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Downtown Westside Eastside North Vancouver West Vancouver Richmond Tsawwassen

# IGUIVER

### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

### Inventory Sales Sales Ratio \$0 - 300,0000 0 NA 2 2 100% 300,001 - 400,000400,001 - 500,0007 1 14% 500,001 - 600,0009 78% 600.001 - 700.00032 47% 15 700,001 - 800,00031 27 87% 800,001 - 900,00029 13 45% 20 900,001 - 1,000,000 10 50% 1,000,001 - 1,250,00036 17 47% 1,250,001 - 1,500,000 27 16 59% 1,500,001 - 1,750,00025 4 16% 1,750,001 - 2,000,0009 8 113%\* 2,000,001 - 2,250,0005 4 80% 2,250,001 - 2,500,00011 0 NA 2,500,001 - 2,750,00011 9% 2,750,001 - 3,000,0008 13% 3,000,001 - 3,500,00016 2 13% 3,500,001 - 4,000,00018 0 NA 3 0 4.000.001 - 4.500.000NA 4,500,001 - 5,000,0003 0 NA 5,000,001 & Greater 26 6 23% TOTAL\* 135 41% 327 0 to 1 Bedroom 108 55 51% 2 Bedrooms 153 67 44% 23% 3 Bedrooms 13 57 4 Bedrooms & Greater 9 0 NA TOTAL\* 327 135 41%

### Community ATTACHED CONDOS & TOWNHOMES

	Inventory	Sales	Sales Ratio
Coal Harbour	48	14	29%
Downtown	142	56	39%
Westend	46	20	43%
Yaletown	91	45	49%
TOTAL*	327	135	41%

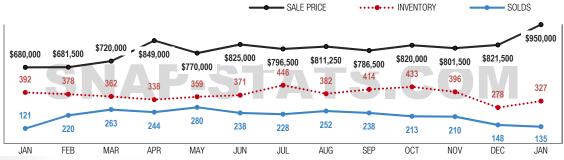
SnapStats® Median Data	December	January	Variance
Inventory	278	327	18%
Solds	148	135	-9%
Sale Price	\$821,500	\$950,000	16%
Sale Price SQFT	\$1,101	\$1,145	4%
Sale to List Price Ratio	99%	100%	1%
Days on Market	12	11	-8%

<sup>\*</sup>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 DOWNTOWN: Sellers market at 41% Sales Ratio average (4.1 in 10 homes selling rate)
- · Homes are selling on average at list price
- Most Active Price Band\*\* +/- \$1 mil: \$500k to \$600k (78% Sales Ratio) / \$1.75 mil to \$2 mil (>100% Sales Ratio)
- Buyers Best Bet\*\* +/- \$1 mil: Homes between \$800k to \$900k / \$2.5 mil to \$2.75 mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Yaletown and up to 1 bedroom properties

### 13 Month **Market Trend**





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<sup>\*\*</sup> With a minimum inventory of 10 in most instances

### **Price Band & Bedroom DETACHED HOUSES**

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	1	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	0	0	NA
700,001 - 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	1	NA*
1,250,001 - 1,500,000	1	0	NA
1,500,001 - 1,750,000	2	0	NA
1,750,001 - 2,000,000	6	0	NA
2,000,001 - 2,250,000	5	2	40%
2,250,001 - 2,500,000	24	3	13%
2,500,001 - 2,750,000	11	2	18%
2,750,001 - 3,000,000	44	6	14%
3,000,001 - 3,500,000	64	5	8%
3,500,001 - 4,000,000	81	12	15%
4,000,001 - 4,500,000	52	4	8%
4,500,001 - 5,000,000	63	2	3%
5,000,001 & Greater	242	7	3%
TOTAL*	597	45	8%
2 Bedrooms & Less	22	2	9%
3 to 4 Bedrooms	209	13	6%
5 to 6 Bedrooms	295	26	9%
7 Bedrooms & More	71	4	6%
TOTAL*	597	45	8%

Community	DETAGLIED	HOLLOES
Commillinity	TIETAL HELL	HIIIISES
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SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	31	4	13%
Cambie	29	3	10%
Dunbar	86	8	9%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	45	3	7%
Kitsilano	34	3	9%
Mackenzie Heights	15	1	7%
Marpole	47	3	6%
Mount Pleasant	3	0	NA
Oakridge	12	0	NA
Point Grey	48	8	17%
Quilchena	28	3	11%
SW Marine	29	1	3%
Shaughnessy	75	1	1%
South Cambie	10	0	NA
South Granville	63	5	8%
Southlands	26	0	NA
University	16	2	13%
TOTAL*	597	45	8%

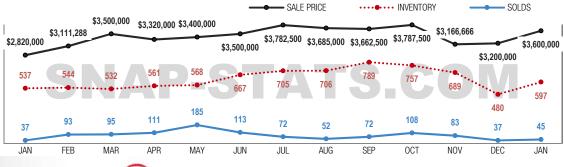
SnapStats® Median Data	December	January	Variance	
Inventory	480	597	24%	
Solds	37	45	22%	
Sale Price	\$3,200,000	\$3,600,000	13%	
Sale Price SQFT	\$1,160	\$1,238	7%	
Sale to List Price Ratio	100%	93%	-7%	
Days on Market	64	47	-27%	

\*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 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band\*\* +/-\$3 mil: \$2.5 mil to \$2.75 mil (18% Sales Ratio) / \$3.5 mil to \$4 mil (15% Sales Ratio)
- Buyers Best Bet\*\* +/-\$3 mil: Homes between \$2.25 to \$2.5 mil / \$4.5 mil plus, SW Marine and Shaughnessy
- Sellers Best Bet\*\* Selling homes in Point Grey and up to 2 bedrooms/ 5 to 6 bedroom properties

