

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 | 5 | 3 | 60% |
| 300,001 – 400,000 | 10 | 2 | 20% |
| 400,001 – 500,000 | 13 | 4 | 31% |
| 500,001 – 600,000 | 46 | 19 | 41% |
| 600,001 – 700,000 | 96 | 22 | 23% |
| 700,001 – 800,000 | 94 | 16 | 17% |
| 800,001 – 900,000 | 70 | 13 | 19% |
| 900,001 – 1,000,000 | 77 | 9 | 12% |
| 1,000,001 – 1,250,000 | 86 | 20 | 23% |
| 1,250,001 – 1,500,000 | 82 | 7 | 9% |
| 1,500,001 – 1,750,000 | 57 | 4 | 7% |
| 1,750,001 – 2,000,000 | 51 | 7 | 14% |
| 2,000,001 – 2,250,000 | 25 | 1 | 4% |
| 2,250,001 – 2,500,000 | 35 | 1 | 3% |
| 2,500,001 – 2,750,000 | 19 | 0 | NA |
| 2,750,001 – 3,000,000 | 21 | 0 | NA |
| 3,000,001 – 3,500,000 | 20 | 1 | 5% |
| 3,500,001 – 4,000,000 | 24 | 2 | 8% |
| 4,000,001 – 4,500,000 | 12 | 1 | 8% |
| 4,500,001 – 5,000,000 | 11 | 1 | 9% |
| 5,000,001 & Greater | 37 | 0 | NA |
| TOTAL* | 891 | 133 | 15% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 335 | 67 | 20% |
| 2 Bedrooms | 444 | 54 | 12% |
| 3 Bedrooms | 91 | 11 | 12% |
| 4 Bedrooms & Greater | 21 | 1 | 5% |
| TOTAL* | 891 | 133 | 15% |

| SnapStats® | January | February | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 767 | 891 | 16% |
| Solds | 99 | 133 | 34% |
| Sale Price | \$765,000 | \$807,000 | 5% |
| Sale Price SQFT | \$1,048 | \$1,062 | 1% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 24 | 17 | -29% |

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

Community CONDOS & TOWNHOMES

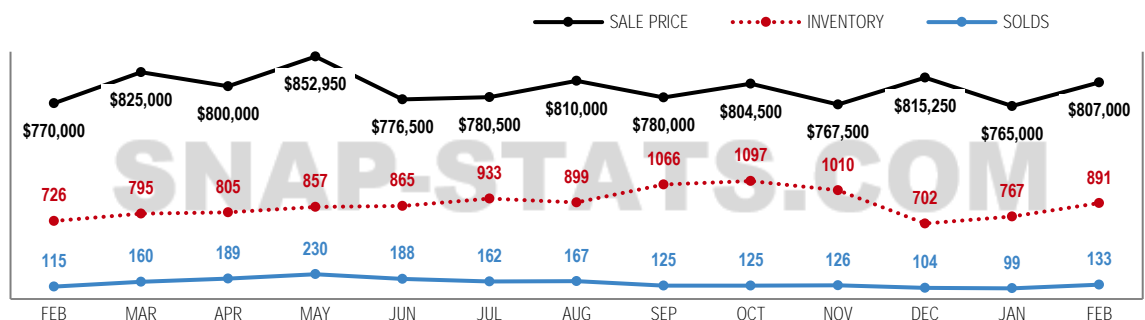
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 136 | 15 | 11% |
| Downtown | 382 | 55 | 14% |
| Westend | 165 | 31 | 19% |
| Yaletown | 208 | 32 | 15% |
| TOTAL* | 891 | 133 | 15% |

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Coal Harbour and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Westend and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 - 800,000 | 0 | 0 | NA |
| 800,001 - 900,000 | 0 | 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 | 0 | NA |
| 1,750,001 - 2,000,000 | 3 | 1 | 33% |
| 2,000,001 - 2,250,000 | 4 | 0 | NA |
| 2,250,001 - 2,500,000 | 16 | 3 | 19% |
| 2,500,001 - 2,750,000 | 14 | 8 | 57% |
| 2,750,001 - 3,000,000 | 22 | 6 | 27% |
| 3,000,001 - 3,500,000 | 30 | 14 | 47% |
| 3,500,001 - 4,000,000 | 54 | 15 | 28% |
| 4,000,001 - 4,500,000 | 51 | 6 | 12% |
| 4,500,001 - 5,000,000 | 43 | 4 | 9% |
| 5,000,001 - 5,500,000 | 28 | 7 | 25% |
| 5,500,001 - 6,000,000 | 33 | 1 | 3% |
| 6,000,001 - 6,500,000 | 11 | 0 | NA |
| 6,500,001 - 7,000,000 | 20 | 0 | NA |
| 7,000,001 - 7,500,000 | 14 | 0 | NA |
| 7,500,001 & Greater | 117 | 2 | 2% |
| TOTAL* | 461 | 67 | 15% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 19 | 2 | 11% |
| 3 to 4 Bedrooms | 148 | 24 | 16% |
| 5 to 6 Bedrooms | 221 | 33 | 15% |
| 7 Bedrooms & More | 73 | 8 | 11% |
| TOTAL* | 461 | 67 | 15% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 424 | 461 | 9% |
| Solds | 38 | 67 | 76% |
| Sale Price | \$3,160,000 | \$3,600,000 | 14% |
| Sale Price SQFT | \$1,090 | \$1,259 | 15% |
| Sale to List Price Ratio | 95% | 100% | 5% |
| Days on Market | 52 | 16 | -69% |

*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

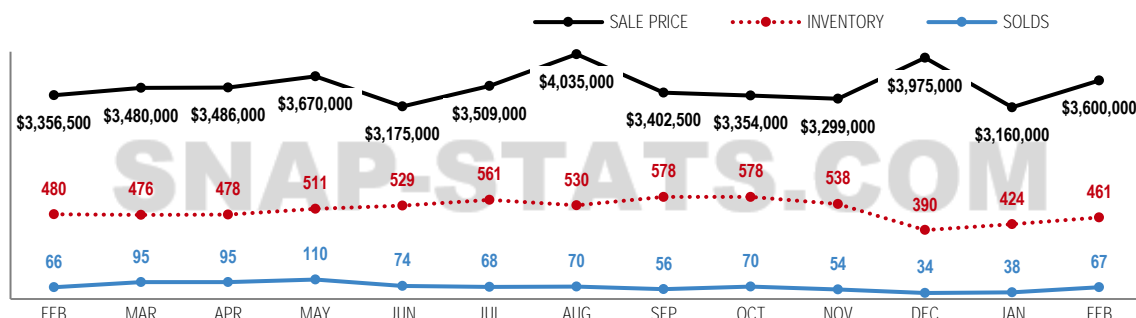
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 15 | 6 | 40% |
| Cambie | 54 | 6 | 11% |
| Dunbar | 43 | 9 | 21% |
| Fairview | 2 | 0 | NA |
| Falsecreek | 1 | 0 | NA |
| Kerrisdale | 24 | 4 | 17% |
| Kitsilano | 36 | 8 | 22% |
| Mackenzie Heights | 11 | 6 | 55% |
| Marpole | 23 | 3 | 13% |
| Mount Pleasant | 4 | 0 | NA |
| Oakridge | 7 | 1 | 14% |
| Point Grey | 44 | 10 | 23% |
| Quilchena | 16 | 3 | 19% |
| SW Marine | 20 | 4 | 20% |
| Shaughnessy | 69 | 1 | 1% |
| South Cambie | 5 | 0 | NA |
| South Granville | 47 | 4 | 9% |
| Southlands | 31 | 1 | 3% |
| University | 9 | 1 | 11% |
| TOTAL* | 461 | 67 | 15% |

