

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

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



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%

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%

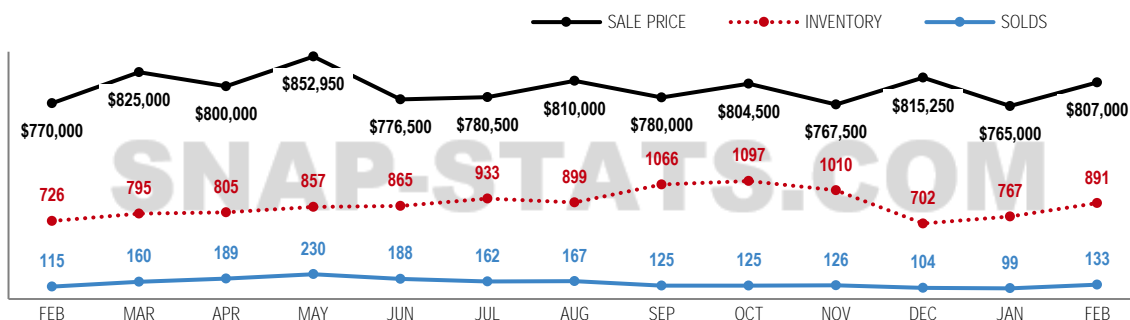
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **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%

Bedrooms	Inventory	Sales	Sales Ratio
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%

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%

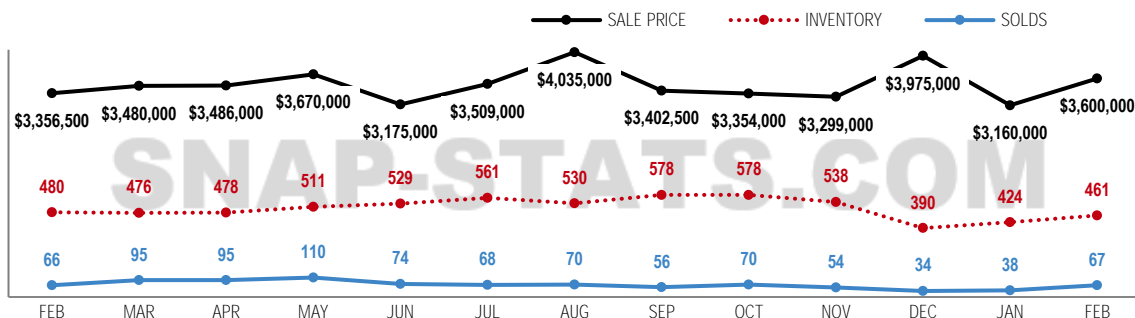
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE 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

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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%

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%

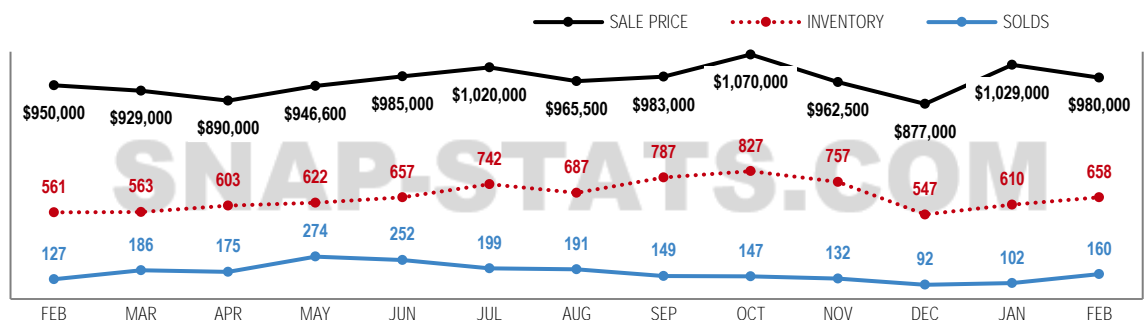
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: 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

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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%