### 13 Month Market Trend





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<sup>\*\*</sup> With a minimum inventory of 10 in most instances

### 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	5	6	120%*
500,001 - 600,000	13	16	123%*
600,001 - 700,000	31	20	65%
700,001 - 800,000	25	13	52%
800,001 - 900,000	23	8	35%
900,001 - 1,000,000	27	17	63%
1,000,001 - 1,250,000	39	14	36%
1,250,001 - 1,500,000	41	14	34%
1,500,001 - 1,750,000	32	5	16%
1,750,001 - 2,000,000	39	4	10%
2,000,001 - 2,250,000	13	3	23%
2,250,001 - 2,500,000	13	3	23%
2,500,001 - 2,750,000	9	1	11%
2,750,001 - 3,000,000	9	0	NA
3,000,001 - 3,500,000	3	1	33%
3,500,001 - 4,000,000	2	1	50%
4,000,001 - 4,500,000	1	0	NA
4,500,001 - 5,000,000	2	1	50%
5,000,001 & Greater	3	0	NA
TOTAL*	331	128	39%
0 to 1 Bedroom	76	51	67%
2 Bedrooms	153	60	39%
3 Bedrooms	86	15	17%
4 Bedrooms & Greater	16	2	13%
TOTAL*	331	128	39%

### Community ATTACHED CONDOS & TOWNHOMES

Arbutus 1	0 12	NA
0 11	12	0.50/
Cambie 34		35%
Dunbar 2	3	150%*
Fairview 39	16	41%
Falsecreek 54	18	33%
Kerrisdale 14	1	7%
Kitsilano 37	17	46%
Mackenzie Heights 0	0	NA
Marpole 36	13	36%
Mount Pleasant 7	3	43%
Oakridge 8	3	38%
Point Grey 3	4	133%*
Quilchena 8	3	38%
SW Marine 5	3	60%
Shaughnessy 7	0	NA
South Cambie 10	0	NA
South Granville 14	2	14%
Southlands 0	1	NA*
University 52	29	56%
TOTAL* 331	128	39%

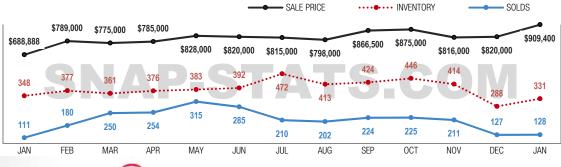
SnapStats® <i>Median Data</i>	December	January	Variance	
Inventory	288	331	15%	
Solds	127	128	1%	
Sale Price	\$820,000	\$909,400	11%	
Sale Price SQFT	\$943	\$986	5%	
Sale to List Price Ratio	101%	99%	-2%	
Days on Market	10	11	10%	

<sup>\*</sup>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 39% Sales Ratio average (3.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Kerrisdale, South Granville and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Kitsilano, University and up to 1 bedroom properties

### 13 Month Market Trend





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### **Price Band & Bedroom DETACHED HOUSES**

\$0 - 300,000
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
500,001 - 600,000
600,001 – 700,000
700,001 – 800,000
800,001 – 900,000
900,001 – 1,000,000
1,000,001 – 1,250,000 16 6 38%
1,250,001 – 1,500,000 68 9 13%
1,500,001 – 1,750,000 100 14 14%
1,750,001 – 2,000,000 109 9 8%
2,000,001 – 2,250,000 39 2 5%
2,250,001 – 2,500,000 76 2 3%
2,500,001 – 2,750,000 45 1 2%
2,750,001 – 3,000,000 57 0 NA
3,000,001 – 3,500,000 42 1 2%
3,500,001 – 4,000,000
4,000,001 – 4,500,000 3 0 NA
4,500,001 - 5,000,000
5,000,001 & Greater 1 0 NA
TOTAL* 570 44 8%
2 Bedrooms & Less 40 3 8%
3 to 4 Bedrooms 183 20 11%
5 to 6 Bedrooms 257 15 6%
7 Bedrooms & More 90 6 7%
TOTAL* 570 44 8%

Community	DETACHED	HOUSES
Community	DETACHED	ПОООЕО

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	66	4	6%
Downtown	0	0	NA
Fraser	39	5	13%
Fraserview	42	2	5%
Grandview	43	9	21%
Hastings	19	0	NA
Hastings East	19	4	21%
Killarney	47	3	6%
Knight	41	5	12%
Main	29	2	7%
Mount Pleasant	11	2	18%
Renfrew Heights	28	1	4%
Renfrew	89	4	4%
South Vancouver	67	2	3%
Victoria	28	1	4%
TOTAL*	570	44	8%

SnapStats® Median Data	December	January	Variance	
Inventory	527	570	8%	
Solds	87	44	-49%	
Sale Price	\$1,650,000	\$1,597,444	-3%	
Sale Price SQFT	\$748	\$681	-9%	
Sale to List Price Ratio	98%	99%	1%	
Dave on Market	2/	33	38%	

\*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:** Buyers market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 38% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$2.5 mil to \$2.75 mil/\$3 mil to \$3.5 mil, South Vancouver and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Grandview, Hastings East and 3 to 4 bedroom properties

### 13 Month Market Trend





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### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	1	NA*
300,001 - 400,000	3	1	33%
400,001 - 500,000	22	9	41%
500,001 - 600,000	27	24	89%
600,001 - 700,000	29	17	59%
700,001 — 800,000	34	12	35%
800,001 – 900,000	18	9	50%
900,001 - 1,000,000	13	2	15%
1,000,001 - 1,250,000	39	5	13%
1,250,001 - 1,500,000	12	3	25%
1,500,001 - 1,750,000	6	4	67%
1,750,001 - 2,000,000	2	1	50%
2,000,001 - 2,250,000	1	0	NA
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	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*	211	88	42%
0 to 1 Bedroom	55	44	80%
2 Bedrooms	108	28	26%
3 Bedrooms	44	14	32%
4 Bedrooms & Greater	4	2	50%
TOTAL*	211	88	42%