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 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 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Shaughnessy, Southlands and up to 2 / minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Arbutus, 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 | 6 | 3 | 50% |
| 500,001 – 600,000 | 22 | 10 | 45% |
| 600,001 – 700,000 | 41 | 15 | 37% |
| 700,001 – 800,000 | 43 | 26 | 60% |
| 800,001 – 900,000 | 56 | 17 | 30% |
| 900,001 – 1,000,000 | 58 | 11 | 19% |
| 1,000,001 – 1,250,000 | 81 | 30 | 37% |
| 1,250,001 – 1,500,000 | 95 | 24 | 25% |
| 1,500,001 – 1,750,000 | 73 | 10 | 14% |
| 1,750,001 – 2,000,000 | 86 | 7 | 8% |
| 2,000,001 – 2,250,000 | 32 | 4 | 13% |
| 2,250,001 – 2,500,000 | 24 | 1 | 4% |
| 2,500,001 – 2,750,000 | 18 | 0 | NA |
| 2,750,001 – 3,000,000 | 11 | 1 | 9% |
| 3,000,001 – 3,500,000 | 6 | 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 | 3 | 0 | NA |
| 5,000,001 & Greater | 3 | 1 | 33% |
| TOTAL* | 658 | 160 | 24% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 169 | 56 | 33% |
| 2 Bedrooms | 292 | 70 | 24% |
| 3 Bedrooms | 178 | 32 | 18% |
| 4 Bedrooms & Greater | 19 | 2 | 11% |
| TOTAL* | 658 | 160 | 24% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-----------|----------|
| Inventory | 610 | 658 | 8% |
| Solds | 102 | 160 | 57% |
| Sale Price | \$1,029,000 | \$980,000 | -5% |
| Sale Price SQFT | \$1,109 | \$1,076 | -3% |
| Sale to List Price Ratio | 96% | 98% | 2% |
| Days on Market | 25 | 15 | -40% |

*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

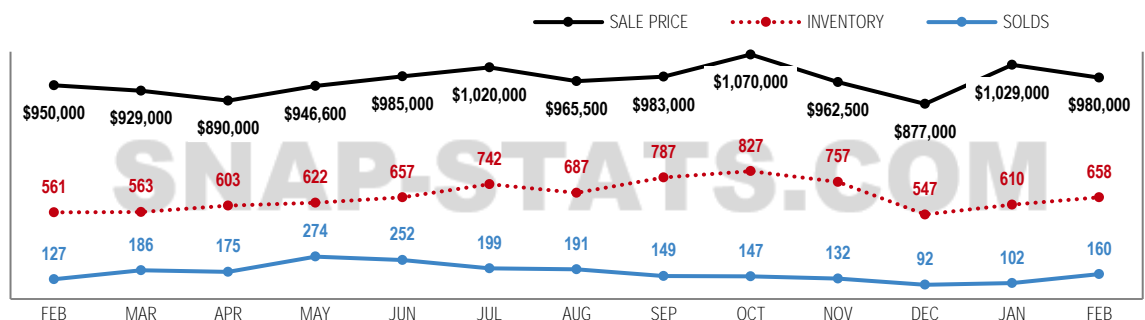
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 2 | 0 | NA |
| Cambie | 96 | 13 | 14% |
| Dunbar | 16 | 2 | 13% |
| Fairview | 58 | 30 | 52% |
| Falsecreek | 67 | 29 | 43% |
| Kerrisdale | 19 | 4 | 21% |
| Kitsilano | 60 | 23 | 38% |
| Mackenzie Heights | 2 | 0 | NA |
| Marpole | 82 | 13 | 16% |
| Mount Pleasant | 4 | 2 | 50% |
| Oakridge | 35 | 6 | 17% |
| Point Grey | 9 | 3 | 33% |
| Quilchena | 13 | 4 | 31% |
| SW Marine | 10 | 2 | 20% |
| Shaughnessy | 7 | 0 | NA |
| South Cambie | 42 | 7 | 17% |
| South Granville | 37 | 4 | 11% |
| Southlands | 0 | 0 | NA |
| University | 99 | 18 | 18% |
| TOTAL* | 658 | 160 | 24% |

Market Summary

- Market Type Indicator **WESTSIDE 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** \$700,000 to \$800,000 with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, False Creek 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 | 1 | 0 | NA |
| 1,250,001 - 1,500,000 | 12 | 7 | 58% |
| 1,500,001 - 1,750,000 | 24 | 16 | 67% |
| 1,750,001 - 2,000,000 | 69 | 18 | 26% |
| 2,000,001 - 2,250,000 | 30 | 12 | 40% |
| 2,250,001 - 2,500,000 | 70 | 7 | 10% |
| 2,500,001 - 2,750,000 | 25 | 1 | 4% |
| 2,750,001 - 3,000,000 | 36 | 0 | NA |
| 3,000,001 - 3,500,000 | 62 | 3 | 5% |
| 3,500,001 - 4,000,000 | 23 | 0 | NA |
| 4,000,001 - 4,500,000 | 7 | 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* | 369 | 64 | 17% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 35 | 4 | 11% |
| 3 to 4 Bedrooms | 116 | 19 | 16% |
| 5 to 6 Bedrooms | 151 | 30 | 20% |
| 7 Bedrooms & More | 67 | 11 | 16% |
| TOTAL* | 369 | 64 | 17% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 346 | 369 | 7% |
| Solds | 38 | 64 | 68% |
| Sale Price | \$1,872,500 | \$1,865,944 | 0% |
| Sale Price SQFT | \$855 | \$792 | -7% |
| Sale to List Price Ratio | 100% | 99% | -1% |
| Days on Market | 32 | 14 | -56% |

*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

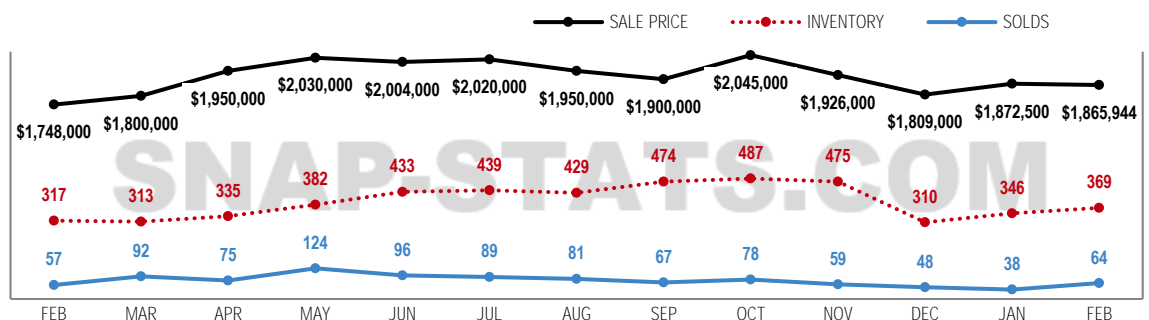
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 2 | 1 | 50% |
| Collingwood | 92 | 5 | 5% |
| Downtown | 0 | 0 | NA |
| Fraser | 18 | 5 | 28% |
| Fraserview | 16 | 2 | 13% |
| Grandview Woodland | 21 | 5 | 24% |
| Hastings | 2 | 1 | 50% |
| Hastings Sunrise | 9 | 1 | 11% |
| Killarney | 23 | 2 | 9% |
| Knight | 35 | 11 | 31% |
| Main | 14 | 2 | 14% |
| Mount Pleasant | 9 | 1 | 11% |
| Renfrew Heights | 36 | 7 | 19% |
| Renfrew | 41 | 11 | 27% |
| South Marine | 0 | 2 | NA* |
| South Vancouver | 29 | 5 | 17% |
| Strathcona | 9 | 1 | 11% |
| Victoria | 13 | 2 | 15% |
| TOTAL* | 369 | 64 | 17% |