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%

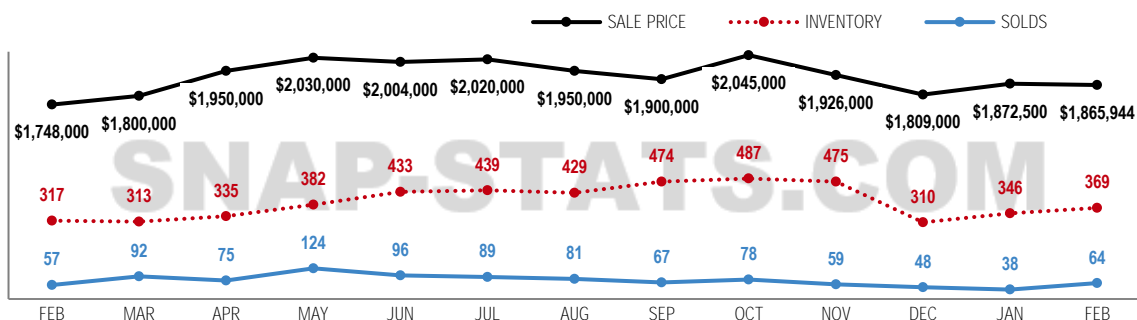
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Market Summary

- 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

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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.

Community CONDOS & TOWNHOMES

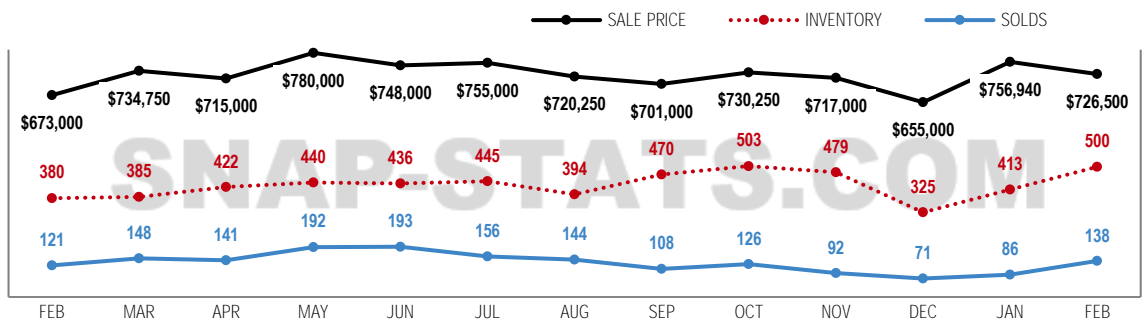
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	10	3	30%
Collingwood	81	18	22%
Downtown	46	6	13%
Fraser	12	5	42%
Fraserview	0	0	NA
Grandview Woodland	34	10	29%
Hastings	23	7	30%
Hastings Sunrise	2	0	NA
Killarney	7	3	43%
Knight	22	8	36%
Main	18	2	11%
Mount Pleasant	87	34	39%
Renfrew Heights	2	1	50%
Renfrew	4	4	100%
South Marine	89	26	29%
South Vancouver	15	2	13%
Strathcona	33	5	15%
Victoria	15	4	27%
TOTAL*	500	138	28%

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

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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	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%
Lynnmour	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%

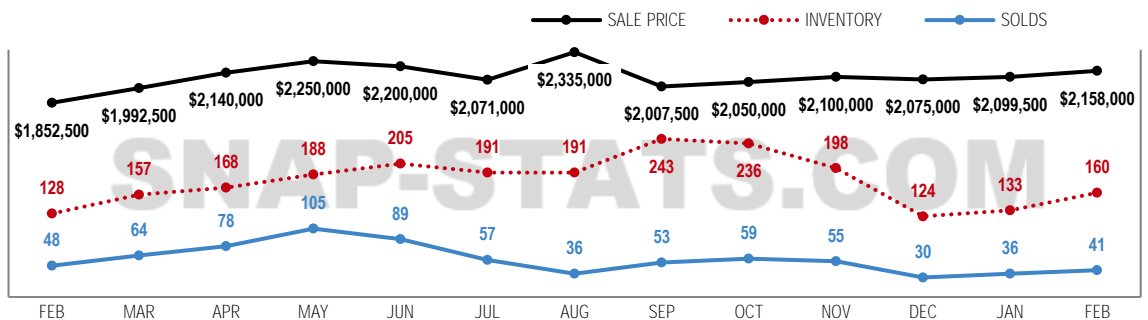
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Market Summary

