

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

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SnapStats Publishing

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November 2018

Produced & Published by SnapStats® Publishing Co.
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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	7	5	71%
400,001 – 500,000	11	3	27%
500,001 – 600,000	43	14	33%
600,001 – 700,000	102	20	20%
700,001 – 800,000	86	15	17%
800,001 – 900,000	66	19	29%
900,001 – 1,000,000	69	7	10%
1,000,001 – 1,250,000	91	14	15%
1,250,001 – 1,500,000	75	6	8%
1,500,001 – 1,750,000	41	2	5%
1,750,001 – 2,000,000	55	3	5%
2,000,001 – 2,250,000	23	2	9%
2,250,001 – 2,500,000	21	1	5%
2,500,001 – 2,750,000	10	2	20%
2,750,001 – 3,000,000	18	0	NA
3,000,001 – 3,500,000	22	0	NA
3,500,001 – 4,000,000	11	0	NA
4,000,001 – 4,500,000	11	0	NA
4,500,001 – 5,000,000	9	1	11%
5,000,001 & Greater	32	3	9%
TOTAL*	804	117	15%

0 to 1 Bedroom	315	52	17%
2 Bedrooms	404	56	14%
3 Bedrooms	81	9	11%
4 Bedrooms & Greater	4	0	NA
TOTAL*	804	117	15%

SnapStats®	October	November	Variance
Inventory	836	804	-4%
Solds	143	117	-18%
Sale Price	\$750,000	\$810,000	8%
Sale Price SQFT	\$979	\$1,042	6%
Sale to List Price Ratio	95%	97%	2%
Days on Market	16	24	50%

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

Community CONDOS & TOWNHOMES

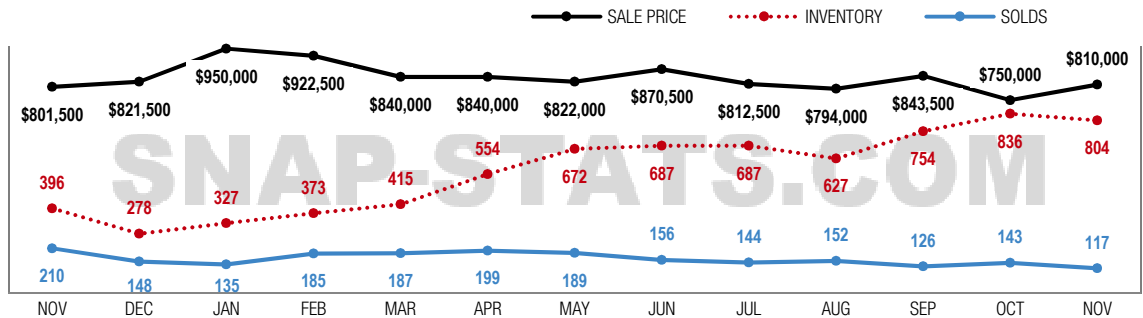
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	95	8	8%
Downtown	319	47	15%
Westend	162	30	19%
Yaletown	228	32	14%
TOTAL*	804	117	15%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$2 mil and \$2.25 mil to \$2.5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Westend and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	1	100%
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	3	4	133%*
1,750,001 – 2,000,000	14	7	50%
2,000,001 – 2,250,000	15	5	33%
2,250,001 – 2,500,000	33	6	18%
2,500,001 – 2,750,000	25	4	16%
2,750,001 – 3,000,000	50	6	12%
3,000,001 – 3,500,000	73	7	10%
3,500,001 – 4,000,000	107	7	7%
4,000,001 – 4,500,000	62	3	5%
4,500,001 – 5,000,000	64	1	2%
5,000,001 & Greater	245	9	4%
TOTAL*	692	61	9%

2 Bedrooms & Less	24	4	17%
3 to 4 Bedrooms	254	20	8%
5 to 6 Bedrooms	343	33	10%
7 Bedrooms & More	71	4	6%
TOTAL*	692	61	9%