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: 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** \$1.5 mil to \$1.75 mil with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Collingwood, Killarney and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Knight, Renfrew and 5 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 | 2 | 0 | NA |
| 400,001 – 500,000 | 16 | 11 | 69% |
| 500,001 – 600,000 | 60 | 23 | 38% |
| 600,001 – 700,000 | 89 | 32 | 36% |
| 700,001 – 800,000 | 58 | 19 | 33% |
| 800,001 – 900,000 | 69 | 10 | 14% |
| 900,001 – 1,000,000 | 52 | 10 | 19% |
| 1,000,001 – 1,250,000 | 68 | 15 | 22% |
| 1,250,001 – 1,500,000 | 43 | 10 | 23% |
| 1,500,001 – 1,750,000 | 27 | 5 | 19% |
| 1,750,001 – 2,000,000 | 6 | 2 | 33% |
| 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 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 0 | NA |
| 3,000,001 – 3,500,000 | 1 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 500 | 138 | 28% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 194 | 61 | 31% |
| 2 Bedrooms | 203 | 56 | 28% |
| 3 Bedrooms | 93 | 20 | 22% |
| 4 Bedrooms & Greater | 10 | 1 | 10% |
| TOTAL* | 500 | 138 | 28% |

| SnapStats® | January | February | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 413 | 500 | 21% |
| Solds | 86 | 138 | 60% |
| Sale Price | \$756,940 | \$726,500 | -4% |
| Sale Price SQFT | \$919 | \$927 | 1% |
| Sale to List Price Ratio | 99% | 100% | 1% |
| Days on Market | 22 | 10 | -55% |

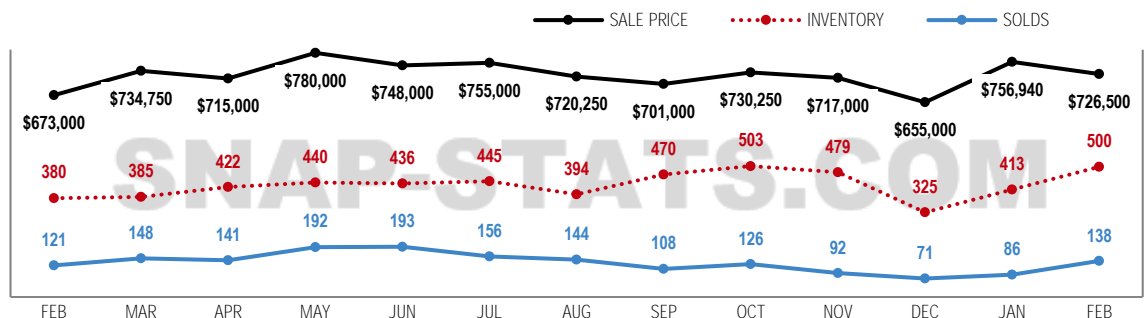
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers Market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$400,000 to \$500,000 with average 69% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Downtown, Main, South Vancouver, Strathcona and 4 plus bedrooms
- Sellers Best Bet** Selling homes in Fraser, Killarney 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 | 3 | 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 | 10 | 3 | 30% |
| 1,750,001 - 2,000,000 | 6 | 11 | 183%* |
| 2,000,001 - 2,250,000 | 14 | 9 | 64% |
| 2,250,001 - 2,500,000 | 24 | 5 | 21% |
| 2,500,001 - 2,750,000 | 16 | 3 | 19% |
| 2,750,001 - 3,000,000 | 17 | 4 | 24% |
| 3,000,001 - 3,500,000 | 14 | 3 | 21% |
| 3,500,001 - 4,000,000 | 16 | 3 | 19% |
| 4,000,001 - 4,500,000 | 20 | 0 | NA |
| 4,500,001 - 5,000,000 | 9 | 0 | NA |
| 5,000,001 - 5,500,000 | 5 | 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* | 160 | 41 | 26% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 6 | 2 | 33% |
| 3 to 4 Bedrooms | 65 | 19 | 29% |
| 5 to 6 Bedrooms | 66 | 17 | 26% |
| 7 Bedrooms & More | 23 | 3 | 13% |
| TOTAL* | 160 | 41 | 26% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 133 | 160 | 20% |
| Solds | 36 | 41 | 14% |
| Sale Price | \$2,099,500 | \$2,158,000 | 3% |
| Sale Price SQFT | \$783 | \$800 | 2% |
| Sale to List Price Ratio | 100% | 98% | -2% |
| Days on Market | 19 | 12 | -37% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 4 | 1 | 25% |
| Boulevard | 8 | 3 | 38% |
| Braemar | 0 | 0 | NA |
| Calverhall | 5 | 3 | 60% |
| Canyon Heights | 25 | 5 | 20% |
| Capilano | 2 | 0 | NA |
| Central Lonsdale | 8 | 5 | 63% |
| Deep Cove | 6 | 3 | 50% |
| Delbrook | 3 | 0 | NA |
| Dollarton | 9 | 1 | 11% |
| Edgemont | 12 | 0 | NA |
| Forest Hills | 4 | 1 | 25% |
| Grouse Woods | 1 | 0 | NA |
| Harbourside | 0 | 0 | NA |
| Indian Arm | 5 | 0 | NA |
| Indian River | 1 | 1 | 100% |
| Lower Lonsdale | 5 | 0 | NA |
| Lynn Valley | 10 | 3 | 30% |
| Lynnmoor | 2 | 0 | NA |
| Mosquito Creek | 2 | 1 | 50% |
| Norqate | 3 | 1 | 33% |
| Northlands | 1 | 1 | 100% |
| Pemberton Heights | 6 | 1 | 17% |
| Pemberton | 3 | 0 | NA |
| Princess Park | 0 | 1 | NA* |
| Queensbury | 2 | 0 | NA |
| Roche Point | 1 | 0 | NA |
| Seymour | 3 | 0 | NA |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 7 | 3 | 43% |
| Upper Lonsdale | 12 | 4 | 33% |
| Westlynn | 5 | 3 | 60% |
| Westlynn Terrace | 1 | 0 | NA |
| Windsor Park | 2 | 0 | NA |
| Woodlands-Sunshine Cascade | 2 | 0 | NA |
| TOTAL* | 160 | 41 | 26% |

