424	310	-27%
Solds	33	23	-30%
Sale Price	\$2,977,777	\$2,972,500	0%
Sale Price SQFT	\$846	\$913	8%
Sale to List Price Ratio	99%	93%	-6%
Days on Market	36	51	42%

### Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	13	1	8%
Ambleside	21	4	19%
Bayridge	7	0	NA
British Properties	53	2	4%
Canterbury	5	2	40%
Caulfield	16	2	13%
Cedardale	2	0	NA
Chartwell	26	0	NA
Chelsea Park	1	0	NA
Cypress	4	0	NA
Cypress Park Estates	20	1	5%
Deer Ridge	0	0	NA
Dundarave	21	2	10%
Eagle Harbour	10	0	NA
Eagleridge	3	0	NA
Furry Creek	6	0	NA
Gleneagles	10	0	NA
Glenmore	10	1	10%
Horseshoe Bay	7	2	29%
Howe Sound	2	0	NA
Lions Bay	10	1	10%
Olde Caulfield	3	0	NA
Panorama Village	1	0	NA
Park Royal	4	0	NA
Porteau Cove	0	0	NA
Queens	10	1	10%
Rockridge	4	0	NA
Sandy Cove	2	1	50%
Sentinel Hill	7	2	29%
Upper Caulfield	2	0	NA
West Bay	7	0	NA
Westhill	6	0	NA
Westmount	10	1	10%
Whitby Estates	4	0	NA
Whytecliff	3	0	NA
TOTAL*	310	23	7%

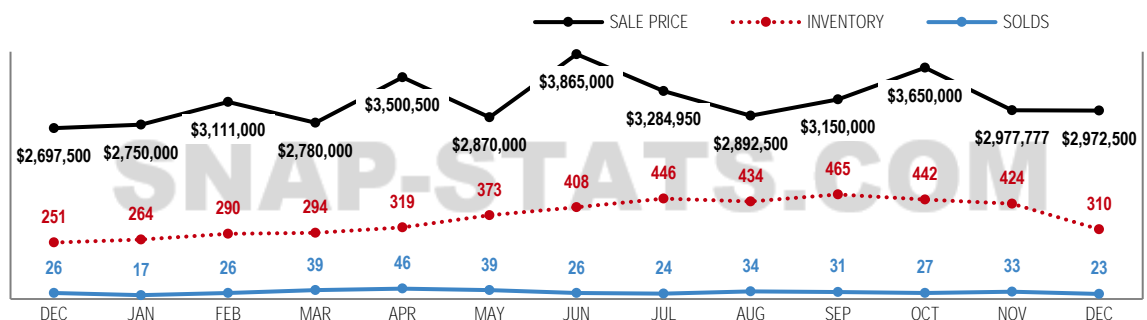
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

### Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 7% 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 \$4 mil to \$4.5 mil, British Properties, Cypress Park Estates and up to 2 / 5 to 6 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	0	0	NA
500,001 – 600,000	2	1	50%
600,001 – 700,000	1	1	100%
700,001 – 800,000	2	0	NA
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	6	4	67%
1,250,001 – 1,500,000	9	4	44%
1,500,001 – 1,750,000	9	3	33%
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	7	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	3	0	NA
3,500,001 – 4,000,000	7	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	74	16	22%

0 to 1 Bedroom	13	2	15%
2 Bedrooms	41	14	34%
3 Bedrooms	17	0	NA
4 Bedrooms & Greater	3	0	NA
TOTAL*	74	16	22%

SnapStats®	November	December	Variance
Inventory	106	74	-30%
Solds	13	16	23%
Sale Price	\$1,438,000	\$1,226,500	-15%
Sale Price SQFT	\$1,097	\$968	-12%
Sale to List Price Ratio	100%	95%	-5%
Days on Market	21	26	24%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	12	2	17%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	1	2	200%*
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	0	NA
Deer Ridge	2	0	NA
Dundarave	7	4	57%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	15	1	7%
Howe Sound	1	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	3	0	NA
Park Royal	25	7	28%
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*	74	16	22%

