

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



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SnapStats®

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	0	2	NA*
400,001 – 500,000	5	3	60%
500,001 – 600,000	22	21	95%
600,001 – 700,000	60	34	57%
700,001 – 800,000	65	27	42%
800,001 – 900,000	40	19	48%
900,001 – 1,000,000	42	19	45%
1,000,001 – 1,250,000	48	27	56%
1,250,001 – 1,500,000	48	12	25%
1,500,001 – 1,750,000	49	8	16%
1,750,001 – 2,000,000	24	7	29%
2,000,001 – 2,250,000	11	2	18%
2,250,001 – 2,500,000	16	3	19%
2,500,001 – 2,750,000	16	3	19%
2,750,001 – 3,000,000	14	2	14%
3,000,001 – 3,500,000	19	2	11%
3,500,001 – 4,000,000	21	2	10%
4,000,001 – 4,500,000	6	0	NA
4,500,001 – 5,000,000	6	1	17%
5,000,001 & Greater	41	4	10%
TOTAL*	554	199	36%
0 to 1 Bedroom	197	109	55%
2 Bedrooms	262	81	31%
3 Bedrooms	85	8	9%
4 Bedrooms & Greater	10	1	10%
TOTAL*	554	199	36%

SnapStats® Median Data	March	April	Variance
Inventory	415	554	33%
Solds	187	199	6%
Sale Price	\$840,000	\$840,000	NA
Sale Price SQFT	\$1,135	\$1,120	-1%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	9	9	NA

*Sales Ratio total suggests market speed and market type (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 ATTACHED CONDOS & TOWNHOMES

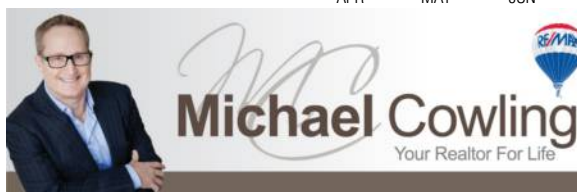
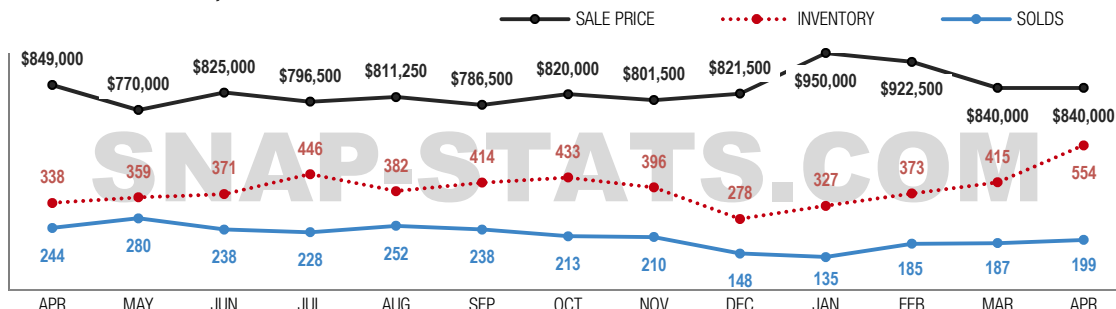
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	72	27	38%
Downtown	211	72	34%
Westend	98	44	45%
Yaletown	173	56	32%
TOTAL*	554	199	36%

Market Summary

- Market Type Indicator **DOWNTOWN**: Sellers market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** +/- \$1 mil: \$500,000 to \$600,000 (95% Sales Ratio) / \$1 mil to \$1.25 mil (56% Sales Ratio)
- Buyers Best Bet** +/- \$1 mil: Homes between \$700,000 to \$800,000 / \$3.5 to \$4 mil, \$5 mil plus and Yaletown
- Sellers Best Bet** Selling homes in Westend and up to 1 bedroom properties

** With a 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 – 300,000	0	0	NA
300,001 – 400,000	0	1	NA*
400,001 – 500,000	1	1	100%
500,001 – 600,000	2	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	0	1	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	3	0	NA
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	12	5	42%
2,000,001 – 2,250,000	17	5	29%
2,250,001 – 2,500,000	38	9	24%
2,500,001 – 2,750,000	32	8	25%
2,750,001 – 3,000,000	73	6	8%
3,000,001 – 3,500,000	80	9	11%
3,500,001 – 4,000,000	110	13	12%
4,000,001 – 4,500,000	61	5	8%
4,500,001 – 5,000,000	78	0	NA
5,000,001 & Greater	286	7	2%
TOTAL*	799	70	9%

2 Bedrooms & Less	27	5	19%
3 to 4 Bedrooms	280	36	13%
5 to 6 Bedrooms	399	24	6%
7 Bedrooms & More	93	5	5%
TOTAL*	799	70	9%

SnapStats® Median Data	March	April	Variance
Inventory	721	799	11%
Solds	54	70	30%
Sale Price	\$2,981,500	\$2,965,000	-1%
Sale Price SQFT	\$1,057	\$1,051	-1%
Sale to List Price Ratio	94%	95%	1%
Days on Market	23	28	22%