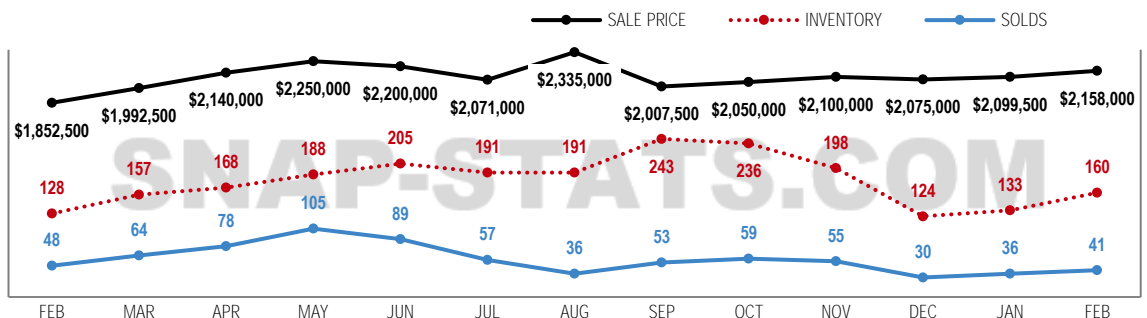
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 26% Sales Ratio average (2.6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil / \$3.5 mil to \$4 mil, Dollarton and minimum 7 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 | 2 | 2 | 100% |
| 400,001 – 500,000 | 6 | 2 | 33% |
| 500,001 – 600,000 | 17 | 13 | 76% |
| 600,001 – 700,000 | 30 | 12 | 40% |
| 700,001 – 800,000 | 30 | 17 | 57% |
| 800,001 – 900,000 | 28 | 15 | 54% |
| 900,001 – 1,000,000 | 27 | 17 | 63% |
| 1,000,001 – 1,250,000 | 35 | 17 | 49% |
| 1,250,001 – 1,500,000 | 49 | 13 | 27% |
| 1,500,001 – 1,750,000 | 24 | 7 | 29% |
| 1,750,001 – 2,000,000 | 15 | 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 | 1 | 0 | NA |
| 2,750,001 – 3,000,000 | 3 | 0 | NA |
| 3,000,001 – 3,500,000 | 6 | 1 | 17% |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL* | 281 | 117 | 42% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 80 | 36 | 45% |
| 2 Bedrooms | 119 | 57 | 48% |
| 3 Bedrooms | 64 | 17 | 27% |
| 4 Bedrooms & Greater | 18 | 7 | 39% |
| TOTAL* | 281 | 117 | 42% |

| SnapStats® | January | February | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 228 | 281 | 23% |
| Solds | 80 | 117 | 46% |
| Sale Price | \$925,000 | \$896,500 | -3% |
| Sale Price SQFT | \$958 | \$959 | 0% |
| Sale to List Price Ratio | 100% | 101% | 1% |
| Days on Market | 10 | 7 | -30% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|-----------|-------|-------------|
| Blueridge | 0 | 0 | NA |
| Boulevard | 1 | 0 | NA |
| Braemar | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 0 | 0 | NA |
| Capilano | 0 | 1 | NA* |
| Central Lonsdale | 55 | 22 | 40% |
| Deep Cove | 2 | 1 | 50% |
| Delbrook | 0 | 0 | NA |
| Dollarton | 0 | 0 | NA |
| Edgemont | 3 | 0 | NA |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Harbourside | 6 | 2 | 33% |
| Indian Arm | 0 | 0 | NA |
| Indian River | 1 | 0 | NA |
| Lower Lonsdale | 79 | 29 | 37% |
| Lynn Valley | 20 | 13 | 65% |
| Lynn timer | 37 | 9 | 24% |
| Mosquito Creek | 10 | 6 | 60% |
| Norqate | 4 | 0 | NA |
| Northlands | 2 | 6 | 300%* |
| Pemberton Heights | 0 | 0 | NA |
| Pemberton | 38 | 7 | 18% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 4 | 3 | 75% |
| Roche Point | 8 | 9 | 113%* |
| Seymour | 2 | 1 | 50% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 0 | 0 | NA |
| Upper Lonsdale | 5 | 3 | 60% |
| Westlynn | 2 | 1 | 50% |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 2 | 4 | 200%* |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 281 | 117 | 42% |

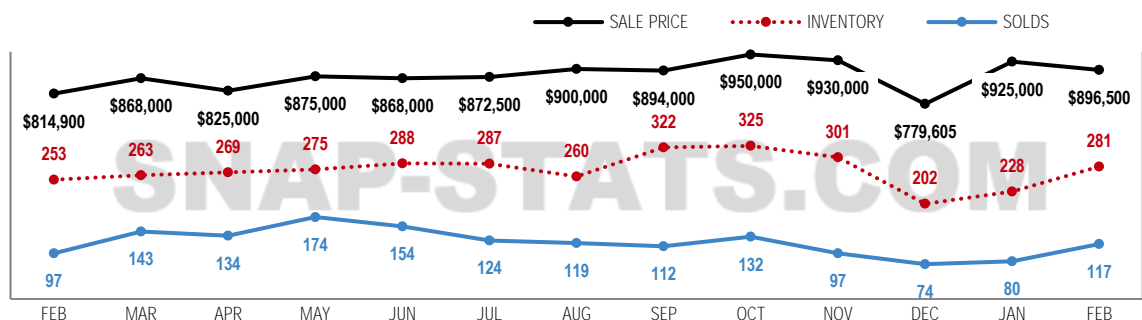
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 42% Sales Ratio average (4.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$500,000 to \$600,000 with average 76% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynn timer, Pemberton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Mosquito Creek, Roche Point 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 | 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 | 8 | 4 | 50% |
| 2,000,001 - 2,250,000 | 8 | 7 | 88% |
| 2,250,001 - 2,500,000 | 14 | 8 | 57% |
| 2,500,001 - 2,750,000 | 25 | 1 | 4% |
| 2,750,001 - 3,000,000 | 30 | 5 | 17% |
| 3,000,001 - 3,500,000 | 40 | 4 | 10% |
| 3,500,001 - 4,000,000 | 33 | 4 | 12% |
| 4,000,001 - 4,500,000 | 28 | 2 | 7% |
| 4,500,001 - 5,000,000 | 38 | 1 | 3% |
| 5,000,001 - 5,500,000 | 13 | 0 | NA |
| 5,500,001 - 6,000,000 | 22 | 1 | 5% |
| 6,000,001 - 6,500,000 | 17 | 1 | 6% |
| 6,500,001 - 7,000,000 | 14 | 1 | 7% |
| 7,000,001 - 7,500,000 | 3 | 0 | NA |
| 7,500,001 & Greater | 74 | 0 | NA |
| TOTAL* | 369 | 39 | 11% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 20 | 1 | 5% |
| 3 to 4 Bedrooms | 149 | 27 | 18% |
| 5 to 6 Bedrooms | 175 | 10 | 6% |
| 7 Bedrooms & More | 25 | 1 | 4% |
| TOTAL* | 369 | 39 | 11% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 340 | 369 | 9% |
| Solds | 15 | 39 | 160% |
| Sale Price | \$2,800,000 | \$2,550,000 | -9% |
| Sale Price SQFT | \$775 | \$842 | 9% |
| Sale to List Price Ratio | 97% | 94% | -3% |
| Days on Market | 65 | 15 | -77% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 17 | 1 | 6% |
| Ambleside | 28 | 6 | 21% |
| Bayridge | 8 | 0 | NA |
| British Properties | 64 | 3 | 5% |
| Canterbury | 6 | 0 | NA |
| Caulfield | 20 | 3 | 15% |
| Cedardale | 1 | 0 | NA |
| Chartwell | 33 | 2 | 6% |
| Chelsea Park | 2 | 0 | NA |
| Cypress | 7 | 0 | NA |
| Cypress Park Estates | 21 | 2 | 10% |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 21 | 3 | 14% |
| Eagle Harbour | 11 | 1 | 9% |
| Eagleridge | 4 | 1 | 25% |
| Furry Creek | 10 | 1 | 10% |
| Gleneagles | 10 | 1 | 10% |
| Glenmore | 14 | 0 | NA |
| Horseshoe Bay | 6 | 2 | 33% |
| Howe Sound | 2 | 0 | NA |
| Lions Bay | 9 | 4 | 44% |
| Olde Caulfield | 3 | 0 | NA |
| Panorama Village | 1 | 0 | NA |
| Park Royal | 2 | 3 | 150%* |
| Porteau Cove | 0 | 0 | NA |
| Queens | 13 | 2 | 15% |
| Rockridge | 3 | 0 | NA |
| Sandy Cove | 3 | 1 | 33% |
| Sentinel Hill | 11 | 1 | 9% |
| Upper Caulfield | 4 | 0 | NA |
| West Bay | 10 | 0 | NA |
| Westhill | 8 | 0 | NA |
| Westmount | 7 | 1 | 14% |
| Whitby Estates | 4 | 0 | NA |
| Whytecliff | 6 | 1 | 17% |
| TOTAL* | 369 | 39 | 11% |

