

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	4	0	NA
300,001 – 400,000	8	1	13%
400,001 – 500,000	12	7	58%
500,001 – 600,000	45	15	33%
600,001 – 700,000	71	18	25%
700,001 – 800,000	81	17	21%
800,001 – 900,000	60	12	20%
900,001 – 1,000,000	69	7	10%
1,000,001 – 1,250,000	81	2	2%
1,250,001 – 1,500,000	67	7	10%
1,500,001 – 1,750,000	39	4	10%
1,750,001 – 2,000,000	48	1	2%
2,000,001 – 2,250,000	18	3	17%
2,250,001 – 2,500,000	25	1	4%
2,500,001 – 2,750,000	17	2	12%
2,750,001 – 3,000,000	19	1	5%
3,000,001 – 3,500,000	25	0	NA
3,500,001 – 4,000,000	24	0	NA
4,000,001 – 4,500,000	14	0	NA
4,500,001 – 5,000,000	10	1	10%
5,000,001 & Greater	30	0	NA
TOTAL*	767	99	13%

0 to 1 Bedroom	282	51	18%
2 Bedrooms	378	44	12%
3 Bedrooms	89	4	4%
4 Bedrooms & Greater	18	0	NA
TOTAL*	767	99	13%

SnapStats®	December	January	Variance
Inventory	702	767	9%
Solds	104	99	-5%
Sale Price	\$815,250	\$765,000	-6%
Sale Price SQFT	\$1,055	\$1,048	-1%
Sale to List Price Ratio	98%	98%	0%
Days on Market	42	24	-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.

Community CONDOS & TOWNHOMES

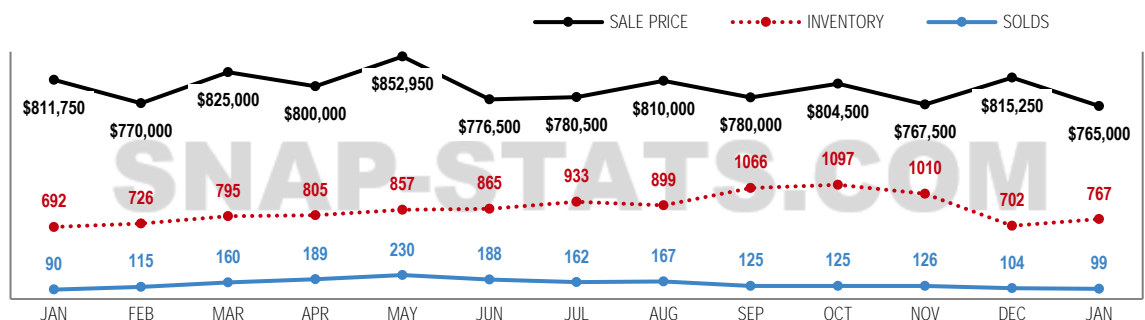
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	121	7	6%
Downtown	317	51	16%
Westend	141	18	13%
Yaletown	188	23	12%
TOTAL*	767	99	13%

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Coal Harbour and 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	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	0	1	NA*
1,750,001 - 2,000,000	2	1	50%
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	18	3	17%
2,500,001 - 2,750,000	11	5	45%
2,750,001 - 3,000,000	17	6	35%
3,000,001 - 3,500,000	23	6	26%
3,500,001 - 4,000,000	49	6	12%
4,000,001 - 4,500,000	44	4	9%
4,500,001 - 5,000,000	40	2	5%
5,000,001 - 5,500,000	29	2	7%
5,500,001 - 6,000,000	30	1	3%
6,000,001 - 6,500,000	10	1	10%
6,500,001 - 7,000,000	19	0	NA
7,000,001 - 7,500,000	12	0	NA
7,500,001 & Greater	116	0	NA
TOTAL*	424	38	9%

2 Bedrooms & Less	22	1	5%
3 to 4 Bedrooms	124	11	9%
5 to 6 Bedrooms	210	15	7%
7 Bedrooms & More	68	11	16%
TOTAL*	424	38	9%

SnapStats®	December	January	Variance
Inventory	390	424	9%
Solds	34	38	12%
Sale Price	\$3,975,000	\$3,160,000	-21%
Sale Price SQFT	\$1,282	\$1,090	-15%
Sale to List Price Ratio	97%	95%	-2%
Days on Market	28	52	86%

*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

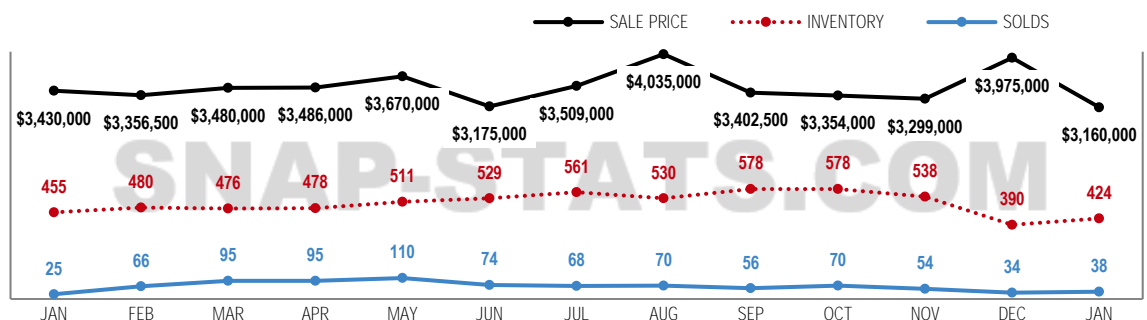
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	16	5	31%
Cambie	50	3	6%
Dunbar	38	4	11%
Fairview	2	0	NA
Falsecreek	0	0	NA
Kerrisdale	20	1	5%
Kitsilano	23	3	13%
Mackenzie Heights	13	1	8%
Marpole	24	2	8%
Mount Pleasant	4	1	25%
Oakridge	6	1	17%
Point Grey	38	8	21%
Quilchena	18	1	6%
SW Marine	18	1	6%
Shaughnessy	65	1	2%
South Cambie	4	0	NA
South Granville	45	4	9%
Southlands	28	2	7%
University	12	0	NA
TOTAL*	424	38	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 5% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$5.5 mil to \$6 mil, Shaughnessy and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Arbutus and minimum 7 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	5	1	20%
500,001 – 600,000	23	5	22%
600,001 – 700,000	40	9	23%
700,001 – 800,000	41	13	32%
800,001 – 900,000	57	12	21%
900,001 – 1,000,000	48	10	21%
1,000,001 – 1,250,000	81	18	22%
1,250,001 – 1,500,000	94	7	7%
1,500,001 – 1,750,000	63	10	16%
1,750,001 – 2,000,000	70	8	11%
2,000,001 – 2,250,000	30	0	NA
2,250,001 – 2,500,000	17	7	41%
2,500,001 – 2,750,000	16	0	NA
2,750,001 – 3,000,000	11	0	NA
3,000,001 – 3,500,000	6	0	NA
3,500,001 – 4,000,000	1	1	100%
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	5	1	20%
TOTAL*	610	102	17%

