

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



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SnapStats®

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METRO VANCOUVER EDITION



Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	4	6	150%*
300,001 – 400,000	26	17	65%
400,001 – 500,000	37	51	138%*
500,001 – 600,000	35	49	140%*
600,001 – 700,000	36	45	125%*
700,001 – 800,000	39	23	59%
800,001 – 900,000	22	29	132%*
900,001 – 1,000,000	19	13	68%
1,000,001 – 1,250,000	25	12	48%
1,250,001 – 1,500,000	16	21	131%*
1,500,001 – 1,750,000	15	7	47%
1,750,001 – 2,000,000	8	10	125%*
2,000,001 – 2,250,000	4	3	75%
2,250,001 – 2,500,000	2	2	100%
2,500,001 – 2,750,000	5	2	40%
2,750,001 – 3,000,000	4	1	25%
3,000,001 – 3,500,000	15	2	13%
3,500,001 – 4,000,000	7	1	14%
4,000,001 – 4,500,000	3	3	100%
4,500,001 – 5,000,000	5	1	20%
5,000,001 & Greater	27	2	7%
TOTAL	354	300	85%

0 to 1 Bedroom	135	158	117%*
2 Bedrooms	174	126	72%
3 Bedrooms	40	15	38%
4 Bedrooms & Greater	5	1	20%
TOTAL	354	300	85%

SnapStats® Median Data	March	April	Variance
Inventory	321	354	10%
Solds	398	300	-25%
Sale Price	\$648,000	\$650,600	NA
Sale Price SQFT	\$823	\$865	5%
Sale to List Price Ratio	103%	102%	-1%
Days on Market	8	8	NA

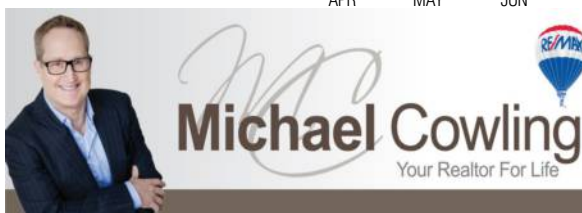
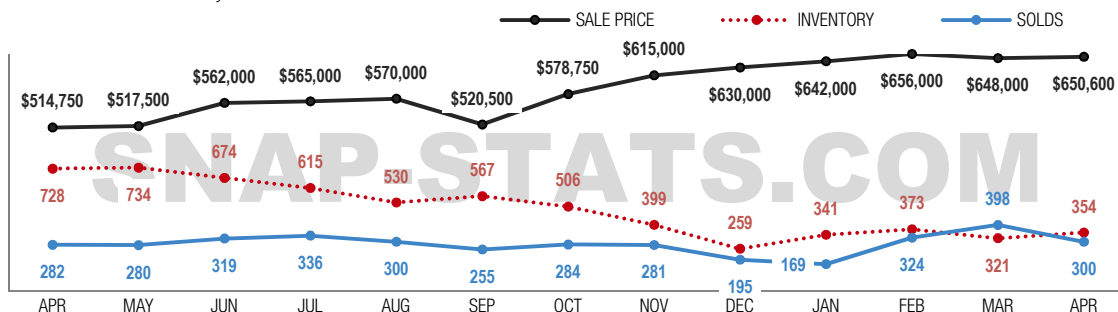
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 85% Sales Ratio average (8.5 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** +/- \$1 mil: \$400k to \$600k (>100% Sales Ratio) / \$1.25 mil to \$1.5 mil (>100% Sales Ratio)
- Buyers Best Bet** +/- \$1 mil: Homes between \$700k to \$800k / \$5 mil plus, Coal Harbour, Yaletown and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	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	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	1	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	11	3	27%
2,000,001 – 2,250,000	13	9	69%
2,250,001 – 2,500,000	25	16	64%
2,500,001 – 2,750,000	24	12	50%
2,750,001 – 3,000,000	32	15	47%
3,000,001 – 3,500,000	49	42	86%
3,500,001 – 4,000,000	78	37	47%
4,000,001 – 4,500,000	42	29	69%
4,500,001 – 5,000,000	43	16	37%
5,000,001 & Greater	216	49	23%
TOTAL	534	229	43%

2 Bedrooms & Less	18	4	22%
3 to 4 Bedrooms	190	95	50%
5 to 6 Bedrooms	239	105	44%
7 Bedrooms & More	87	25	29%
TOTAL	534	229	43%

SnapStats® Median Data	March	April	Variance
Inventory	524	534	2%
Solds	220	229	4%
Sale Price	\$3,527,500	\$3,688,000	5%
Sale Price SQFT	\$1,168	\$1,158	-1%
Sale to List Price Ratio	101%	109%	8%
Days on Market	13	12	-8%