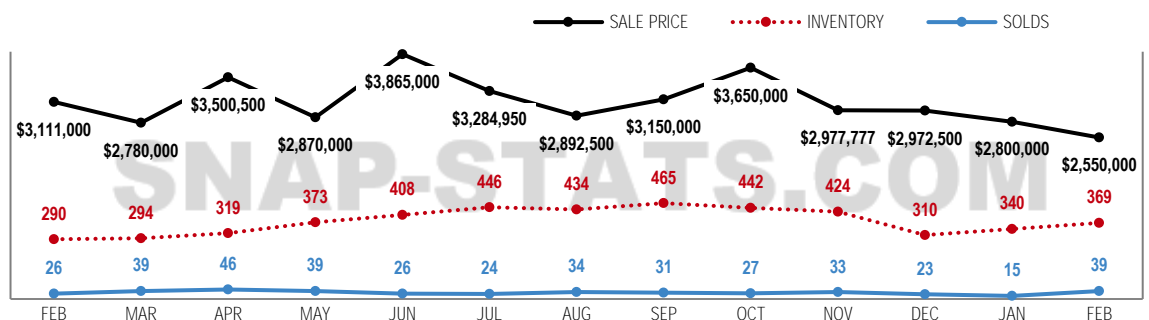
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 88% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, Altamont, British Properties, Chartwell and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lions Bay and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 1 | 1 | 100% |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 1 | 0 | NA |
| 700,001 – 800,000 | 3 | 3 | 100% |
| 800,001 – 900,000 | 6 | 0 | NA |
| 900,001 – 1,000,000 | 4 | 0 | NA |
| 1,000,001 – 1,250,000 | 6 | 1 | 17% |
| 1,250,001 – 1,500,000 | 18 | 2 | 11% |
| 1,500,001 – 1,750,000 | 14 | 3 | 21% |
| 1,750,001 – 2,000,000 | 8 | 1 | 13% |
| 2,000,001 – 2,250,000 | 7 | 1 | 14% |
| 2,250,001 – 2,500,000 | 7 | 1 | 14% |
| 2,500,001 – 2,750,000 | 2 | 0 | NA |
| 2,750,001 – 3,000,000 | 6 | 0 | NA |
| 3,000,001 – 3,500,000 | 7 | 1 | 14% |
| 3,500,001 – 4,000,000 | 6 | 0 | NA |
| 4,000,001 – 4,500,000 | 3 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 6 | 0 | NA |
| TOTAL* | 107 | 14 | 13% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 16 | 4 | 25% |
| 2 Bedrooms | 66 | 7 | 11% |
| 3 Bedrooms | 21 | 3 | 14% |
| 4 Bedrooms & Greater | 4 | 0 | NA |
| TOTAL* | 107 | 14 | 13% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 87 | 107 | 23% |
| Solds | 8 | 14 | 75% |
| Sale Price | \$1,650,000 | \$1,490,000 | -10% |
| Sale Price SQFT | \$1,061 | \$1,288 | 21% |
| Sale to List Price Ratio | 97% | 97% | 0% |
| Days on Market | 84 | 24 | -71% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 21 | 3 | 14% |
| 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 | 4 | 0 | NA |
| Deer Ridge | 3 | 0 | NA |
| Dundarave | 22 | 2 | 9% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 2 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 1 | 0 | NA |
| Horseshoe Bay | 16 | 0 | NA |
| Howe Sound | 1 | 0 | NA |
| Lions Bay | 1 | 0 | NA |
| Olde Caulfield | 0 | 0 | NA |
| Panorama Village | 5 | 2 | 40% |
| Park Royal | 25 | 6 | 24% |
| 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 | 1 | NA* |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 3 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 107 | 14 | 13% |