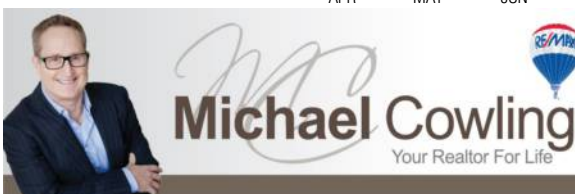
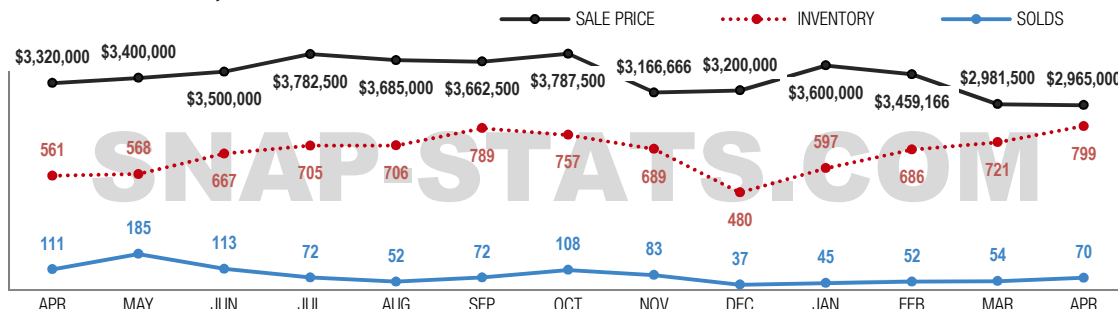
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** +/- \$3 mil: \$1.75 mil to \$2 mil (42% Sales Ratio) / \$3 mil to \$4 mil (12% Sales Ratio)
- Buyers Best Bet** +/- \$3 mil: Homes between \$2.75 mil to \$3 mil / \$5 mil plus, Marpole, Shaughnessy and minimum 5 bedrooms
- Sellers Best Bet** Selling homes in SW Marine and up to 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	13	3	23%
500,001 – 600,000	31	13	42%
600,001 – 700,000	36	29	81%
700,001 – 800,000	47	18	38%
800,001 – 900,000	47	37	79%
900,001 – 1,000,000	28	16	57%
1,000,001 – 1,250,000	69	33	48%
1,250,001 – 1,500,000	73	20	27%
1,500,001 – 1,750,000	44	11	25%
1,750,001 – 2,000,000	48	6	13%
2,000,001 – 2,250,000	19	4	21%
2,250,001 – 2,500,000	19	2	11%
2,500,001 – 2,750,000	9	0	NA
2,750,001 – 3,000,000	8	1	13%
3,000,001 – 3,500,000	8	0	NA
3,500,001 – 4,000,000	5	1	20%
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	509	194	38%

0 to 1 Bedroom	126	64	51%
2 Bedrooms	245	104	42%
3 Bedrooms	125	22	18%
4 Bedrooms & Greater	13	4	31%
TOTAL*	509	194	38%

SnapStats® Median Data	March	April	Variance
Inventory	405	509	26%
Solds	196	194	-1%
Sale Price	\$836,000	\$896,500	7%
Sale Price SQFT	\$945	\$969	3%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	9	9	NA

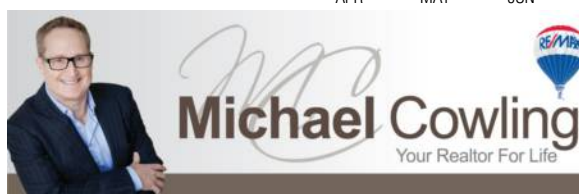
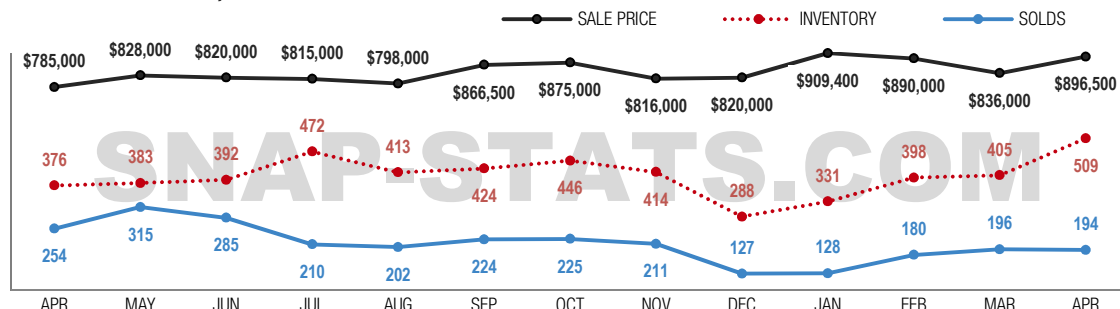
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Sellers market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$600,000 to \$700,000 with average 81% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Cambie, Oakridge, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, SW Marine and up to 1 bedroom properties

** With a 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 – 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	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	6	1	17%
1,000,001 – 1,250,000	19	9	47%
1,250,001 – 1,500,000	131	14	11%
1,500,001 – 1,750,000	154	48	31%
1,750,001 – 2,000,000	153	12	8%
2,000,001 – 2,250,000	54	6	11%
2,250,001 – 2,500,000	83	8	10%
2,500,001 – 2,750,000	46	4	9%
2,750,001 – 3,000,000	64	1	2%
3,000,001 – 3,500,000	35	0	NA
3,500,001 – 4,000,000	11	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	764	103	13%