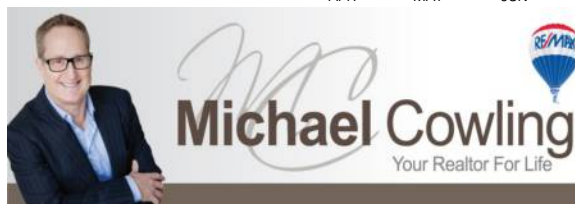
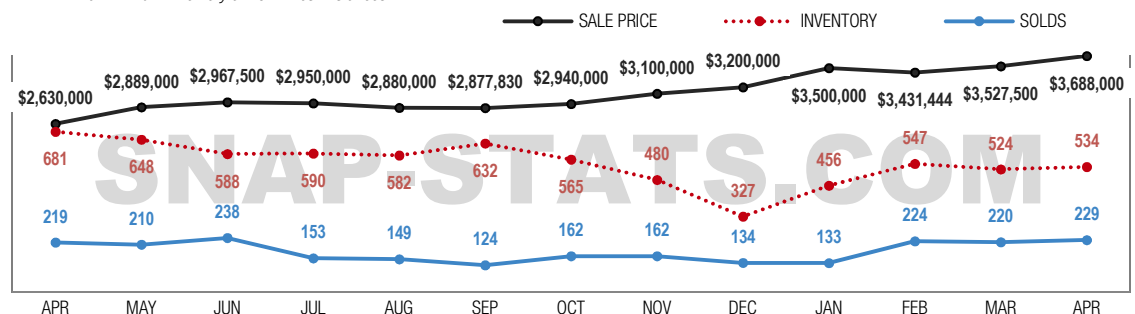
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **WESTSIDE DETACHED**: Sellers market at 43% Sales Ratio average (4.3 in 10 homes selling rate)
- Homes are selling on average 9% above list price
- Most Active Price Band** +/--\$3 mil: \$2 to \$2.5 mil (83% Sales Ratio: Sellers market) / \$3 to \$3.5 mil (86% Sales Ratio)
- Buyers Best Bet** +/--\$3 mil: \$1.75 to \$2 mil / \$5 mil plus, Marpole, Shaughnessy, South Granville and up to 2 bedrooms
- Sellers Best Bet** Selling homes in Dunbar, Point Grey and 3 to 4 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	6	2	33%
300,001 – 400,000	27	30	111%*
400,001 – 500,000	40	46	115%*
500,001 – 600,000	48	55	115%*
600,001 – 700,000	54	53	98%
700,001 – 800,000	40	30	75%
800,001 – 900,000	35	27	77%
900,001 – 1,000,000	31	21	68%
1,000,001 – 1,250,000	44	32	73%
1,250,001 – 1,500,000	20	17	85%
1,500,001 – 1,750,000	22	8	36%
1,750,001 – 2,000,000	7	7	100%
2,000,001 – 2,250,000	5	3	60%
2,250,001 – 2,500,000	4	2	50%
2,500,001 – 2,750,000	4	1	25%
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	1	1	100%
3,500,001 – 4,000,000	3	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	398	335	84%

0 to 1 Bedroom	128	131	102%*
2 Bedrooms	220	164	75%
3 Bedrooms	49	38	78%
4 Bedrooms & Greater	1	2	200%*
TOTAL	398	335	84%

SnapStats® Median Data	March	April	Variance
Inventory	411	398	-3%
Solds	362	335	-7%
Sale Price	\$648,400	\$659,000	2%
Sale Price SQFT	\$739	\$734	-1%
Sale to List Price Ratio	101%	102%	1%
Days on Market	10	11	10%

*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Community STATS CONDO & TH (ATTACHED)

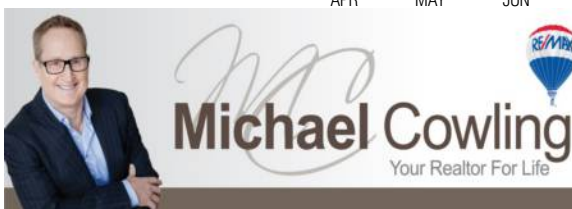
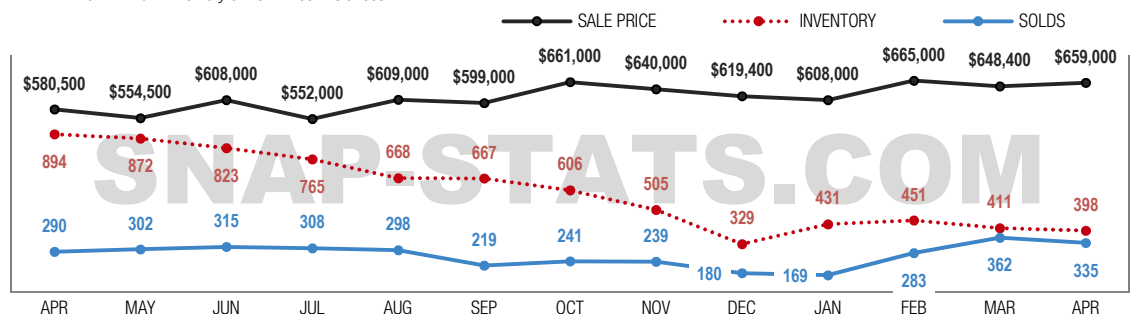
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	32	18	56%
Dunbar	6	4	67%
Fairview	49	61	124%*
Falsecreek	59	39	66%
Kerrisdale	14	7	50%
Kitsilano	66	84	127%*
Mackenzie Heights	2	0	NA
Marpole	18	23	128%*
Mount Pleasant	6	10	167%*
Oakridge	7	1	14%
Point Grey	5	8	160%*
Quilchena	12	10	83%
SW Marine	11	5	45%
Shaughnessy	3	4	133%*
South Cambie	4	12	300%*
South Granville	4	2	50%
Southlands	2	2	100%
University	98	45	46%
TOTAL	398	335	84%

Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 84% Sales Ratio average (8.4 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$300,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Cambie, Kerrisdale, SW Marine, University and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Kitsilano, Marpole, Mount Pleasant, Point Grey, South Cambie and up to 1 bedroom

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13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	2	200%*
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	7	6	86%
1,000,001 – 1,250,000	34	20	59%
1,250,001 – 1,500,000	108	43	40%
1,500,001 – 1,750,000	58	52	90%
1,750,001 – 2,000,000	76	33	43%
2,000,001 – 2,250,000	27	9	33%
2,250,001 – 2,500,000	32	6	19%
2,500,001 – 2,750,000	12	5	42%
2,750,001 – 3,000,000	25	2	8%
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	0	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	1	NA
TOTAL	389	179	46%

2 Bedrooms & Less	16	6	38%
3 to 4 Bedrooms	135	80	59%
5 to 6 Bedrooms	171	75	44%
7 Bedrooms & More	67	18	27%
TOTAL	389	179	46%

SnapStats® Median Data	March	April	Variance
Inventory	351	389	11%
Solds	209	179	-14%
Sale Price	\$1,518,000	\$1,611,000	6%
Sale Price SQFT	\$683	\$722	6%
Sale to List Price Ratio	106%	115%	8%
Days on Market	9	9	NA

