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Downtown Westside Eastside North Vancouver West Vancouver Richmond Tsawwassen

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## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 - 300,000	5	2	40%
300,001 - 400,000	7	4	57%
400,001 - 500,000	28	25	89%
500,001 - 600,000	53	32	60%
600,001 - 700,000	63	29	46%
700,001 - 800,000	48	15	31%
800,001 - 900,000	46	11	24%
900,001 - 1,000,000	30	10	33%
1,000,001 - 1,250,000	36	16	44%
1,250,001 - 1,500,000	38	9	24%
1,500,001 - 1,750,000	30	9	30%
1,750,001 - 2,000,000	21	2	10%
2,000,001 - 2,250,000	5	1	20%
2,250,001 - 2,500,000	5	0	NA
2,500,001 - 2,750,000	10	3	30%
2,750,001 - 3,000,000	8	2	25%
3,000,001 - 3,500,000	13	1	8%
3,500,001 - 4,000,000	5	1	20%
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	3	0	NA
5,000,001 & Greater	15	1	7%
TOTAL	469	173	37%
0 to 1 Bedroom	201	91	45%
2 Bedrooms	221	72	33%
3 Bedrooms	43	10	23%
4 Bedrooms & Greater	4	0	NA
TOTAL	469	173	37%

O	ATTACHED	COMPAC O	<b>TOWNHOMES</b>
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IIIVEIILUIY	Sales	Sales natio
57	11	19%
196	73	37%
86	36	42%
130	53	41%
469	173	37%
	57 196 86 130	57 11 196 73 86 36 130 53

Inventory

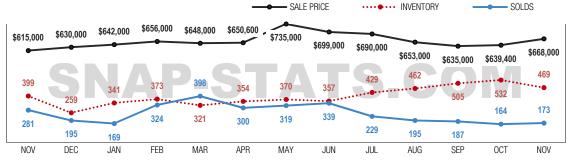
SnapStats® Median Data	October	November	Variance
Inventory	532	469	-12%
Solds	164	173	5%
Sale Price	\$639,400	\$668,000	4%
Sale Price SQFT	\$913	\$879	-4%
Sale to List Price Ratio	99%	103%	4%
Dave on Market	1/	1/	NΙΛ

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

### **Market Summary**

- Official Market Type **DOWNTOWN:** Sellers market at 37% Sales Ratio average (3.7 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* +/- \$1 mil: \$400k to \$500k (89% Sales Ratio) / \$1 mil to \$1.25 mil (44% Sales Ratio)
- Buyers Best Bet\*\* +/- \$1 mil: Homes between \$800k to \$900k / \$5 mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Westend, Yaletown and up to 1 bedroom properties

## 13 Month Market Trend





<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	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	1	0	NA
1,500,001 - 1,750,000	2	2	100%
1,750,001 - 2,000,000	8	1	13%
2,000,001 - 2,250,000	12	5	42%
2,250,001 - 2,500,000	19	6	32%
2,500,001 - 2,750,000	21	5	24%
2,750,001 - 3,000,000	42	7	17%
3,000,001 - 3,500,000	39	9	23%
3,500,001 - 4,000,000	70	16	23%
4,000,001 - 4,500,000	45	4	9%
4,500,001 - 5,000,000	51	0	NA
5,000,001 & Greater	193	14	7%
TOTAL	503	69	14%
2 Bedrooms & Less	21	7	33%
3 to 4 Bedrooms	174	29	17%
5 to 6 Bedrooms	252	29	12%
7 Bedrooms & More	56	4	7%
TOTAL	503	69	14%

Community	DETACHED	HOLICEC
Community	DETACHED	Πυυδεδ

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	32	3	9%
Cambie	25	3	12%
Dunbar	60	12	20%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	25	5	20%
Kitsilano	37	11	30%
Mackenzie Heights	13	4	31%
Marpole	35	2	6%
Mount Pleasant	3	0	NA
Oakridge	14	1	7%
Point Grey	48	13	27%
Quilchena	20	0	NA
SW Marine	19	2	11%
Shaughnessy	58	5	9%
South Cambie	12	2	17%
South Granville	69	4	6%
Southlands	23	2	9%
University	10	0	NA
TOTAL	503	69	14%

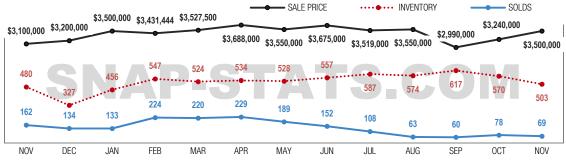
SnapStats® Median Data	October	November	Variance
Inventory	570	503	-12%
Solds	78	69	-12%
Sale Price	\$3,240,000	\$3,500,000	8%
Sale Price SQFT	\$1,129	\$1,232	9%
Sale to List Price Ratio	100%	96%	-4%
Davs on Market	24	34	42%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Official Market Type WESTSIDE DETACHED: Buyers market at 14% Sales Ratio average (15% is a Balanced market)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* +/-\$3 mil: \$2 mil to \$2.25 mil (42% Sales Ratio) / \$3 mil to \$4 mil (23% Sales Ratio)
- Buyers Best Bet\*\* +/-\$3 mil: \$1.75 mil to \$2 mil / \$5 mil plus, Marpole, Oakridge, South Granville and minimum 7 bedrooms
- Sellers Best Bet\*\* Selling homes in Kitsilano, Mackenzie Heights and up to 2 bedroom properties