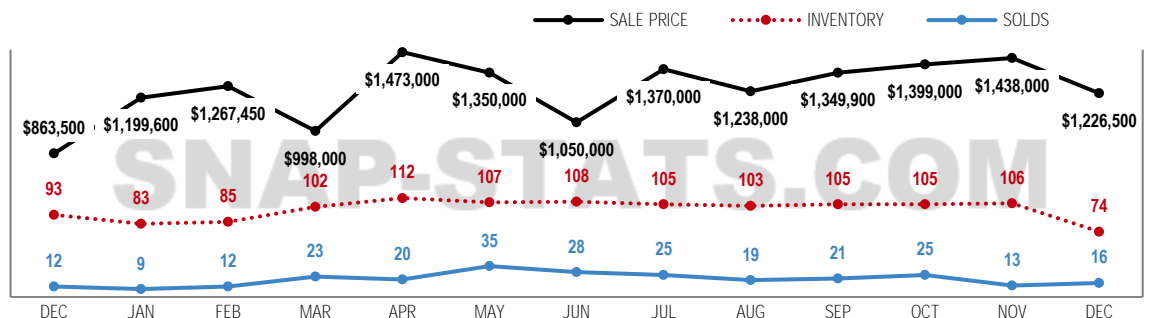
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 5% 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, Horseshoe Bay and up to 1 bedroom properties
- Sellers Best Bet\*\* Selling homes in Park Royal 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	5	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	3	75%
1,500,001 - 1,750,000	21	9	43%
1,750,001 - 2,000,000	41	9	22%
2,000,001 - 2,250,000	21	3	14%
2,250,001 - 2,500,000	34	5	15%
2,500,001 - 2,750,000	38	0	NA
2,750,001 - 3,000,000	39	5	13%
3,000,001 - 3,500,000	39	4	10%
3,500,001 - 4,000,000	16	1	6%
4,000,001 - 4,500,000	8	1	13%
4,500,001 - 5,000,000	18	0	NA
5,000,001 - 5,500,000	5	0	NA
5,500,001 - 6,000,000	3	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	6	0	NA
TOTAL*	302	41	14%

2 Bedrooms & Less	12	2	17%
3 to 4 Bedrooms	101	17	17%
5 to 6 Bedrooms	163	21	13%
7 Bedrooms & More	26	1	4%
TOTAL*	302	41	14%

SnapStats®	November	December	Variance
Inventory	405	302	-25%
Solds	53	41	-23%
Sale Price	\$1,950,000	\$1,925,000	-1%
Sale Price SQFT	\$765	\$683	-11%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	19	23	21%

\*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

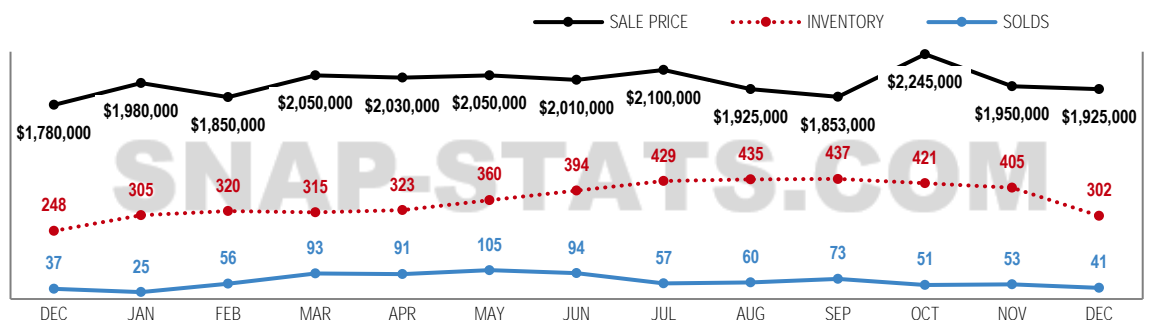
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	8	1	13%
Bridgeport	3	2	67%
Brighthouse	10	0	NA
Brighthouse South	2	0	NA
Broadmoor	32	1	3%
East Cambie	7	2	29%
East Richmond	9	0	NA
Garden City	15	3	20%
Gilmore	2	3	150%*
Granville	16	3	19%
Hamilton	5	0	NA
Ironwood	12	1	8%
Lackner	13	1	8%
McLennan	5	0	NA
McLennan North	6	1	17%
McNair	12	1	8%
Quilchena	14	2	14%
Riverdale	17	1	6%
Saunders	14	1	7%
Sea Island	3	1	33%
Seafair	29	6	21%
South Arm	4	1	25%
Steveston North	15	2	13%
Steveston South	7	0	NA
Steveston Village	4	1	25%
Terra Nova	8	2	25%
West Cambie	12	1	8%
Westwind	3	1	33%
Woodwards	15	3	20%
TOTAL*	302	41	14%

## Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$1.5 mil to \$1.75 mil with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$3.5 mil to \$4 mil, Broadmoor and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Terra Nova and up 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	9	2	22%
300,001 – 400,000	11	1	9%
400,001 – 500,000	14	14	100%
500,001 – 600,000	27	14	52%
600,001 – 700,000	56	18	32%
700,001 – 800,000	58	15	26%
800,001 – 900,000	58	20	34%
900,001 – 1,000,000	71	11	15%
1,000,001 – 1,250,000	119	15	13%
1,250,001 – 1,500,000	62	7	11%
1,500,001 – 1,750,000	24	4	17%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	4	0	NA
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 & Greater	0	0	NA
TOTAL*	535	121	23%

0 to 1 Bedroom	96	31	32%
2 Bedrooms	230	60	26%
3 Bedrooms	167	25	15%
4 Bedrooms & Greater	42	5	12%
TOTAL*	535	121	23%

SnapStats®	November	December	Variance
Inventory	722	535	-26%
Solds	121	121	0%
Sale Price	\$750,000	\$788,000	5%
Sale Price SQFT	\$843	\$845	0%
Sale to List Price Ratio	100%	96%	-4%
Days on Market	15	21	40%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	7	1	14%
Bridgeport	3	3	100%
Brighthouse	224	58	26%
Brighthouse South	40	15	38%
Broadmoor	6	0	NA
East Cambie	4	3	75%
East Richmond	1	0	NA
Garden City	3	0	NA
Gilmore	0	0	NA
Granville	5	0	NA
Hamilton	20	0	NA
Ironwood	9	0	NA
Lackner	1	0	NA
McLennan	0	0	NA
McLennan North	34	8	24%
McNair	1	0	NA
Quilchena	1	0	NA
Riverdale	4	3	75%
Saunders	1	0	NA
Sea Island	0	0	NA
Seafair	1	0	NA
South Arm	10	1	10%
Steveston North	5	3	60%
Steveston South	9	4	44%
Steveston Village	1	1	100%
Terra Nova	13	0	NA
West Cambie	125	19	15%
Westwind	2	0	NA
Woodwards	5	2	40%
TOTAL*	535	121	23%

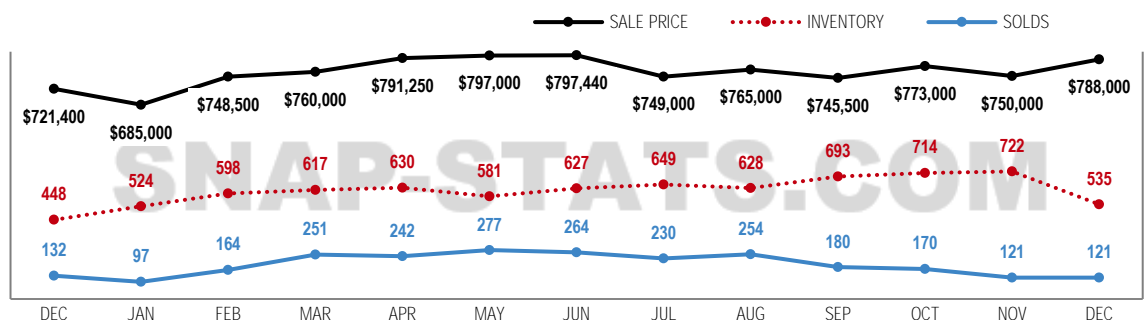
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$300,000 to \$400,000, South Arm, West Cambie and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in 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	1	0	NA
1,000,001 - 1,250,000	4	2	50%
1,250,001 - 1,500,000	8	5	63%
1,500,001 - 1,750,000	11	3	27%
1,750,001 - 2,000,000	16	0	NA
2,000,001 - 2,250,000	5	0	NA
2,250,001 - 2,500,000	7	0	NA
2,500,001 - 2,750,000	6	0	NA
2,750,001 - 3,000,000	6	0	NA
3,000,001 - 3,500,000	0	1	NA*
3,500,001 - 4,000,000	1	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 - 5,500,000	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
<b>TOTAL*</b>	<b>67</b>	<b>11</b>	<b>16%</b>

2 Bedrooms & Less	5	2	40%
3 to 4 Bedrooms	32	6	19%
5 to 6 Bedrooms	28	1	4%
7 Bedrooms & More	2	2	100%
<b>TOTAL*</b>	<b>67</b>	<b>11</b>	<b>16%</b>

