

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

*Compliments of:*  
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**SnapStats**<sup>®</sup>

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# METRO VANCOUVER EDITION



## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	29	12	41.38%
300,001 – 400,000	59	34	57.63%
400,001 – 500,000	100	37	37.00%
500,001 – 600,000	70	18	25.71%
600,001 – 700,000	47	14	29.79%
700,001 – 800,000	19	9	47.37%
800,001 – 900,000	23	6	26.09%
900,001 – 1,000,000	16	6	37.50%
1,000,001 – 1,250,000	38	9	23.68%
1,250,001 – 1,500,000	24	4	16.67%
1,500,001 – 1,750,000	18	4	22.22%
1,750,001 – 2,000,000	11	1	9.09%
2,000,001 – 2,250,000	6	1	16.67%
2,250,001 – 2,500,000	10	1	10.00%
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	5	2	40.00%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	4	1	25.00%
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	15	0	NA
<b>TOTAL</b>	<b>509</b>	<b>159</b>	<b>31.24%</b>

0 to 1 Bedroom	228	84	36.84%
2 Bedrooms	234	67	28.63%
3 Bedrooms	41	8	19.51%
4 Bedrooms & Greater	6	0	NA
<b>TOTAL</b>	<b>509</b>	<b>159</b>	<b>31.24%</b>

SnapStats® Median Data	November	December	Variance
Inventory	718	509	-29.11%
Solds	206	159	-22.82%
Sale Price	\$547,100	\$473,000	-13.54%
Sale Price SQFT	\$688	\$622	-9.59%
Sale to List Price Ratio	97%	98%	1.03%
Days on Market	29	30	3.45%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Coal Harbour	78	12	15.38%
Downtown	261	63	24.14%
Westend	92	42	45.65%
Yaletown	78	42	53.85%
<b>TOTAL</b>	<b>509</b>	<b>159</b>	<b>31.24%</b>

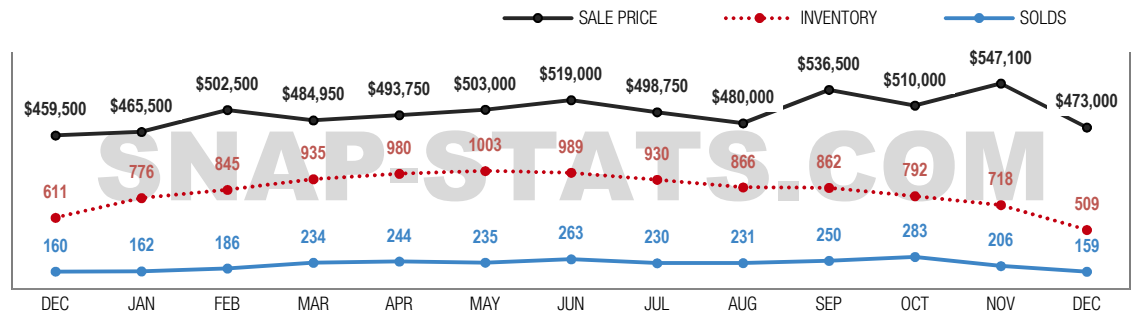
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 31% Sales Ratio average (3.1 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\* +/- \$1 mil: \$300,000 to \$400,000 (58% Sales Ratio); \$1 mil to \$1.25 mil (24% Sales Ratio)
- Buyers Best Bet\* +/- \$1 mil: Homes between \$500k to \$600k and \$800k to \$900k; \$1.75 to \$2 mil, Coal Harbour and 3 bedrooms
- Sellers Best Bet\*: Selling homes in Westend, Yaletown and up to 1 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

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	0	NA
600,001 – 700,000	2	0	NA
700,001 – 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	5	1	20.00%
1,250,001 – 1,500,000	7	5	71.43%
1,500,001 – 1,750,000	10	7	70.00%
1,750,001 – 2,000,000	23	10	43.48%
2,000,001 – 2,250,000	29	12	41.38%
2,250,001 – 2,500,000	45	6	13.33%
2,500,001 – 2,750,000	33	12	36.36%
2,750,001 – 3,000,000	53	10	18.87%
3,000,001 – 3,500,000	64	3	4.69%
3,500,001 – 4,000,000	70	6	8.57%
4,000,001 – 4,500,000	25	10	40.00%
4,500,001 – 5,000,000	30	4	13.33%
5,000,001 & Greater	82	12	14.63%
<b>TOTAL</b>	<b>478</b>	<b>98</b>	<b>20.50%</b>

2 Bedrooms & Less	16	3	18.75%
3 to 4 Bedrooms	143	36	25.17%
5 to 6 Bedrooms	244	51	20.90%
7 Bedrooms & More	75	8	10.67%
<b>TOTAL</b>	<b>478</b>	<b>98</b>	<b>20.50%</b>

SnapStats® Median Data	November	December	Variance
Inventory	626	478	-23.64%
Solds	115	98	-14.78%
Sale Price	\$2,600,000	\$2,665,833	2.53%
Sale Price SQFT	\$781	\$838	7.30%
Sale to List Price Ratio	96%	96%	NA
Days on Market	31	35	12.90%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	23	7	30.43%
Cambie	33	5	15.15%
Dunbar	46	12	26.09%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	27	3	11.11%
Kitsilano	17	10	58.82%
Mackenzie Heights	13	6	46.15%
Marpole	33	4	12.12%
Mount Pleasant	3	3	100.00%
Oakridge	23	2	8.70%
Point Grey	51	12	23.53%
Quilchena	19	4	21.05%
SW Marine	27	2	7.41%
Shaughnessy	54	11	20.37%
South Cambie	11	2	18.18%
South Granville	70	9	12.86%
Southlands	16	3	18.75%
University	11	3	27.27%
<b>TOTAL</b>	<b>478</b>	<b>98</b>	<b>20.50%</b>