0 to 1 Bedroom	159	25	16%
2 Bedrooms	274	53	19%
3 Bedrooms	159	23	14%
4 Bedrooms & Greater	18	1	6%
TOTAL*	610	102	17%

SnapStats®	December	January	Variance
Inventory	547	610	12%
Solds	92	102	11%
Sale Price	\$877,000	\$1,029,000	17%
Sale Price SQFT	\$982	\$1,109	13%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	27	25	-7%

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Community CONDOS & TOWNHOMES

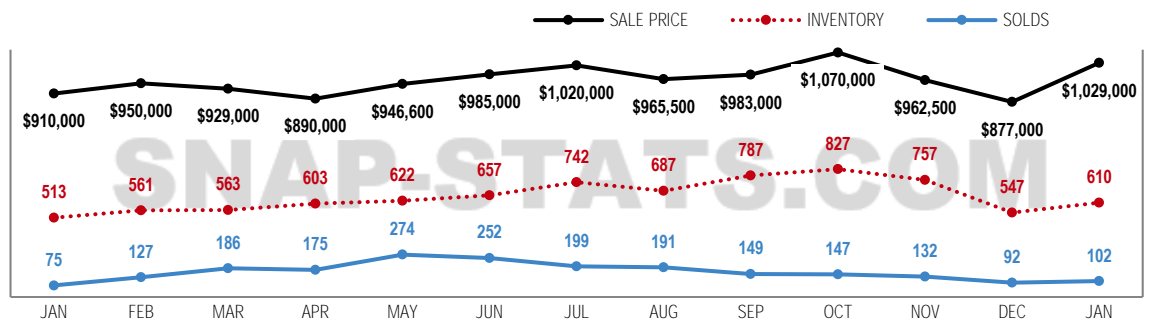
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	2	0	NA
Cambie	83	13	16%
Dunbar	13	1	8%
Fairview	70	8	11%
Falscreek	72	17	24%
Kerrisdale	13	4	31%
Kitsilano	52	16	31%
Mackenzie Heights	3	0	NA
Marpole	70	15	21%
Mount Pleasant	4	3	75%
Oakridge	37	3	8%
Point Grey	6	1	17%
Quilchena	7	2	29%
SW Marine	13	1	8%
Shaughnessy	4	1	25%
South Cambie	38	0	NA
South Granville	31	1	3%
Southlands	0	0	NA
University	92	16	17%
TOTAL*	610	102	17%

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 4% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Dunbar, Oakridge, SW Marine, South Granville and 4 plus bedrooms
- Sellers Best Bet** Selling homes in Kerrisdale, Kitsilano and with 2 bedrooms

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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	14	4	29%
1,500,001 - 1,750,000	30	8	27%
1,750,001 - 2,000,000	56	11	20%
2,000,001 - 2,250,000	36	8	22%
2,250,001 - 2,500,000	67	5	7%
2,500,001 - 2,750,000	22	1	5%
2,750,001 - 3,000,000	31	1	3%
3,000,001 - 3,500,000	55	0	NA
3,500,001 - 4,000,000	17	0	NA
4,000,001 - 4,500,000	8	0	NA
4,500,001 - 5,000,000	7	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	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	346	38	11%

2 Bedrooms & Less	26	3	12%
3 to 4 Bedrooms	102	11	11%
5 to 6 Bedrooms	151	19	13%
7 Bedrooms & More	67	5	7%
TOTAL*	346	38	11%

SnapStats®	December	January	Variance
Inventory	310	346	12%
Solds	48	38	-21%
Sale Price	\$1,809,000	\$1,872,500	4%
Sale Price SQFT	\$836	\$855	2%
Sale to List Price Ratio	99%	100%	1%
Days on Market	21	32	52%