2 Bedrooms & Less	56	6	11%
3 to 4 Bedrooms	268	36	13%
5 to 6 Bedrooms	335	44	13%
7 Bedrooms & More	105	17	16%
TOTAL*	764	103	13%

SnapStats® Median Data	March	April	Variance
Inventory	650	764	18%
Solds	82	103	26%
Sale Price	\$1,610,000	\$1,650,000	2%
Sale Price SQFT	\$726	\$712	-2%
Sale to List Price Ratio	98%	98%	NA
Days on Market	22	15	-32%

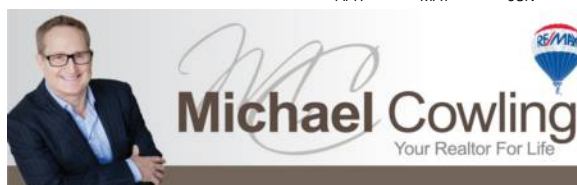
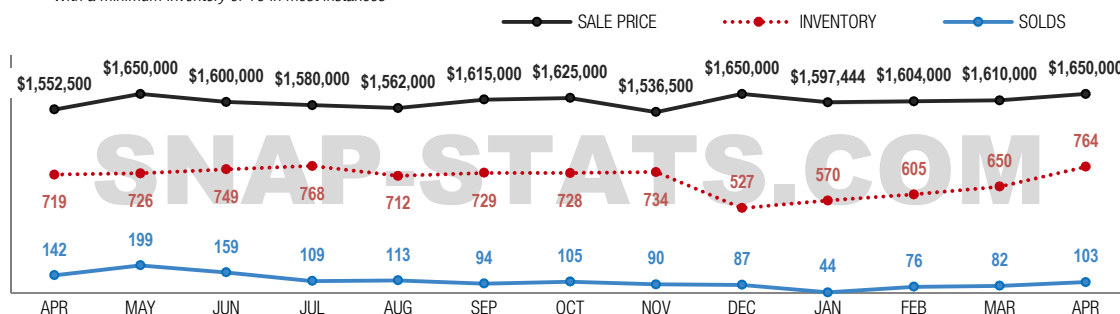
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Balanced market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 47% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$2.75 mil to \$3, Collingwood and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Mount Pleasant and minimum 7 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	1	33%
400,001 – 500,000	33	30	91%
500,001 – 600,000	58	38	66%
600,001 – 700,000	49	35	71%
700,001 – 800,000	43	20	47%
800,001 – 900,000	38	19	50%
900,001 – 1,000,000	32	10	31%
1,000,001 – 1,250,000	44	19	43%
1,250,001 – 1,500,000	25	8	32%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	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	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	340	180	53%

0 to 1 Bedroom	116	87	75%
2 Bedrooms	143	60	42%
3 Bedrooms	75	32	43%
4 Bedrooms & Greater	6	1	17%
TOTAL*	340	180	53%

SnapStats® Median Data	March	April	Variance
Inventory	250	340	36%
Solds	187	180	-4%
Sale Price	\$655,000	\$655,950	NA
Sale Price SQFT	\$866	\$832	-4%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	8	8	NA

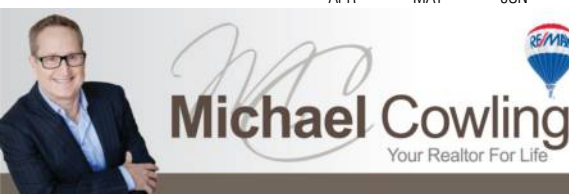
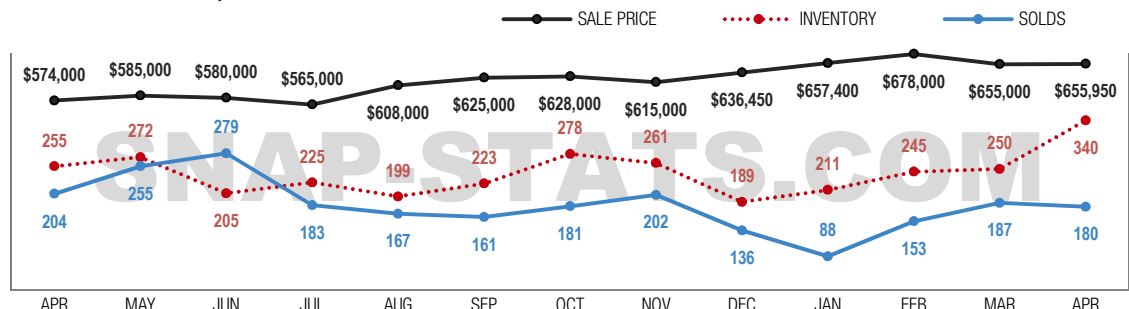
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 91% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Fraser, Killarney and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Main, Victoria and up to 1 bedroom properties