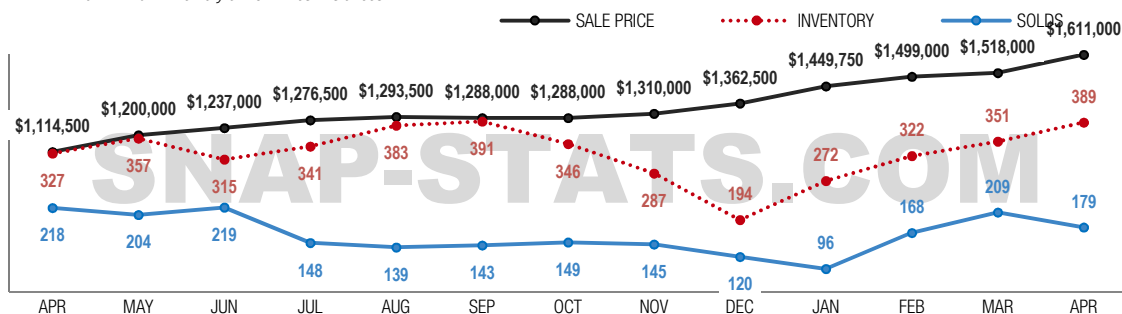
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Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average 15% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 90% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Collingwood, Fraserview, Knight, Renfrew Heights and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Fraser, Hastings East, Main and 3 to 4 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	31	23	74%
300,001 – 400,000	58	49	84%
400,001 – 500,000	32	60	188%*
500,001 – 600,000	24	38	158%*
600,001 – 700,000	11	16	145%*
700,001 – 800,000	10	18	180%*
800,001 – 900,000	4	7	175%*
900,001 – 1,000,000	2	3	150%*
1,000,001 – 1,250,000	7	9	129%*
1,250,001 – 1,500,000	4	1	25%
1,500,001 – 1,750,000	1	1	100%
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	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	186	225	121%*

0 to 1 Bedroom	87	108	124%*
2 Bedrooms	70	95	136%*
3 Bedrooms	25	17	68%
4 Bedrooms & Greater	4	5	125%*
TOTAL	186	225	121%*

SnapStats® Median Data	March	April	Variance
Inventory	202	186	-8%
Solds	241	225	-7%
Sale Price	\$454,000	\$465,000	2%
Sale Price SQFT	\$574	\$612	7%
Sale to List Price Ratio	102%	104%	2%
Days on Market	8	8	NA

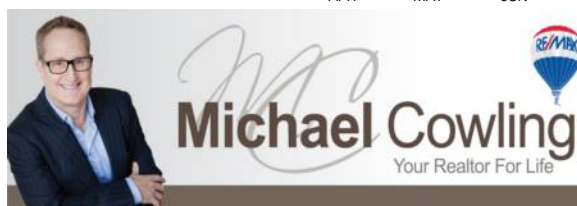
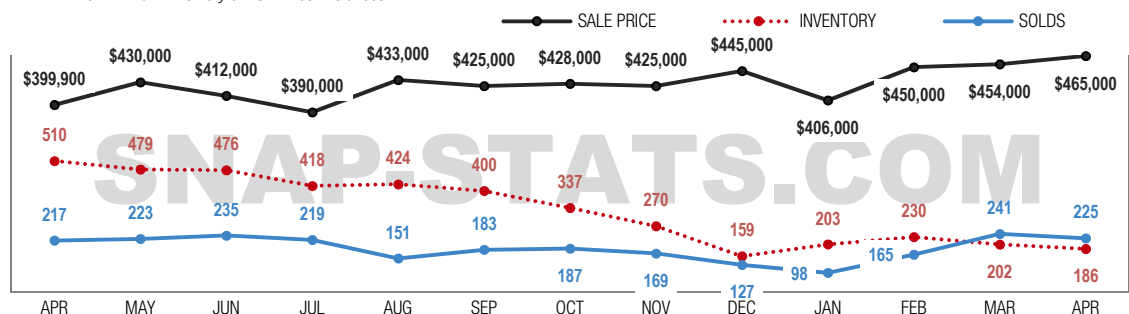
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Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$400,000 to \$500,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$0 to \$400,000, Downtown, Killarney and 3 bedroom properties
- Sellers Best Bet** Selling homes in Champlain Heights, Fraserview, Grandview, Hastings, Mt Pleasant, Renfrew and Victoria

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13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	9	10	111%*
1,250,001 – 1,500,000	32	27	84%
1,500,001 – 1,750,000	21	51	243%*
1,750,001 – 2,000,000	27	30	111%*
2,000,001 – 2,250,000	10	16	160%*
2,250,001 – 2,500,000	14	10	71%
2,500,001 – 2,750,000	7	7	100%
2,750,001 – 3,000,000	16	1	6%
3,000,001 – 3,500,000	5	2	40%
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	5	2	40%
4,500,001 – 5,000,000	3	1	33%
5,000,001 & Greater	1	1	100%
TOTAL	163	160	98%

2 Bedrooms & Less	11	5	45%
3 to 4 Bedrooms	88	87	99%
5 to 6 Bedrooms	52	64	123%*
7 Bedrooms & More	12	4	33%
TOTAL	163	160	98%

SnapStats® Median Data	March	April	Variance
Inventory	168	163	-3%
Solds	181	160	-12%
Sale Price	\$1,610,000	\$1,680,500	4%
Sale Price SQFT	\$652	\$678	4%
Sale to List Price Ratio	107%	105%	-2%
Days on Market	8	8	NA

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	9	5	56%
Boulevard	4	9	225%*
Braemar	1	1	100%
Calverhall	5	5	100%
Canyon Heights	26	20	77%
Capilano	3	1	33%
Central Lonsdale	5	8	160%*
Deep Cove	3	6	200%*
Delbrook	0	1	NA
Dollarton	2	7	350%*
Edgemont	12	10	83%
Forest Hills	4	4	100%
Grouse Woods	1	0	NA
Hamilton	5	2	40%
Hamilton Heights	2	2	100%
Indian Arm	6	0	NA
Indian River	2	2	100%
Lower Lonsdale	4	5	125%*
Lynn Valley	8	17	213%*
Lynn timer	7	0	NA
Norgate	2	6	300%*
Northlands	0	2	NA
Pemberton Heights	5	8	160%*
Pemberton	1	1	100%
Princess Park	4	1	25%
Queensbury	4	2	50%
Roche Point	0	3	NA
Seymour	4	1	25%
Tempe	0	2	NA
Upper Delbrook	7	1	14%
Upper Lonsdale	19	20	105%*
Westlynn	4	6	150%*
Westlynn Terrace	0	1	NA
Windsor Park	0	1	NA
Woodlands-Sunshine Cascade	4	0	NA
TOTAL	163	160	98%