- 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%

Bedroom	Inventory	Sales	Sales Ratio
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%
Lynnmour	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%

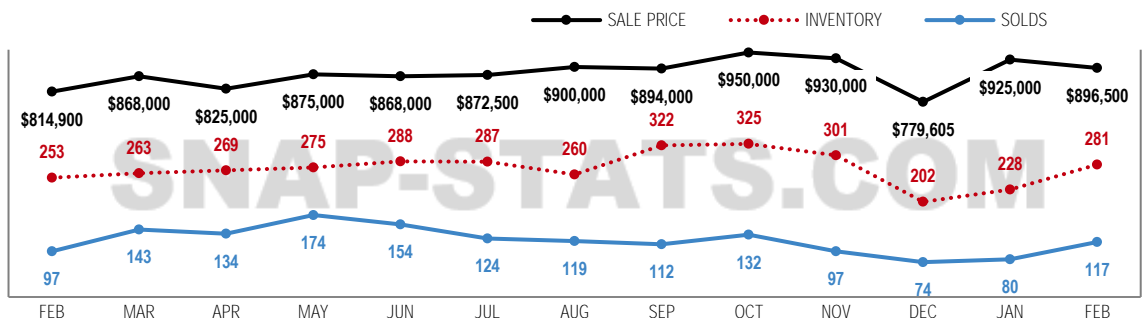
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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, Lynnmour, 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%

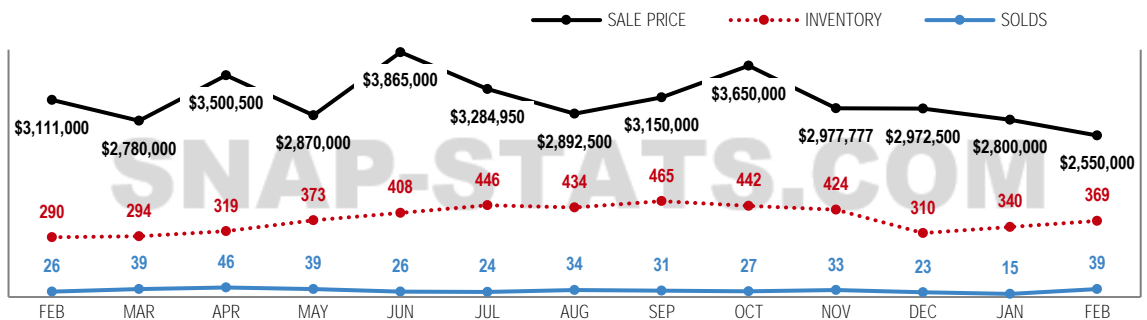
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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%

Bedroom	Inventory	Sales	Sales Ratio
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%

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%

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%

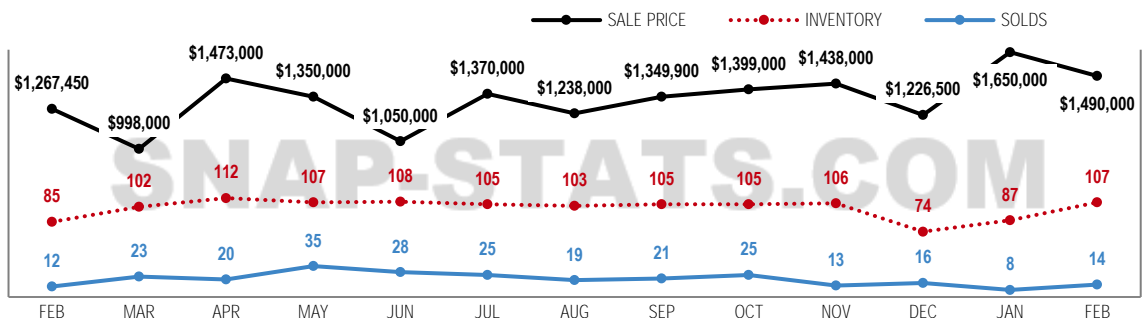
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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%