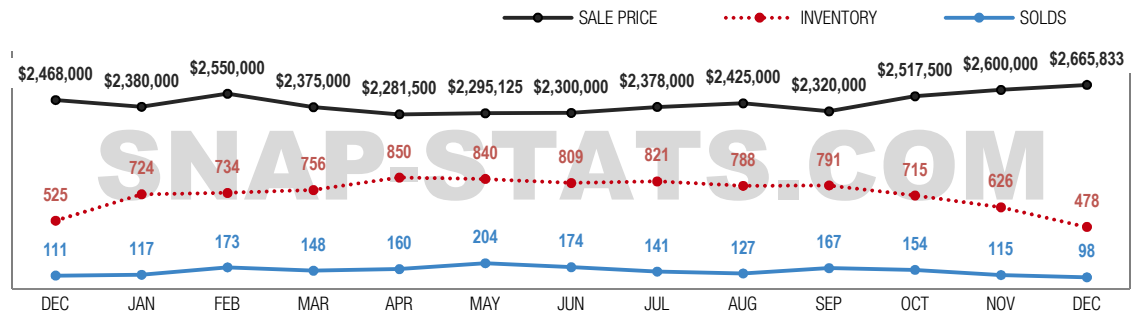
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WESTSIDE DETACHED**: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average 4% below list price
- Most Active Price Band\* +/- \$2 mil: \$1.5 mil to \$1.75 mil (70% Sales Ratio); \$2 mil to \$2.25 mil (41% Sales Ratio)
- Buyers Best Bet\* +/- \$2 mil: Homes between \$1.75 mil to \$2 mil; \$3 mil to \$3.5 mil, Oakridge, SW Marine and 7 plus bedrooms
- Sellers Best Bet\*: Selling homes in Kitsilano, Mackenzie Heights and 3 to 4 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	19	6	31.58%
300,001 – 400,000	72	33	45.83%
400,001 – 500,000	86	23	26.74%
500,001 – 600,000	65	22	33.85%
600,001 – 700,000	72	17	23.61%
700,001 – 800,000	52	14	26.92%
800,001 – 900,000	45	6	13.33%
900,001 – 1,000,000	39	7	17.95%
1,000,001 – 1,250,000	36	15	41.67%
1,250,001 – 1,500,000	32	1	3.13%
1,500,001 – 1,750,000	17	2	11.76%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	2	1	50.00%
2,750,001 – 3,000,000	1	1	100.00%
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>563</b>	<b>148</b>	<b>26.29%</b>

0 to 1 Bedroom	188	50	26.60%
2 Bedrooms	276	75	27.17%
3 Bedrooms	84	19	22.62%
4 Bedrooms & Greater	15	4	26.67%
<b>TOTAL</b>	<b>563</b>	<b>148</b>	<b>26.29%</b>

SnapStats® Median Data	November	December	Variance
Inventory	827	563	-31.92%
Solds	163	148	-9.20%
Sale Price	\$493,777	\$544,000	10.17%
Sale Price SQFT	\$561	\$579	3.21%
Sale to List Price Ratio	95%	98%	3.16%
Days on Market	29	36	24.14%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	2	0	NA
Cambie	24	1	4.17%
Dunbar	7	2	28.57%
Fairview	90	39	43.33%
Falsecreek	64	11	17.19%
Kerrisdale	26	10	38.46%
Kitsilano	92	33	35.87%
Mackenzie Heights	0	0	NA
Marpole	29	10	34.48%
Mount Pleasant	8	3	37.50%
Oakridge	14	1	7.14%
Point Grey	17	4	23.53%
Quilchena	27	4	14.81%
SW Marine	8	0	NA
Shaughnessy	12	0	NA
South Cambie	7	3	42.86%
South Granville	7	3	42.86%
Southlands	5	0	NA
University	124	24	19.35%
<b>TOTAL</b>	<b>563</b>	<b>148</b>	<b>26.29%</b>

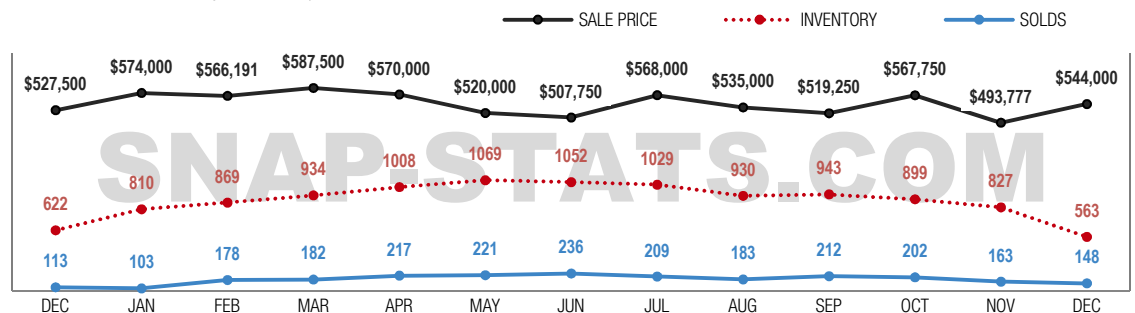
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 26% Sales Ratio average (2.6 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$300,000 to \$400,000 with average 46% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1.25 mil to \$1.5 mil, Cambie, Oakridge and 3 bedroom properties
- Sellers Best Bet\*: Selling homes in Fairview, Kerrisdale and all but 3 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

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	50.00%
600,001 – 700,000	2	2	100.00%
700,001 – 800,000	10	9	90.00%
800,001 – 900,000	17	17	100.00%
900,001 – 1,000,000	37	19	51.35%
1,000,001 – 1,250,000	35	26	74.29%
1,250,001 – 1,500,000	51	17	33.33%
1,500,001 – 1,750,000	30	7	23.33%
1,750,001 – 2,000,000	17	1	5.88%
2,000,001 – 2,250,000	3	1	33.33%
2,250,001 – 2,500,000	7	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	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
<b>TOTAL</b>	<b>217</b>	<b>100</b>	<b>46.08%</b>

2 Bedrooms & Less	17	9	52.94%
3 to 4 Bedrooms	48	35	72.92%
5 to 6 Bedrooms	85	38	44.71%
7 Bedrooms & More	67	18	26.87%
<b>TOTAL</b>	<b>217</b>	<b>100</b>	<b>46.08%</b>

SnapStats® Median Data	November	December	Variance
Inventory	331	217	-34.44%
Solds	121	100	-17.36%
Sale Price	\$961,000	\$1,034,044	7.60%
Sale Price SQFT	\$460	\$465	1.09%
Sale to List Price Ratio	97%	101%	4.12%
Days on Market	12	18	50.00%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	3	0	NA
Collingwood	40	11	27.50%
Downtown	0	0	NA
Fraser	15	15	100.00%
Fraserview	23	6	26.09%
Grandview	7	7	100.00%
Hastings	6	2	33.33%
Hastings East	3	3	100.00%
Killarney	24	7	29.17%
Knight	14	8	57.14%
Main	6	6	100.00%
Mount Pleasant	6	0	NA
Renfrew Heights	13	6	46.15%
Renfrew	21	8	38.10%
South Vancouver	28	16	57.14%
Victoria	8	5	62.50%
<b>TOTAL</b>	<b>217</b>	<b>100</b>	<b>46.08%</b>