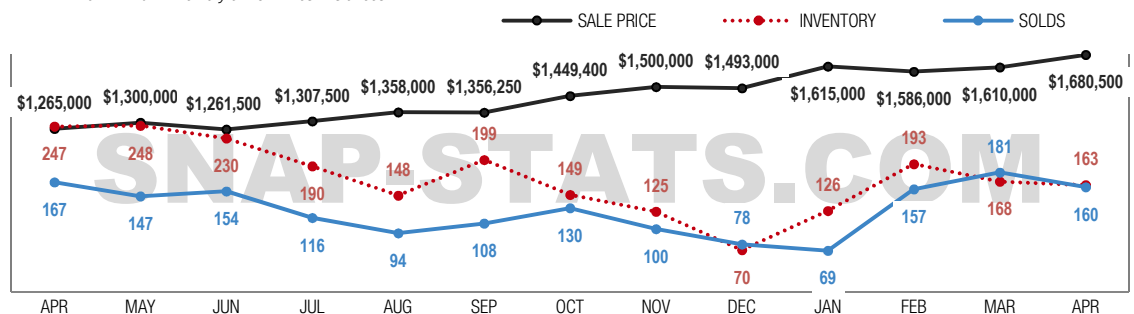
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 98% Sales Ratio average (9.8 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Blueridge, Canyon Heights, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Boulevard, Lynn Valley, Upper Lonsdale and 5 to 6 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	8	13	163%*
300,001 – 400,000	18	30	167%*
400,001 – 500,000	26	43	165%*
500,001 – 600,000	28	23	82%
600,001 – 700,000	13	24	185%*
700,001 – 800,000	11	13	118%*
800,001 – 900,000	16	18	113%*
900,001 – 1,000,000	9	9	100%
1,000,001 – 1,250,000	7	11	157%*
1,250,001 – 1,500,000	6	2	33%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	151	188	125%*

0 to 1 Bedroom	42	64	152%*
2 Bedrooms	73	86	118%*
3 Bedrooms	29	29	100%
4 Bedrooms & Greater	7	9	129%*
TOTAL	151	188	125%*

SnapStats® Median Data	March	April	Variance
Inventory	160	151	-6%
Solds	202	188	-7%
Sale Price	\$545,500	\$534,050	-2%
Sale Price SQFT	\$585	\$593	1%
Sale to List Price Ratio	105%	105%	NA
Days on Market	8	8	NA

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
Bluebridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	1	100%
Capilano	2	2	100%
Central Lonsdale	29	45	155%*
Deep Cove	2	3	150%*
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	2	4	200%*
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	12	8	67%
Hamilton Heights	1	0	NA
Indian Arm	0	0	NA
Indian River	3	3	100%
Lower Lonsdale	37	52	141%*
Lynn Valley	13	13	100%
Lynn timer	21	17	81%
Norgate	0	3	NA
Northlands	3	4	133%*
Pemberton Heights	0	0	NA
Pemberton	7	9	129%*
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	11	16	145%*
Seymour	3	3	100%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	4	4	100%
Westlynn	0	1	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL	151	188	125%*

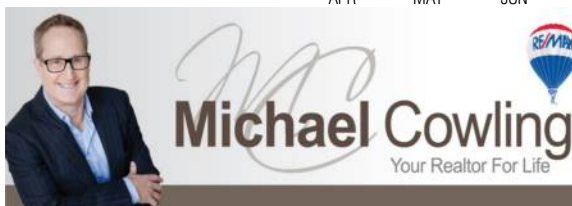
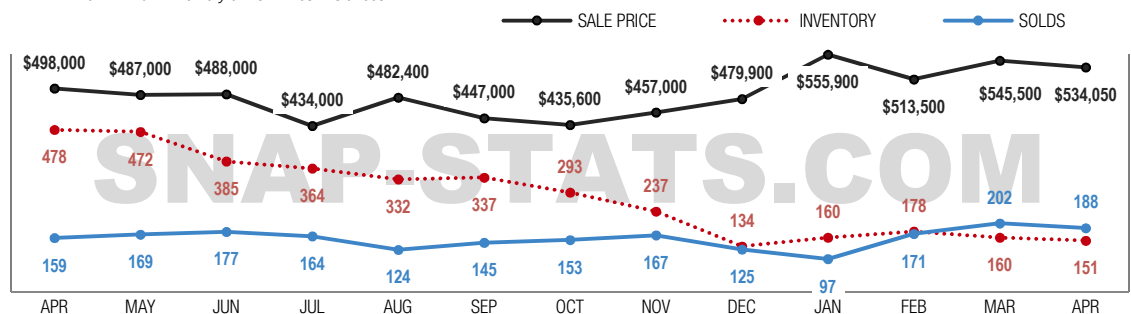
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster). If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at >100% Sales Ratio average (10 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band** \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Hamilton and Lynn timer
- Sellers Best Bet** Selling homes in Central Lonsdale, Lower Lonsdale, Lynn Valley, Pemberton, Roche Point and up to 1 bedroom

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	1	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	1	1	100%
1,250,001 – 1,500,000	1	6	600%*
1,500,001 – 1,750,000	5	3	60%
1,750,001 – 2,000,000	5	4	80%
2,000,001 – 2,250,000	4	7	175%*
2,250,001 – 2,500,000	22	9	41%
2,500,001 – 2,750,000	16	7	44%
2,750,001 – 3,000,000	34	7	21%
3,000,001 – 3,500,000	30	17	57%
3,500,001 – 4,000,000	38	14	37%
4,000,001 – 4,500,000	22	11	50%
4,500,001 – 5,000,000	26	7	27%
5,000,001 & Greater	124	21	17%
TOTAL	334	114	34%