*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

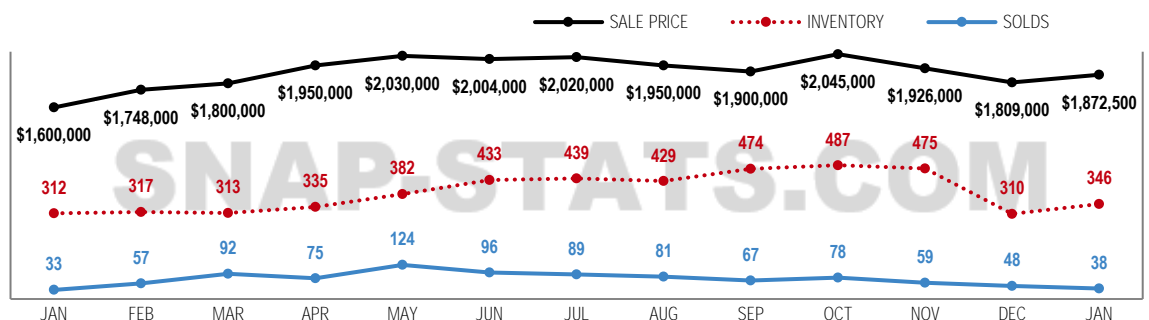
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	0	NA
Collingwood	88	5	6%
Downtown	0	0	NA
Fraser	10	3	30%
Fraserview	13	2	15%
Grandview Woodland	24	7	29%
Hastings	3	1	33%
Hastings Sunrise	8	1	13%
Killarney	22	2	9%
Knight	41	5	12%
Main	12	2	17%
Mount Pleasant	7	0	NA
Renfrew Heights	38	1	3%
Renfrew	32	6	19%
South Marine	1	1	100%
South Vancouver	27	0	NA
Strathcona	7	0	NA
Victoria	10	2	20%
TOTAL*	346	38	11%

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Collingwood, Killarney, Renfrew Heights and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Grandview Woodland and 5 to 6 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	2	1	50%
400,001 – 500,000	16	5	31%
500,001 – 600,000	54	11	20%
600,001 – 700,000	78	21	27%
700,001 – 800,000	43	10	23%
800,001 – 900,000	55	8	15%
900,001 – 1,000,000	37	10	27%
1,000,001 – 1,250,000	56	11	20%
1,250,001 – 1,500,000	33	2	6%
1,500,001 – 1,750,000	20	2	10%
1,750,001 – 2,000,000	9	0	NA
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	1	2	200%*
2,750,001 – 3,000,000	1	1	100%
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*	413	86	21%

0 to 1 Bedroom	166	35	21%
2 Bedrooms	162	35	22%
3 Bedrooms	78	15	19%
4 Bedrooms & Greater	7	1	14%
TOTAL*	413	86	21%

SnapStats®	December	January	Variance
Inventory	325	413	27%
Solds	71	86	21%
Sale Price	\$655,000	\$756,940	16%
Sale Price SQFT	\$959	\$919	-4%
Sale to List Price Ratio	95%	99%	4%
Days on Market	21	22	5%

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

Community CONDOS & TOWNHOMES

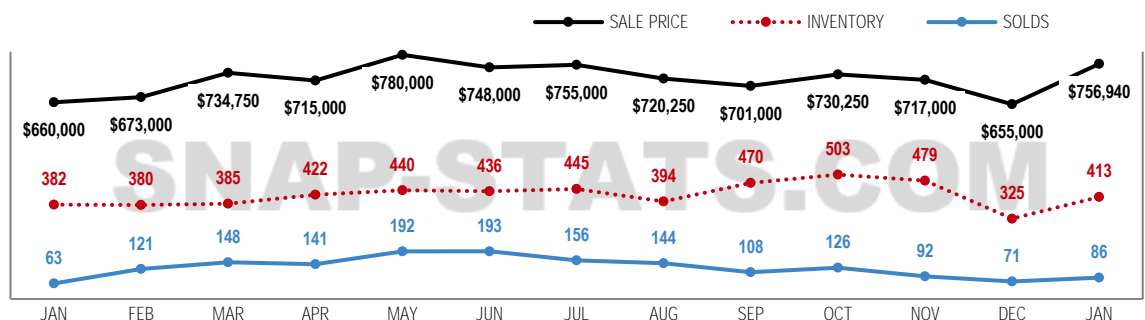
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	6	3	50%
Collingwood	74	9	12%
Downtown	37	7	19%
Fraser	9	3	33%
Fraserview	0	0	NA
Grandview Woodland	26	9	35%
Hastings	15	5	33%
Hastings Sunrise	1	0	NA
Killarney	9	4	44%
Knight	19	0	NA
Main	14	3	21%
Mount Pleasant	68	20	29%
Renfrew Heights	2	0	NA
Renfrew	6	2	33%
South Marine	74	16	22%
South Vancouver	11	0	NA
Strathcona	28	4	14%
Victoria	14	1	7%
TOTAL*	413	86	21%

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Killarney and up to 2 bedroom properties

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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	1	0	NA
1,250,001 - 1,500,000	2	0	NA
1,500,001 - 1,750,000	6	7	117%*
1,750,001 - 2,000,000	9	10	111%*
2,000,001 - 2,250,000	10	8	80%
2,250,001 - 2,500,000	16	4	25%
2,500,001 - 2,750,000	17	4	24%
2,750,001 - 3,000,000	15	0	NA
3,000,001 - 3,500,000	12	0	NA
3,500,001 - 4,000,000	19	2	11%
4,000,001 - 4,500,000	11	0	NA
4,500,001 - 5,000,000	8	1	13%
5,000,001 - 5,500,000	3	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*	133	36	27%

2 Bedrooms & Less	4	1	25%
3 to 4 Bedrooms	52	18	35%
5 to 6 Bedrooms	59	15	25%
7 Bedrooms & More	18	2	11%
TOTAL*	133	36	27%