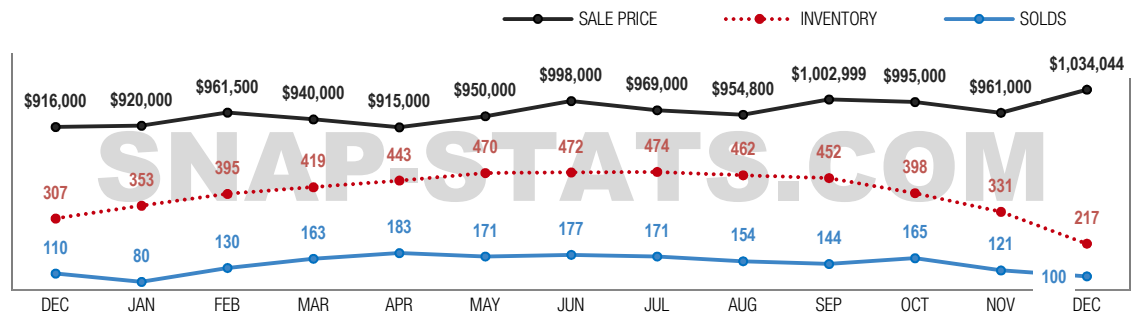
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 46% Sales Ratio average (4.6 in 10 homes selling)
- Homes are selling on average 1% above list price
- Most Active Price Band\*: \$700,000 to \$900,000 with average 95% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1.75 mil to \$2 mil, Collingwood, Fraserview, Killarney and 7 plus bedroom properties
- Sellers Best Bet\*: Selling homes in Fraser, Knight, South Vancouver and 3 to 4 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	129	49	37.98%
300,001 – 400,000	132	53	40.15%
400,001 – 500,000	91	26	28.57%
500,001 – 600,000	43	7	16.28%
600,001 – 700,000	33	2	6.06%
700,001 – 800,000	11	5	45.45%
800,001 – 900,000	9	3	33.33%
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	5	0	NA
1,250,001 – 1,500,000	8	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>466</b>	<b>145</b>	<b>31.12%</b>

0 to 1 Bedroom	245	88	35.92%
2 Bedrooms	175	49	28.00%
3 Bedrooms	41	8	19.51%
4 Bedrooms & Greater	5	0	NA
<b>TOTAL</b>	<b>466</b>	<b>145</b>	<b>31.12%</b>

SnapStats® Median Data	November	December	Variance
Inventory	602	466	-22.59%
Solds	149	145	-2.68%
Sale Price	\$370,000	\$335,000	-9.46%
Sale Price SQFT	\$474	\$493	4.01%
Sale to List Price Ratio	97%	96%	-1.03%
Days on Market	22	30	36.36%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	22	6	27.27%
Collingwood	106	36	33.96%
Downtown	14	8	57.14%
Fraser	18	7	38.89%
Fraserview	27	5	18.52%
Grandview	20	8	40.00%
Hastings	40	18	45.00%
Hastings East	10	3	30.00%
Killarney	16	4	25.00%
Knight	18	2	11.11%
Main	5	1	20.00%
Mt Pleasant	141	36	25.53%
Renfrew Heights	0	0	NA
Renfrew	13	5	38.46%
South Vancouver	0	0	NA
Victoria	16	6	37.50%
<b>TOTAL</b>	<b>466</b>	<b>145</b>	<b>31.12%</b>

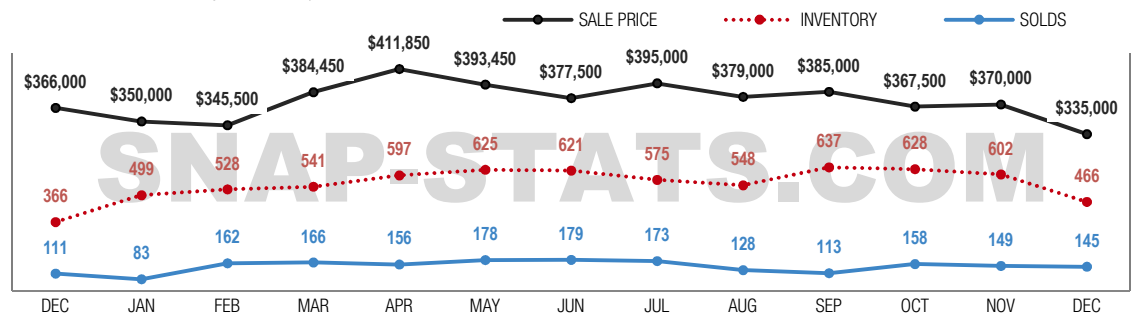
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 31% Sales Ratio average (3.1 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$600,000 to \$700,000, Knight and 3 bedroom properties
- Sellers Best Bet\*: Selling homes in Downtown, Hastings and up to 1 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	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	1	100.00%
700,001 – 800,000	4	2	50.00%
800,001 – 900,000	4	4	100.00%
900,001 – 1,000,000	11	5	45.45%
1,000,001 – 1,250,000	14	14	100.00%
1,250,001 – 1,500,000	24	17	70.83%
1,500,001 – 1,750,000	19	10	52.63%
1,750,001 – 2,000,000	13	3	23.08%
2,000,001 – 2,250,000	11	5	45.45%
2,250,001 – 2,500,000	12	1	8.33%
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	6	1	16.67%
3,000,001 – 3,500,000	8	1	12.50%
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
<b>TOTAL</b>	<b>139</b>	<b>64</b>	<b>46.04%</b>

2 Bedrooms & Less	7	2	28.57%
3 to 4 Bedrooms	54	29	53.70%
5 to 6 Bedrooms	57	30	52.63%
7 Bedrooms & More	21	3	14.29%
<b>TOTAL</b>	<b>139</b>	<b>64</b>	<b>46.04%</b>

SnapStats® Median Data	November	December	Variance
Inventory	225	139	-38.22%
Solds	73	64	-12.33%
Sale Price	\$1,080,000	\$1,350,000	25.00%
Sale Price SQFT	\$429	\$455	6.06%
Sale to List Price Ratio	98%	99%	1.02%
Days on Market	18	25	38.89%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	3	1	33.33%
Boulevard	8	1	12.50%
Braemer	5	0	NA
Calverhall	0	0	NA
Canyon Heights	19	9	47.37%
Capilano	2	2	100.00%
Central Lonsdale	8	7	87.50%
Deep Cove	8	2	25.00%
Delbrook	2	0	NA
Dollarton	6	0	NA
Edgemont	12	5	41.67%
Forest Hills	6	2	33.33%
Grouse Woods	1	1	100.00%
Hamilton	4	0	NA
Hamilton Heights	0	0	NA
Indian Arm	2	0	NA
Indian River	0	0	NA
Lower Lonsdale	1	1	100.00%
Lynn Valley	10	10	100.00%
Lynnmour	4	1	25.00%
Norgate	1	0	NA
Northlands	0	0	NA
Pemberton Heights	1	1	100.00%
Pemberton	3	1	33.33%
Princess Park	3	3	100.00%
Queensbury	0	0	NA
Roche Point	1	1	100.00%
Seymour	0	0	NA
Tempe	1	1	100.00%
Upper Delbrook	6	1	16.67%
Upper Lonsdale	12	9	75.00%
Westlynn	4	3	75.00%
Westlynn Terrace	0	0	NA
Windsor Park	2	2	100.00%
Woodlands-Sunshine Cascade	4	0	NA
<b>TOTAL</b>	<b>139</b>	<b>64</b>	<b>46.04%</b>