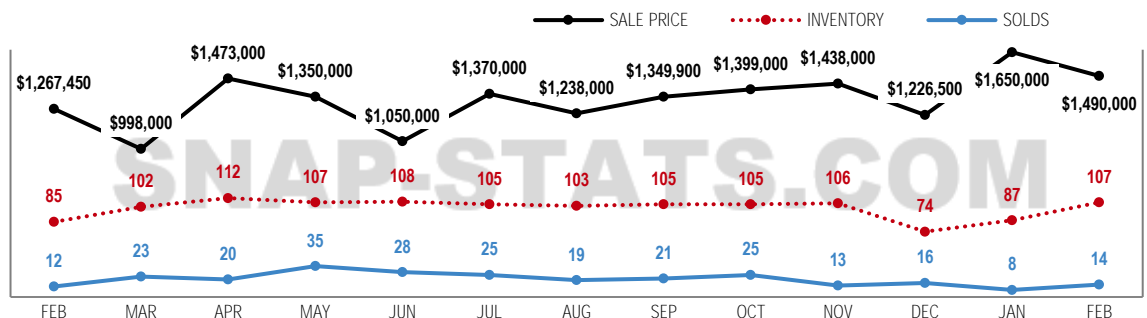
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Dundarave and 2 bedroom properties
- Sellers Best Bet** Selling homes in Park Royal 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 | 0 | NA |
| 800,001 - 900,000 | 0 | 0 | NA |
| 900,001 - 1,000,000 | 1 | 0 | NA |
| 1,000,001 - 1,250,000 | 0 | 1 | NA* |
| 1,250,001 - 1,500,000 | 3 | 3 | 100% |
| 1,500,001 - 1,750,000 | 19 | 11 | 58% |
| 1,750,001 - 2,000,000 | 55 | 13 | 24% |
| 2,000,001 - 2,250,000 | 25 | 9 | 36% |
| 2,250,001 - 2,500,000 | 43 | 8 | 19% |
| 2,500,001 - 2,750,000 | 40 | 4 | 10% |
| 2,750,001 - 3,000,000 | 62 | 7 | 11% |
| 3,000,001 - 3,500,000 | 44 | 6 | 14% |
| 3,500,001 - 4,000,000 | 21 | 4 | 19% |
| 4,000,001 - 4,500,000 | 15 | 0 | NA |
| 4,500,001 - 5,000,000 | 15 | 1 | 7% |
| 5,000,001 - 5,500,000 | 4 | 0 | NA |
| 5,500,001 - 6,000,000 | 3 | 0 | NA |
| 6,000,001 - 6,500,000 | 2 | 0 | NA |
| 6,500,001 - 7,000,000 | 1 | 0 | NA |
| 7,000,001 - 7,500,000 | 1 | 0 | NA |
| 7,500,001 & Greater | 7 | 1 | 14% |
| TOTAL* | 365 | 68 | 19% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 11 | 2 | 18% |
| 3 to 4 Bedrooms | 114 | 26 | 23% |
| 5 to 6 Bedrooms | 208 | 33 | 16% |
| 7 Bedrooms & More | 32 | 7 | 22% |
| TOTAL* | 365 | 68 | 19% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 334 | 365 | 9% |
| Solds | 36 | 68 | 89% |
| Sale Price | \$2,219,000 | \$2,195,000 | -1% |
| Sale Price SQFT | \$747 | \$782 | 5% |
| Sale to List Price Ratio | 99% | 97% | -2% |
| Days on Market | 40 | 22 | -45% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 8 | 1 | 13% |
| Bridgeport | 5 | 0 | NA |
| Brighthouse | 9 | 0 | NA |
| Brighthouse South | 2 | 0 | NA |
| Broadmoor | 31 | 5 | 16% |
| East Cambie | 10 | 4 | 40% |
| East Richmond | 9 | 0 | NA |
| Garden City | 12 | 6 | 50% |
| Gilmore | 3 | 1 | 33% |
| Granville | 23 | 4 | 17% |
| Hamilton | 6 | 0 | NA |
| Ironwood | 19 | 2 | 11% |
| Lackner | 18 | 2 | 11% |
| McLennan | 7 | 0 | NA |
| McLennan North | 4 | 1 | 25% |
| McNair | 12 | 3 | 25% |
| Quilchena | 24 | 0 | NA |
| Riverdale | 25 | 7 | 28% |
| Saunders | 16 | 3 | 19% |
| Sea Island | 3 | 2 | 67% |
| Seafair | 28 | 5 | 18% |
| South Arm | 8 | 0 | NA |
| Steveston North | 19 | 4 | 21% |
| Steveston South | 9 | 3 | 33% |
| Steveston Village | 6 | 4 | 67% |
| Terra Nova | 13 | 1 | 8% |
| West Cambie | 8 | 6 | 75% |
| Westwind | 6 | 1 | 17% |
| Woodwards | 22 | 3 | 14% |
| TOTAL* | 365 | 68 | 19% |

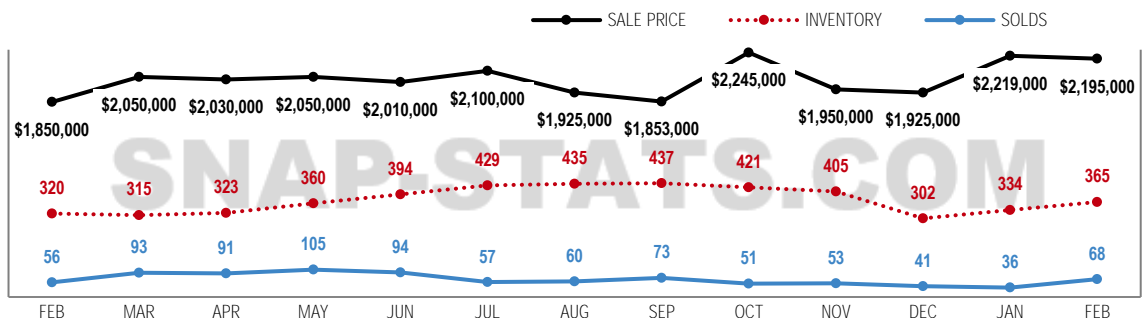
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, Boyd Park, Ironwood, Lackner, Terra Nova and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Garden City, West Cambie 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 | 12 | 1 | 8% |
| 300,001 – 400,000 | 10 | 0 | NA |
| 400,001 – 500,000 | 15 | 12 | 80% |
| 500,001 – 600,000 | 43 | 13 | 30% |
| 600,001 – 700,000 | 70 | 23 | 33% |
| 700,001 – 800,000 | 78 | 25 | 32% |
| 800,001 – 900,000 | 77 | 18 | 23% |
| 900,001 – 1,000,000 | 77 | 18 | 23% |
| 1,000,001 – 1,250,000 | 125 | 23 | 18% |
| 1,250,001 – 1,500,000 | 78 | 20 | 26% |
| 1,500,001 – 1,750,000 | 29 | 7 | 24% |
| 1,750,001 – 2,000,000 | 11 | 0 | NA |
| 2,000,001 – 2,250,000 | 4 | 1 | 25% |
| 2,250,001 – 2,500,000 | 4 | 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 | 4 | 1 | 25% |
| 4,000,001 – 4,500,000 | 0 | 1 | NA* |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 2 | 0 | NA |
| TOTAL* | 644 | 163 | 25% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 106 | 34 | 32% |
| 2 Bedrooms | 315 | 68 | 22% |
| 3 Bedrooms | 177 | 49 | 28% |
| 4 Bedrooms & Greater | 46 | 12 | 26% |
| TOTAL* | 644 | 163 | 25% |

| SnapStats® | January | February | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 578 | 644 | 11% |
| Solds | 126 | 163 | 29% |
| Sale Price | \$792,500 | \$846,000 | 7% |
| Sale Price SQFT | \$838 | \$827 | -1% |
| Sale to List Price Ratio | 99% | 97% | -2% |
| Days on Market | 35 | 21 | -40% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 5 | 2 | 40% |
| Bridgeport | 11 | 0 | NA |
| Brighthouse | 264 | 53 | 20% |
| Brighthouse South | 57 | 20 | 35% |
| Broadmoor | 3 | 3 | 100% |
| East Cambie | 7 | 2 | 29% |
| East Richmond | 1 | 0 | NA |
| Garden City | 5 | 2 | 40% |
| Gilmore | 0 | 0 | NA |
| Granville | 8 | 1 | 13% |
| Hamilton | 23 | 2 | 9% |
| Ironwood | 14 | 2 | 14% |
| Lackner | 2 | 0 | NA |
| McLennan | 0 | 0 | NA |
| McLennan North | 27 | 17 | 63% |
| McNair | 1 | 0 | NA |
| Quilchena | 1 | 0 | NA |
| Riverdale | 6 | 2 | 33% |
| Saunders | 3 | 3 | 100% |
| Sea Island | 0 | 0 | NA |
| Seafair | 1 | 1 | 100% |
| South Arm | 7 | 4 | 57% |
| Steveston North | 7 | 2 | 29% |
| Steveston South | 12 | 13 | 108%* |
| Steveston Village | 1 | 0 | NA |
| Terra Nova | 11 | 4 | 36% |
| West Cambie | 160 | 27 | 17% |
| Westwind | 0 | 1 | NA* |
| Woodwards | 7 | 2 | 29% |
| TOTAL* | 644 | 163 | 25% |