SnapStats®	December	January	Variance
Inventory	124	133	7%
Solds	30	36	20%
Sale Price	\$2,075,000	\$2,099,500	1%
Sale Price SQFT	\$862	\$783	-9%
Sale to List Price Ratio	97%	100%	3%
Days on Market	10	19	90%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	2	0	NA
Boulevard	10	1	10%
Braemar	0	0	NA
Calverhall	3	1	33%
Canyon Heights	21	3	14%
Capilano	1	0	NA
Central Lonsdale	12	3	25%
Deep Cove	7	0	NA
Delbrook	1	2	200%*
Dollarton	6	3	50%
Edgemont	7	0	NA
Forest Hills	5	1	20%
Grouse Woods	1	0	NA
Harbourside	0	0	NA
Indian Arm	2	0	NA
Indian River	0	1	NA*
Lower Lonsdale	4	0	NA
Lynn Valley	8	6	75%
Lynn timer	2	0	NA
Mosquito Creek	3	1	33%
Norqate	2	0	NA
Northlands	2	0	NA
Pemberton Heights	2	0	NA
Pemberton	2	2	100%
Princess Park	1	0	NA
Queensbury	0	0	NA
Roche Point	1	1	100%
Seymour	3	0	NA
Tempe	0	1	NA*
Upper Delbrook	7	2	29%
Upper Lonsdale	10	7	70%
Westlynn	5	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	1	1	100%
Woodlands-Sunshine Cascade	2	0	NA
TOTAL*	133	36	27%

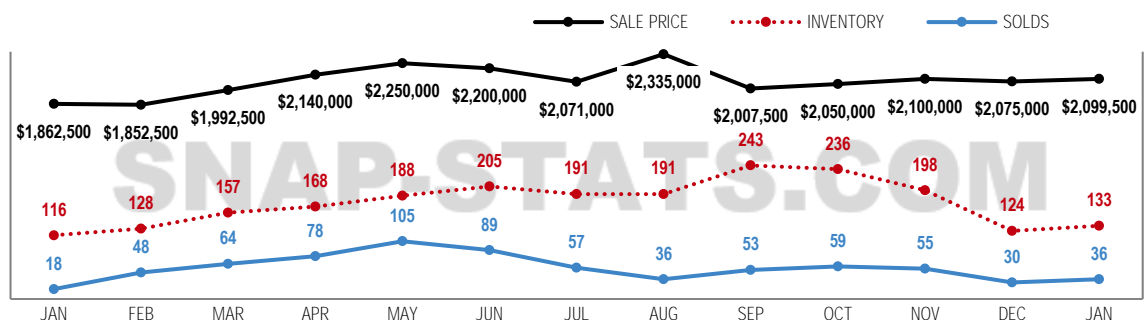
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 100% of 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, Canyon Heights and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Upper Lonsdale 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	2	0	NA
400,001 – 500,000	3	4	133%*
500,001 – 600,000	18	7	39%
600,001 – 700,000	22	15	68%
700,001 – 800,000	18	6	33%
800,001 – 900,000	31	7	23%
900,001 – 1,000,000	23	7	30%
1,000,001 – 1,250,000	33	12	36%
1,250,001 – 1,500,000	36	14	39%
1,500,001 – 1,750,000	19	5	26%
1,750,001 – 2,000,000	8	2	25%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	2	1	50%
3,000,001 – 3,500,000	7	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	1	0	NA
TOTAL*	228	80	35%

0 to 1 Bedroom	57	22	39%
2 Bedrooms	111	42	38%
3 Bedrooms	46	10	22%
4 Bedrooms & Greater	14	6	43%
TOTAL*	228	80	35%

SnapStats®	December	January	Variance
Inventory	202	228	13%
Solds	74	80	8%
Sale Price	\$779,605	\$925,000	19%
Sale Price SQFT	\$897	\$958	7%
Sale to List Price Ratio	99%	100%	1%
Days on Market	17	10	-41%

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	0	0	NA
Capilano	0	1	NA*
Central Lonsdale	36	18	50%
Deep Cove	0	1	NA*
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	4	2	50%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	3	0	NA
Indian Arm	0	0	NA
Indian River	1	0	NA
Lower Lonsdale	64	17	27%
Lynn Valley	17	5	29%
Lynnmoor	36	11	31%
Mosquito Creek	8	2	25%
Norqate	2	1	50%
Northlands	2	1	50%
Pemberton Heights	0	0	NA
Pemberton	35	8	23%
Princess Park	0	0	NA
Queensbury	4	1	25%
Roche Point	6	6	100%
Seymour	1	3	300%*
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	3	1	33%
Westlynn	3	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	2	2	100%
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	228	80	35%

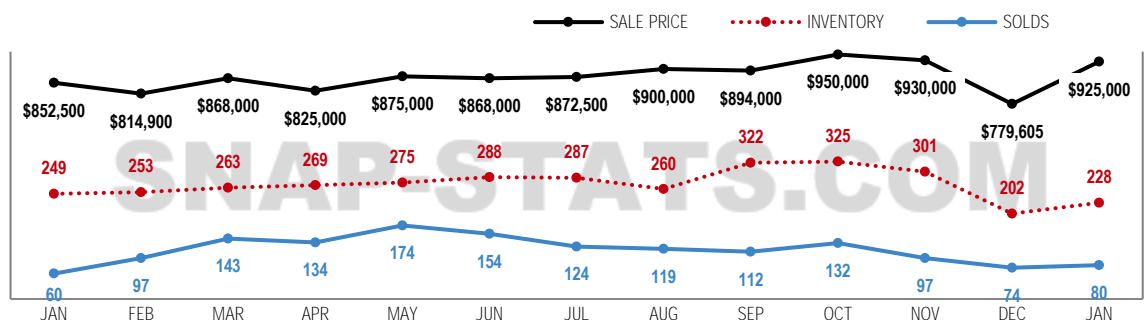
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER 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** \$600,000 to \$700,000 with average 68% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Pemberton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Central Lonsdale 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	0	NA
1,750,001 - 2,000,000	7	2	29%
2,000,001 - 2,250,000	10	4	40%
2,250,001 - 2,500,000	19	0	NA
2,500,001 - 2,750,000	20	1	5%
2,750,001 - 3,000,000	27	1	4%
3,000,001 - 3,500,000	43	2	5%
3,500,001 - 4,000,000	28	0	NA
4,000,001 - 4,500,000	26	1	4%
4,500,001 - 5,000,000	30	0	NA
5,000,001 - 5,500,000	9	1	11%
5,500,001 - 6,000,000	16	2	13%
6,000,001 - 6,500,000	16	0	NA
6,500,001 - 7,000,000	15	0	NA
7,000,001 - 7,500,000	3	0	NA
7,500,001 & Greater	69	1	1%
TOTAL*	340	15	4%