# 13 Month Market Trend





<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	3	1	33%
300,001 - 400,000	9	9	100%
400,001 - 500,000	29	20	69%
500,001 - 600,000	34	25	74%
600,001 - 700,000	47	16	34%
700,001 - 800,000	40	18	45%
800,001 - 900,000	31	17	55%
900,001 - 1,000,000	32	9	28%
1,000,001 - 1,250,000	47	19	40%
1,250,001 - 1,500,000	44	13	30%
1,500,001 - 1,750,000	34	9	26%
1,750,001 - 2,000,000	21	2	10%
2,000,001 - 2,250,000	9	0	NA
2,250,001 - 2,500,000	5	1	20%
2,500,001 - 2,750,000	5	0	NA
2,750,001 - 3,000,000	3	2	67%
3,000,001 - 3,500,000	4	0	NA
3,500,001 - 4,000,000	4	0	NA
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	405	161	40%
0 to 1 Bedroom	111	57	51%
2 Bedrooms	201	77	38%
3 Bedrooms	83	27	33%
4 Bedrooms & Greater	10	0	NA
TOTAL	405	161	40%

# Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	0	0	NA
Cambie	31	7	23%
Dunbar	4	0	NA
Fairview	47	36	77%
Falsecreek	63	22	35%
Kerrisdale	20	8	40%
Kitsilano	51	27	53%
Mackenzie Heights	1	0	NA
Marpole	42	9	21%
Mount Pleasant	7	1	14%
Oakridge	11	5	45%
Point Grey	10	3	30%
Quilchena	12	6	50%
SW Marine	7	1	14%
Shaughnessy	4	0	NA
South Cambie	7	0	NA
South Granville	5	3	60%
Southlands	0	0	NA
University	83	33	40%
TOTAL	405	161	40%

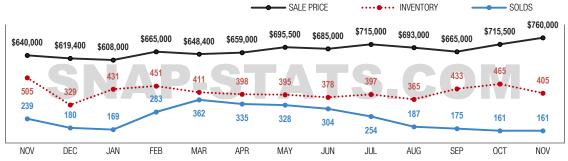
SnapStats® Median Data	October	November	Variance
Inventory	465	405	-13%
Solds	161	161	NA
Sale Price	\$715,500	\$760,000	6%
Sale Price SQFT	\$789	\$819	4%
Sale to List Price Ratio	98%	100%	2%
Days on Market	11	12	9%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Official Market Type WESTSIDE ATTACHED: Sellers market at 40% Sales Ratio average (4 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$300,000 to \$400,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Cambie, Marpole and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fairview, Kitsilano, Quilchena and up to 1 bedroom properties

## 13 Month Market Trend





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

### 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	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	1	1	100%
800,001 - 900,000	1	1	100%
900,001 - 1,000,000	11	2	18%
1,000,001 - 1,250,000	48	17	35%
1,250,001 – 1,500,000	124	28	23%
1,500,001 - 1,750,000	111	19	17%
1,750,001 – 2,000,000	134	9	7%
2,000,001 - 2,250,000	44	0	NA
2,250,001 – 2,500,000	74	0	NA
2,500,001 – 2,750,000	29	1	3%
2,750,001 – 3,000,000	55	1	2%
3,000,001 – 3,500,000	31	0	NA
3,500,001 - 4,000,000	2	0	NA
4,000,001 - 4,500,000	1	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	670	79	12%
2 Bedrooms & Less	39	5	13%
3 to 4 Bedrooms	236	34	14%
5 to 6 Bedrooms	302	33	11%
7 Bedrooms & More	93	7	8%
TOTAL	670	79	12%

Community	DETACHED	HOLICEC
Community	DETACHED	Πυυδεδ

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	3	0	NA
Collingwood	77	3	4%
Downtown	0	0	NA
Fraser	35	11	31%
Fraserview	27	3	11%
Grandview	52	8	15%
Hastings	10	1	10%
Hastings East	23	5	22%
Killarney	73	3	4%
Knight	54	3	6%
Main	21	8	38%
Mount Pleasant	13	7	54%
Renfrew Heights	54	5	9%
Renfrew	113	15	13%
South Vancouver	72	5	7%
Victoria	43	2	5%
TOTAL	670	79	12%

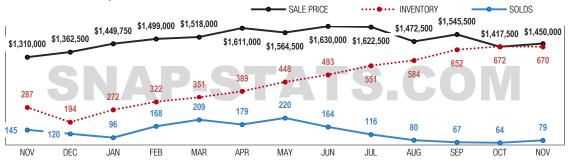
00t-t-@ 1/ // D./	Ostaban	Marranakan	Madagas
SnapStats® Median Data	October	November	Variance
Inventory	672	670	NA
Solds	64	79	23%
Sale Price	\$1,417,500	\$1,450,000	2%
Sale Price SQFT	\$635	\$668	5%
Sale to List Price Ratio	95%	97%	2%
Davs on Market	13	24	85%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Official Market Type EASTSIDE DETACHED: Buyers market at 12% Sales Ratio average (1.2 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 35% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.5 to \$3 mil, Collingwood, Killarney, Knight, South Vancouver, Victoria and 7 plus bedrooms
- Sellers Best Bet\*\* Selling homes in Fraser, Main, Mt Pleasant and up to 4 bedroom properties

# 13 Month Market Trend





<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	7	13	186%*
300,001 - 400,000	50	37	74%
400,001 - 500,000	37	43	116%*
500,001 - 600,000	45	24	53%
600,001 - 700,000	26	18	69%
700,001 - 800,000	33	16	48%
800,001 - 900,000	19	10	53%
900,001 - 1,000,000	8	0	NA
1,000,001 - 1,250,000	16	6	38%
1,250,001 — 1,500,000	8	1	13%
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	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	253	168	66%
0 to 1 Bedroom	106	95	90%
2 Bedrooms	94	57	61%
3 Bedrooms	49	14	29%
4 Bedrooms & Greater	4	2	50%
TOTAL	253	168	66%