### Community ATTACHED CONDOS & TOWNHOMES

	Inventory	Sales	Sales Ratio
Champlain Heights	31	18	58%
Collingwood	23	9	39%
Downtown	5	5	100%
Fraser	12	3	25%
Fraserview	2	3	150%*
Grandview	8	6	75%
Hastings	10	7	70%
Hastings East	4	1	25%
Killarney	11	4	36%
Knight	7	3	43%
Main	8	3	38%
Mt Pleasant	48	18	38%
Renfrew Heights	0	0	NA
Renfrew	8	3	38%
South Vancouver	0	0	NA
Victoria	34	5	15%
TOTAL*	211	88	42%

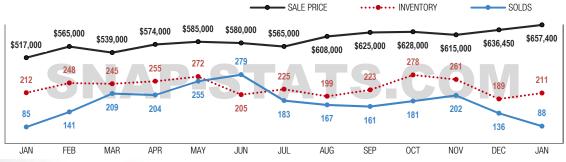
SnapStats® Median Data	December	January	Variance
Inventory	189	211	12%
Solds	136	88	-35%
Sale Price	\$636,450	\$657,400	3%
Sale Price SQFT	\$787	\$863	10%
Sale to List Price Ratio	101%	102%	1%
Days on Market	9	10	11%

<sup>\*</sup>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 42% Sales Ratio average (4.2 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 89% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Fraser, Victoria and 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Grandview, Hastings and up to 1 bedroom properties

### 13 Month Market Trend





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### **Price Band & Bedroom DETACHED HOUSES**

### Inventory Sales Sales Ratio \$0 - 300,0000 0 NA NA 300,001 - 400,0000 0 400,001 - 500,000 0 0 NA 500,001 - 600,0000 0 NA 600.001 - 700.000NA 0 0 700,001 - 800,000NA 800,001 - 900,0000 0 NA 0 NA\* 900,001 - 1,000,000 500%\* 1,000,001 - 1,250,0001 5 1,250,001 - 1,500,000 22 32% 1,500,001 - 1,750,00027 6 22% 1,750,001 - 2,000,00041 6 15% 2,000,001 - 2,250,00015 0 NA 2,250,001 - 2,500,00023 4 17% 2,500,001 - 2,750,00019 5% 2,750,001 - 3,000,00021 0 NA 3,000,001 - 3,500,00023 N NΔ 3,500,001 - 4,000,00019 0 NA 0 4.000.001 - 4.500.00016 NA 4,500,001 - 5,000,0004 0 NA 5,000,001 & Greater 3 0 NA 234 TOTAL\* 30 13% 2 Bedrooms & Less 10 3 30% 20 3 to 4 Bedrooms 96 21% 5 to 6 Bedrooms 105 7% 7 7 Bedrooms & More 23 0 NA TOTAL\* 234 30 13%

SnapStats® Median Data	December	January	Variance
Inventory	189	234	24%
Solds	68	30	-56%
Sale Price	\$1,707,500	\$1,637,500	-4%
Sale Price SQFT	\$639	\$732	15%
Sale to List Price Ratio	97%	100%	3%
Days on Market	24	26	8%

### **Community DETACHED HOUSES**

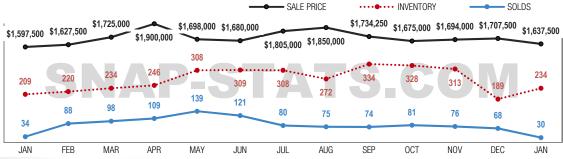
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SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	7	1	14%
Boulevard	9	1	11%
Braemar	2	0	NA
Calverhall	4	0	NA
Canyon Heights	30	3	10%
Capilano	5	0	NA
Central Lonsdale	11	1	9%
Deep Cove	5	2	40%
Delbrook	2	2	100%
Dollarton	7	0	NA
Edgemont	20	1	5%
Forest Hills	14	2	14%
Grouse Woods	2	0	NA
Hamilton	1	3	300%*
Hamilton Heights	1	0	NA
Indian Arm	0	0	NA
Indian River	0	0	NA
Lower Lonsdale	7	0	NA
Lynn Valley	25	4	16%
Lynnmour	2	1	50%
Norgate	1	0	NA
Northlands	1	0	NA
Pemberton Heights	8	0	NA
Pemberton	11	1	9%
Princess Park	3	0	NA
Queensbury	3	0	NA
Roche Point	2	1	50%
Seymour	6	0	NA
Tempe	1	1	100%
Upper Delbrook	7	0	NA
Upper Lonsdale	25	6	24%
Westlynn	5	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	3	0	NA
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	234	30	13%

<sup>\*</sup>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 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 32% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$2.5 mil to \$2.75 mil, Edgemont and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Upper Lonsdale and up to 2 bedroom properties

### 13 Month Market Trend





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### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