2 Bedrooms & Less	12	4	33%
3 to 4 Bedrooms	166	66	40%
5 to 6 Bedrooms	140	42	30%
7 Bedrooms & More	16	2	13%
TOTAL	334	114	34%

SnapStats® Median Data	March	April	Variance
Inventory	317	334	5%
Solds	146	114	-22%
Sale Price	\$3,400,000	\$3,337,500	-2%
Sale Price SQFT	\$1,033	\$936	-9%
Sale to List Price Ratio	99%	99%	NA
Days on Market	17	12	-29%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	10	5	50%
Ambleside	35	14	40%
Bayridge	9	3	33%
British Properties	54	15	28%
Canterbury	7	1	14%
Caulfield	20	7	35%
Cedardale	7	2	29%
Chartwell	13	4	31%
Chelsea Park	3	1	33%
Cypress	7	1	14%
Cypress Park Estates	5	4	80%
Deer Ridge	1	0	NA
Dundarave	16	7	44%
Eagle Harbour	11	6	55%
Eagleridge	3	0	NA
Furry Creek	3	2	67%
Gleneagles	7	3	43%
Glenmore	18	5	28%
Horseshoe Bay	4	3	75%
Howe Sound	11	0	NA
Lions Bay	7	3	43%
Old Caulfield	3	2	67%
Panorama Village	0	1	NA
Park Royal	0	0	NA
Porteau Cove	0	0	NA
Queens	11	5	45%
Rockridge	7	1	14%
Sandy Cove	4	0	NA
Sentinel Hill	9	7	78%
Upper Caulfield	8	3	38%
West Bay	7	3	43%
Westhill	7	3	43%
Westmount	15	2	13%
Whitby Estates	9	0	NA
Whytecliff	3	1	33%
TOTAL	334	114	34%

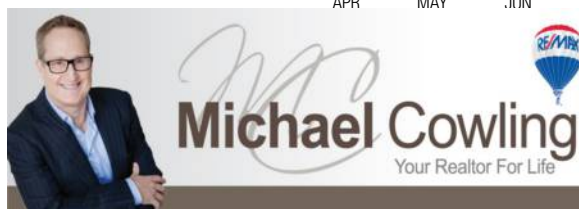
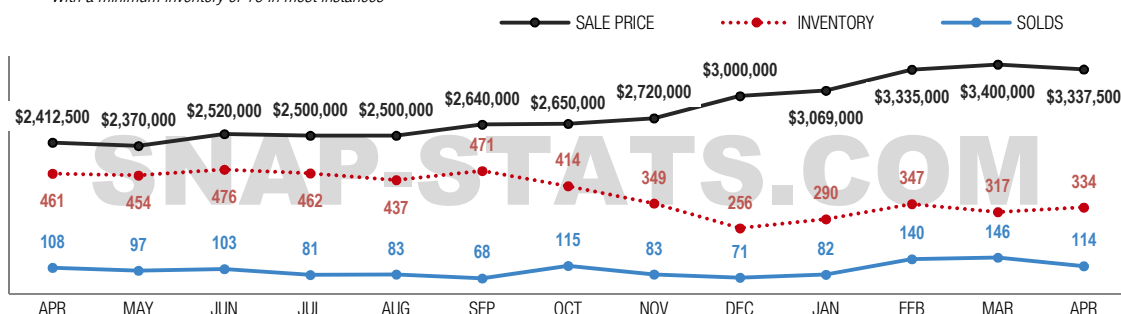
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster). If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Sellers market at 34% Sales Ratio average (3.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$3 mil to \$3.5 mil with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, British Properties, Glenmore, Westmount and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Sentinel Hill and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	3	1	33%
400,001 – 500,000	6	3	50%
500,001 – 600,000	2	4	200%*
600,001 – 700,000	6	3	50%
700,001 – 800,000	5	3	60%
800,001 – 900,000	7	2	29%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	2	1	50%
1,250,001 – 1,500,000	5	2	40%
1,500,001 – 1,750,000	6	1	17%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	1	100%
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	2	1	50%
3,500,001 – 4,000,000	4	1	25%
4,000,001 – 4,500,000	2	1	50%
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL	64	26	41%

0 to 1 Bedroom	17	5	29%
2 Bedrooms	33	17	52%
3 Bedrooms	12	4	33%
4 Bedrooms & Greater	2	0	NA
TOTAL	64	26	41%

SnapStats® Median Data	March	April	Variance
Inventory	61	64	5%
Solds	30	26	-13%
Sale Price	\$948,400	\$735,000	-23%
Sale Price SQFT	\$785	\$663	-16%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	21	52	148%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	22	11	50%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	1	1	100%
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	4	0	NA
Deer Ridge	3	2	67%
Dundarave	10	5	50%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	1	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	0	NA
Panorama Village	7	1	14%
Park Royal	12	3	25%
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	2	2	100%
Whytecliff	0	0	NA
TOTAL	64	26	41%