** With a 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 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	3	2	67%
1,250,001 – 1,500,000	42	21	50%
1,500,001 – 1,750,000	58	19	33%
1,750,001 – 2,000,000	55	12	22%
2,000,001 – 2,250,000	28	12	43%
2,250,001 – 2,500,000	49	5	10%
2,500,001 – 2,750,000	26	3	12%
2,750,001 – 3,000,000	31	0	NA
3,000,001 – 3,500,000	31	2	6%
3,500,001 – 4,000,000	29	1	3%
4,000,001 – 4,500,000	14	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	5	1	20%
TOTAL*	381	78	20%

2 Bedrooms & Less	19	3	16%
3 to 4 Bedrooms	168	45	27%
5 to 6 Bedrooms	170	29	17%
7 Bedrooms & More	24	1	4%
TOTAL*	381	78	20%

SnapStats® Median Data	March	April	Variance
Inventory	296	381	29%
Solds	66	78	18%
Sale Price	\$1,795,000	\$1,675,000	-7%
Sale Price SQFT	\$630	\$696	10%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	13	22	69%

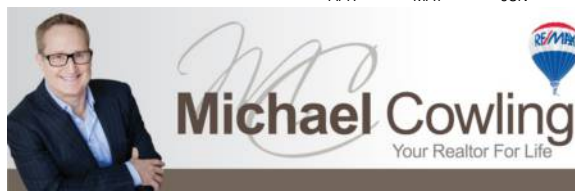
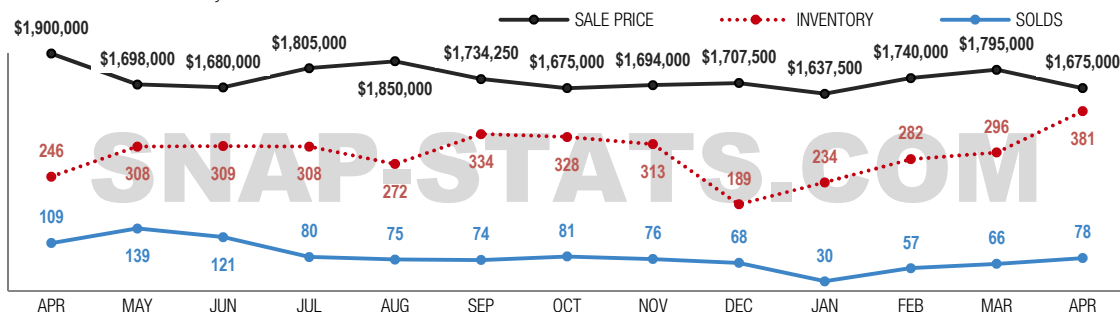
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced market at 20% Sales Ratio average (21% is a Sellers market)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 50% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes \$3.5 mil to \$4 mil, Edgemont, Forest Hills and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Westlynn and 3 to 4 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	2	NA*
400,001 – 500,000	11	13	118%*
500,001 – 600,000	19	26	137%*
600,001 – 700,000	32	25	78%
700,001 – 800,000	27	11	41%
800,001 – 900,000	28	26	93%
900,001 – 1,000,000	21	6	29%
1,000,001 – 1,250,000	40	19	48%
1,250,001 – 1,500,000	17	6	35%
1,500,001 – 1,750,000	5	1	20%
1,750,001 – 2,000,000	4	1	25%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	2	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	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*	213	136	64%

2 Bedrooms & Less	40	45	113%*
3 to 4 Bedrooms	113	65	58%
5 to 6 Bedrooms	52	21	40%
7 Bedrooms & More	8	5	63%
TOTAL*	213	136	64%

SnapStats® Median Data	March	April	Variance
Inventory	172	213	24%
Solds	146	136	-7%
Sale Price	\$714,950	\$714,000	NA
Sale Price SQFT	\$807	\$726	-10%
Sale to List Price Ratio	102%	98%	-4%
Days on Market	8	9	13%

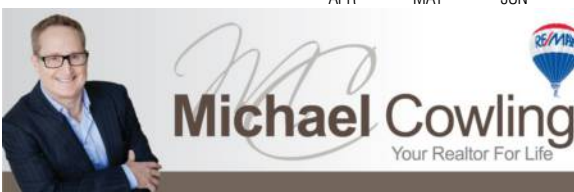
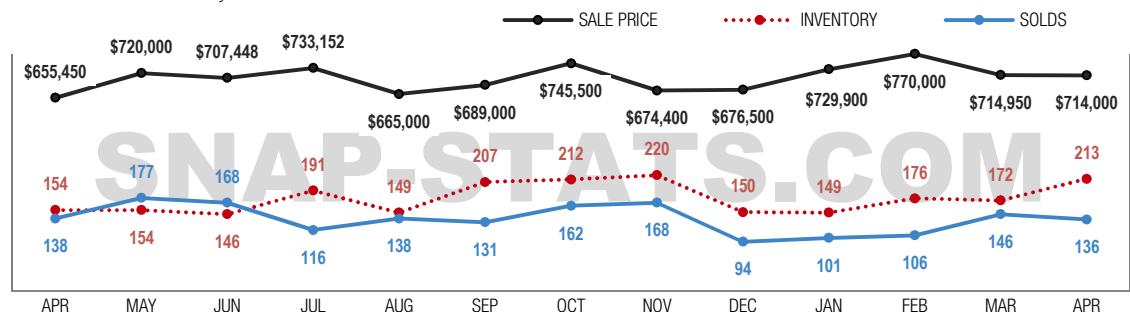
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED:** Sellers market at 64% Sales Ratio average (6.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Norgate and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, Upper Lonsdale and up to 2 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 – 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	0	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	0	0	NA
1,250,001 – 1,500,000	4	0	NA
1,500,001 – 1,750,000	7	3	43%
1,750,001 – 2,000,000	18	1	6%
2,000,001 – 2,250,000	11	5	45%
2,250,001 – 2,500,000	33	3	9%
2,500,001 – 2,750,000	31	5	16%
2,750,001 – 3,000,000	44	4	9%
3,000,001 – 3,500,000	57	3	5%
3,500,001 – 4,000,000	57	2	4%
4,000,001 – 4,500,000	32	1	3%
4,500,001 – 5,000,000	47	4	9%
5,000,001 & Greater	163	0	NA
TOTAL*	504	31	6%