O	ATTACHED	COMPAC O	<b>TOWNHOMES</b>
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COMMITTEE	$\Pi I I \Pi U I I L U$	CUINDUU C	IUVIVIUIVILU

	Inventory	Sales	Sales Ratio*
Champlain Heights	36	20	56%
Collingwood	34	14	41%
Downtown	16	12	75%
Fraser	12	7	58%
Fraserview	11	7	64%
Grandview	7	12	171%*
Hastings	10	13	130%*
Hastings East	2	2	100%
Killarney	9	3	33%
Knight	8	3	38%
Main	3	4	133%*
Mt Pleasant	66	58	88%
Renfrew Heights	0	0	NA
Renfrew	4	7	175%*
South Vancouver	0	0	NA
Victoria	35	6	17%
TOTAL	253	168	66%

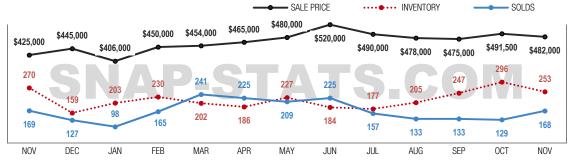
SnapStats® Median Data	October	November	Variance
Inventory	296	253	-15%
Solds	129	168	30%
Sale Price	\$491,500	\$482,000	-2%
Sale Price SQFT	\$664	\$673	1%
Sale to List Price Ratio	99%	100%	1%
Davs on Market	9	10	11%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Official Market Type **EASTSIDE ATTACHED:** Sellers market at 66% Sales Ratio average (6.6 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$0 to \$300,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Victoria and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Downtown, Grandview, Hastings, Mt Pleasant and up to 1 bedroom properties

## 13 Month Market Trend





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

### 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	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	34	25	74%
1,500,001 - 1,750,000	45	9	20%
1,750,001 - 2,000,000	41	10	24%
2,000,001 - 2,250,000	26	5	19%
2,250,001 - 2,500,000	27	3	11%
2,500,001 - 2,750,000	15	1	7%
2,750,001 - 3,000,000	18	0	NA
3,000,001 - 3,500,000	15	1	7%
3,500,001 - 4,000,000	9	1	11%
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	258	63	24%
2 Bedrooms & Less	13	0	NA
3 to 4 Bedrooms	116	40	34%
5 to 6 Bedrooms	108	22	20%
7 Bedrooms & More	21	1	5%
TOTAL	258	63	24%

SnapStats® Median Data	October	November	Variance
Inventory	312	258	-17%
Solds	62	63	2%
Sale Price	\$1,555,000	\$1,500,000	-4%
Sale Price SQFT	\$649	\$591	-9%
Sale to List Price Ratio	97%	94%	-3%
Days on Market	17	31	82%

## **Community DETACHED HOUSES**

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	4	1	25%
Boulevard	17	3	18%
Braemar	2	0	NA
Calverhall	5	2	40%
Canyon Heights	39	6	15%
Capilano	5	1	20%
Central Lonsdale	12	1	8%
Deep Cove	3	2	67%
Delbrook	7	1	14%
Dollarton	8	1	13%
Edgemont	19	2	11%
Forest Hills	7	2	29%
Grouse Woods	2	1	50%
Hamilton	2	1	50%
Hamilton Heights	2	0	NA
Indian Arm	2	0	NA
Indian River	2	3	150%*
Lower Lonsdale	6	0	NA
Lynn Valley	21	9	43%
Lynnmour	7	0	NA
Norgate	2	1	50%
Northlands	2	0	NA
Pemberton Heights	10	2	20%
Pemberton	3	0	NA
Princess Park	6	0	NA
Queensbury	5	4	80%
Roche Point	2	0	NA
Seymour	4	1	25%
Tempe	3	0	NA
Upper Delbrook	10	0	NA
Upper Lonsdale	30	11	37%
Westlynn	6	4	67%
Westlynn Terrace	1	2	200%*
Windsor Park	0	2	NA*
Woodlands-Sunshine Cascade	2	0	NA
TOTAL	258	63	24%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

### **Market Summary**

- Official Market Type NORTH VANCOUVER DETACHED: Sellers market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 74% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.5 to \$2.75 mil & \$3 to \$3.5 mil, Central Lonsdale and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lynn Valley, Upper Lonsdale and 3 to 4 bedroom properties

## 13 Month Market Trend





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

## Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

	Inventory	Sales	Sales Ratio*
\$0 - 300,000	6	4	67%
300,001 - 400,000	16	15	94%
400,001 - 500,000	17	24	141%*
500,001 - 600,000	14	15	107%*
600,001 - 700,000	23	10	43%
700,001 - 800,000	26	14	54%
800,001 - 900,000	17	15	88%
900,001 - 1,000,000	13	8	62%
1,000,001 - 1,250,000	24	4	17%
1,250,001 - 1,500,000	10	0	NA
1,500,001 - 1,750,000	1	1	100%
1,750,001 - 2,000,000	4	0	NA
2,000,001 - 2,250,000	1	1	100%
2,250,001 - 2,500,000	1	0	NA
2,500,001 - 2,750,000	0	1	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	1	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL	176	112	64%
0 to 1 Bedroom	36	30	83%
2 Bedrooms	99	61	62%
3 Bedrooms	32	15	47%
4 Bedrooms & Greater	9	6	67%
TOTAL	176	112	64%

SnapStats® Median Data	October	November	Variance
Inventory	197	176	-11%
Solds	103	112	9%
Sale Price	\$580,000	\$580,000	NA
Sale Price SQFT	\$606	\$646	7%
Sale to List Price Ratio	100%	97%	-3%
Dave on Market	Q	11	22%