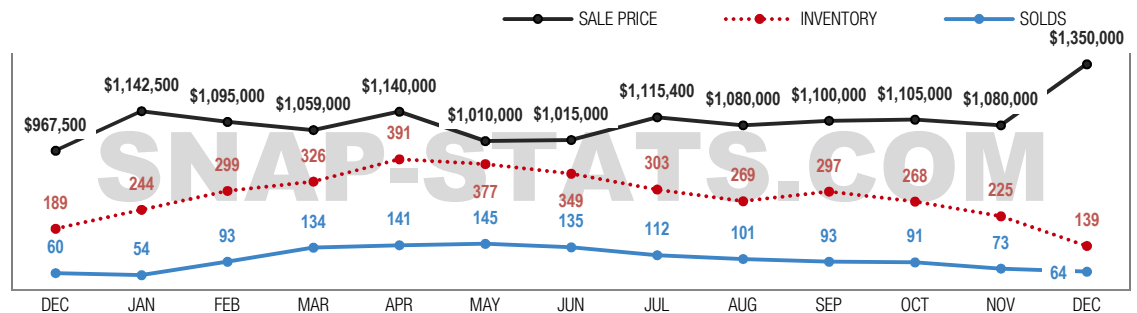
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 46% Sales Ratio average (4.6 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$1 mil to \$1.25 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$2.25 mil to \$2.5 mil, Deep Cove and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in Lynn Valley, Upper Lonsdale and 3 to 6 bedroom properties

\* With a minimum inventory of 10 where possible

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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	51	22	43.14%
300,001 – 400,000	88	17	19.32%
400,001 – 500,000	59	12	20.34%
500,001 – 600,000	49	12	24.49%
600,001 – 700,000	36	6	16.67%
700,001 – 800,000	20	6	30.00%
800,001 – 900,000	12	3	25.00%
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	4	0	NA
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	1	1	100.00%
2,000,001 – 2,250,000	2	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	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
<b>TOTAL</b>	<b>332</b>	<b>79</b>	<b>23.80%</b>

0 to 1 Bedroom	116	23	19.83%
2 Bedrooms	161	37	22.98%
3 Bedrooms	48	15	31.25%
4 Bedrooms & Greater	7	4	57.14%
<b>TOTAL</b>	<b>332</b>	<b>79</b>	<b>23.80%</b>

SnapStats® Median Data	November	December	Variance
Inventory	459	332	-27.67%
Solds	111	79	-28.83%
Sale Price	\$490,000	\$405,000	-17.35%
Sale Price SQFT	\$502	\$412	-17.93%
Sale to List Price Ratio	98%	99%	1.02%
Days on Market	34	37	8.82%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	1	1	100.00%
Boulevard	0	0	NA
Braemer	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	2	0	NA
Central Lonsdale	100	13	13.00%
Deep Cove	0	0	NA
Delbrook	2	0	NA
Dollarton	0	0	NA
Edgemont	2	1	50.00%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Hamilton	13	5	38.46%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	2	1	50.00%
Lower Lonsdale	83	24	28.92%
Lynn Valley	21	6	28.57%
Lynnmoor	15	6	40.00%
Norgate	15	0	NA
Northlands	5	2	40.00%
Pemberton Heights	1	1	100.00%
Pemberton	12	6	50.00%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	38	6	15.79%
Seymour	11	1	9.09%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	5	4	80.00%
Westlynn	2	1	50.00%
Westlynn Terrace	0	0	NA
Windsor Park	1	1	100.00%
Woodlands-Sunshine Cascade	0	0	NA
<b>TOTAL</b>	<b>332</b>	<b>79</b>	<b>23.80%</b>

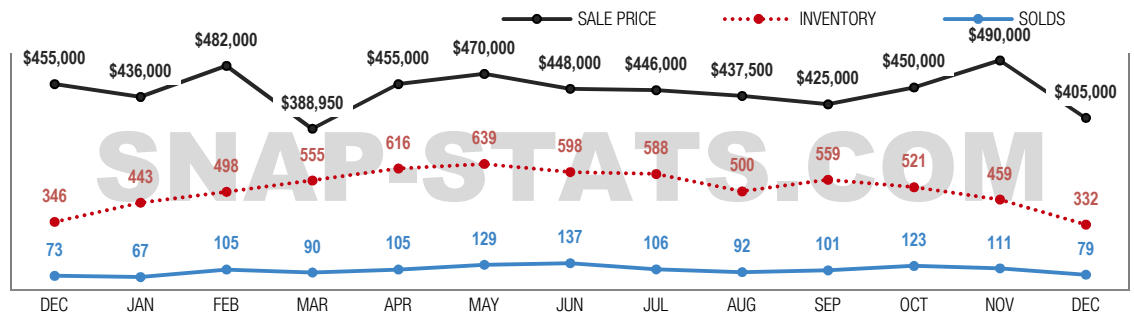
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 24% Sales Ratio average (2.4 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$0 to \$300,000 with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$600,000 to \$700,000, Central Lonsdale, Seymour and up to 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Lynnmoor, Pemberton and 3 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



## Compliments of...

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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	3	1	33.33%
1,000,001 – 1,250,000	13	2	15.38%
1,250,001 – 1,500,000	12	6	50.00%
1,500,001 – 1,750,000	9	8	88.89%
1,750,001 – 2,000,000	15	6	40.00%
2,000,001 – 2,250,000	17	4	23.53%
2,250,001 – 2,500,000	16	4	25.00%
2,500,001 – 2,750,000	11	5	45.45%
2,750,001 – 3,000,000	26	3	11.54%
3,000,001 – 3,500,000	17	5	29.41%
3,500,001 – 4,000,000	21	3	14.29%
4,000,001 – 4,500,000	24	2	8.33%
4,500,001 – 5,000,000	16	1	6.25%
5,000,001 & Greater	83	3	3.61%
<b>TOTAL</b>	<b>290</b>	<b>53</b>	<b>18.28%</b>