2 Bedrooms & Less	14	2	14%
3 to 4 Bedrooms	238	17	7%
5 to 6 Bedrooms	232	11	5%
7 Bedrooms & More	20	1	5%
TOTAL*	504	31	6%

SnapStats® Median Data	March	April	Variance
Inventory	431	504	17%
Solds	25	31	24%
Sale Price	\$2,930,000	\$2,710,000	-8%
Sale Price SQFT	\$1,157	\$1,032	-11%
Sale to List Price Ratio	98%	90%	-8%
Days on Market	44	37	-16%

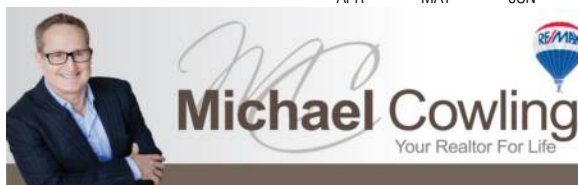
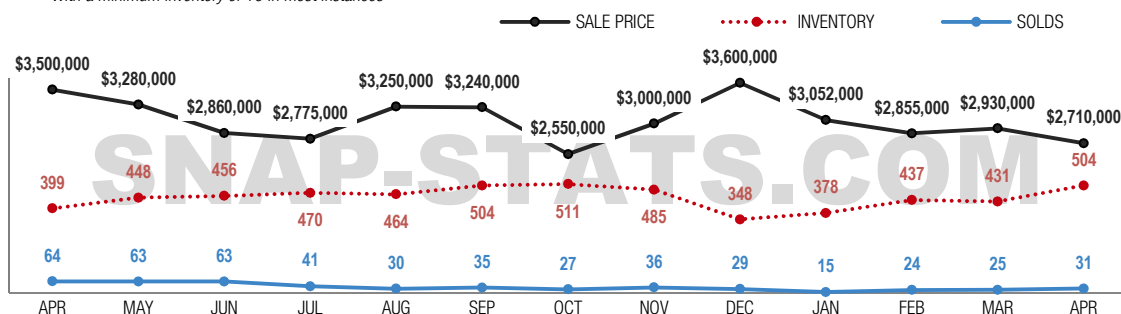
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED:** Buyers market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 45% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, British Properties and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Sentinel Hill and up to 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	0	1	NA*
500,001 – 600,000	3	0	NA
600,001 – 700,000	3	3	100%
700,001 – 800,000	1	1	100%
800,001 – 900,000	5	3	60%
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	9	3	33%
1,250,001 – 1,500,000	13	4	31%
1,500,001 – 1,750,000	14	1	7%
1,750,001 – 2,000,000	10	2	20%
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	8	1	13%
3,000,001 – 3,500,000	3	1	33%
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	97	21	22%

0 to 1 Bedroom	18	5	28%
2 Bedrooms	55	14	25%
3 Bedrooms	22	1	5%
4 Bedrooms & Greater	2	1	50%
TOTAL*	97	21	22%

SnapStats® Median Data	March	April	Variance
Inventory	86	97	13%
Solds	16	21	31%
Sale Price	\$938,000	\$1,057,500	13%
Sale Price SQFT	\$960	\$946	-1%
Sale to List Price Ratio	96%	97%	1%
Days on Market	12	24	100%

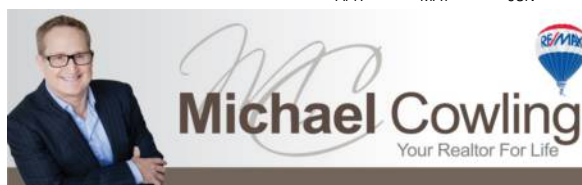
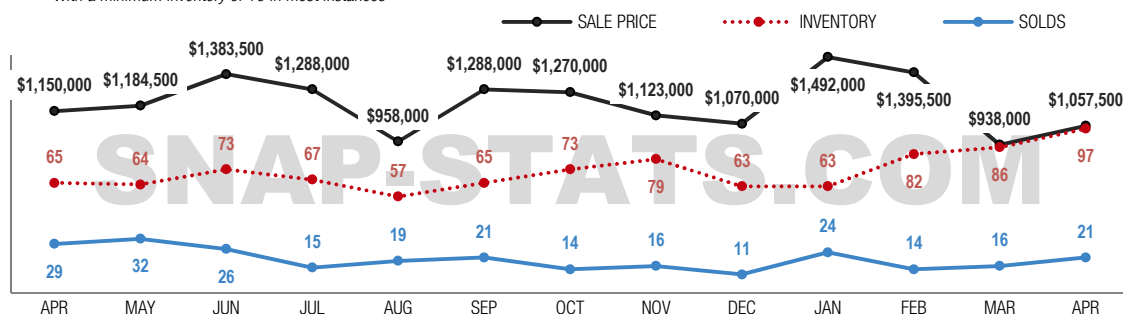
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 33% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and up to 1 bedroom properties