SnapStats®	October	November	Variance
Inventory	740	692	-6%
Solds	65	61	-6%
Sale Price	\$3,470,000	\$2,820,000	-19%
Sale Price SQFT	\$1,164	\$977	-16%
Sale to List Price Ratio	92%	94%	2%
Days on Market	38	31	-18%

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

Community DETACHED HOUSES

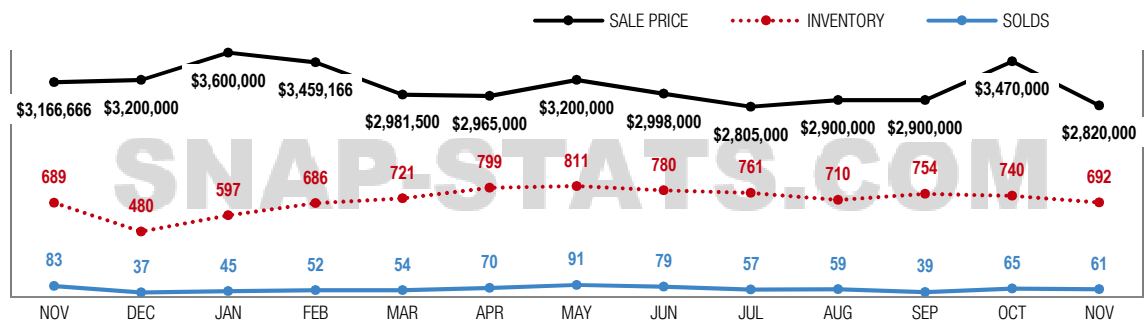
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	27	2	7%
Cambie	48	4	8%
Dunbar	99	5	5%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	52	1	2%
Kitsilano	35	9	26%
Mackenzie Heights	28	3	11%
Marpole	52	2	4%
Mount Pleasant	4	3	75%
Oakridge	14	4	29%
Point Grey	64	7	11%
Quilchena	24	1	4%
SW Marine	25	6	24%
Shaughnessy	73	3	4%
South Cambie	19	0	NA
South Granville	81	4	5%
Southlands	26	5	19%
University	20	2	10%
TOTAL*	692	61	9%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 9% Sales Ratio average (9 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, Kerrisdale and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Oakridge, SW Marine and up to 2 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	2	67%
400,001 – 500,000	15	7	47%
500,001 – 600,000	55	12	22%
600,001 – 700,000	75	20	27%
700,001 – 800,000	60	15	25%
800,001 – 900,000	58	19	33%
900,001 – 1,000,000	64	7	11%
1,000,001 – 1,250,000	93	15	16%
1,250,001 – 1,500,000	97	8	8%
1,500,001 – 1,750,000	46	4	9%
1,750,001 – 2,000,000	54	1	2%
2,000,001 – 2,250,000	12	1	8%
2,250,001 – 2,500,000	20	1	5%
2,500,001 – 2,750,000	16	2	13%
2,750,001 – 3,000,000	16	0	NA
3,000,001 – 3,500,000	6	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	2	1	50%
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	701	115	16%

0 to 1 Bedroom	193	41	21%
2 Bedrooms	351	62	18%
3 Bedrooms	138	11	8%
4 Bedrooms & Greater	19	1	5%
TOTAL*	701	115	16%

SnapStats®	October	November	Variance
Inventory	742	701	-6%
Solds	165	115	-30%
Sale Price	\$850,000	\$810,000	-5%
Sale Price SQFT	\$945	\$892	-6%
Sale to List Price Ratio	96%	99%	3%
Days on Market	17	20	18%