2 Bedrooms & Less	13	1	7.69%
3 to 4 Bedrooms	138	36	26.09%
5 to 6 Bedrooms	119	15	12.61%
7 Bedrooms & More	20	1	5.00%
<b>TOTAL</b>	<b>290</b>	<b>53</b>	<b>18.28%</b>

SnapStats® Median Data	November	December	Variance
Inventory	398	290	-27.14%
Solds	63	53	-15.87%
Sale Price	\$1,980,000	\$2,133,800	7.77%
Sale Price SQFT	\$565	\$681	20.53%
Sale to List Price Ratio	97%	93%	-4.12%
Days on Market	44	62	40.91%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	11	3	27.27%
Ambleside	21	10	47.62%
Bayridge	7	2	28.57%
British Properties	52	3	5.77%
Canterbury	5	0	NA
Caulfield	16	1	6.25%
Cedardale	1	0	NA
Chartwell	18	2	11.11%
Chelsea Park	3	1	33.33%
Cypress	3	0	NA
Cypress Park Estates	4	0	NA
Deer Ridge	0	0	NA
Dundarave	12	10	83.33%
Eagle Harbour	12	3	25.00%
Eagleridge	4	0	NA
Furry Creek	9	0	NA
Gleneagles	6	1	16.67%
Glenmore	8	6	75.00%
Horseshoe Bay	10	0	NA
Howe Sound	10	0	NA
Lions Bay	9	1	11.11%
Old Caulfield	4	0	NA
Panorama Village	4	0	NA
Park Royal	0	0	NA
Porteau Cove	0	0	NA
Queens	7	1	14.29%
Rockridge	10	0	NA
Sandy Cove	3	0	NA
Sentinel Hill	10	2	20.00%
Upper Caulfield	3	3	100.00%
West Bay	3	0	NA
Westhill	3	1	33.33%
Westmount	6	3	50.00%
Whitby Estates	9	0	NA
Whytecliff	7	0	NA
<b>TOTAL</b>	<b>290</b>	<b>53</b>	<b>18.28%</b>

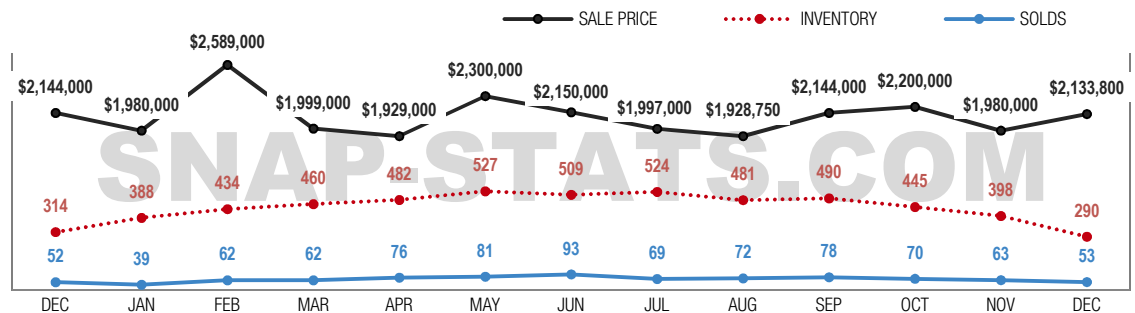
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling)
- Homes are selling on average 7% below list price
- Most Active Price Band\*: \$1.5 mil to \$1.75 mil with average 89% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes \$5 mil plus, British Properties, Caulfield, Lions Bay and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in Ambleside, Dundarave and 3 to 4 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



## Compliments of...

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## Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	0	NA
300,001 – 400,000	2	2	100.00%
400,001 – 500,000	9	1	11.11%
500,001 – 600,000	6	1	16.67%
600,001 – 700,000	8	2	25.00%
700,001 – 800,000	6	1	16.67%
800,001 – 900,000	8	2	25.00%
900,001 – 1,000,000	10	0	NA
1,000,001 – 1,250,000	6	2	33.33%
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	6	1	16.67%
1,750,001 – 2,000,000	3	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	2	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	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
<b>TOTAL</b>	<b>82</b>	<b>12</b>	<b>14.63%</b>

0 to 1 Bedroom	16	3	18.75%
2 Bedrooms	51	5	9.80%
3 Bedrooms	14	4	28.57%
4 Bedrooms & Greater	1	0	NA
<b>TOTAL</b>	<b>82</b>	<b>12</b>	<b>14.63%</b>

SnapStats® Median Data	November	December	Variance
Inventory	109	82	-24.77%
Solds	12	12	NA
Sale Price	\$874,000	\$722,450	-17.34%
Sale Price SQFT	\$600	\$585	-2.50%
Sale to List Price Ratio	93%	97%	4.30%
Days on Market	14	72	414.29%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	19	6	31.58%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	5	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	1	1	100.00%
Deer Ridge	1	0	NA
Dundarave	19	3	15.79%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	1	0	NA
Howe Sound	2	1	50.00%
Lions Bay	2	0	NA
Old Caulfield	0	0	NA
Panorama Village	9	0	NA
Park Royal	10	1	10.00%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	3	0	NA
Upper Caulfield	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	8	0	NA
Whytecliff	0	0	NA
<b>TOTAL</b>	<b>82</b>	<b>12</b>	<b>14.63%</b>

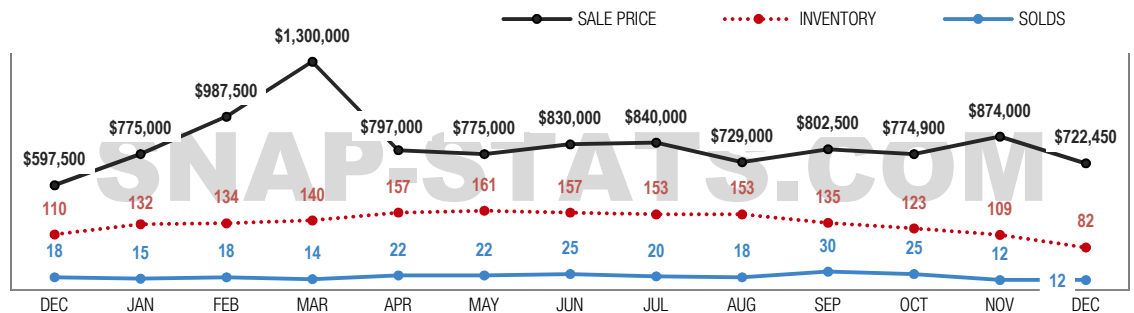
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Balanced market at 15% Sales Ratio average (14% is a Buyers market)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$600,000 to \$700,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$400,000 to \$500,000, Park Royal and 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Ambleside and 3 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