** With a 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 – 300,000	2	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	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	13	7	54%
1,250,001 – 1,500,000	69	12	17%
1,500,001 – 1,750,000	104	13	13%
1,750,001 – 2,000,000	122	10	8%
2,000,001 – 2,250,000	62	3	5%
2,250,001 – 2,500,000	80	6	8%
2,500,001 – 2,750,000	52	4	8%
2,750,001 – 3,000,000	87	1	1%
3,000,001 – 3,500,000	33	3	9%
3,500,001 – 4,000,000	47	1	2%
4,000,001 – 4,500,000	17	1	6%
4,500,001 – 5,000,000	16	1	6%
5,000,001 & Greater	10	0	NA
TOTAL*	714	63	9%

2 Bedrooms & Less	33	3	9%
3 to 4 Bedrooms	264	30	11%
5 to 6 Bedrooms	386	24	6%
7 Bedrooms & More	31	6	19%
TOTAL*	714	63	9%

SnapStats® Median Data	March	April	Variance
Inventory	664	714	8%
Solds	77	63	-18%
Sale Price	\$1,683,000	\$1,693,000	1%
Sale Price SQFT	\$683	\$596	-13%
Sale to List Price Ratio	95%	97%	2%
Days on Market	31	34	10%

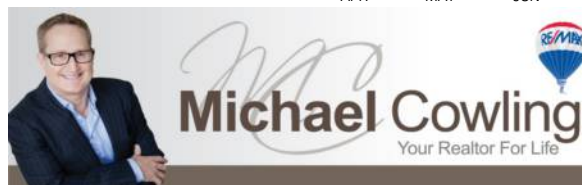
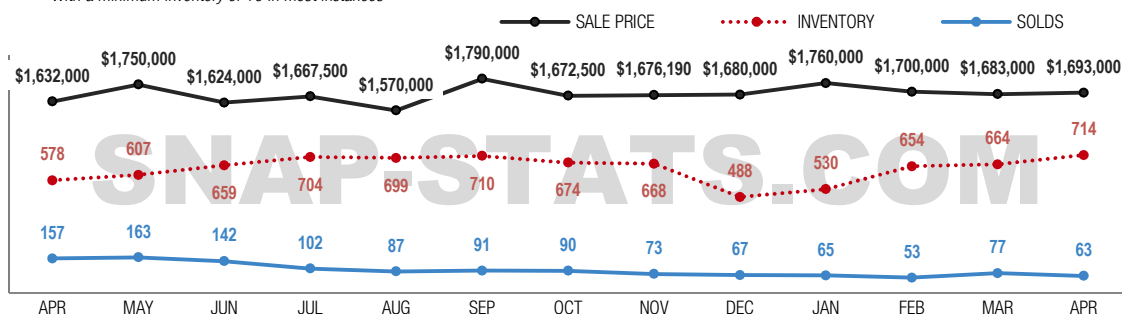
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED:** Buyers market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 54% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Saunders and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Steveston Village and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	11	4	36%
300,001 – 400,000	23	15	65%
400,001 – 500,000	55	21	38%
500,001 – 600,000	59	44	75%
600,001 – 700,000	84	43	51%
700,001 – 800,000	96	32	33%
800,001 – 900,000	93	44	47%
900,001 – 1,000,000	79	10	13%
1,000,001 – 1,250,000	72	22	31%
1,250,001 – 1,500,000	35	8	23%
1,500,001 – 1,750,000	14	2	14%
1,750,001 – 2,000,000	8	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	4	0	NA
2,750,001 – 3,000,000	2	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	639	245	38%

0 to 1 Bedroom	97	49	51%
2 Bedrooms	285	109	38%
3 Bedrooms	187	71	38%
4 Bedrooms & Greater	70	16	23%
TOTAL*	639	245	38%

SnapStats® Median Data	March	April	Variance
Inventory	588	639	9%
Solds	227	245	8%
Sale Price	\$668,000	\$695,000	4%
Sale Price SQFT	\$671	\$695	4%
Sale to List Price Ratio	100%	100%	NA
Days on Market	12	16	33%