### Inventory Sales Sales Ratio \$0 - 300,000NA\* 0 1 100% 300,001 - 400,000400,001 - 500,000 10 11 110% 500,001 - 600,00019 19 100% 600.001 - 700.000127% 11 14 700,001 - 800,00017 13 76% 800,001 - 900,00021 15 71% 13 69% 900,001 - 1,000,000 9 9 32% 1,000,001 - 1,250,00028 1,250,001 - 1,500,000 19 7 37% 1,500,001 - 1,750,0001 1 100% 1,750,001 - 2,000,0004 25% 1 2,000,001 - 2,250,0002 0 NA 2,250,001 - 2,500,0000 0 NA 2,500,001 - 2,750,0000 0 NA 2,750,001 - 3,000,0000 NA 0 3,000,001 - 3,500,0002 N NΔ 3,500,001 - 4,000,0000 NA 0 4.000.001 - 4.500.0000 NA 4,500,001 - 5,000,0000 NA 0 5,000,001 & Greater 0 NA 0 TOTAL\* 149 68% 101 2 Bedrooms & Less 27 26 96% 54 64% 3 to 4 Bedrooms 84 34 20 59% 5 to 6 Bedrooms 7 Bedrooms & More 25% 4 1 TOTAL\* 149 101 68%

SnapStats® Median Data	December	January	Variance
Inventory	150	149	-1%
Solds	94	101	7%
Sale Price	\$676,500	\$729,900	8%
Sale Price SQFT	\$802	\$746	-7%
Sale to List Price Ratio	99%	99%	NA
Days on Market	16	19	19%

### Community ATTACHED CONDOS & TOWNHOMES

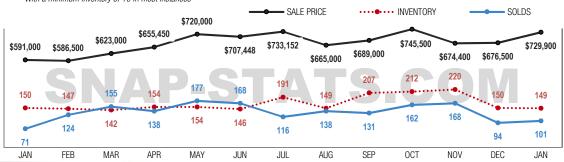
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SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	1	0	NA
Central Lonsdale	29	20	69%
Deep Cove	0	0	NA
Delbrook	0	0	NA
Dollarton	3	1	33%
Edgemont	3	1	33%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	10	6	60%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	0	1	NA*
Lower Lonsdale	37	25	68%
Lynn Valley	16	15	94%
Lynnmour	15	10	67%
Norgate	1	2	200%*
Northlands	8	2	25%
Pemberton Heights	0	2	NA*
Pemberton	7	3	43%
Princess Park	0	0	NA
Queensbury	2	2	100%
Roche Point	7	4	57%
Seymour	2	1	50%
Tempe	0	0	NA
Upper Delbrook	1	1	100%
Upper Lonsdale	5	4	80%
Westlynn	2	1	50%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	149	101	68%

<sup>\*</sup>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 68% Sales Ratio average (6.8 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$400,000 to \$700,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Northlands and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lynn Valley and up to 2 bedroom properties

### 13 Month Market Trend





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<sup>\*\*</sup> With a minimum inventory of 10 in most instances

### **Price Band & Bedroom DETACHED HOUSES**

### Inventory Sales Sales Ratio \$0 - 300,0000 0 NA NA 300,001 - 400,0000 0 400,001 - 500,000 0 0 NA 500,001 - 600,0000 0 NA 600.001 - 700.000NA 0 0 700,001 - 800,000NA 800,001 - 900,0000 0 NA 0 NA 900,001 - 1,000,000 0 1,000,001 - 1,250,0000 NA3 1 1,250,001 - 1,500,000 100% 1,500,001 - 1,750,0005 1 20% 1,750,001 - 2,000,00011% 2,000,001 - 2,250,00013 8% 2,250,001 - 2,500,00023 4% 21 2,500,001 - 2,750,0005% 2,750,001 - 3,000,00030 0 NA 3,000,001 - 3,500,00033 2 6% 3,500,001 - 4,000,00055 2% 21 5% 4.000.001 - 4.500.0001 4,500,001 - 5,000,00031 3% 1 5,000,001 & Greater 136 3 2% TOTAL\* 4% 378 15 2 Bedrooms & Less 14 0 NΔ 9 3 to 4 Bedrooms 167 5% 5 to 6 Bedrooms 6 3% 176 7 Bedrooms & More 21 0 NA TOTAL\* 378 15 4%

SnapStats® Median Data	December	January	Variance
Inventory	348	378	9%
Solds	29	15	-48%
Sale Price	\$3,600,000	\$3,052,000	-15%
Sale Price SQFT	\$954	\$826	-13%
Sale to List Price Ratio	90%	94%	4%
Days on Market	57	56	-2%

### **Community DETACHED HOUSES**

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	14	0	NA
Ambleside	39	0	NA
Bayridge	11	1	9%
British Properties	64	3	5%
Canterbury	5	0	NA
Caulfield	23	3	13%
Cedardale	7	2	29%
Chartwell	22	1	5%
Chelsea Park	5	0	NA
Cypress	4	0	NA
Cypress Park Estates	12	0	NA
Deer Ridge	0	0	NA
Dundarave	24	0	NA
Eagle Harbour	14	0	NA
Eagleridge	3	0	NA
Furry Creek	1	1	100%
Gleneagles	6	0	NA
Glenmore	12	1	8%
Horseshoe Bay	7	0	NA
Howe Sound	3	0	NA
Lions Bay	12	2	17%
Old Caulfield	4	0	NA
Panorama Village	0	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	10	1	10%
Rockridge	5	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	16	0	NA
Upper Caulfield	7	0	NA
West Bay	13	0	NA
Westhill	7	0	NA
Westmount	13	0	NA
Whitby Estates	8	0	NA
Whytecliff	3	0	NA
TOTAL*	378	15	4%

<sup>\*</sup>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 4% Sales Ratio average (4 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band\*\* \$1.75 mil to \$2 mil with average 11% Sales Ratio (Buyers market speed)
- Buyers Best Bet\*\* Homes \$3.5 mil to \$4 mil & \$5 mil plus, British Properties, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lions Bay and 3 to 4 bedroom properties

### 13 Month Market Trend





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<sup>\*\*</sup> With a minimum inventory of 10 in most instances

### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

### Community ATTACHED CONDOS & TOWNHOMES

			0 1 0 11
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	2	2	100%
600,001 – 700,000	0	2	NA*
700,001 – 800,000	3	1	33%
800,001 – 900,000	3	0	NA
900,001 - 1,000,000	3	1	33%
1,000,001 - 1,250,000	6	1	17%
1,250,001 - 1,500,000	10	4	40%
1,500,001 - 1,750,000	10	6	60%
1,750,001 - 2,000,000	3	1	33%
2,000,001 - 2,250,000	4	0	NA
2,250,001 - 2,500,000	5	1	20%
2,500,001 - 2,750,000	0	2	NA*
2,750,001 - 3,000,000	1	1	100%
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	1	0	NA
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	4	1	25%
5,000,001 & Greater	2	0	NA
TOTAL*	63	24	38%
0 to 1 Bedroom	10	4	40%
2 Bedrooms	37	18	49%
3 Bedrooms	14	2	14%
4 Bedrooms & Greater	2	0	NA
TOTAL*	63	24	38%

	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	9	9	100%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	2	1	50%
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	1	50%
Deer Ridge	1	0	NA
Dundarave	9	1	11%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	5	1	20%
Howe Sound	1	0	NA
Lions Bay	0	1	NA*
Old Caulfield	0	0	NA
Panorama Village	10	7	70%
Park Royal	14	3	21%
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	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	5	0	NA
Whytecliff	0	0	NA
TOTAL*	63	24	38%
nd pariods If > 100% MI S@ data report	nd provious month's	calce exceeded o	surront invontory count

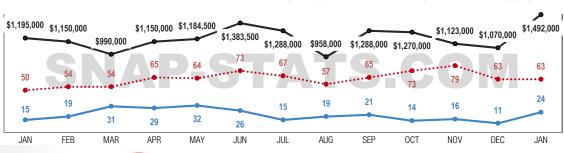
SnapStats® Median Data December January **Variance** 63 63 NA Inventory Solds 24 118% Sale Price \$1,070,000 \$1,492,000 39% Sale Price SQFT \$1,038 \$1,134 9% Sale to List Price Ratio 87% 93% 7% 96% Days on Market 23 45

\*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 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band\*\* \$1.5 mil to \$1.75 mil with average 60% Sales Ratio (Sellers market speed)
- Buvers Best Bet\*\* Homes \$1.25 mil to \$1.5 mil, Dundarave and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ambleside and 2 bedroom properties