Bedrooms	Inventory	Sales	Sales Ratio
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%

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%

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%

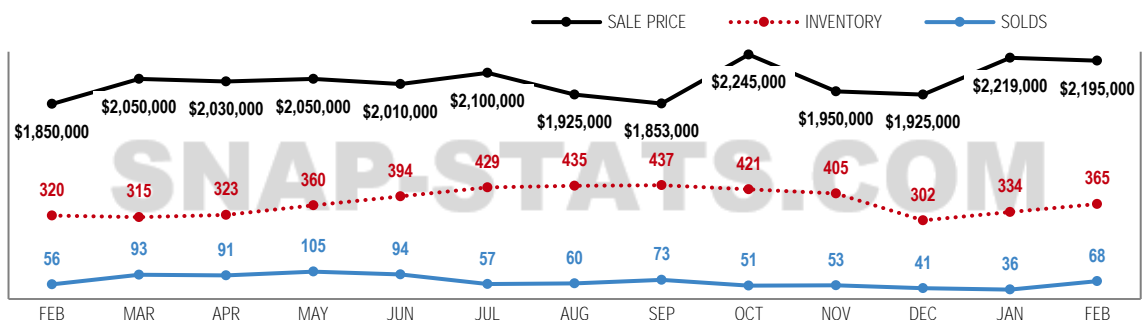
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

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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%

Bedroom	Inventory	Sales	Sales Ratio
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%

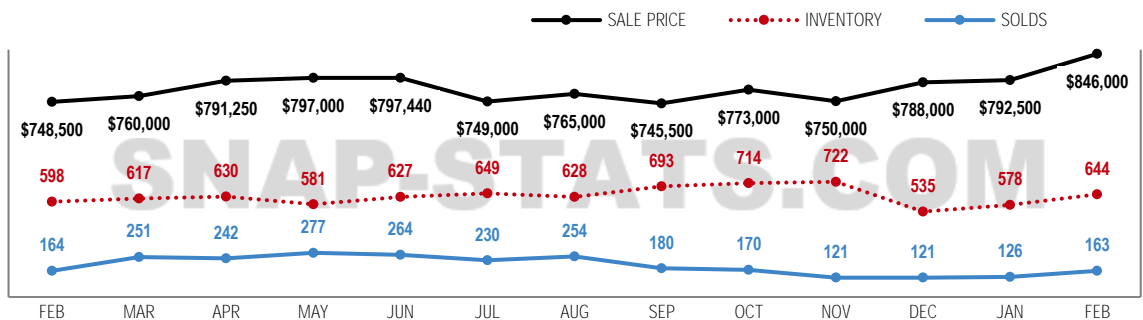
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

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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%

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%

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%

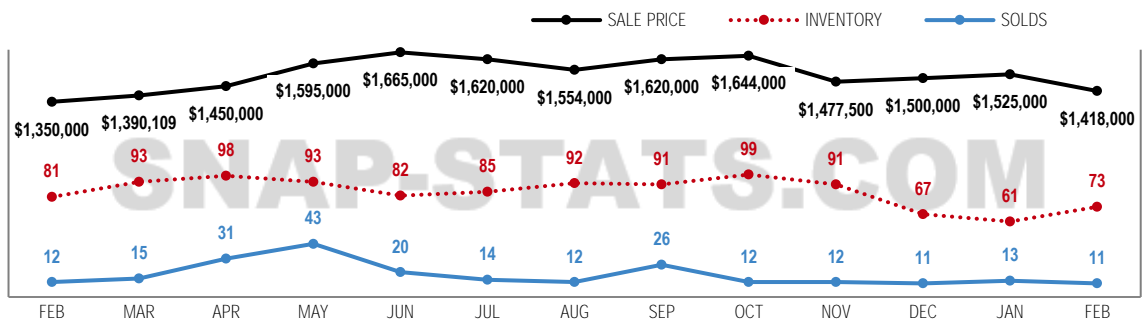
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