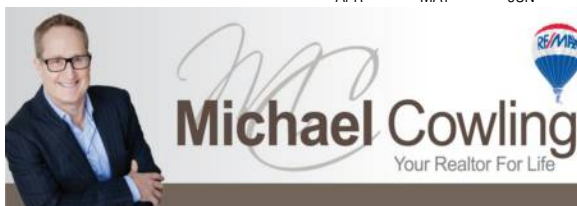
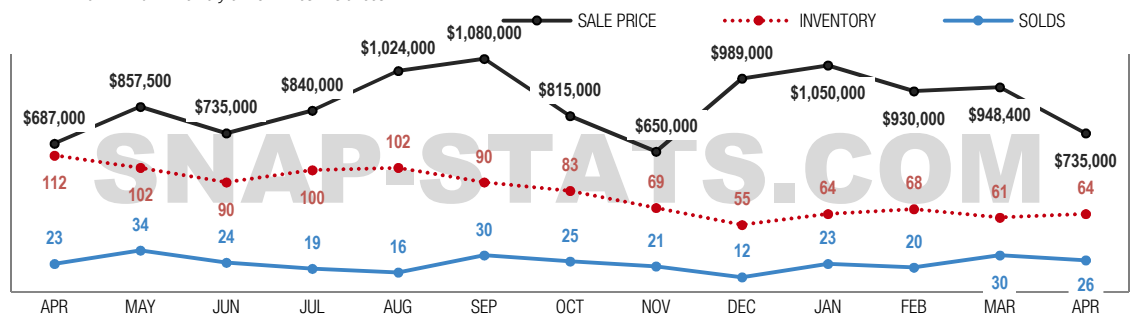
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 41% Sales Ratio average (4.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$500,000 to \$600,000 based on number of sales in the month (4)
- Buyers Best Bet** Homes in Park Royal and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside, Dundarave and 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	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	2	1	50%
900,001 – 1,000,000	8	6	75%
1,000,001 – 1,250,000	28	18	64%
1,250,001 – 1,500,000	74	49	66%
1,500,001 – 1,750,000	74	32	43%
1,750,001 – 2,000,000	74	40	54%
2,000,001 – 2,250,000	27	16	59%
2,250,001 – 2,500,000	46	12	26%
2,500,001 – 2,750,000	28	13	46%
2,750,001 – 3,000,000	52	8	15%
3,000,001 – 3,500,000	29	6	21%
3,500,001 – 4,000,000	24	5	21%
4,000,001 – 4,500,000	5	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	5	0	NA
TOTAL	484	206	43%

2 Bedrooms & Less	20	5	25%
3 to 4 Bedrooms	187	101	54%
5 to 6 Bedrooms	249	90	36%
7 Bedrooms & More	28	10	36%
TOTAL	484	206	43%

SnapStats® Median Data	March	April	Variance
Inventory	430	484	13%
Solds	249	206	-17%
Sale Price	\$1,638,000	\$1,750,000	7%
Sale Price SQFT	\$683	\$708	4%
Sale to List Price Ratio	109%	105%	-4%
Days on Market	9	10	11%

Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	20	8	40%
Bridgeport	7	2	29%
Brighthouse	2	0	NA
Brighthouse South	2	0	NA
Broadmoor	31	19	61%
East Cambie	20	8	40%
East Richmond	7	2	29%
Garden City	10	10	100%
Gilmore	3	0	NA
Granville	30	12	40%
Hamilton	10	3	30%
Ironwood	20	15	75%
Lackner	29	10	34%
McLennan	12	1	8%
McLennan North	5	3	60%
McNair	20	6	30%
Quilchena	15	14	93%
Riverdale	37	9	24%
Saunders	24	14	58%
Sea Island	2	2	100%
Seafair	28	12	43%
South Arm	14	5	36%
Steveston North	37	19	51%
Steveston South	18	9	50%
Steveston Village	5	6	120%*
Terra Nova	12	1	8%
West Cambie	23	3	13%
Westwind	11	3	27%
Woodwards	30	10	33%
TOTAL	484	206	43%

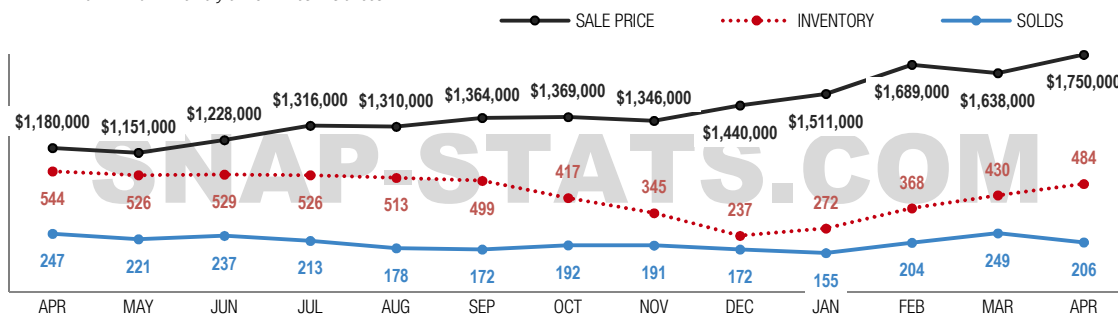
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 43% Sales Ratio average (4.3 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band** \$900,000 to \$1 mil with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, McLennan, Terra Nova, West Cambie and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Broadmoor, Garden City, Ironwood, Quilchena and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	134	58	43%
300,001 – 400,000	131	79	60%
400,001 – 500,000	89	83	93%
500,001 – 600,000	109	59	54%
600,001 – 700,000	61	44	72%
700,001 – 800,000	43	34	79%
800,001 – 900,000	26	24	92%
900,001 – 1,000,000	22	7	32%
1,000,001 – 1,250,000	13	6	46%
1,250,001 – 1,500,000	8	0	NA
1,500,001 – 1,750,000	4	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	2	1	50%
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	3	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL	650	395	61%

0 to 1 Bedroom	190	82	43%
2 Bedrooms	333	205	62%
3 Bedrooms	97	95	98%
4 Bedrooms & Greater	30	13	43%
TOTAL	650	395	61%

SnapStats® Median Data	March	April	Variance
Inventory	698	650	-7%
Solds	403	395	-2%
Sale Price	\$491,000	\$472,000	-4%
Sale Price SQFT	\$505	\$495	-2%
Sale to List Price Ratio	100%	101%	1%
Days on Market	14	12	-14%

Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	14	7	50%
Bridgeport	8	4	50%
Brighthouse	312	137	44%
Brighthouse South	92	46	50%
Broadmoor	1	5	500%*
East Cambie	1	5	500%*
East Richmond	4	4	100%
Garden City	3	6	200%*
Gilmore	0	0	NA
Granville	7	3	43%
Hamilton	5	6	120%*
Ironwood	12	3	25%
Lackner	3	2	67%
McLennan	0	0	NA
McLennan North	48	41	85%
McNair	2	0	NA
Quilchena	3	1	33%
Riverdale	15	12	80%
Saunders	2	4	200%*
Sea Island	0	0	NA
Seafair	2	3	150%*
South Arm	16	5	31%
Steveston North	3	4	133%*
Steveston South	27	34	126%*
Steveston Village	1	1	100%
Terra Nova	6	2	33%
West Cambie	62	49	79%
Westwind	1	4	400%*
Woodwards	0	7	NA
TOTAL	650	395	61%

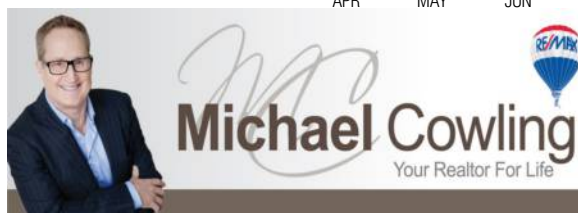
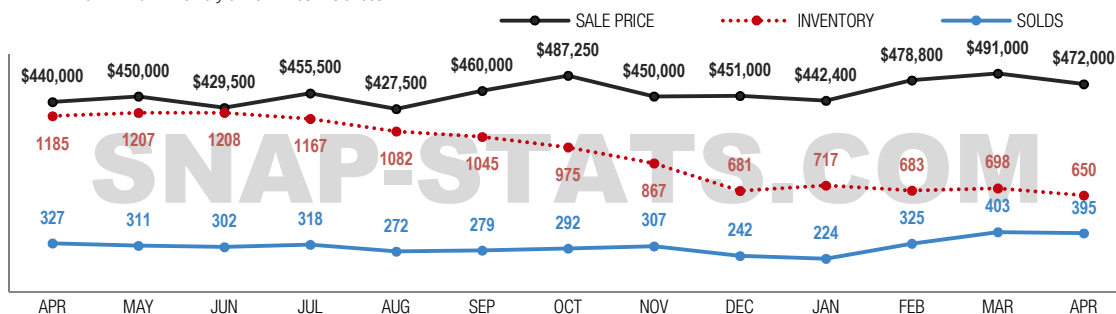
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 61% Sales Ratio average (6.1 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$400,000 to \$500,000 with average 93% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Brighthouse, Ironwood, South Arm and up to 1/ minimum 4 bedrooms
- Sellers Best Bet** Selling homes in McLennan North, Riverdale, Steveston South, West Cambie and 3 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	1	NA
900,001 – 1,000,000	4	4	100%
1,000,001 – 1,250,000	31	18	58%
1,250,001 – 1,500,000	56	11	20%
1,500,001 – 1,750,000	15	6	40%
1,750,001 – 2,000,000	15	2	13%
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	2	1	50%
2,500,001 – 2,750,000	1	1	100%
2,750,001 – 3,000,000	4	1	25%
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	1	NA
5,000,001 & Greater	1	0	NA
TOTAL	136	48	35%

2 Bedrooms & Less	5	1	20%
3 to 4 Bedrooms	94	35	37%
5 to 6 Bedrooms	36	12	33%
7 Bedrooms & More	1	0	NA
TOTAL	136	48	35%

SnapStats® Median Data	March	April	Variance
Inventory	117	136	16%
Solds	49	48	-2%
Sale Price	\$1,288,000	\$1,260,000	-2%
Sale Price SQFT	\$505	\$510	1%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	13	18	38%

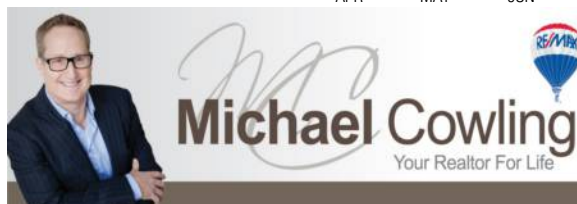
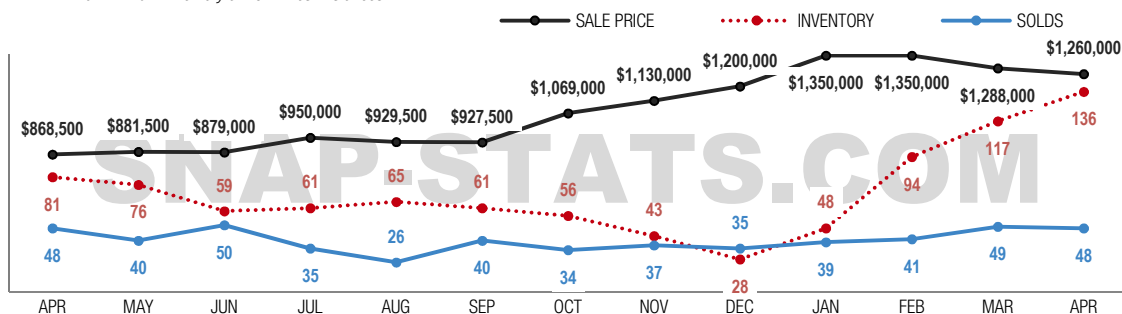
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 35% Sales Ratio average (3.5 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 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Boundary Beach, Tsawwassen East and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in English Bluff, Pebble Hill and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Community STATS CONDO & TH (ATTACHED)

0 to 1 Bedroom	4	2	50%
2 Bedrooms	16	16	100%
3 Bedrooms	1	1	100%
4 Bedrooms & Greater	0	0	NA
TOTAL	21	19	90%

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	2	33%
Boundary Beach	0	0	NA
Cliff Drive	10	12	120%*
English Bluff	1	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	3	3	100%
Tsawwassen East	1	2	200%*
TOTAL	21	19	90%

**Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If > 100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.*

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 90% Sales Ratio average (9 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** *Insufficient Data*
- Sellers Best Bet** Selling homes in Cliff Drive and 2 bedroom properties


^{**} With a minimum inventory of 10 in most instances

Legend: SALE PRICE (solid black line), INVENTORY (dotted red line), SOLDs (solid blue line). Values are in thousands of dollars unless specified.