### 13 Month Market Trend



- SALE PRICE



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····• INVENTORY

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SOLDS

<sup>\*\*</sup> With a minimum inventory of 10 in most instances

# Snap Stats RICHMOND

### **Price Band & Bedroom DETACHED HOUSES**

\$0 - 300,000	SnapStats®	Inventory	Sales	Sales Ratio
400,001 - 500,000       0       NA         500,001 - 600,000       1       0       NA         600,001 - 700,000       0       0       NA         700,001 - 800,000       0       0       NA         800,001 - 900,000       0       1       NA*         900,001 - 1,000,000       2       0       NA         1,000,001 - 1,250,000       10       1       10%         1,250,001 - 1,500,000       37       17       46%         1,500,001 - 1,750,000       72       13       18%         1,750,001 - 2,000,000       80       12       15%         2,000,001 - 2,250,000       60       7       12%         2,250,001 - 2,500,000       65       5       8%         2,500,001 - 2,750,000       33       2       6%         2,750,001 - 3,000,000       32       1       3%         3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA	\$0 - 300,000	2	0	NA
500,001 - 600,000         1         0         NA           600,001 - 700,000         0         0         NA           700,001 - 800,000         0         0         NA           800,001 - 900,000         0         1         NA*           900,001 - 1,000,000         2         0         NA           1,000,001 - 1,250,000         10         1         10%           1,250,001 - 1,500,000         37         17         46%           1,500,001 - 1,750,000         72         13         18%           1,750,001 - 2,000,000         80         12         15%           2,000,001 - 2,250,000         60         7         12%           2,250,001 - 2,500,000         65         5         8%           2,500,001 - 2,750,000         33         2         6%           2,750,001 - 3,000,000         32         1         3%           3,000,001 - 3,500,000         32         1         3%           3,500,001 - 4,000,000         41         1         2%           4,000,001 - 4,500,000         9         0         NA           5,000,001 & Greater         14         0         NA           5,000,001 & Greater         14	300,001 - 400,000	0	0	NA
600,001 - 700,000	400,001 - 500,000	0	0	NA
700,001 – 800,000         0         NA           800,001 – 900,000         0         1         NA*           900,001 – 1,000,000         2         0         NA           1,000,001 – 1,250,000         10         1         10%           1,250,001 – 1,500,000         37         17         46%           1,500,001 – 1,750,000         72         13         18%           1,750,001 – 2,000,000         80         12         15%           2,000,001 – 2,250,000         60         7         12%           2,250,001 – 2,500,000         65         5         8%           2,500,001 – 2,750,000         33         2         6%           2,750,001 – 3,000,000         36         5         9%           3,000,001 – 3,500,000         32         1         3%           3,500,001 – 4,000,000         41         1         2%           4,000,001 – 4,500,000         9         0         NA           4,500,001 – 5,000,000         16         0         NA           5,000,001 & Greater         14         0         NA           TOTAL*         530         65         12%           2 Bedrooms         209         30         14%	500,001 - 600,000	1	0	NA
800,001 - 900,000       0       1       NA*         900,001 - 1,000,000       2       0       NA         1,000,001 - 1,250,000       10       1       10%         1,250,001 - 1,500,000       37       17       46%         1,500,001 - 1,750,000       72       13       18%         1,750,001 - 2,000,000       80       12       15%         2,000,001 - 2,250,000       60       7       12%         2,250,001 - 2,500,000       65       5       8%         2,500,001 - 2,750,000       33       2       6%         2,750,001 - 3,000,000       36       5       9%         3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	600,001 - 700,000	0	0	NA
900,001 – 1,000,000 2 0 NA 1,000,001 – 1,250,000 10 1 100% 1,250,001 – 1,500,000 37 17 46% 1,500,001 – 1,750,000 72 13 18% 1,750,001 – 2,000,000 80 12 15% 2,000,001 – 2,250,000 60 7 12% 2,250,001 – 2,500,000 65 5 8% 2,500,001 – 2,750,000 33 2 6% 2,750,001 – 3,000,000 56 5 9% 3,000,001 – 3,500,000 32 1 3% 3,500,001 – 4,000,000 41 1 2% 4,000,001 – 4,500,000 9 0 NA 4,500,001 – 5,000,000 16 0 NA 5,000,001 & Greater 14 0 NA TOTAL* 530 65 12%  2 Bedrooms & Less 21 2 10% 3 to 4 Bedrooms 209 30 14% 5 to 6 Bedrooms 271 32 12% 7 Bedrooms & More 29 1 3%	700,001 — 800,000	0	0	NA
1,000,001 - 1,250,000       10       1       10%         1,250,001 - 1,500,000       37       17       46%         1,500,001 - 1,750,000       72       13       18%         1,750,001 - 2,000,000       80       12       15%         2,000,001 - 2,250,000       60       7       12%         2,250,001 - 2,500,000       65       5       8%         2,500,001 - 2,750,000       33       2       6%         2,750,001 - 3,000,000       56       5       9%         3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	800,001 – 900,000	0	1	NA*
1,250,001 - 1,500,000	900,001 - 1,000,000	2	-	NA
1,500,001 - 1,750,000       72       13       18%         1,750,001 - 2,000,000       80       12       15%         2,000,001 - 2,250,000       60       7       12%         2,250,001 - 2,500,000       65       5       8%         2,500,001 - 2,750,000       33       2       6%         2,750,001 - 3,000,000       56       5       9%         3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%		10	1	10%
1,750,001 - 2,000,000       80       12       15%         2,000,001 - 2,250,000       60       7       12%         2,250,001 - 2,500,000       65       5       8%         2,500,001 - 2,750,000       33       2       6%         2,750,001 - 3,000,000       56       5       9%         3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	1,250,001 – 1,500,000	37	17	46%
2,000,001 - 2,250,000       60       7       12%         2,250,001 - 2,500,000       65       5       8%         2,500,001 - 2,750,000       33       2       6%         2,750,001 - 3,000,000       56       5       9%         3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	1,500,001 – 1,750,000	72	13	18%
2,250,001 - 2,500,000 65 5 8% 2,500,001 - 2,750,000 33 2 6% 2,750,001 - 3,000,000 56 5 9% 3,000,001 - 3,500,000 32 1 3% 3,500,001 - 4,000,000 41 1 2% 4,000,001 - 4,500,000 9 0 NA 4,500,001 - 5,000,000 16 0 NA 5,000,001 & Greater 14 0 NA TOTAL* 530 65 12%  2 Bedrooms & Less 21 2 10% 3 to 4 Bedrooms 209 30 14% 5 to 6 Bedrooms 271 32 12% 7 Bedrooms & More 29 1 3%	1,750,001 – 2,000,000	80		15%
2,500,001 - 2,750,000       33       2       6%         2,750,001 - 3,000,000       56       5       9%         3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	2,000,001 - 2,250,000	60	7	12%
2,750,001 - 3,000,000       56       5       9%         3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	2,250,001 - 2,500,000	65	5	8%
3,000,001 - 3,500,000       32       1       3%         3,500,001 - 4,000,000       41       1       2%         4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	2,500,001 - 2,750,000	33	2	6%
3,500,001 - 4,000,000	2,750,001 - 3,000,000	56	5	9%
4,000,001 - 4,500,000       9       0       NA         4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	3,000,001 - 3,500,000		•	3%
4,500,001 - 5,000,000       16       0       NA         5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	3,500,001 - 4,000,000	41	1	2%
5,000,001 & Greater       14       0       NA         TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	4,000,001 - 4,500,000		0	NA
TOTAL*       530       65       12%         2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	4,500,001 - 5,000,000	16	0	NA
2 Bedrooms & Less       21       2       10%         3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	5,000,001 & Greater	14	0	NA
3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%	TOTAL*	530	65	12%
3 to 4 Bedrooms       209       30       14%         5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%				
5 to 6 Bedrooms       271       32       12%         7 Bedrooms & More       29       1       3%		= :	_	
7 Bedrooms & More 29 1 3%				
		271	32	
TOTAL* 530 65 12%			•	- / -
	TOTAL*	530	65	12%

SnapStats® Median Data	December	January	Variance
Inventory	488	530	9%
Solds	67	65	-3%
Sale Price	\$1,680,000	\$1,760,000	5%
Sale Price SQFT	\$671	\$677	1%
Sale to List Price Ratio	95%	98%	3%
Days on Market	43	38	-12%