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

Community CONDOS & TOWNHOMES

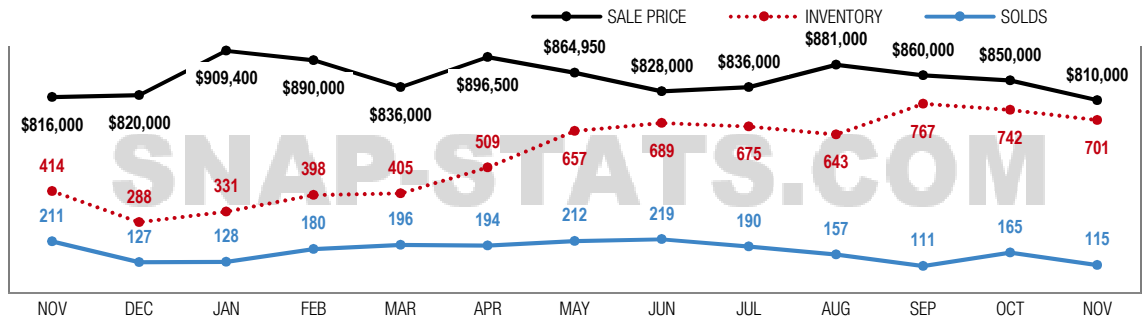
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	63	4	6%
Dunbar	6	0	NA
Fairview	92	33	36%
Falsecreek	92	20	22%
Kerrisdale	40	0	NA
Kitsilano	104	30	29%
Mackenzie Heights	2	0	NA
Marpole	71	4	6%
Mount Pleasant	17	3	18%
Oakridge	21	0	NA
Point Grey	17	1	6%
Quilchena	13	3	23%
SW Marine	14	3	21%
Shaughnessy	10	2	20%
South Cambie	14	1	7%
South Granville	21	0	NA
Southlands	3	0	NA
University	101	11	11%
TOTAL*	701	115	16%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 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 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Cambie, Marpole, Point Grey, South Cambie and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Fairview, Kitsilano and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	2	200%*
900,001 – 1,000,000	3	2	67%
1,000,001 – 1,250,000	33	8	24%
1,250,001 – 1,500,000	131	19	15%
1,500,001 – 1,750,000	113	16	14%
1,750,001 – 2,000,000	122	3	2%
2,000,001 – 2,250,000	62	4	6%
2,250,001 – 2,500,000	79	3	4%
2,500,001 – 2,750,000	46	0	NA
2,750,001 – 3,000,000	62	0	NA
3,000,001 – 3,500,000	25	1	4%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	5	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	7	0	NA
TOTAL*	695	58	8%

2 Bedrooms & Less	37	3	8%
3 to 4 Bedrooms	237	22	9%
5 to 6 Bedrooms	311	29	9%
7 Bedrooms & More	110	4	4%
TOTAL*	695	58	8%

SnapStats®	October	November	Variance
Inventory	726	695	-4%
Solds	80	58	-28%
Sale Price	\$1,547,500	\$1,483,400	-4%
Sale Price SQFT	\$698	\$654	-6%
Sale to List Price Ratio	97%	97%	0%
Days on Market	19	26	37%