## Compliments of...

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## Price Band & Bedroom *STATS HOUSES (DETACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	2	1	50.00%
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	3	2	66.67%
600,001 – 700,000	4	4	100.00%
700,001 – 800,000	14	10	71.43%
800,001 – 900,000	39	15	38.46%
900,001 – 1,000,000	40	14	35.00%
1,000,001 – 1,250,000	74	19	25.68%
1,250,001 – 1,500,000	86	11	12.79%
1,500,001 – 1,750,000	49	11	22.45%
1,750,001 – 2,000,000	48	5	10.42%
2,000,001 – 2,250,000	19	6	31.58%
2,250,001 – 2,500,000	26	2	7.69%
2,500,001 – 2,750,000	16	1	6.25%
2,750,001 – 3,000,000	16	1	6.25%
3,000,001 – 3,500,000	9	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	3	0	NA
<b>TOTAL</b>	<b>456</b>	<b>102</b>	<b>22.37%</b>

2 Bedrooms & Less	15	6	40.00%
3 to 4 Bedrooms	172	43	25.00%
5 to 6 Bedrooms	241	48	19.92%
7 Bedrooms & More	28	5	17.86%
<b>TOTAL</b>	<b>456</b>	<b>102</b>	<b>22.37%</b>

SnapStats® Median Data	November	December	Variance
Inventory	580	456	-21.38%
Solds	127	102	-19.69%
Sale Price	\$1,085,000	\$1,044,000	-3.78%
Sale Price SQFT	\$447	\$422	-5.59%
Sale to List Price Ratio	97%	96%	-1.03%
Days on Market	31	57	83.87%

## Community *STATS HOUSES (DETACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	13	2	15.38%
Bridgeport	9	2	22.22%
Brighthouse	3	0	NA
Brighthouse South	1	0	NA
Broadmoor	40	6	15.00%
East Cambie	10	3	30.00%
East Richmond	9	1	11.11%
Garden City	23	3	13.04%
Gilmore	4	0	NA
Granville	35	4	11.43%
Hamilton	10	2	20.00%
Ironwood	17	4	23.53%
Lackner	19	7	36.84%
McLennan	8	2	25.00%
McLennan North	9	4	44.44%
McNair	16	6	37.50%
Quilchena	23	5	21.74%
Riverdale	24	6	25.00%
Saunders	20	4	20.00%
Sea Island	2	2	100.00%
Seafair	41	11	26.83%
South Arm	22	4	18.18%
Steveston North	25	4	16.00%
Steveston South	7	1	14.29%
Steveston Village	4	1	25.00%
Terra Nova	18	4	22.22%
West Cambie	22	5	22.73%
Westwind	6	0	NA
Woodwards	16	9	56.25%
<b>TOTAL</b>	<b>456</b>	<b>102</b>	<b>22.37%</b>

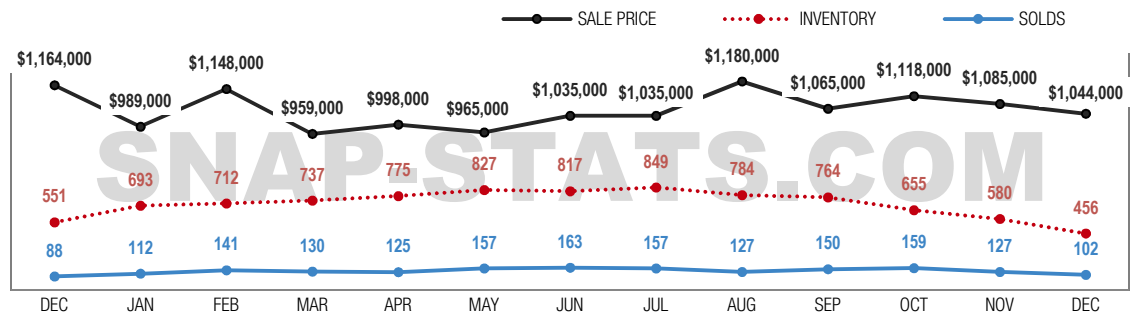
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 71% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$2.25 mil to \$3 mil, East Richmond, Garden City, Granville and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in McLennan North, McNair, Woodward and up to 2 bedrooms properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



## Compliments of...

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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	212	44	20.75%
300,001 – 400,000	209	45	21.53%
400,001 – 500,000	179	45	25.14%
500,001 – 600,000	161	35	21.74%
600,001 – 700,000	76	15	19.74%
700,001 – 800,000	28	4	14.29%
800,001 – 900,000	24	0	NA
900,001 – 1,000,000	8	2	25.00%
1,000,001 – 1,250,000	10	0	NA
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	3	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	1	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	2	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
<b>TOTAL</b>	<b>920</b>	<b>190</b>	<b>20.65%</b>
0 to 1 Bedroom	241	42	17.43%
2 Bedrooms	420	72	17.14%
3 Bedrooms	222	58	26.13%
4 Bedrooms & Greater	37	18	48.65%
<b>TOTAL</b>	<b>920</b>	<b>190</b>	<b>20.65%</b>

SnapStats® Median Data	November	December	Variance
Inventory	1257	920	-26.81%
Solds	199	190	-4.52%
Sale Price	\$410,900	\$408,950	-0.47%
Sale Price SQFT	\$408	\$396	-2.94%
Sale to List Price Ratio	98%	96%	-2.04%
Days on Market	35	49	40.00%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	12	1	8.33%
Bridgeport	39	8	20.51%
Brighthouse	330	49	14.85%
Brighthouse South	156	28	17.95%
Broadmoor	8	1	12.50%
East Cambie	11	1	9.09%
East Richmond	5	2	40.00%
Garden City	10	7	70.00%
Gilmore	0	0	NA
Granville	22	4	18.18%
Hamilton	5	4	80.00%
Ironwood	20	2	10.00%
Lackner	4	2	50.00%
McLennan	0	0	NA
McLennan North	93	29	31.18%
McNair	1	0	NA
Quilchena	1	0	NA
Riverdale	26	1	3.85%
Saunders	9	5	55.56%
Sea Island	1	0	NA
Seafair	0	0	NA
South Arm	18	3	16.67%
Steveston North	9	0	NA
Steveston South	31	10	32.26%
Steveston Village	5	1	20.00%
Terra Nova	12	7	58.33%
West Cambie	86	23	26.74%
Westwind	1	0	NA
Woodwards	5	2	40.00%
<b>TOTAL</b>	<b>920</b>	<b>190</b>	<b>20.65%</b>