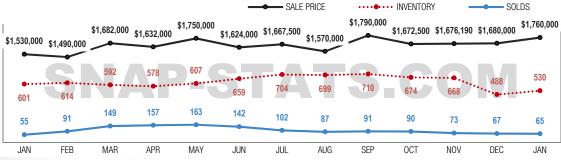
### **Community DETACHED HOUSES**

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	12	3	25%
Bridgeport	8	1	13%
Brighouse	6	0	NA
Brighouse South	0	0	NA
Broadmoor	50	2	4%
East Cambie	16	2	13%
East Richmond	2	0	NA
Garden City	31	3	10%
Gilmore	2	0	NA
Granville	53	4	8%
Hamilton	10	1	10%
Ironwood	11	0	NA
Lackner	27	3	11%
McLennan	13	1	8%
McLennan North	4	0	NA
McNair	29	2	7%
Quilchena	19	6	32%
Riverdale	31	5	16%
Saunders	37	5	14%
Sea Island	5	0	NA
Seafair	40	4	10%
South Arm	9	4	44%
Steveston North	34	5	15%
Steveston South	13	1	8%
Steveston Village	7	0	NA
Terra Nova	13	2	15%
West Cambie	17	2	12%
Westwind	5	3	60%
Woodwards	26	6	23%
TOTAL*	530	65	12%

### **Market Summary**

- Market Type Indicator RICHMOND DETACHED: Balanced market at 12% Sales Ratio average (11% is a Buyers market)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 46% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$3 mil to \$4 mil, Broadmoor and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Quilchena, South Arm and 3 to 4 bedroom properties

### 13 Month Market Trend





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<sup>\*</sup>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.

<sup>\*\*</sup> With a minimum inventory of 10 in most instances

### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	4	3	75%
300,001 - 400,000	23	13	57%
400,001 - 500,000	32	30	94%
500,001 - 600,000	42	32	76%
600,001 - 700,000	59	41	69%
700,001 - 800,000	65	32	49%
800,001 - 900,000	71	16	23%
900,001 - 1,000,000	70	22	31%
1,000,001 - 1,250,000	52	10	19%
1,250,001 – 1,500,000	32	1	3%
1,500,001 - 1,750,000	11	1	9%
1,750,001 - 2,000,000	6	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	0	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
TOTAL*	470	201	43%
0 to 1 Bedroom	62	43	69%
2 Bedrooms	189	99	52%
3 Bedrooms	157	51	32%
4 Bedrooms & Greater	62	8	13%
TOTAL*	470	201	43%

SnapStats® Median Data	December	January	Variance
Inventory	456	470	3%
Solds	219	201	-8%
Sale Price	\$661,000	\$663,500	NA
Sale Price SQFT	\$692	\$698	1%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	12	23	92%

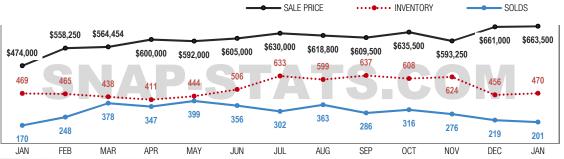
### **Community ATTACHED CONDOS & TOWNHOMES**

	Inventory	Sales	Sales Ratio
Boyd Park	5	3	60%
Bridgeport	14	6	43%
Brighouse	153	65	42%
Brighouse South	49	30	61%
Broadmoor	9	1	11%
East Cambie	9	4	44%
East Richmond	3	1	33%
Garden City	4	3	75%
Gilmore	0	0	NA
Granville	6	1	17%
Hamilton	3	3	100%
Ironwood	4	3	75%
Lackner	3	0	NA
McLennan	0	0	NA
McLennan North	51	19	37%
McNair	1	0	NA
Quilchena	10	0	NA
Riverdale	10	4	40%
Saunders	10	0	NA
Sea Island	0	0	NA
Seafair	2	0	NA
South Arm	7	1	14%
Steveston North	1	0	NA
Steveston South	28	7	25%
Steveston Village	6	0	NA
Terra Nova	8	4	50%
West Cambie	60	41	68%
Westwind	1	0	NA
Woodwards	13	5	38%
TOTAL*	470	201	43%

### **Market Summary**

- Market Type Indicator RICHMOND ATTACHED: Sellers market at 43% Sales Ratio average (4.3 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 94% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Broadmoor and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Brighouse South, West Cambie and up to 1 bedroom properties

### 13 Month Market Trend





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<sup>\*</sup>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.

<sup>\*\*</sup> With a minimum inventory of 10 in most instances

### **Price Band & Bedroom DETACHED HOUSES**

	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	1	NA*
900,001 - 1,000,000	2	1	50%
1,000,001 - 1,250,000	24	7	29%
1,250,001 - 1,500,000	32	0	NA
1,500,001 - 1,750,000	15	0	NA
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	1	0	NA
2,750,001 - 3,000,000	6	0	NA
3,000,001 - 3,500,000	5	0	NA
3,500,001 - 4,000,000	5	0	NA
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	117	9	8%
2 Bedrooms & Less	5	0	NA
3 to 4 Bedrooms	73	8	11%
5 to 6 Bedrooms	38	1	3%
7 Bedrooms & More	1	0	NA
TOTAL*	117	9	8%

SnapStats® Median Data	December	January	Variance
Inventory	100	117	17%
Solds	11	9	-18%
Sale Price	\$1,133,238	\$1,080,000	-5%
Sale Price SQFT	\$500	\$474	-5%
Sale to List Price Ratio	95%	98%	3%
Days on Market	55	84	53%

### **Community DETACHED HOUSES**

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	13	3	23%
Boundary Beach	14	1	7%
Cliff Drive	13	1	8%
English Bluff	14	2	14%
Pebble Hill	21	1	5%
Tsawwassen Central	31	1	3%
Tsawwassen East	11	0	NA
TOTAL*	117	9	8%

\*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: Buyers market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 29% Sales Ratio (Sellers market speed)
- Buyers Best Bet\*\* Homes in Boundary Beach, Cliff Drive, Pebble Hill and Tsawwassen Central
- Sellers Best Bet\*\* Selling homes in Beach Grove and 3 to 4 bedroom properties

### 13 Month Market Trend





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<sup>\*\*</sup> With a minimum inventory of 10 in most instances