## **Community ATTACHED CONDOS & TOWNHOMES**

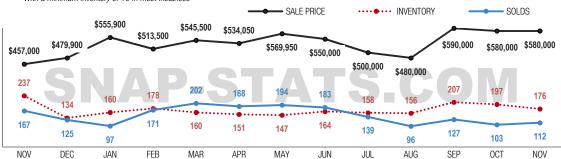
SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	1	1	100%
Central Lonsdale	29	21	72%
Deep Cove	0	0	NA
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	4	0	NA
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	4	8	200%*
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	4	1	25%
Lower Lonsdale	60	38	63%
Lynn Valley	19	14	74%
Lynnmour	20	3	15%
Norgate	5	1	20%
Northlands	5	0	NA
Pemberton Heights	0	0	NA
Pemberton	9	13	144%*
Princess Park	1	0	NA
Queensbury	0	0	NA
Roche Point	10	5	50%
Seymour	2	2	100%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	2	4	200%*
Westlynn	1	1	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	176	112	64%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

### **Market Summary**

- Official Market Type NORTH VANCOUVER ATTACHED: Sellers market at 64% Sales Ratio average (6.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$400,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.25 mil, Lynnmour and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Central Lonsdale, Lynn Valley, Pemberton and up to 1 bedroom properties

# 13 Month Market Trend





<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	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	1	NA*
500,001 - 600,000	1	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	2	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	3	1	33%
1,250,001 - 1,500,000	6	3	50%
1,500,001 - 1,750,000	13	0	NA
1,750,001 - 2,000,000	10	1	10%
2,000,001 - 2,250,000	11	4	36%
2,250,001 - 2,500,000	26	2	8%
2,500,001 - 2,750,000	9	0	NA
2,750,001 - 3,000,000	34	2	6%
3,000,001 - 3,500,000	36	5	14%
3,500,001 - 4,000,000	39	2	5%
4,000,001 - 4,500,000	25	1	4%
4,500,001 - 5,000,000	29	2	7%
5,000,001 & Greater	132	2	2%
TOTAL	376	26	7%
2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	192	21	11%
5 to 6 Bedrooms	155	4	3%
7 Bedrooms & More	15	0	NA
TOTAL	376	26	7%

SnapStats® <i>Median Data</i>	October	November	Variance
Inventory	418	376	-10%
Solds	24	26	8%
Sale Price	\$3,362,500	\$2,874,000	-15%
Sale Price SQFT	\$993	\$1,006	1%
Sale to List Price Ratio	92%	99%	8%
Days on Market	2/	//1	71%

## **Community DETACHED HOUSES**

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	9	1	11%
Ambleside	46	4	9%
Bayridge	9	2	22%
British Properties	65	2	3%
Canterbury	6	0	NA
Caulfield	14	3	21%
Cedardale	4	0	NA
Chartwell	22	0	NA
Chelsea Park	4	0	NA
Cypress	7	0	NA
Cypress Park Estates	7	0	NA
Deer Ridge	0	0	NA
Dundarave	25	1	4%
Eagle Harbour	14	1	7%
Eagleridge	6	0	NA
Furry Creek	3	1	33%
Gleneagles	10	0	NA
Glenmore	16	3	19%
Horseshoe Bay	11	1	9%
Howe Sound	6	1	17%
Lions Bay	13	1	8%
Old Caulfield	6	0	NA
Panorama Village	0	0	NA
Park Royal	0	0	NA
Porteau Cove	0	0	NA
Queens	15	2	13%
Rockridge	2	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	10	2	20%
Upper Caulfield	2	1	50%
West Bay	8	0	NA
Westhill	2	0	NA
Westmount	14	0	NA
Whitby Estates	12	0	NA
Whytecliff	6	0	NA
TOTAL	376	26	7%

····• INVENTORY

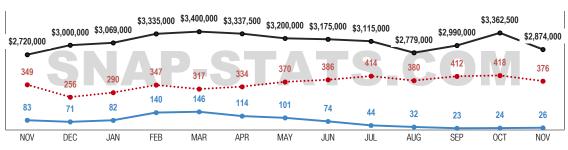
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\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

### **Market Summary**

- Official Market Type **WEST VANCOUVER DETACHED:** Buyers market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes \$5 mil plus, British Properties, Dundarave and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Bayridge, Caulfield, Glenmore, Sentinel Hill and 3 to 4 bedroom properties

# 13 Month Market Trend



SALE PRICE



<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	4	2	50%
400,001 - 500,000	0	2	NA*
500,001 - 600,000	5	1	20%
600,001 - 700,000	3	1	33%
700,001 - 800,000	3	2	67%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	1	100%
1,000,001 - 1,250,000	5	1	20%
1,250,001 - 1,500,000	5	2	40%
1,500,001 - 1,750,000	4	1	25%
1,750,001 - 2,000,000	0	1	NA*
2,000,001 - 2,250,000	4	0	NA
2,250,001 - 2,500,000	4	1	25%
2,500,001 - 2,750,000	1	0	NA
2,750,001 - 3,000,000	1	2	200%*
3,000,001 - 3,500,000	2	0	NA
3,500,001 - 4,000,000	1	0	NA
4,000,001 - 4,500,000	5	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	49	17	35%
0 to 1 Bedroom	10	4	40%
2 Bedrooms	27	10	37%
3 Bedrooms	11	3	27%
4 Bedrooms & Greater	1	0	NA
TOTAL	49	17	35%

SnapStats® Median Data	October	November	Variance
Inventory	55	49	-11%
Solds	13	17	31%
Sale Price	\$962,000	\$1,000,000	4%
Sale Price SQFT	\$786	\$870	11%
Sale to List Price Ratio	97%	100%	3%
Days on Market	q	14	56%