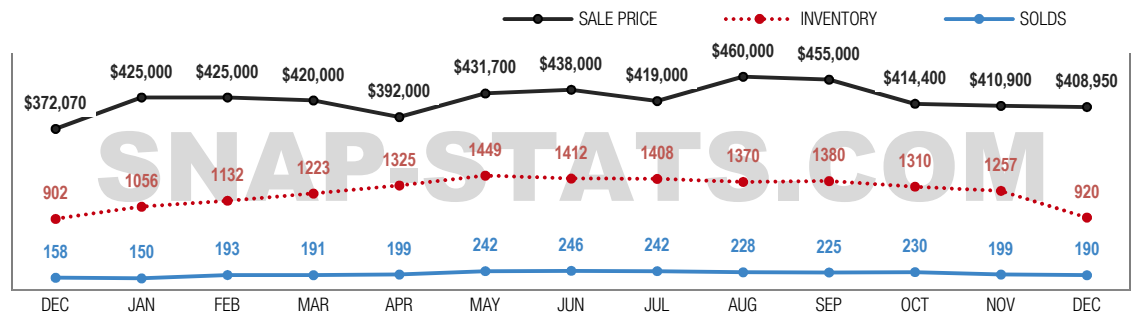
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average 4% below list price
- Most Active Price Band\*: \$400,000 to \$500,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes \$700,000 to \$800,000, Boyd Park, East Cambie, Riverdale and up to 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Garden City, Saunders, Terra Nova and minimum 4 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



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## Price Band & Bedroom *STATS HOUSES (DETACHED)*

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	3	2	66.67%
600,001 – 700,000	10	3	30.00%
700,001 – 800,000	8	5	62.50%
800,001 – 900,000	9	1	11.11%
900,001 – 1,000,000	10	4	40.00%
1,000,001 – 1,250,000	10	0	NA
1,250,001 – 1,500,000	10	1	10.00%
1,500,001 – 1,750,000	5	2	40.00%
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>78</b>	<b>18</b>	<b>23.08%</b>

2 Bedrooms & Less	8	1	12.50%
3 to 4 Bedrooms	48	14	29.17%
5 to 6 Bedrooms	20	2	10.00%
7 Bedrooms & More	2	1	50.00%
<b>TOTAL</b>	<b>78</b>	<b>18</b>	<b>23.08%</b>

SnapStats® Median Data	November	December	Variance
Inventory	89	78	-12.36%
Solds	27	18	-33.33%
Sale Price	\$835,000	\$764,000	-8.50%
Sale Price SQFT	\$310	\$315	1.61%
Sale to List Price Ratio	96%	98%	2.08%
Days on Market	87	28	-67.82%

## Community *STATS HOUSES (DETACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	6	1	16.67%
Boundary Beach	11	2	18.18%
Cliff Drive	15	4	26.67%
English Bluff	18	2	11.11%
Pebble Hill	12	1	8.33%
Tsawwassen Central	12	4	33.33%
Tsawwassen East	4	4	100.00%
<b>TOTAL</b>	<b>78</b>	<b>18</b>	<b>23.08%</b>

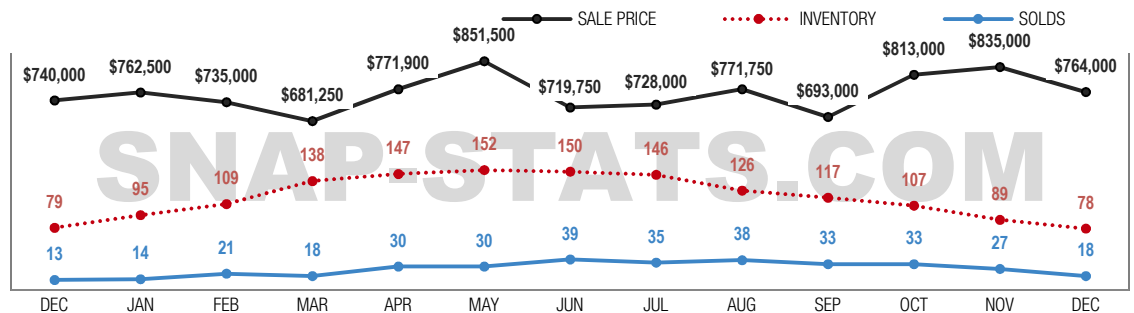
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 23% Sales Ratio average (2.3 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$900,000 to \$1 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1.25 mil to \$1.5 mil, English Bluff, Pebble Hill and 5 to 6 bedroom properties
- Sellers Best Bet\*: Selling homes in Cliff Drive, Tsawwassen Central and 3 to 4 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



## Compliments of...

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## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	12	2	16.67%
300,001 – 400,000	12	2	16.67%
400,001 – 500,000	6	5	83.33%
500,001 – 600,000	4	0	NA
600,001 – 700,000	2	0	NA
700,001 – 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	2	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	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	1	0	NA
<b>TOTAL</b>	<b>43</b>	<b>9</b>	<b>20.93%</b>

0 to 1 Bedroom	8	2	25.00%
2 Bedrooms	32	5	15.63%
3 Bedrooms	3	2	66.67%
4 Bedrooms & Greater	0	0	NA
<b>TOTAL</b>	<b>43</b>	<b>9</b>	<b>20.93%</b>

SnapStats® Median Data	November	December	Variance
Inventory	52	43	-17.31%
Solds	12	9	-25.00%
Sale Price	\$382,000	\$422,000	10.47%
Sale Price SQFT	\$303	\$451	48.84%
Sale to List Price Ratio	98%	96%	-2.04%
Days on Market	70	25	-64.29%

## Community *STATS CONDO & TH (ATTACHED)*

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	16	2	12.50%
Boundary Beach	1	0	NA
Cliff Drive	15	4	26.67%
English Bluff	1	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	7	2	28.57%
Tsawwassen East	3	1	33.33%
<b>TOTAL</b>	<b>43</b>	<b>9</b>	<b>20.93%</b>

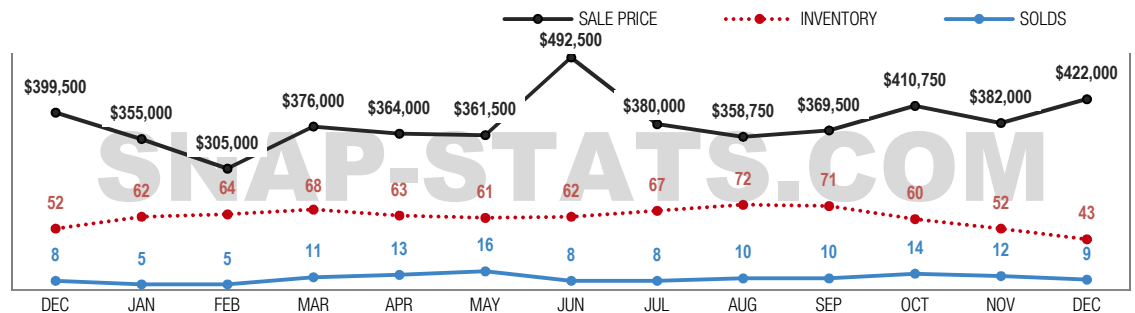
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average 4% below list price
- Most Active Price Band\*: \$400,000 to \$500,000 (Note inventory count of only 6 listings\*)
- Buyers Best Bet\*: Homes between \$0 to \$400,000, Beach Grove and 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Cliff Drive and up to 1 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