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

Community DETACHED HOUSES

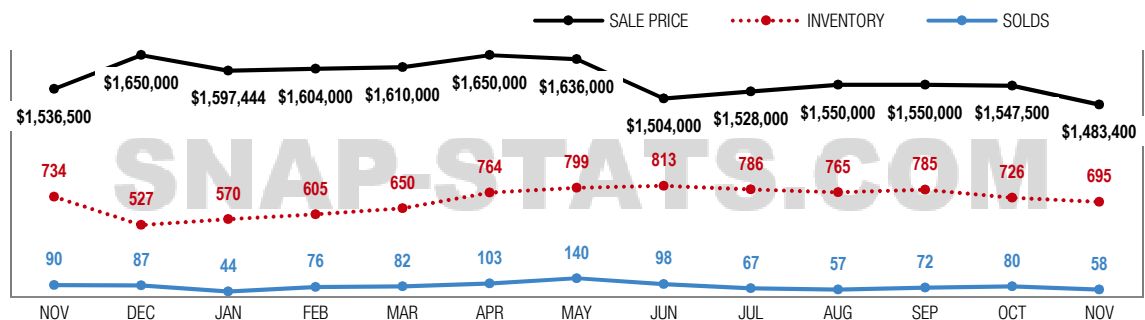
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	112	5	4%
Downtown	0	0	NA
Fraser	44	5	11%
Fraserview	33	2	6%
Grandview	58	10	17%
Hastings	7	3	43%
Hastings East	28	4	14%
Killarney	56	3	5%
Knight	48	4	8%
Main	25	3	12%
Mount Pleasant	11	0	NA
Renfrew Heights	53	4	8%
Renfrew	103	7	7%
South Vancouver	72	5	7%
Victoria	43	3	7%
TOTAL*	695	58	8%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Collingwood and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Grandview and up to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	9	12	133%*
400,001 – 500,000	74	22	30%
500,001 – 600,000	118	27	23%
600,001 – 700,000	58	20	34%
700,001 – 800,000	63	14	22%
800,001 – 900,000	42	4	10%
900,001 – 1,000,000	31	8	26%
1,000,001 – 1,250,000	27	4	15%
1,250,001 – 1,500,000	21	0	NA
1,500,001 – 1,750,000	7	2	29%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	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	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*	462	113	24%

0 to 1 Bedroom	187	51	27%
2 Bedrooms	186	43	23%
3 Bedrooms	78	17	22%
4 Bedrooms & Greater	11	2	18%
TOTAL*	462	113	24%

SnapStats®	October	November	Variance
Inventory	515	462	-10%
Solds	147	113	-23%
Sale Price	\$627,500	\$585,000	-7%
Sale Price SQFT	\$770	\$756	-2%
Sale to List Price Ratio	97%	98%	1%
Days on Market	14	21	50%

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Community CONDOS & TOWNHOMES

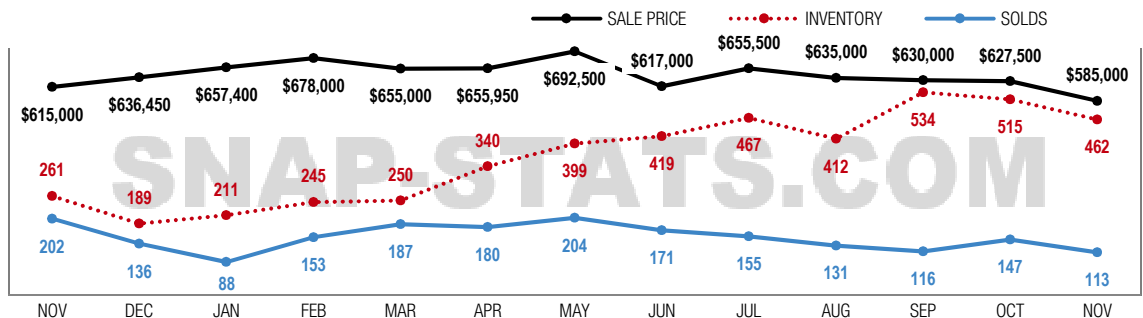
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	42	13	31%
Collingwood	95	25	26%
Downtown	22	7	32%
Fraser	18	3	17%
Fraserview	26	3	12%
Grandview	17	7	41%
Hastings	31	11	35%
Hastings East	10	3	30%
Killarney	15	2	13%
Knight	10	1	10%
Main	15	3	20%
Mount Pleasant	116	30	26%
Renfrew Heights	0	1	NA*
Renfrew	16	0	NA
South Vancouver	7	1	14%
Victoria	22	3	14%
TOTAL*	462	113	24%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Fraserview, Knight, Victoria and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Grandview and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	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	3	0	NA
1,000,001 – 1,250,000	12	7	58%
1,250,001 – 1,500,000	51	9	18%
1,500,001 – 1,750,000	61	7	11%
1,750,001 – 2,000,000	70	6	9%
2,000,001 – 2,250,000	30	6	20%
2,250,001 – 2,500,000	33	2	6%
2,500,001 – 2,750,000	31	1	3%
2,750,001 – 3,000,000	28	0	NA
3,000,001 – 3,500,000	26	2	8%
3,500,001 – 4,000,000	24	0	NA
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	380	40	11%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	164	23	14%
5 to 6 Bedrooms	162	15	9%
7 Bedrooms & More	39	1	3%
TOTAL*	380	40	11%