2 Bedrooms & Less	19	0	NA
3 to 4 Bedrooms	142	8	6%
5 to 6 Bedrooms	159	7	4%
7 Bedrooms & More	20	0	NA
TOTAL*	340	15	4%

SnapStats®	December	January	Variance
Inventory	310	340	10%
Solds	23	15	-35%
Sale Price	\$2,972,500	\$2,800,000	-6%
Sale Price SQFT	\$913	\$775	-15%
Sale to List Price Ratio	93%	97%	4%
Days on Market	51	65	27%

*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

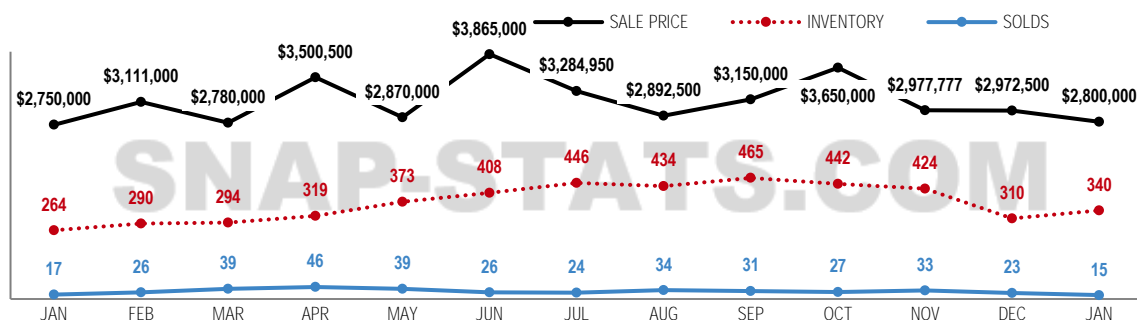
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	17	0	NA
Ambleside	28	1	4%
Bayridge	6	0	NA
British Properties	58	2	3%
Canterbury	5	0	NA
Caulfield	18	1	6%
Cedardale	1	1	100%
Chartwell	27	1	4%
Chelsea Park	1	0	NA
Cypress	6	0	NA
Cypress Park Estates	18	3	17%
Deer Ridge	0	0	NA
Dundarave	16	1	6%
Eagle Harbour	11	2	18%
Eagleridge	3	0	NA
Furry Creek	10	0	NA
Gleneagles	8	0	NA
Glenmore	13	0	NA
Horseshoe Bay	7	0	NA
Howe Sound	2	0	NA
Lions Bay	11	0	NA
Olde Caulfield	3	0	NA
Panorama Village	1	0	NA
Park Royal	5	0	NA
Porteau Cove	0	0	NA
Queens	13	0	NA
Rockridge	3	0	NA
Sandy Cove	3	1	33%
Sentinel Hill	11	0	NA
Upper Caulfield	4	1	25%
West Bay	5	0	NA
Westhill	7	0	NA
Westmount	9	0	NA
Whitby Estates	3	1	33%
Whytecliff	7	0	NA
TOTAL*	340	15	4%

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 4% Sales Ratio average (4 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Ambleside, British Properties, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Cypress Park Estates, Eagle Harbour and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	1	100%
600,001 – 700,000	1	0	NA
700,001 – 800,000	4	1	25%
800,001 – 900,000	6	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	7	1	14%
1,250,001 – 1,500,000	12	1	8%
1,500,001 – 1,750,000	9	0	NA
1,750,001 – 2,000,000	10	1	10%
2,000,001 – 2,250,000	4	2	50%
2,250,001 – 2,500,000	7	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	4	1	25%
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	4	0	NA
TOTAL*	87	8	9%

0 to 1 Bedroom	17	2	12%
2 Bedrooms	47	4	9%
3 Bedrooms	19	2	11%
4 Bedrooms & Greater	4	0	NA
TOTAL*	87	8	9%

SnapStats®	December	January	Variance
Inventory	74	87	18%
Solds	16	8	-50%
Sale Price	\$1,226,500	\$1,650,000	35%
Sale Price SQFT	\$968	\$1,061	10%
Sale to List Price Ratio	95%	97%	2%
Days on Market	26	84	223%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	17	2	12%
Bayridge	0	0	NA
British Properties	1	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	2	0	NA
Deer Ridge	2	0	NA
Dundarave	12	1	8%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	15	1	7%
Howe Sound	1	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	4	2	50%
Park Royal	26	2	8%
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	1	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*	87	8	9%

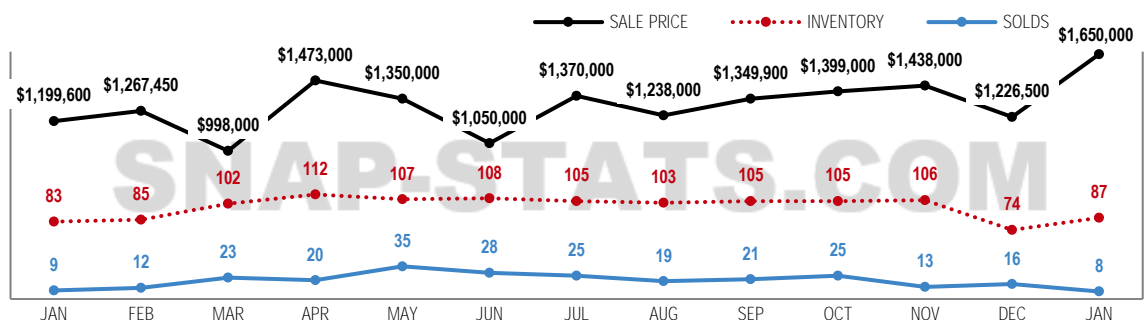
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: 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** \$1.75 mil to \$2 mil with average 10% Sales Ratio (Buyers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Dundarave, Horseshoe Bay, Park Royal and 2 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	4	2	50%
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	0	NA
1,500,001 - 1,750,000	21	4	19%
1,750,001 - 2,000,000	47	7	15%
2,000,001 - 2,250,000	20	4	20%
2,250,001 - 2,500,000	40	5	13%
2,500,001 - 2,750,000	42	4	10%
2,750,001 - 3,000,000	52	2	4%
3,000,001 - 3,500,000	38	2	5%
3,500,001 - 4,000,000	22	0	NA
4,000,001 - 4,500,000	9	3	33%
4,500,001 - 5,000,000	16	1	6%
5,000,001 - 5,500,000	4	1	25%
5,500,001 - 6,000,000	4	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	7	0	NA
TOTAL*	334	36	11%