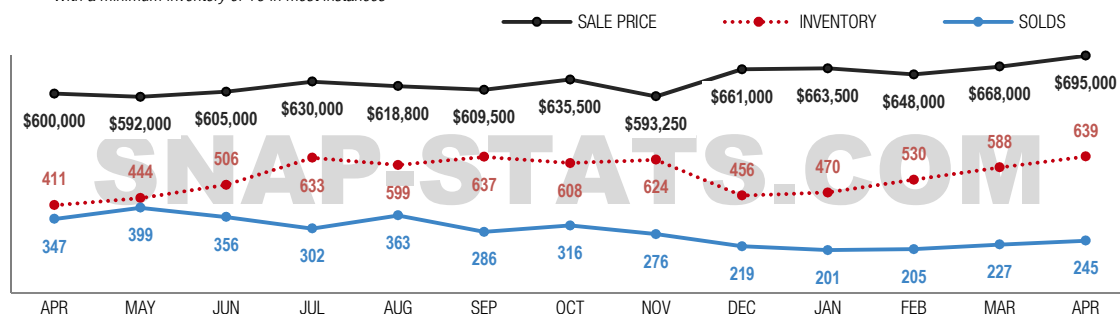
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED:** Sellers market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$500,000 to \$600,000 with average 75% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Woodward's and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park and up to 1 bedroom properties

** With a 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 – 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	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	5	2	40%
1,000,001 – 1,250,000	44	9	20%
1,250,001 – 1,500,000	42	6	14%
1,500,001 – 1,750,000	25	3	12%
1,750,001 – 2,000,000	18	1	6%
2,000,001 – 2,250,000	9	0	NA
2,250,001 – 2,500,000	7	1	14%
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	6	0	NA
3,000,001 – 3,500,000	3	1	33%
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	174	24	14%

2 Bedrooms & Less	14	3	21%
3 to 4 Bedrooms	119	15	13%
5 to 6 Bedrooms	39	6	15%
7 Bedrooms & More	2	0	NA
TOTAL*	174	24	14%

SnapStats® Median Data	March	April	Variance
Inventory	141	174	23%
Solds	22	24	9%
Sale Price	\$1,291,000	\$1,251,500	-3%
Sale Price SQFT	\$503	\$504	NA
Sale to List Price Ratio	98%	97%	-1%
Days on Market	26	30	15%

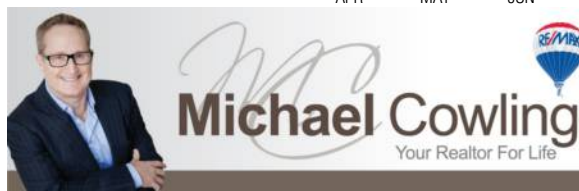
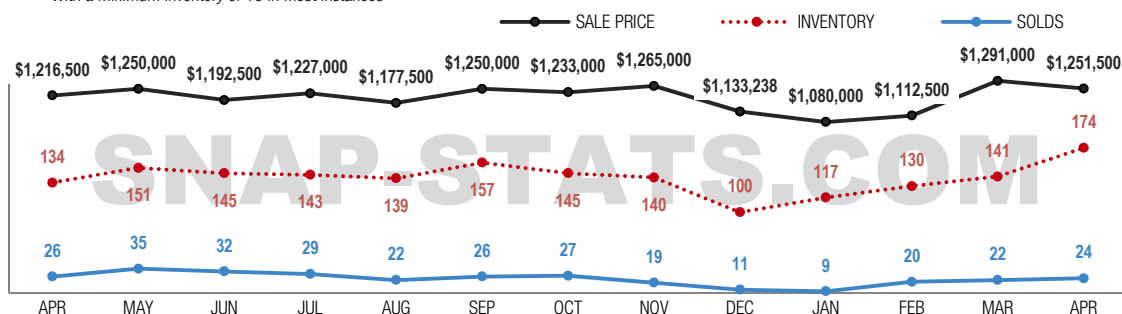
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 20% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Boundary Beach, English Bluff and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen East and up to 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	1	50%
400,001 – 500,000	2	2	100%
500,001 – 600,000	16	4	25%
600,001 – 700,000	8	6	75%
700,001 – 800,000	3	0	NA
800,001 – 900,000	7	1	14%
900,001 – 1,000,000	6	0	NA
1,000,001 – 1,250,000	3	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	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	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*	53	14	26%

0 to 1 Bedroom	7	4	57%
2 Bedrooms	35	9	26%
3 Bedrooms	11	0	NA
4 Bedrooms & Greater	0	1	NA*
TOTAL*	53	14	26%

SnapStats® Median Data	March	April	Variance
Inventory	40	53	33%
Solds	17	14	-18%
Sale Price	\$571,500	\$604,250	6%
Sale Price SQFT	\$515	\$520	1%
Sale to List Price Ratio	99%	99%	NA
Days on Market	11	11	NA

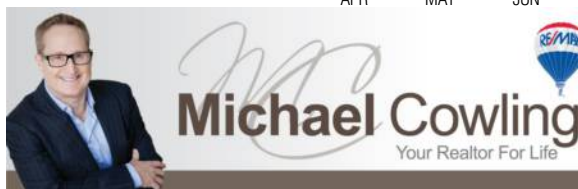
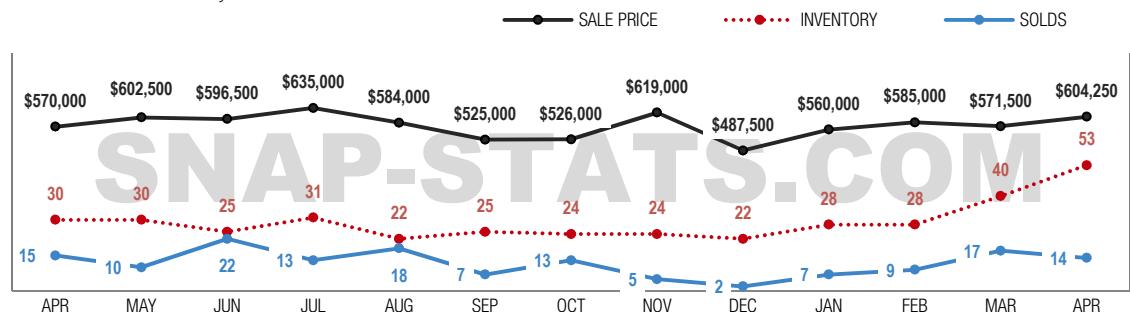
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers market at 26% Sales Ratio average (2.6 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 75% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 and Beach Grove
- Sellers Best Bet** Homes in Cliff Drive and 2 bedroom properties