## Community ATTACHED CONDOS & TOWNHOMES

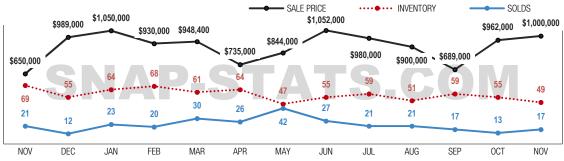
SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	13	6	46%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	5	0	NA
Deer Ridge	1	0	NA
Dundarave	4	4	100%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	1	0	NA
Howe Sound	0	0	NA
Lions Bay	0	0	NA
Old Caulfield	0	2	NA*
Panorama Village	3	2	67%
Park Royal	13	2	15%
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	4	1	25%
Whytecliff	0	0	NA
TOTAL	49	17	35%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

### **Market Summary**

- Official Market Type WEST VANCOUVER ATTACHED: Sellers market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* Insufficient Data
- Buyers Best Bet\*\* Homes in Park Royal and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ambleside and up to 1 bedroom properties

# 13 Month Market Trend





<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	0	0	NA
500,001 - 600,000	1	0	NA
600,001 - 700,000	2	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	2	0	NA
900,001 - 1,000,000	10	2	20%
1,000,001 - 1,250,000	20	17	85%
1,250,001 - 1,500,000	97	11	11%
1,500,001 - 1,750,000	81	11	14%
1,750,001 - 2,000,000	90	7	8%
2,000,001 - 2,250,000	34	3	9%
2,250,001 - 2,500,000	72	4	6%
2,500,001 - 2,750,000	37	3	8%
2,750,001 - 3,000,000	60	4	7%
3,000,001 - 3,500,000	34	2	6%
3,500,001 - 4,000,000	28	0	NA
4,000,001 - 4,500,000	6	0	NA
4,500,001 - 5,000,000	10	1	10%
5,000,001 & Greater	11	0	NA
TOTAL	595	66	11%
2 Bedrooms & Less	13	2	15%
3 to 4 Bedrooms	270	38	14%
5 to 6 Bedrooms	280	24	9%
7 Bedrooms & More	32	2	6%
TOTAL	595	66	11%

SnapStats® Median Data	October	November	Variance
Inventory	691	595	-14%
Solds	61	66	8%
Sale Price	\$1,560,000	\$1,540,000	-1%
Sale Price SQFT	\$685	\$624	-9%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	24	28	17%

### **Community DETACHED HOUSES**

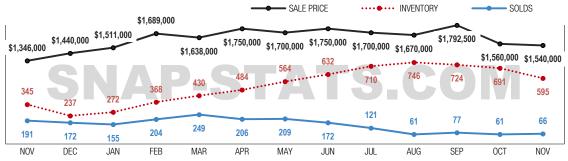
SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	22	3	14%
Bridgeport	20	2	10%
Brighouse	6	2	33%
Brighouse South	1	0	NA
Broadmoor	46	3	7%
East Cambie	18	3	17%
East Richmond	7	0	NA
Garden City	24	1	4%
Gilmore	6	0	NA
Granville	34	3	9%
Hamilton	12	2	17%
Ironwood	19	1	5%
Lackner	22	4	18%
McLennan	15	1	7%
McLennan North	5	0	NA
McNair	25	3	12%
Quilchena	24	1	4%
Riverdale	31	6	19%
Saunders	29	1	3%
Sea Island	2	0	NA
Seafair	55	4	7%
South Arm	13	4	31%
Steveston North	39	6	15%
Steveston South	11	3	27%
Steveston Village	15	1	7%
Terra Nova	14	2	14%
West Cambie	30	2	7%
Westwind	16	2	13%
Woodwards	34	6	18%
TOTAL	595	66	11%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

### **Market Summary**

- Official Market Type RICHMOND DETACHED: Buyers market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 85% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$3.5 mil, Garden City, Ironwood, Quilchena, Saunders and minimum 7 bedrooms
- Sellers Best Bet\*\* Selling homes in South Arm, Steveston South and up to 4 bedrooms

# 13 Month Market Trend





<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	43	34	79%
300,001 - 400,000	52	34	65%
400,001 - 500,000	72	37	51%
500,001 - 600,000	82	37	45%
600,001 - 700,000	90	21	23%
700,001 - 800,000	68	16	24%
800,001 - 900,000	57	5	9%
900,001 - 1,000,000	50	7	14%
1,000,001 - 1,250,000	19	5	26%
1,250,001 - 1,500,000	17	3	18%
1,500,001 - 1,750,000	4	1	25%
1,750,001 - 2,000,000	2	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	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	1	0	NA
4,000,001 - 4,500,000	1	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	561	200	36%
0 to 1 Bedroom	103	68	66%
2 Bedrooms	225	80	36%
3 Bedrooms	185	40	22%
4 Bedrooms & Greater	48	12	25%
TOTAL	561	200	36%

Community	ATTACHED	CONDOS &	<b>TOWNHOMES</b>
Community	ATTAUNED	υυνυυο α	ΙΟΝΝΠΟΙΝΙΕΘ

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	3	3	100%
Bridgeport	15	1	7%
Brighouse	192	78	41%
Brighouse South	63	31	49%
Broadmoor	14	2	14%
East Cambie	11	2	18%
East Richmond	4	0	NA
Garden City	9	1	11%
Gilmore	0	0	NA
Granville	14	7	50%
Hamilton	10	2	20%
Ironwood	9	2	22%
Lackner	6	0	NA
McLennan	0	0	NA
McLennan North	43	20	47%
McNair	0	0	NA
Quilchena	0	3	NA*
Riverdale	8	3	38%
Saunders	14	4	29%
Sea Island	0	0	NA
Seafair	3	0	NA
South Arm	11	3	27%
Steveston North	5	0	NA
Steveston South	27	7	26%
Steveston Village	5	1	20%
Terra Nova	11	3	27%
West Cambie	67	21	31%
Westwind	3	0	NA
Woodwards	14	6	43%
TOTAL	561	200	36%