SnapStats®	November	December	Variance
Inventory	91	67	-26%
Solds	12	11	-8%
Sale Price	\$1,477,500	\$1,500,000	2%
Sale Price SQFT	\$585	\$704	20%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	42	15	-64%

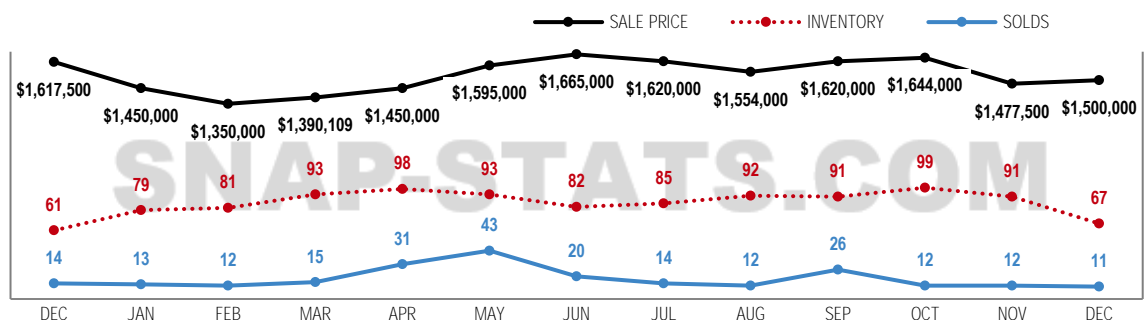
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## 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 3% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, 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

## 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	5	2	40%
500,001 – 600,000	5	2	40%
600,001 – 700,000	10	2	20%
700,001 – 800,000	5	1	20%
800,001 – 900,000	13	2	15%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	5	0	NA
1,250,001 – 1,500,000	3	1	33%
1,500,001 – 1,750,000	1	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*	50	11	22%

0 to 1 Bedroom	11	3	27%
2 Bedrooms	18	4	22%
3 Bedrooms	19	3	16%
4 Bedrooms & Greater	2	1	50%
TOTAL*	50	11	22%

SnapStats®	November	December	Variance
Inventory	61	50	-18%
Solds	8	11	38%
Sale Price	\$807,499	\$640,000	-21%
Sale Price SQFT	\$601	\$610	1%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	15	26	73%

\*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

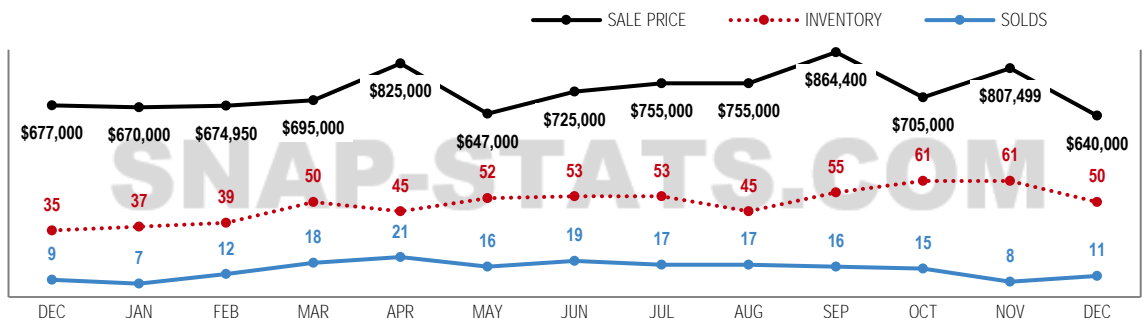
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	4	1	25%
Boundary Beach	7	0	NA
Cliff Drive	4	0	NA
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	6	3	50%
Tsawwassen East	1	0	NA
Tsawwassen North	28	7	25%
TOTAL*	50	11	22%

## Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$600,000 to \$800,000 with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet\*\* Homes between \$800,000 to \$900,000 and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Tsawwassen North 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	1	0	NA
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	6	1	17%
1,250,001 - 1,500,000	13	4	31%
1,500,001 - 1,750,000	10	0	NA
1,750,001 - 2,000,000	10	0	NA
2,000,001 - 2,250,000	5	0	NA
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	1	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	1	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	56	5	9%

2 Bedrooms & Less	9	0	NA
3 to 4 Bedrooms	29	5	17%
5 to 6 Bedrooms	18	0	NA
7 Bedrooms & More	0	0	NA
TOTAL*	56	5	9%

SnapStats®	November	December	Variance
Inventory	66	56	-15%
Solds	13	5	-62%
Sale Price	\$1,445,000	\$1,317,000	-9%
Sale Price SQFT	\$554	\$588	6%
Sale to List Price Ratio	98%	98%	0%
Days on Market	30	32	7%