2 Bedrooms & Less	13	2	15%
3 to 4 Bedrooms	107	9	8%
5 to 6 Bedrooms	183	24	13%
7 Bedrooms & More	31	1	3%
TOTAL*	334	36	11%

SnapStats®	December	January	Variance
Inventory	302	334	11%
Solds	41	36	-12%
Sale Price	\$1,925,000	\$2,219,000	15%
Sale Price SQFT	\$683	\$747	9%
Sale to List Price Ratio	96%	99%	3%
Days on Market	23	40	74%

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

Community DETACHED HOUSES

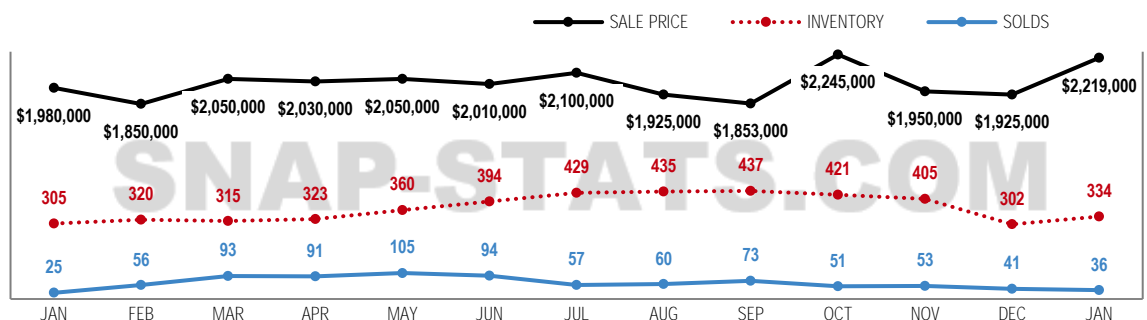
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	7	0	NA
Bridgeport	3	1	33%
Brighthouse	8	0	NA
Brighthouse South	2	0	NA
Broadmoor	33	3	9%
East Cambie	10	2	20%
East Richmond	8	1	13%
Garden City	17	2	12%
Gilmore	3	0	NA
Granville	20	4	20%
Hamilton	6	0	NA
Ironwood	13	1	8%
Lackner	15	0	NA
McLennan	6	0	NA
McLennan North	4	2	50%
McNair	13	2	15%
Quilchena	16	0	NA
Riverdale	24	2	8%
Saunders	16	4	25%
Sea Island	4	0	NA
Seafair	29	3	10%
South Arm	5	1	20%
Steveston North	13	1	8%
Steveston South	7	1	14%
Steveston Village	6	0	NA
Terra Nova	10	2	20%
West Cambie	12	2	17%
Westwind	5	0	NA
Woodwards	19	2	11%
TOTAL*	334	36	11%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$4 mil to \$4.5 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Broadmoor, Ironwood, Riverdale, Steveston North and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Saunders and up to 2 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	10	1	10%
300,001 – 400,000	11	3	27%
400,001 – 500,000	19	8	42%
500,001 – 600,000	31	19	61%
600,001 – 700,000	61	18	30%
700,001 – 800,000	66	16	24%
800,001 – 900,000	64	18	28%
900,001 – 1,000,000	78	12	15%
1,000,001 – 1,250,000	115	21	18%
1,250,001 – 1,500,000	68	5	7%
1,500,001 – 1,750,000	26	3	12%
1,750,001 – 2,000,000	8	1	13%
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	3	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	2	0	NA
TOTAL*	578	126	22%

0 to 1 Bedroom	109	35	32%
2 Bedrooms	253	49	19%
3 Bedrooms	171	36	21%
4 Bedrooms & Greater	45	6	13%
TOTAL*	578	126	22%

SnapStats®	December	January	Variance
Inventory	535	578	8%
Solds	121	126	4%
Sale Price	\$788,000	\$792,500	1%
Sale Price SQFT	\$845	\$838	-1%
Sale to List Price Ratio	96%	99%	3%
Days on Market	21	35	67%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	7	2	29%
Bridgeport	6	2	33%
Brighthouse	234	44	19%
Brighthouse South	48	10	21%
Broadmoor	6	1	17%
East Cambie	6	1	17%
East Richmond	1	0	NA
Garden City	4	1	25%
Gilmore	0	0	NA
Granville	7	0	NA
Hamilton	23	3	13%
Ironwood	10	3	30%
Lackner	0	1	NA*
McLennan	0	0	NA
McLennan North	31	16	52%
McNair	0	0	NA
Quilchena	1	0	NA
Riverdale	5	1	20%
Saunders	3	0	NA
Sea Island	0	0	NA
Seafair	2	0	NA
South Arm	10	1	10%
Steveston North	4	3	75%
Steveston South	17	5	29%
Steveston Village	1	0	NA
Terra Nova	11	3	27%
West Cambie	138	21	15%
Westwind	1	2	200%*
Woodwards	2	6	300%*
TOTAL*	578	126	22%