Sales Ratio

Sales

### 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	4	1	25%
500,001 - 600,000	6	2	33%
600,001 - 700,000	4	3	75%
700,001 - 800,000	2	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	3	0	NA
1,000,001 - 1,250,000	2	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	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*	28	7	25%
0 to 1 Bedroom	6	0	NA
2 Bedrooms	16	5	31%
3 Bedrooms	5	2	40%
4 Bedrooms & Greater	1	0	NA
TOTAL*	28	7	25%

Beach Grove	4	3	75%
Boundary Beach	2	0	NA
Cliff Drive	16	2	13%
English Bluff	1	0	NA
Pebble Hill	0	0	NA

Inventory

Community ATTACHED CONDOS & TOWNHOMES

33% Tsawwassen Central 2 Tsawwassen East 50% TOTAL\* 28 25%

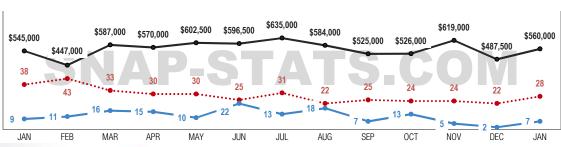
SnapStats® Median Data	December	January	Variance
Inventory	22	28	27%
Solds	2	7	250%
Sale Price	\$487,500	\$560,000	15%
Sale Price SQFT	\$547	\$456	-17%
Sale to List Price Ratio	96%	95%	-1%
Days on Market	110	26	-76%

<sup>\*</sup>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 25% Sales Ratio average (1 in 4 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* Insufficient data but with 3 sales \$600,000 to \$700,000
- Buvers Best Bet\*\* Insufficient data
- Sellers Best Bet\*\* Homes with 2 bedrooms

### 13 Month **Market Trend**



SALE PRICE



····• INVENTORY



SOLDS

<sup>\*\*</sup> With a minimum inventory of 10 in most instances

# SnapStats® LADNER

### **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	1	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	2	0	NA
700,001 - 800,000	2	0	NA
800,001 - 900,000	2	1	50%
900,001 - 1,000,000	8	1	13%
1,000,001 - 1,250,000	19	2	11%
1,250,001 - 1,500,000	10	1	10%
1,500,001 - 1,750,000	9	0	NA
1,750,001 - 2,000,000	6	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	3	0	NA
2,750,001 - 3,000,000	1	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	2	0	NA
TOTAL*	66	5	8%
2 Bedrooms & Less	6	0	NA
3 to 4 Bedrooms	46	4	9%
5 to 6 Bedrooms	13	1	8%
7 Bedrooms & More	1	0	NA
TOTAL*	66	5	8%

SnapStats® Median Data	December	January	Variance
Inventory	49	66	35%
Solds	14	5	-64%
Sale Price	\$934,900	\$1,138,000	22%
Sale Price SQFT	\$449	\$482	7%
Sale to List Price Ratio	95%	99%	4%
Days on Market	29	6	-79%

### **Community DETACHED HOUSES**

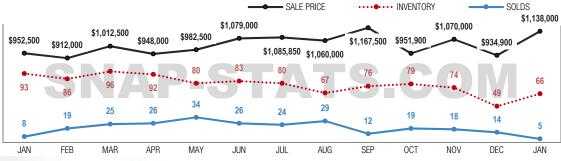
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	4	0	NA
East Delta	1	0	NA
Hawthorne	24	1	4%
Holly	5	1	20%
Ladner Elementary	11	2	18%
Ladner Rural	5	0	NA
Neilsen Grove	8	0	NA
Port Guichon	7	1	14%
Westham Island	1	0	NA
TOTAL*	66	5	8%

\*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: Buyers market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average 13% Sales Ratio (Balanced market speed)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Hawthorne and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ladner Elementary and 3 to 4 bedroom properties

### 13 Month Market Trend





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<sup>\*\*</sup> With a minimum inventory of 10 in most instances

### Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA
300,001 - 400,000	1	2	200%*
400,001 - 500,000	2	3	150%*
500,001 - 600,000	3	3	100%
600,001 - 700,000	1	4	400%*
700,001 - 800,000	5	0	NA
800,001 - 900,000	2	1	50%
900,001 - 1,000,000	2	1	50%
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*	17	14	82%
0 to 1 Bedroom	0	2	NA*
2 Bedrooms	7	8	114%*
3 Bedrooms	8	3	38%
4 Bedrooms & Greater	2	1	50%
TOTAL*	17	14	82%

Community		ACHIDAG A	TOM	UIO LIEO
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SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	0	4	NA*
East Delta	0	1	NA*
Hawthorne	6	4	67%
Holly	0	0	NA
Ladner Elementary	2	2	100%
Ladner Rural	3	0	NA
Neilsen Grove	6	3	50%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	17	14	82%

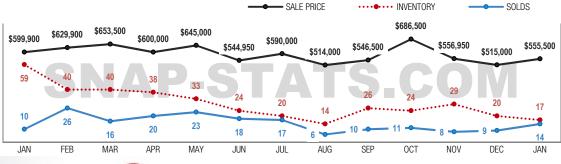
SnapStats® Median Data	December	January	Variance
Inventory	20	17	-15%
Solds	9	14	56%
Sale Price	\$515,000	\$555,500	8%
Sale Price SQFT	\$436	\$452	4%
Sale to List Price Ratio	101%	99%	-2%
Days on Market	9	6	-33%

<sup>\*</sup>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 82% Sales Ratio average (8.2 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* Insufficient data but with 4 sales \$600,000 to \$700,000
- Buyers Best Bet\*\* Homes with 3 bedrooms
- Sellers Best Bet\*\* Homes with 2 bedrooms

### 13 Month Market Trend





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<sup>\*\*</sup> With a minimum inventory of 10 in most instances