** With a 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 – 300,000	1	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	2	1	50%
700,001 – 800,000	1	1	100%
800,001 – 900,000	3	3	100%
900,001 – 1,000,000	13	3	23%
1,000,001 – 1,250,000	30	7	23%
1,250,001 – 1,500,000	18	4	22%
1,500,001 – 1,750,000	5	0	NA
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	5	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
TOTAL*	85	19	22%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	54	16	30%
5 to 6 Bedrooms	15	2	13%
7 Bedrooms & More	1	0	NA
TOTAL*	85	19	22%

SnapStats® Median Data	March	April	Variance
Inventory	82	85	4%
Solds	12	19	58%
Sale Price	\$1,054,000	\$1,010,000	-4%
Sale Price SQFT	\$473	\$472	NA
Sale to List Price Ratio	99%	96%	-3%
Days on Market	28	29	4%

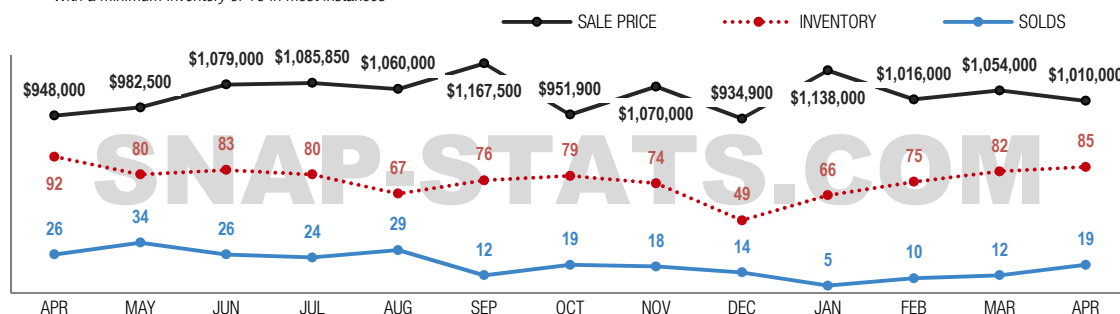
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** *Insufficient data but with 7 sales \$1 mil to \$1.25 mil*
- Buyers Best Bet** Homes in Ladner Elementary and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	5	1	20%
500,001 – 600,000	6	5	83%
600,001 – 700,000	3	3	100%
700,001 – 800,000	7	0	NA
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	1	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
TOTAL*	26	10	38%

0 to 1 Bedroom	2	1	50%
2 Bedrooms	14	4	29%
3 Bedrooms	8	5	63%
4 Bedrooms & Greater	2	0	NA
TOTAL*	26	10	38%

SnapStats® Median Data	March	April	Variance
Inventory	22	26	18%
Solds	12	10	-17%
Sale Price	\$624,000	\$567,000	-9%
Sale Price SQFT	\$523	\$474	-9%
Sale to List Price Ratio	99%	100%	1%
Days on Market	36	16	-56%

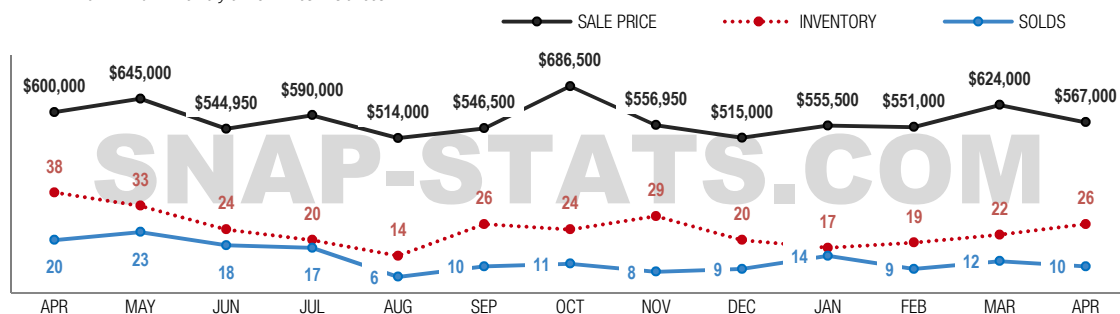
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER ATTACHED:** Sellers market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** *Insufficient data but with 5 sales \$500,000 to \$600,000*
- Buyers Best Bet** Homes in Hawthorne and 2 bedroom properties
- Sellers Best Bet** Homes in Ladner Elementary and 3 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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