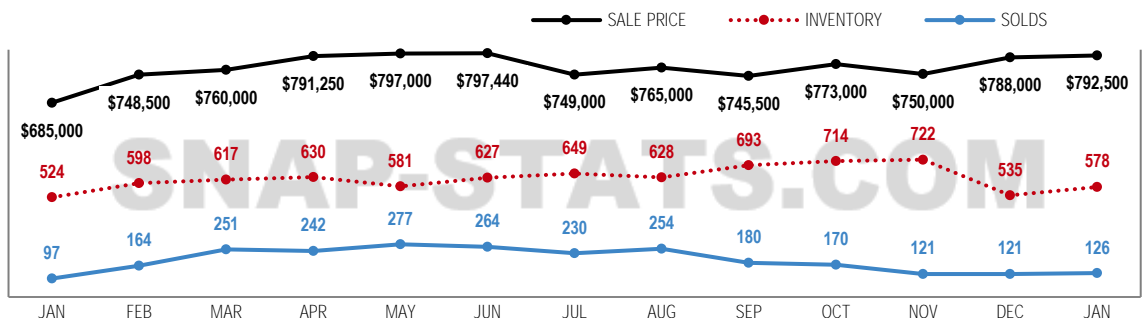
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 22% Sales Ratio average (2.2 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 61% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Hamilton, South Arm, West Cambie and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in McLennan North and up to 1 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	2	3	150%*
1,250,001 - 1,500,000	11	3	27%
1,500,001 - 1,750,000	10	5	50%
1,750,001 - 2,000,000	16	1	6%
2,000,001 - 2,250,000	4	0	NA
2,250,001 - 2,500,000	5	1	20%
2,500,001 - 2,750,000	7	0	NA
2,750,001 - 3,000,000	6	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 - 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	0	0	NA
TOTAL*	61	13	21%

2 Bedrooms & Less	3	3	100%
3 to 4 Bedrooms	34	6	18%
5 to 6 Bedrooms	22	4	18%
7 Bedrooms & More	2	0	NA
TOTAL*	61	13	21%

SnapStats®	December	January	Variance
Inventory	67	61	-9%
Solds	11	13	18%
Sale Price	\$1,500,000	\$1,525,000	2%
Sale Price SQFT	\$704	\$563	-20%
Sale to List Price Ratio	97%	92%	-5%
Days on Market	15	38	153%

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

Community DETACHED HOUSES

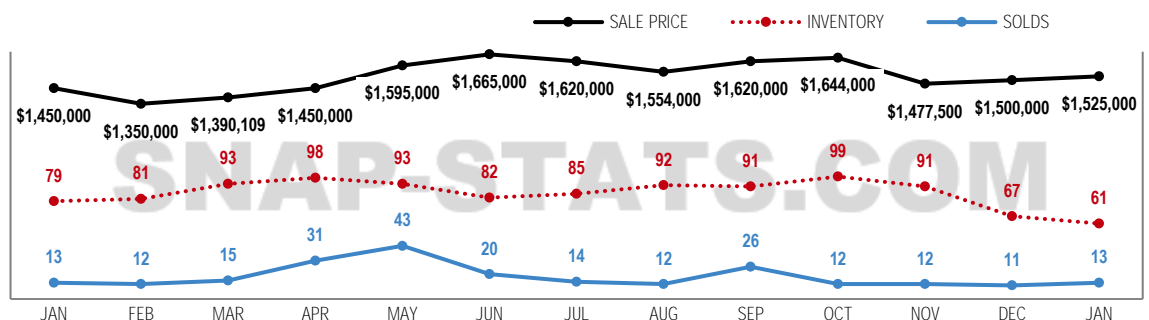
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	4	3	75%
Boundary Beach	5	2	40%
Cliff Drive	10	2	20%
English Bluff	5	0	NA
Pebble Hill	10	2	20%
Tsawwassen Central	19	3	16%
Tsawwassen East	4	1	25%
Tsawwassen North	4	0	NA
TOTAL*	61	13	21%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil and Tsawwassen Central
- Sellers Best Bet** Selling homes in Cliff Drive, Pebble Hill and 3 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	4	0	NA
500,001 – 600,000	6	1	17%
600,001 – 700,000	9	2	22%
700,001 – 800,000	5	3	60%
800,001 – 900,000	11	1	9%
900,001 – 1,000,000	7	0	NA
1,000,001 – 1,250,000	7	1	14%
1,250,001 – 1,500,000	2	1	50%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	1	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*	51	10	20%

0 to 1 Bedroom	9	1	11%
2 Bedrooms	23	7	30%
3 Bedrooms	15	2	13%
4 Bedrooms & Greater	4	0	NA
TOTAL*	51	10	20%

SnapStats®	December	January	Variance
Inventory	50	51	2%
Solds	11	10	-9%
Sale Price	\$640,000	\$799,500	25%
Sale Price SQFT	\$610	\$584	-4%
Sale to List Price Ratio	97%	100%	3%
Days on Market	26	36	38%