SnapStats®	October	November	Variance
Inventory	426	380	-11%
Solds	69	40	-42%
Sale Price	\$1,580,000	\$1,547,500	-2%
Sale Price SQFT	\$648	\$566	-13%
Sale to List Price Ratio	97%	91%	-6%
Days on Market	18	27	50%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	14	0	NA
Boulevard	13	3	23%
Braemar	4	0	NA
Calverhall	7	3	43%
Canyon Heights	39	7	18%
Capilano	8	0	NA
Central Lonsdale	19	1	5%
Deep Cove	12	3	25%
Delbrook	5	3	60%
Dollarton	13	0	NA
Edgemont	32	0	NA
Forest Hills	15	1	7%
Grouse Woods	6	0	NA
Hamilton	11	0	NA
Hamilton Heights	0	0	NA
Indian Arm	5	0	NA
Indian River	3	4	133%*
Lower Lonsdale	14	1	7%
Lynn Valley	25	6	24%
Lynn timer	3	0	NA
Norgate	5	1	20%
Northlands	3	0	NA
Pemberton Heights	8	1	13%
Pemberton	10	1	10%
Princess Park	5	1	20%
Queensbury	6	0	NA
Roche Point	1	0	NA
Seymour	8	0	NA
Tempe	4	0	NA
Upper Delbrook	21	0	NA
Upper Lonsdale	40	1	3%
Westlynn	12	2	17%
Westlynn Terrace	0	1	NA*
Windsor Park	5	0	NA
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	380	40	11%

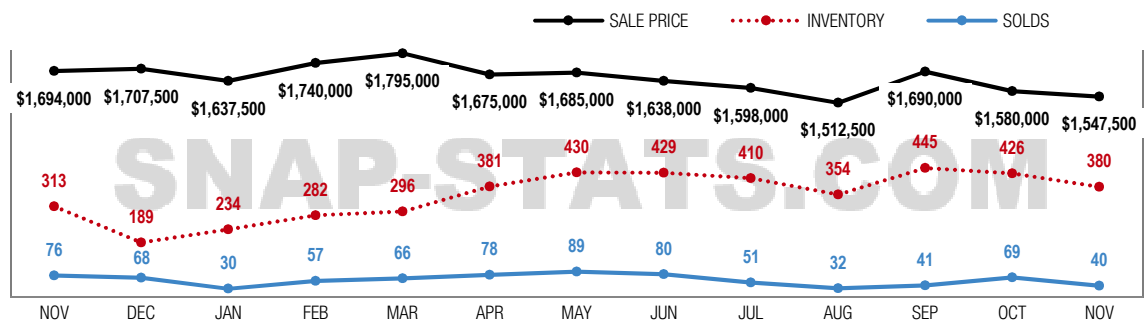
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 9% 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 \$2.5 mil to \$2.75 mil, Central Lonsdale, Forest Hills, Lower / Upper Lonsdale and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Boulevard, Deep Cove, Lynn Valley and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	7	6	86%
400,001 – 500,000	27	11	41%
500,001 – 600,000	49	23	47%
600,001 – 700,000	57	14	25%
700,001 – 800,000	49	11	22%
800,001 – 900,000	50	11	22%
900,001 – 1,000,000	42	6	14%
1,000,001 – 1,250,000	63	12	19%
1,250,001 – 1,500,000	31	1	3%
1,500,001 – 1,750,000	11	1	9%
1,750,001 – 2,000,000	3	2	67%
2,000,001 – 2,250,000	3	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*	393	98	25%