Month	Sale Price (\$K)	Inventory (Count)	Solds (Count)
APR	\$410,000	53	16
MAY	\$395,900	48	21
JUN	\$439,000	38	19
JUL	\$497,500	49	12
AUG	\$417,000	47	20
SEP	\$439,900	54	15
OCT	\$418,000	41	31
NOV	\$377,000	36	15
DEC	\$439,000	18	15
JAN	\$364,500	29	4
FEB	\$514,900	33	19
MAR	\$501,250	11	32
APR	\$540,000	21	19



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Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	0	1	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	2	1	50%
700,001 – 800,000	2	1	50%
800,001 – 900,000	13	4	31%
900,001 – 1,000,000	8	10	125%*
1,000,001 – 1,250,000	20	13	65%
1,250,001 – 1,500,000	13	6	46%
1,500,001 – 1,750,000	10	4	40%
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	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	1	0	NA
TOTAL	78	40	51%

2 Bedrooms & Less	11	2	18%
3 to 4 Bedrooms	52	28	54%
5 to 6 Bedrooms	14	10	71%
7 Bedrooms & More	1	0	NA
TOTAL	78	40	51%

SnapStats® Median Data	March	April	Variance
Inventory	56	78	39%
Solds	41	40	-2%
Sale Price	\$1,120,000	\$1,072,500	-4%
Sale Price SQFT	\$484	\$432	-11%
Sale to List Price Ratio	103%	99%	-4%
Days on Market	9	19	111%

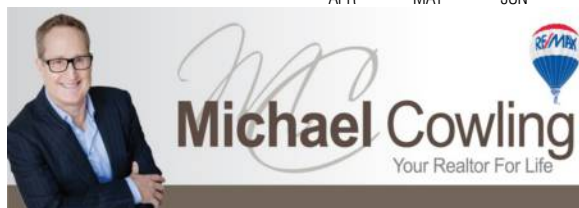
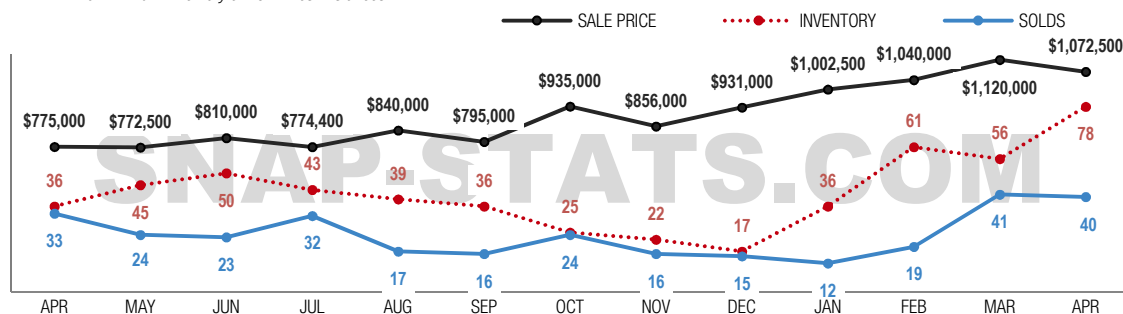
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 51% Sales Ratio average (5.1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Delta Manor, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Holly, Neilsen Grove and 5 to 6 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	7	3	43%
400,001 – 500,000	5	1	20%
500,001 – 600,000	3	1	33%
600,001 – 700,000	3	5	167%*
700,001 – 800,000	3	1	33%
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	1	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	21	12	57%

0 to 1 Bedroom	4	1	25%
2 Bedrooms	12	4	33%
3 Bedrooms	3	7	233%*
4 Bedrooms & Greater	2	0	NA
TOTAL	21	12	57%

SnapStats® Median Data	March	April	Variance
Inventory	20	21	5%
Solds	14	12	-14%
Sale Price	\$494,000	\$628,950	27%
Sale Price SQFT	\$387	\$457	18%
Sale to List Price Ratio	105%	101%	-4%
Days on Market	7	11	57%

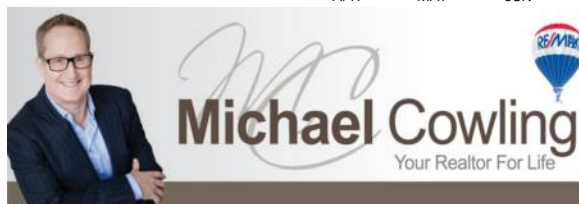
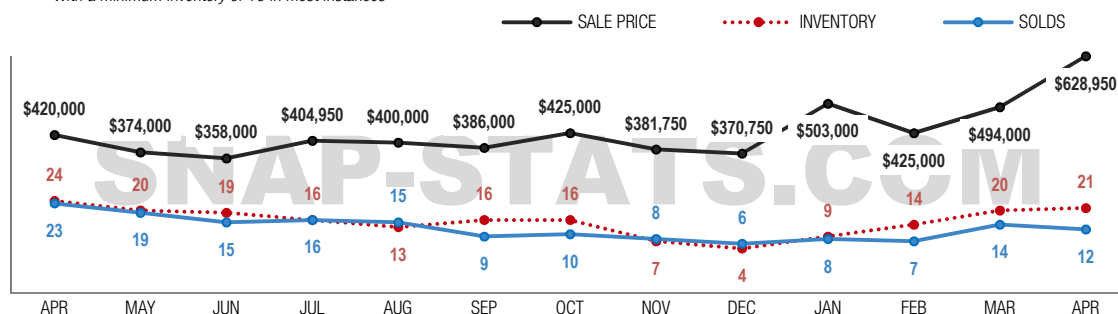
*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on May 2 reported previous month's sales exceeded current inventory count.

Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 57% Sales Ratio average (5.7 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$600,000 to \$700,000 based on number of sales in the month (5)
- Buyers Best Bet** *Insufficient data*
- Sellers Best Bet** *Insufficient data*

** With a minimum inventory of 10 in most instances

13 Month Market Trend



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