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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	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%

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%

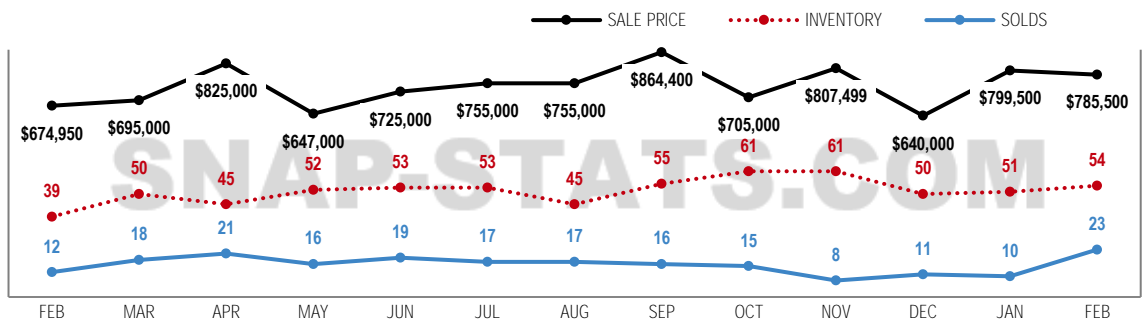
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN 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%

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%

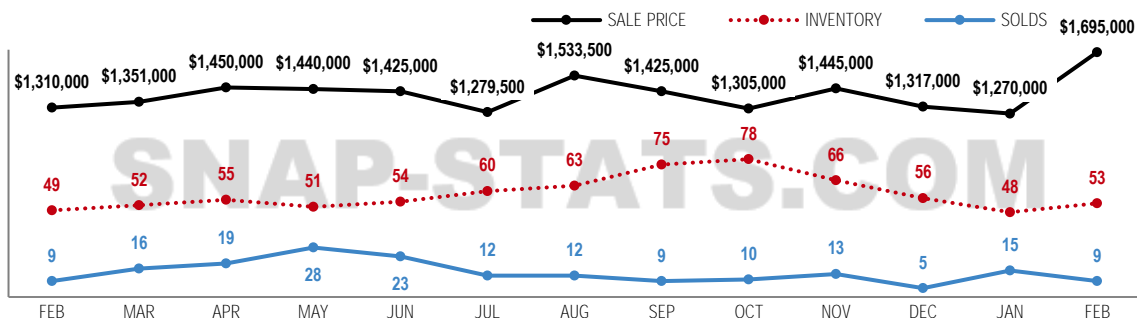
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **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%

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%

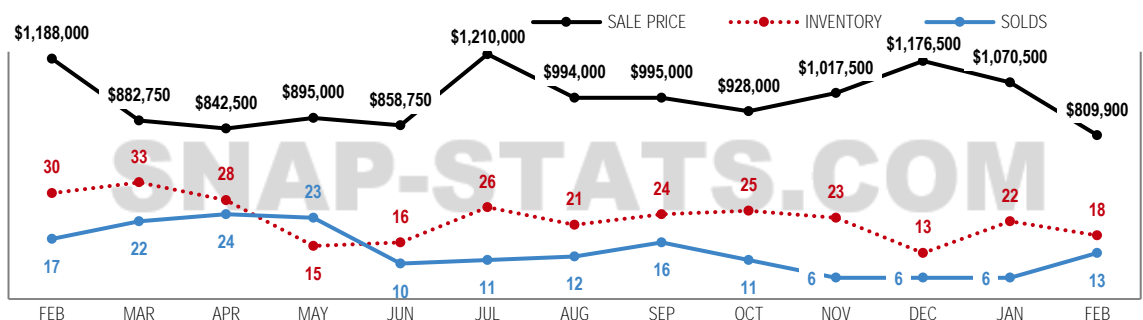
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **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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