Unapolation incular Data	OCTOBEL	INOVOITIBUI	variance
Inventory	567	561	-1%
Solds	226	200	-12%
Sale Price	\$496,500	\$486,500	-2%
Sale Price SQFT	\$536	\$545	2%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	16	17	6%
Sale Price Sale Price SQFT Sale to List Price Ratio	\$496,500 \$536 98%	\$486,500 \$545 97%	-2% 2% -1%

October

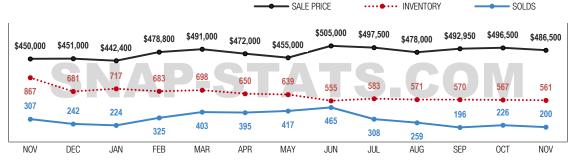
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

#### **Market Summary**

SnanStats® Median Data

- Official Market Type RICHMOND ATTACHED: Sellers market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$0 to \$300,000 with average 79% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$800,000 to \$900,000, Bridgeport, Broadmoor, Garden City and minimum 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Brighouse South, Granville, McLennan North, Riverdale and up to 1 bedroom properties

# 13 Month Market Trend





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

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

\$0 - 300,000	SnapStats®	Inventory	Sales	Sales Ratio*
400,001 - 500,000       0       NA         500,001 - 600,000       0       NA         600,001 - 700,000       0       NA         700,001 - 800,000       1       0       NA         800,001 - 900,000       4       0       NA         900,001 - 1,000,000       10       4       40%         1,000,001 - 1,500,000       31       10       32%         1,250,001 - 1,500,000       17       0       NA         1,500,001 - 1,750,000       17       0       NA         1,750,001 - 2,000,000       10       0       NA         2,000,001 - 2,250,000       3       1       33%         2,250,001 - 2,500,000       8       0       NA         2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2       0       NA	\$0 - 300,000		0	NA
500,001 - 600,000         0         NA           600,001 - 700,000         0         NA           700,001 - 800,000         1         0         NA           800,001 - 900,000         4         0         NA           900,001 - 1,000,000         10         4         40%           1,000,001 - 1,250,000         31         10         32%           1,250,001 - 1,500,000         33         6         18%           1,500,001 - 1,750,000         17         0         NA           1,750,001 - 2,000,000         10         0         NA           2,000,001 - 2,250,000         3         1         33%           2,250,001 - 2,500,000         8         0         NA           2,500,001 - 2,750,000         2         0         NA           2,750,001 - 3,000,000         1         0         NA           3,500,001 - 4,000,000         3         0         NA           4,000,001 - 4,500,000         2         0         NA           4,500,001 - 5,000,000         3         0         NA           5,000,001 & Greater         2         0         NA           TOTAL         135         21         16%	300,001 - 400,000	0	0	NA
600,001 - 700,000         0         NA           700,001 - 800,000         1         0         NA           800,001 - 900,000         4         0         NA           900,001 - 1,000,000         10         4         40%           1,000,001 - 1,250,000         31         10         32%           1,250,001 - 1,500,000         33         6         18%           1,500,001 - 1,750,000         17         0         NA           1,750,001 - 2,000,000         10         0         NA           2,000,001 - 2,250,000         3         1         33%           2,250,001 - 2,500,000         8         0         NA           2,500,001 - 2,750,000         2         0         NA           2,750,001 - 3,000,000         1         0         NA           3,000,001 - 3,500,000         3         0         NA           3,500,001 - 4,000,000         5         0         NA           4,500,001 - 5,000,000         2         0         NA           5,000,001 & Greater         2         0         NA           5,000,001 & Greater         2         0         NA           135         21         16%	400,001 - 500,000	0	0	NA
700,001 - 800,000         1         0         NA           800,001 - 900,000         4         0         NA           900,001 - 1,000,000         10         4         40%           1,000,001 - 1,250,000         31         10         32%           1,250,001 - 1,500,000         33         6         18%           1,500,001 - 1,750,000         17         0         NA           1,750,001 - 2,000,000         10         0         NA           2,000,001 - 2,250,000         3         1         33%           2,250,001 - 2,500,000         8         0         NA           2,500,001 - 2,750,000         2         0         NA           2,750,001 - 3,000,000         1         0         NA           3,000,001 - 3,500,000         3         0         NA           3,500,001 - 4,000,000         5         0         NA           4,000,001 - 4,500,000         2         0         NA           4,500,001 - 5,000,000         3         0         NA           5,000,001 & Greater         2         0         NA           TOTAL         135         21         16%           2         20%         3         16% <td>500,001 - 600,000</td> <td>0</td> <td>0</td> <td>NA</td>	500,001 - 600,000	0	0	NA
800,001 - 900,000       4       0       NA         900,001 - 1,000,000       10       4       40%         1,000,001 - 1,250,000       31       10       32%         1,250,001 - 1,500,000       33       6       18%         1,500,001 - 1,750,000       17       0       NA         1,750,001 - 2,000,000       10       0       NA         2,000,001 - 2,250,000       3       1       33%         2,250,001 - 2,500,000       8       0       NA         2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms       4       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	600,001 - 700,000	0	0	NA