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## Price Band & Bedroom **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	1	1	100.00%
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	3	3	100.00%
600,001 – 700,000	7	6	85.71%
700,001 – 800,000	6	2	33.33%
800,001 – 900,000	1	1	100.00%
900,001 – 1,000,000	4	1	25.00%
1,000,001 – 1,250,000	5	0	NA
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	1	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	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
<b>TOTAL</b>	<b>32</b>	<b>14</b>	<b>43.75%</b>

2 Bedrooms & Less	6	2	33.33%
3 to 4 Bedrooms	16	11	68.75%
5 to 6 Bedrooms	10	1	10.00%
7 Bedrooms & More	0	0	NA
<b>TOTAL</b>	<b>32</b>	<b>14</b>	<b>43.75%</b>

SnapStats® Median Data	November	December	Variance
Inventory	43	32	-25.58%
Solds	21	14	-33.33%
Sale Price	\$707,500	\$624,875	-11.68%
Sale Price SQFT	\$312	\$309	-0.96%
Sale to List Price Ratio	98%	99%	1.02%
Days on Market	37	14	-62.16%

## Community **STATS HOUSES (DETACHED)**

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	4	1	25.00%
East Delta	0	0	NA
Hawthorne	9	3	33.33%
Holly	4	2	50.00%
Ladner Elementary	4	3	75.00%
Ladner Rural	2	1	50.00%
Neilsen Grove	4	2	50.00%
Port Guichon	4	2	50.00%
Westham Island	1	0	NA
<b>TOTAL</b>	<b>32</b>	<b>14</b>	<b>43.75%</b>

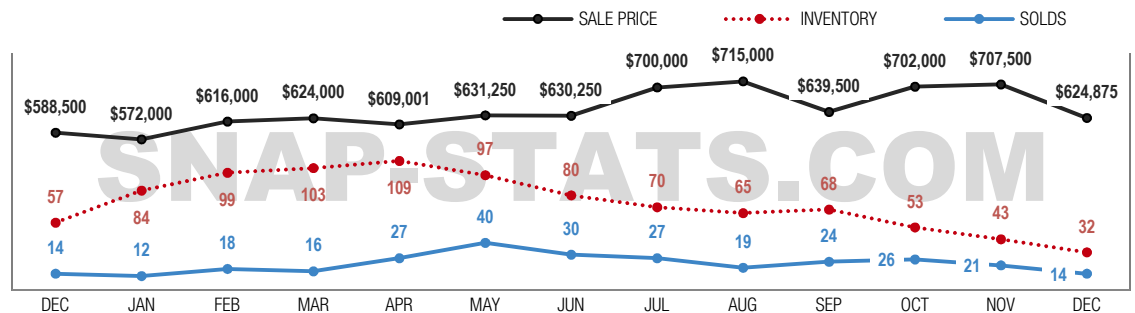
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 44% Sales Ratio average (4.4 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$600,000 to \$700,000 (Note inventory count of only 7 listings\*)
- Buyers Best Bet\*: 5 to 6 bedroom properties
- Sellers Best Bet\*: Selling homes in Hawthorne and 3 to 4 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



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## Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	7	7	100.00%
300,001 – 400,000	7	3	42.86%
400,001 – 500,000	6	4	66.67%
500,001 – 600,000	2	0	NA
600,001 – 700,000	1	1	100.00%
700,001 – 800,000	1	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	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
<b>TOTAL</b>	<b>24</b>	<b>15</b>	<b>62.50%</b>

0 to 1 Bedroom	2	0	NA
2 Bedrooms	14	8	57.14%
3 Bedrooms	7	6	85.71%
4 Bedrooms & Greater	1	1	100.00%
<b>TOTAL</b>	<b>24</b>	<b>15</b>	<b>62.50%</b>

SnapStats® Median Data	November	December	Variance
Inventory	40	24	-40.00%
Solds	5	15	200.00%
Sale Price	\$449,900	\$345,000	-23.32%
Sale Price SQFT	\$350	\$297	-15.14%
Sale to List Price Ratio	100%	96%	-4.00%
Days on Market	18	44	144.44%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	6	6	100.00%
East Delta	1	0	NA
Hawthorne	6	6	100.00%
Holly	1	0	NA
Ladner Elementary	9	2	22.22%
Ladner Rural	0	0	NA
Neilsen Grove	1	1	100.00%
Port Guichon	0	0	NA
Westham Island	0	0	NA
<b>TOTAL</b>	<b>24</b>	<b>15</b>	<b>62.50%</b>

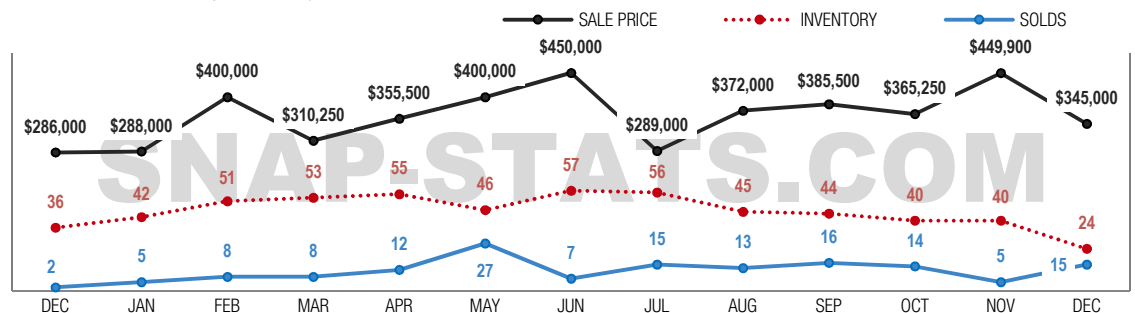
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 63% Sales Ratio average (6.3 in 10 homes selling)
- Homes are selling on average 4% below list price
- Most Active Price Band\*: \$0 to \$300,000 (Note inventory count of only 7 listings\*)
- Buyers Best Bet\*: Homes between \$300,000 to \$400,000 (Note inventory count of only 7 listings\*) in Ladner Elementary
- Sellers Best Bet\*: Selling homes in Delta Manor, Hawthorne (Note inventory count of only 6 listings\*) and 2 bedroom properties

\* With a minimum inventory of 10 where possible

## 13 Month Market Trend



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