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

## Community DETACHED HOUSES

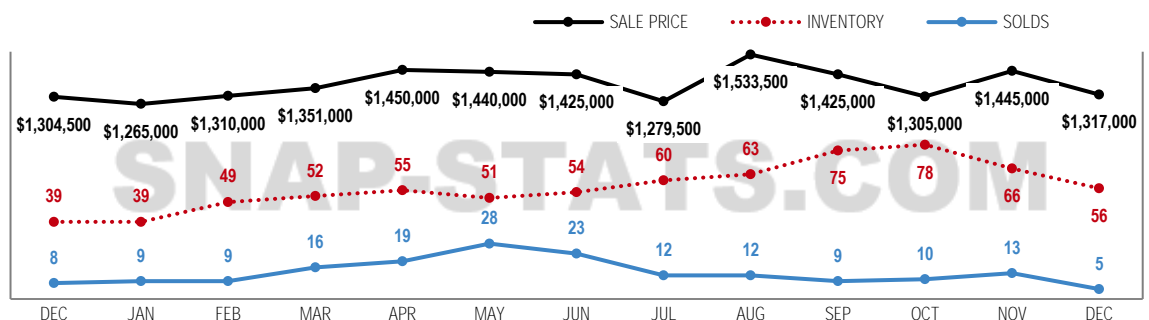
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	0	NA
East Delta	2	0	NA
Hawthorne	15	3	20%
Holly	9	0	NA
Ladner Elementary	10	2	20%
Ladner Rural	3	0	NA
Neilsen Grove	6	0	NA
Port Guichon	8	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	56	5	9%

## Market Summary

- Market Type Indicator **LADNER DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 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 31% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Insufficient data
- Sellers Best Bet\*\* Selling homes in Hawthorne, Ladner Elementary 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	0	NA
500,001 – 600,000	0	1	NA*
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	1	1	100%
1,000,001 – 1,250,000	3	3	100%
1,250,001 – 1,500,000	3	1	33%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	2	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	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*	13	6	46%

0 to 1 Bedroom	0	1	NA*
2 Bedrooms	3	1	33%
3 Bedrooms	3	1	33%
4 Bedrooms & Greater	7	3	43%
TOTAL*	13	6	46%

SnapStats®	November	December	Variance
Inventory	23	13	-43%
Solds	6	6	0%
Sale Price	\$1,017,500	\$1,176,500	16%
Sale Price SQFT	\$684	\$684	0%
Sale to List Price Ratio	98%	98%	0%
Days on Market	9	19	111%

\*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

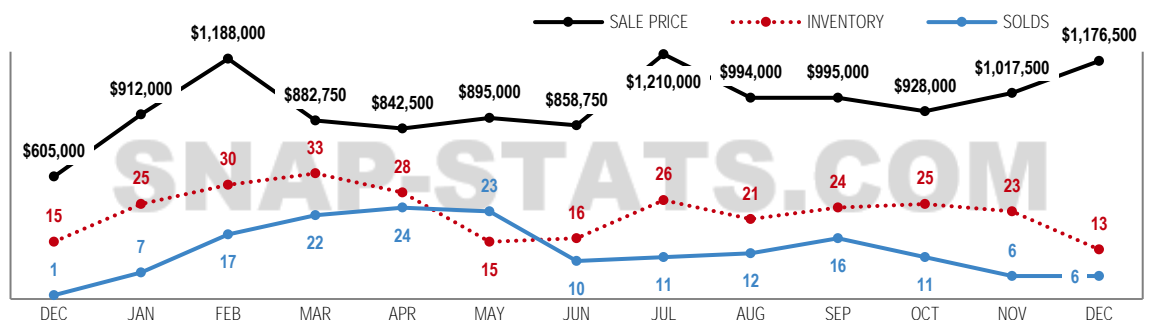
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	2	1	50%
East Delta	0	0	NA
Hawthorne	0	0	NA
Holly	1	0	NA
Ladner Elementary	2	1	50%
Ladner Rural	0	0	NA
Neilsen Grove	8	4	50%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	13	6	46%

## Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* Insufficient data but with 3 sales price band of \$1 mil to \$1.25 mil
- Buyers Best Bet\*\* Insufficient data
- Sellers Best Bet\*\* Selling homes in Neilson Grove

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

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