900,001 - 1,000,000         10         4         40%           1,000,001 - 1,250,000         31         10         32%           1,250,001 - 1,500,000         33         6         18%           1,500,001 - 1,750,000         17         0         NA           1,750,001 - 2,000,000         10         0         NA           2,000,001 - 2,250,000         3         1         33%           2,250,001 - 2,500,000         8         0         NA           2,750,001 - 2,750,000         2         0         NA           2,750,001 - 3,000,000         1         0         NA           3,000,001 - 3,500,000         3         0         NA           4,000,001 - 4,000,000         5         0         NA           4,500,001 - 5,000,000         2         0         NA           5,000,001 & Greater         2         0         NA           TOTAL         135         21         16%           2 Bedrooms & Less         10         2         20%           3 to 4 Bedrooms         97         17         18%           5 to 6 Bedrooms         28         2         7%	700,001 - 800,000	1	0	NA
1,000,001 - 1,250,000       31       10       32%         1,250,001 - 1,500,000       33       6       18%         1,500,001 - 1,750,000       17       0       NA         1,750,001 - 2,000,000       10       0       NA         2,000,001 - 2,250,000       3       1       33%         2,250,001 - 2,500,000       8       0       NA         2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	800,001 - 900,000	4	0	NA
1,250,001 - 1,500,000       33       6       18%         1,500,001 - 1,750,000       17       0       NA         1,750,001 - 2,000,000       10       0       NA         2,000,001 - 2,250,000       3       1       33%         2,250,001 - 2,500,000       8       0       NA         2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	900,001 - 1,000,000	10	4	40%
1,500,001 - 1,750,000       17       0       NA         1,750,001 - 2,000,000       10       0       NA         2,000,001 - 2,250,000       3       1       33%         2,250,001 - 2,500,000       8       0       NA         2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	1,000,001 - 1,250,000	31	10	32%
1,750,001 - 2,000,000       10       0       NA         2,000,001 - 2,250,000       3       1       33%         2,250,001 - 2,500,000       8       0       NA         2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	1,250,001 - 1,500,000	33	6	18%
2,000,001 - 2,250,000       3       1       33%         2,250,001 - 2,500,000       8       0       NA         2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	1,500,001 - 1,750,000	17	0	NA
2,250,001 - 2,500,000       8       0       NA         2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	1,750,001 - 2,000,000	10	0	NA
2,500,001 - 2,750,000       2       0       NA         2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	2,000,001 - 2,250,000	3	1	33%
2,750,001 - 3,000,000       1       0       NA         3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	2,250,001 - 2,500,000	8	0	NA
3,000,001 - 3,500,000       3       0       NA         3,500,001 - 4,000,000       5       0       NA         4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	2,500,001 - 2,750,000	2	0	NA
3,500,001 - 4,000,000 5 0 NA 4,000,001 - 4,500,000 2 0 NA 4,500,001 - 5,000,000 3 0 NA 5,000,001 & Greater 2 0 NA TOTAL 135 21 16% 2 Bedrooms & Less 10 2 20% 3 to 4 Bedrooms 97 17 18% 5 to 6 Bedrooms 28 2 7%	2,750,001 - 3,000,000	1	0	NA
4,000,001 - 4,500,000       2       0       NA         4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	3,000,001 - 3,500,000	3	0	NA
4,500,001 - 5,000,000       3       0       NA         5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	3,500,001 - 4,000,000	5	0	NA
5,000,001 & Greater       2       0       NA         TOTAL       135       21       16%         2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	4,000,001 - 4,500,000	2	0	NA
TOTAL     135     21     16%       2 Bedrooms & Less     10     2     20%       3 to 4 Bedrooms     97     17     18%       5 to 6 Bedrooms     28     2     7%	4,500,001 - 5,000,000	3	0	NA
2 Bedrooms & Less       10       2       20%         3 to 4 Bedrooms       97       17       18%         5 to 6 Bedrooms       28       2       7%	5,000,001 & Greater	2	0	NA
3 to 4 Bedrooms 97 17 18% 5 to 6 Bedrooms 28 2 7%	TOTAL	135	21	16%
3 to 4 Bedrooms 97 17 18% 5 to 6 Bedrooms 28 2 7%				
5 to 6 Bedrooms 28 2 7%	2 Bedrooms & Less	10	2	20%
	3 to 4 Bedrooms	97	17	18%
7 Redrooms & More 0 NA	5 to 6 Bedrooms	28	2	7%
7 Dedition of the two	7 Bedrooms & More	0	0	NA
TOTAL 135 21 16%	TOTAL	135	21	16%

Community	DETACHED	HUIICEC
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SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	18	4	22%
Boundary Beach	7	0	NA
Cliff Drive	24	11	46%
English Bluff	19	0	NA
Pebble Hill	28	1	4%
Tsawwassen Central	30	4	13%
Tsawwassen East	9	1	11%
TOTAL	135	21	16%

SnapStats® Median Data	October	November	Variance
Inventory	141	135	-4%
Solds	11	21	91%
Sale Price	\$1,138,000	\$1,152,286	1%
Sale Price SQFT	\$429	\$474	10%
Sale to List Price Ratio	91%	95%	4%
Days on Market	49	25	-49%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Official Market Type TSAWWASSEN DETACHED: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* \$900,000 to \$1 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet\*s\* Homes between \$1.25 mil to \$1.5 mil, Pebble Hill, Tsawwassen Central/East and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Beach Grove, Cliff Drive and up to 4 bedroom properties