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

Community CONDOS & TOWNHOMES

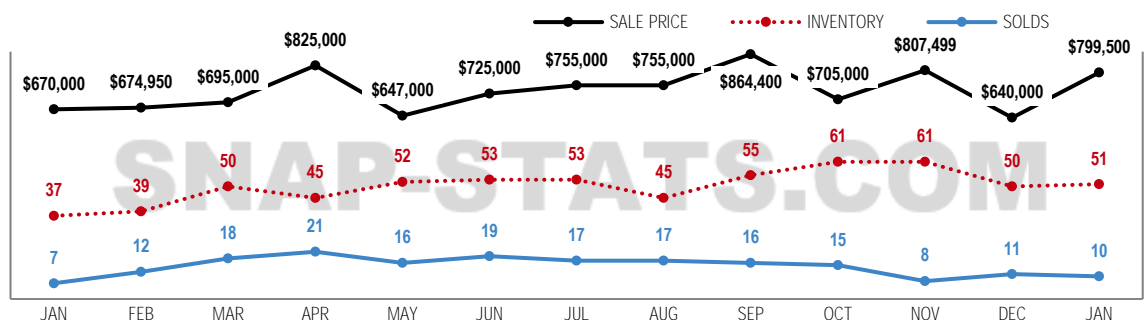
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	3	0	NA
Boundary Beach	5	3	60%
Cliff Drive	6	0	NA
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	5	3	60%
Tsawwassen East	1	1	100%
Tsawwassen North	31	3	10%
TOTAL*	51	10	20%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000 and up to 1 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	0	NA
800,001 - 900,000	2	0	NA
900,001 - 1,000,000	0	1	NA*
1,000,001 - 1,250,000	1	6	600%*
1,250,001 - 1,500,000	11	7	64%
1,500,001 - 1,750,000	8	0	NA
1,750,001 - 2,000,000	13	0	NA
2,000,001 - 2,250,000	4	0	NA
2,250,001 - 2,500,000	2	1	50%
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*	48	15	31%

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	24	11	46%
5 to 6 Bedrooms	16	2	13%
7 Bedrooms & More	0	0	NA
TOTAL*	48	15	31%

SnapStats®	December	January	Variance
Inventory	56	48	-14%
Solds	5	15	200%
Sale Price	\$1,317,000	\$1,270,000	-4%
Sale Price SQFT	\$588	\$601	2%
Sale to List Price Ratio	98%	102%	4%
Days on Market	32	29	-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 DETACHED HOUSES

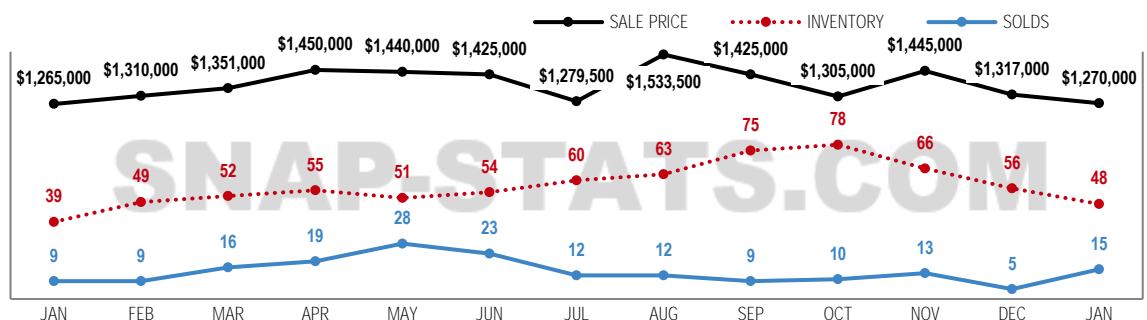
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	1	33%
East Delta	2	0	NA
Hawthorne	13	2	15%
Holly	7	2	29%
Ladner Elementary	9	1	11%
Ladner Rural	2	1	50%
Neilsen Grove	6	5	83%
Port Guichon	5	3	60%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	48	15	31%

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 2% above list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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snap-stats.com
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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	1	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	4	1	25%
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	2	2	100%
1,000,001 – 1,250,000	2	1	50%
1,250,001 – 1,500,000	5	2	40%
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	2	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*	22	6	27%

0 to 1 Bedroom	0	0	NA
2 Bedrooms	7	1	14%
3 Bedrooms	7	2	29%
4 Bedrooms & Greater	8	3	38%
TOTAL*	22	6	27%

SnapStats®	December	January	Variance
Inventory	13	22	69%
Solds	6	6	0%
Sale Price	\$1,176,500	\$1,070,500	-9%
Sale Price SQFT	\$684	\$541	-21%
Sale to List Price Ratio	98%	100%	2%
Days on Market	19	7	-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 CONDOS & TOWNHOMES

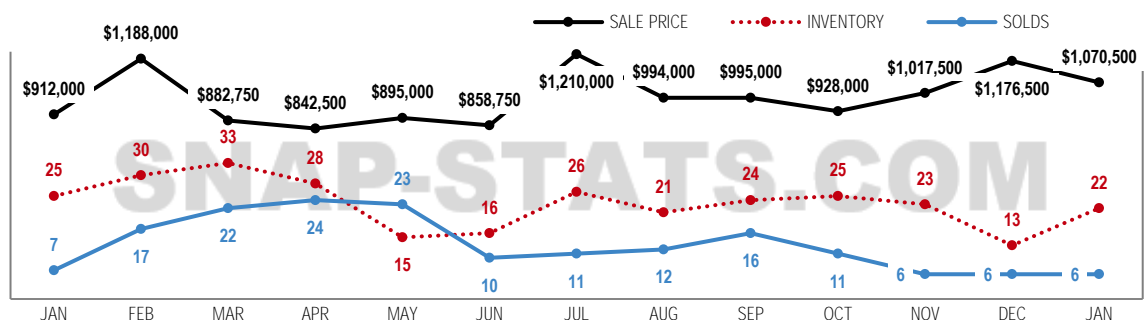
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	0	NA
East Delta	0	0	NA
Hawthorne	3	1	33%
Holly	0	2	NA*
Ladner Elementary	4	0	NA
Ladner Rural	0	0	NA
Neilsen Grove	11	3	27%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	22	6	27%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** Insufficient data but with 2 sales price band of \$900,000 to \$1 mil and \$1.25 mil to \$1.5 mil
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data

**With minimum inventory of 10 in most instances

13 Month Market Trend



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