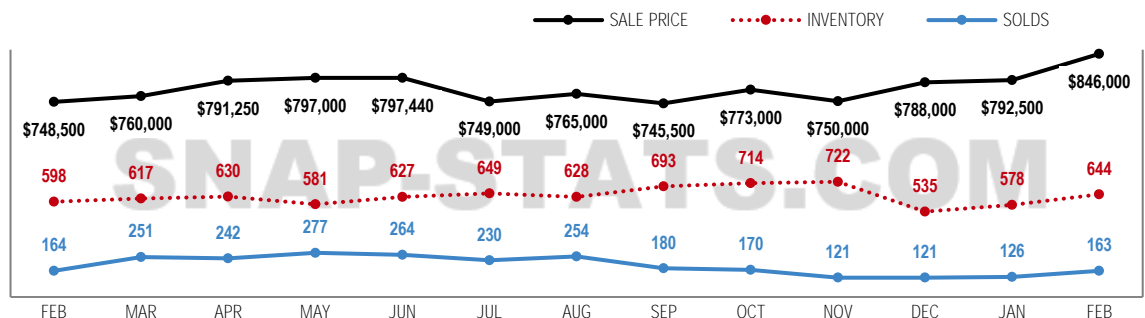
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 80% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$0 to \$300,000, Granville, Hamilton, and 2 bedroom properties
- Sellers Best Bet** Selling homes in McLennan North, Steveston South and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-----------|-------------|
| \$0 - 800,000 | 0 | 0 | NA |
| 800,001 - 900,000 | 0 | 0 | NA |
| 900,001 - 1,000,000 | 0 | 0 | NA |
| 1,000,001 - 1,250,000 | 2 | 3 | 150%* |
| 1,250,001 - 1,500,000 | 16 | 4 | 25% |
| 1,500,001 - 1,750,000 | 13 | 2 | 15% |
| 1,750,001 - 2,000,000 | 18 | 2 | 11% |
| 2,000,001 - 2,250,000 | 4 | 0 | NA |
| 2,250,001 - 2,500,000 | 6 | 0 | NA |
| 2,500,001 - 2,750,000 | 7 | 0 | NA |
| 2,750,001 - 3,000,000 | 4 | 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 | 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 | 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* | 73 | 11 | 15% |

| | | | |
|-------------------|-----------|-----------|------------|
| 2 Bedrooms & Less | 3 | 2 | 67% |
| 3 to 4 Bedrooms | 43 | 7 | 16% |
| 5 to 6 Bedrooms | 24 | 2 | 8% |
| 7 Bedrooms & More | 3 | 0 | NA |
| TOTAL* | 73 | 11 | 15% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 61 | 73 | 20% |
| Solds | 13 | 11 | -15% |
| Sale Price | \$1,525,000 | \$1,418,000 | -7% |
| Sale Price SQFT | \$563 | \$620 | 10% |
| Sale to List Price Ratio | 92% | 98% | 7% |
| Days on Market | 38 | 16 | -58% |

*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

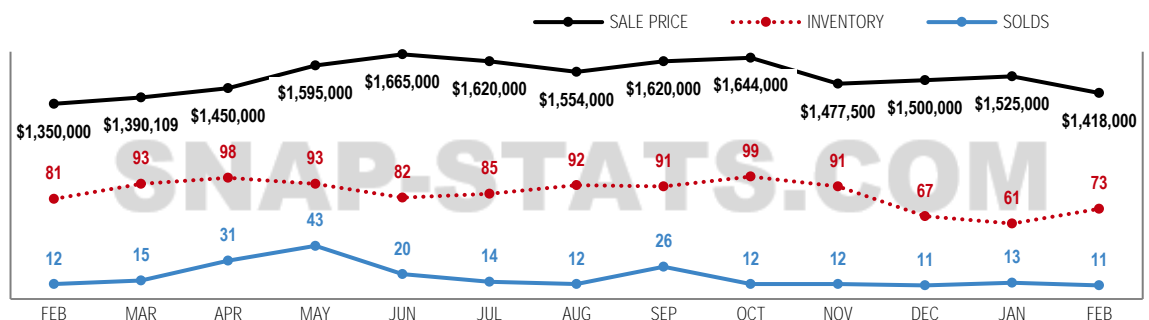
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-----------|-------------|
| Beach Grove | 8 | 2 | 25% |
| Boundary Beach | 2 | 1 | 50% |
| Cliff Drive | 10 | 0 | NA |
| English Bluff | 10 | 0 | NA |
| Pebble Hill | 10 | 5 | 50% |
| Tsawwassen Central | 17 | 2 | 12% |
| Tsawwassen East | 9 | 0 | NA |
| Tsawwassen North | 7 | 1 | 14% |
| TOTAL* | 73 | 11 | 15% |

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 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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604.229.0521

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snapstatsinfo@gmail.com



Price Band & Bedroom CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|-----------|-------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 9 | 2 | 22% |
| 500,001 – 600,000 | 7 | 3 | 43% |
| 600,001 – 700,000 | 11 | 3 | 27% |
| 700,001 – 800,000 | 6 | 5 | 83% |
| 800,001 – 900,000 | 9 | 6 | 67% |
| 900,001 – 1,000,000 | 4 | 2 | 50% |
| 1,000,001 – 1,250,000 | 7 | 2 | 29% |
| 1,250,001 – 1,500,000 | 1 | 0 | NA |
| 1,500,001 – 1,750,000 | 0 | 0 | NA |
| 1,750,001 – 2,000,000 | 0 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 54 | 23 | 43% |

| | | | |
|----------------------|----|----|------|
| 0 to 1 Bedroom | 17 | 2 | 12% |
| 2 Bedrooms | 25 | 12 | 48% |
| 3 Bedrooms | 9 | 6 | 67% |
| 4 Bedrooms & Greater | 3 | 3 | 100% |
| TOTAL* | 54 | 23 | 43% |

| SnapStats® | January | February | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 51 | 54 | 6% |
| Solds | 10 | 23 | 130% |
| Sale Price | \$799,500 | \$785,500 | -2% |
| Sale Price SQFT | \$584 | \$626 | 7% |
| Sale to List Price Ratio | 100% | 98% | -2% |
| Days on Market | 36 | 19 | -47% |