# 13 Month Market Trend





<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	1	NA*
300,001 - 400,000	6	0	NA
400,001 - 500,000	8	0	NA
500,001 - 600,000	7	1	14%
600,001 - 700,000	4	2	50%
700,001 - 800,000	1	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	2	1	50%
1,000,001 - 1,250,000	0	2	NA*
1,250,001 - 1,500,000	1	1	100%
1,500,001 - 1,750,000	2	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	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	32	8	25%
0 to 1 Bedroom	4	1	25%
2 Bedrooms	22	5	23%
3 Bedrooms	5	2	40%
4 Bedrooms & Greater	1	0	NA
TOTAL	32	8	25%

Community	ATTACHED	COMPAC 0	TOWNHOMES
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SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	11	1	9%
Boundary Beach	0	2	NA*
Cliff Drive	14	5	36%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	5	0	NA
Tsawwassen East	2	0	NA
TOTAL	32	8	25%

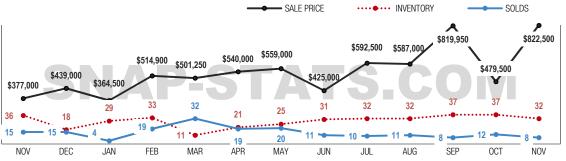
SnapStats® Median Data	October	November	Variance	
Inventory	37	32	-14%	
Solds	12	8	-33%	
Sale Price	\$479,500	\$822,500	72%	
Sale Price SQFT	\$455	\$543	19%	
Sale to List Price Ratio	101%	99%	-2%	
Days on Market	22	8	-64%	

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

### **Market Summary**

- Official Market Type **TSAWWASSEN ATTACHED:** Sellers market at 25% Sales Ratio average (1 in 4 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* Insufficient Data
- Buyers Best Bet\*\* Homes in Beach Grove
- Sellers Best Bet\*\* Selling homes in Cliff Drive and 2 bedroom properties

# 13 Month Market Trend





<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	0	NA
300,001 - 400,000	1	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	3	0	NA
600,001 - 700,000	1	0	NA
700,001 - 800,000	1	0	NA
800,001 - 900,000	3	3	100%
900,001 - 1,000,000	13	3	23%
1,000,001 - 1,250,000	19	6	32%
1,250,001 - 1,500,000	18	1	6%
1,500,001 - 1,750,000	9	0	NA
1,750,001 — 2,000,000	11	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	1	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	1	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	3	0	NA
TOTAL	85	13	15%
2 Bedrooms & Less	13	0	NA
3 to 4 Bedrooms	53	10	19%
5 to 6 Bedrooms	19	3	16%
7 Bedrooms & More	0	0	NA
TOTAL	85	13	15%

Community	DETACHED	HOLICEC
Community	DETACHED	Πυυδεδ

	Inventory	Sales	Sales Ratio*
Delta Manor	5	1	20%
East Delta	2	0	NA
Hawthorne	30	1	3%
Holly	11	6	55%
Ladner Elementary	17	1	6%
Ladner Rural	3	1	33%
Neilsen Grove	10	0	NA
Port Guichon	7	3	43%
Westham Island	0	0	NA
TOTAL	85	13	15%

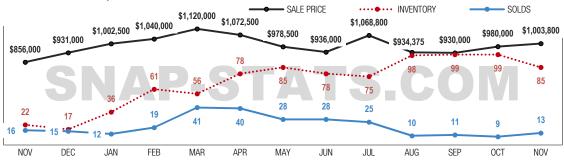
SnapStats® <i>Median Data</i>	October	November	Variance
Inventory	99	85	-14%
Solds	9	13	44%
Sale Price	\$980,000	\$1,003,800	2%
Sale Price SQFT	\$535	\$408	-24%
Sale to List Price Ratio	95%	92%	-3%
Davs on Market	31	45	45%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

### **Market Summary**

- Official Market Type LADNER DETACHED: Balanced market at 15% Sales Ratio average (14% is a Buyers market)
- Homes are selling on average 8% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 32% Sales Ratio (Buyers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Hawthorne, Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Holly and 3 to 4 bedroom properties

## 13 Month Market Trend





<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	1	1	100%
300,001 - 400,000	4	4	100%
400,001 - 500,000	4	1	25%
500,001 - 600,000	15	2	13%
600,001 - 700,000	15	4	27%
700,001 - 800,000	18	1	6%
800,001 - 900,000	3	0	NA
900,001 - 1,000,000	3	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	0	0	NA
1,750,001 - 2,000,000	0	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	63	13	21%
0 to 1 Bedroom	3	1	33%
2 Bedrooms	19	7	37%
3 Bedrooms	34	4	12%
4 Bedrooms & Greater	7	1	14%
TOTAL	63	13	21%

Community	<b>ATTACHED</b>	CONDOS &	TOWN	IHOMES
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SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	11	3	27%
East Delta	2	1	50%
Hawthorne	10	3	30%
Holly	6	1	17%
Ladner Elementary	20	3	15%
Ladner Rural	0	0	NA
Neilsen Grove	14	2	14%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL	63	13	21%

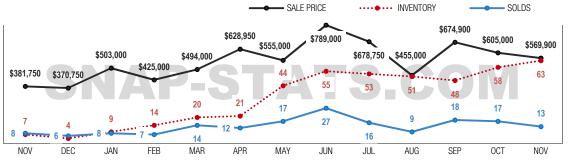
SnapStats® Median Data	October	November	Variance
Inventory	58	63	9%
Solds	17	13	-24%
Sale Price	\$605,000	\$569,900	-6%
Sale Price SQFT	\$438	\$431	-2%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	14	8	-43%

\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and current market speed (higher is faster.) If >100% MLS® data on December 1 reported previous month's sales exceeded current inventory count.

#### **Market Summary**

- Official Market Type LADNER ATTACHED: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes \$700,000 to \$800,000, Ladner Elementary, Neilsen Grove and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Delta Manor, Hawthorne and 2 bedroom properties

## 13 Month Market Trend





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