*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

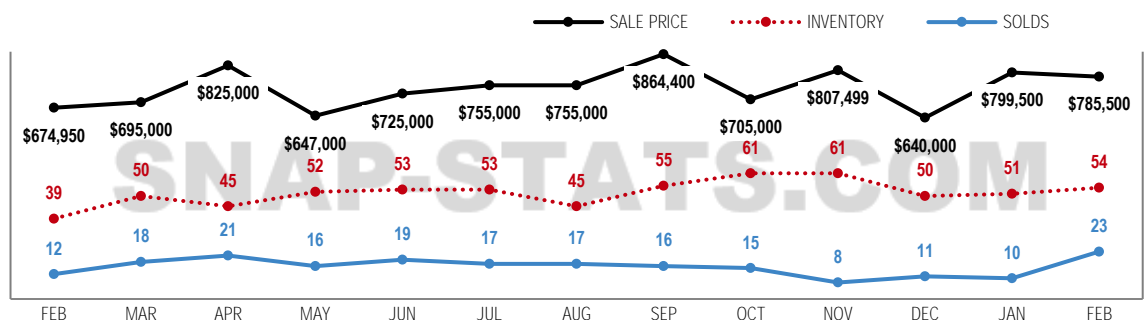
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 3 | 3 | 100% |
| Boundary Beach | 6 | 0 | NA |
| Cliff Drive | 10 | 0 | NA |
| English Bluff | 0 | 0 | NA |
| Pebble Hill | 0 | 0 | NA |
| Tsawwassen Central | 1 | 4 | 400%* |
| Tsawwassen East | 2 | 0 | NA |
| Tsawwassen North | 32 | 16 | 50% |
| TOTAL* | 54 | 23 | 43% |

Market Summary

- Market Type Indicator **TSAWWASSEN 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** \$800,000 to \$900,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000 and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen North and 3 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 | 1 | 0 | NA |
| 1,000,001 - 1,250,000 | 1 | 1 | 100% |
| 1,250,001 - 1,500,000 | 18 | 2 | 11% |
| 1,500,001 - 1,750,000 | 9 | 2 | 22% |
| 1,750,001 - 2,000,000 | 9 | 3 | 33% |
| 2,000,001 - 2,250,000 | 3 | 1 | 33% |
| 2,250,001 - 2,500,000 | 4 | 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 | 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 - 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* | 53 | 9 | 17% |

| | | | |
|-------------------|----|---|-----|
| 2 Bedrooms & Less | 9 | 0 | NA |
| 3 to 4 Bedrooms | 27 | 7 | 26% |
| 5 to 6 Bedrooms | 16 | 2 | 13% |
| 7 Bedrooms & More | 1 | 0 | NA |
| TOTAL* | 53 | 9 | 17% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 48 | 53 | 10% |
| Solds | 15 | 9 | -40% |
| Sale Price | \$1,270,000 | \$1,695,000 | 33% |
| Sale Price SQFT | \$601 | \$657 | 9% |
| Sale to List Price Ratio | 102% | 100% | -2% |
| Days on Market | 29 | 70 | 141% |

*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

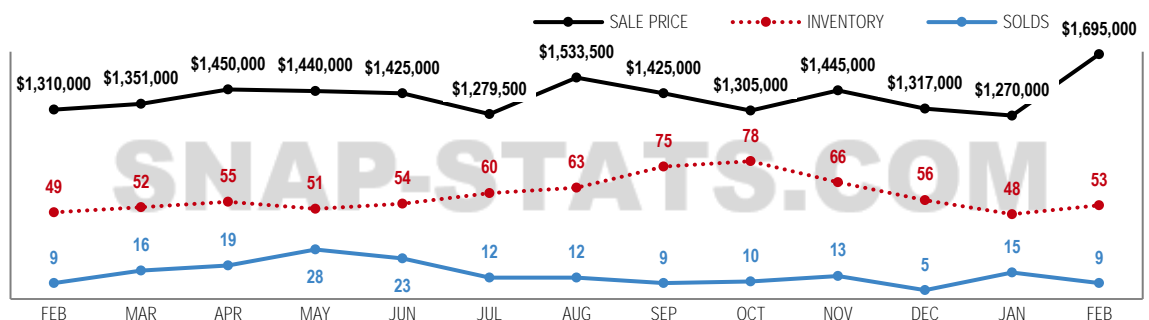
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 4 | 0 | NA |
| East Delta | 1 | 1 | 100% |
| Hawthorne | 12 | 2 | 17% |
| Holly | 7 | 2 | 29% |
| Ladner Elementary | 15 | 2 | 13% |
| Ladner Rural | 2 | 0 | NA |
| Neilsen Grove | 5 | 2 | 40% |
| Port Guichon | 6 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 1 | 0 | NA |
| TOTAL* | 53 | 9 | 17% |

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 17% Sales Ratio average (1.7 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 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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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 | 4 | NA* |
| 700,001 – 800,000 | 3 | 1 | 33% |
| 800,001 – 900,000 | 0 | 3 | NA* |
| 900,001 – 1,000,000 | 2 | 0 | NA |
| 1,000,001 – 1,250,000 | 3 | 2 | 67% |
| 1,250,001 – 1,500,000 | 7 | 1 | 14% |
| 1,500,001 – 1,750,000 | 0 | 1 | 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* | 18 | 13 | 72% |

| | | | |
|----------------------|----|----|-------|
| 0 to 1 Bedroom | 0 | 2 | NA* |
| 2 Bedrooms | 3 | 6 | 200%* |
| 3 Bedrooms | 5 | 3 | 60% |
| 4 Bedrooms & Greater | 10 | 2 | 20% |
| TOTAL* | 18 | 13 | 72% |

| SnapStats® | January | February | Variance |
|--------------------------|-------------|-----------|----------|
| Inventory | 22 | 18 | -18% |
| Solds | 6 | 13 | 117% |
| Sale Price | \$1,070,500 | \$809,900 | -24% |
| Sale Price SQFT | \$541 | \$678 | 25% |
| Sale to List Price Ratio | 100% | 100% | 0% |
| Days on Market | 7 | 9 | 29% |

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

Community CONDOS & TOWNHOMES

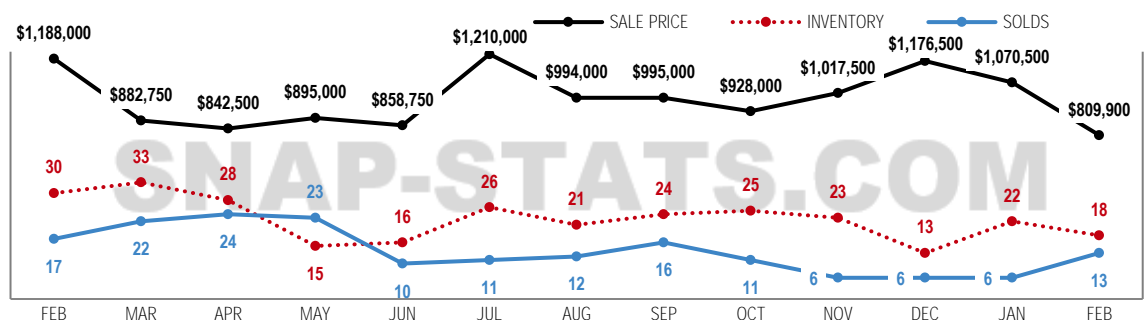
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 1 | 5 | 500%* |
| East Delta | 0 | 0 | NA |
| Hawthorne | 1 | 2 | 200%* |
| Holly | 0 | 0 | NA |
| Ladner Elementary | 4 | 1 | 25% |
| Ladner Rural | 0 | 0 | NA |
| Neilsen Grove | 12 | 5 | 42% |
| Port Guichon | 0 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 18 | 13 | 72% |

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 72% Sales Ratio average (7.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** Insufficient data but with 4 sales price band of \$600,000 to \$700,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Selling homes in Neilsen Grove and minimum 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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