0 to 1 Bedroom	99	30	30%
2 Bedrooms	199	46	23%
3 Bedrooms	74	16	22%
4 Bedrooms & Greater	21	6	29%
TOTAL*	393	98	25%

SnapStats®	October	November	Variance
Inventory	446	393	-12%
Solds	101	98	-3%
Sale Price	\$752,500	\$686,250	-9%
Sale Price SQFT	\$773	\$764	-1%
Sale to List Price Ratio	95%	98%	3%
Days on Market	11	22	100%

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

Community CONDOS & TOWNHOMES

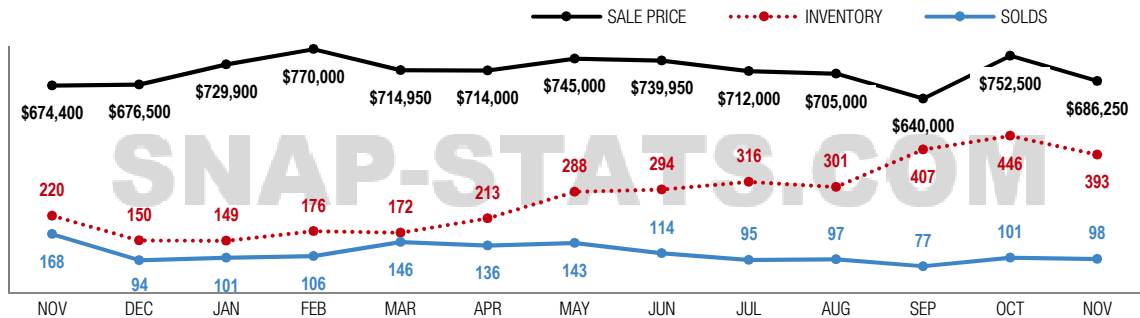
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	4	0	NA
Central Lonsdale	75	22	29%
Deep Cove	3	0	NA
Delbrook	0	0	NA
Dollarton	1	1	100%
Edgemont	5	0	NA
Forest Hills	0	0	NA
Grouse Woods	3	0	NA
Hamilton	33	5	15%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	2	1	50%
Lower Lonsdale	82	21	26%
Lynn Valley	26	18	69%
Lynn timer	52	10	19%
Norgate	14	3	21%
Northlands	8	4	50%
Pemberton Heights	0	0	NA
Pemberton	31	7	23%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	32	3	9%
Seymour	6	2	33%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	10	0	NA
Westlynn	4	1	25%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	393	98	25%

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Roche Point and 3 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Northlands and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 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	1	1	100%
1,250,001 – 1,500,000	4	1	25%
1,500,001 – 1,750,000	12	3	25%
1,750,001 – 2,000,000	23	0	NA
2,000,001 – 2,250,000	14	3	21%
2,250,001 – 2,500,000	35	3	9%
2,500,001 – 2,750,000	34	3	9%
2,750,001 – 3,000,000	46	0	NA
3,000,001 – 3,500,000	47	4	9%
3,500,001 – 4,000,000	53	3	6%
4,000,001 – 4,500,000	26	0	NA
4,500,001 – 5,000,000	29	1	3%
5,000,001 & Greater	164	2	1%
TOTAL*	488	24	5%

2 Bedrooms & Less	14	0	NA
3 to 4 Bedrooms	212	15	7%
5 to 6 Bedrooms	235	9	4%
7 Bedrooms & More	27	0	NA
TOTAL*	488	24	5%

SnapStats®	October	November	Variance
Inventory	530	488	-8%
Solds	36	24	-33%
Sale Price	\$2,825,000	\$2,630,000	-7%
Sale Price SQFT	\$854	\$767	-10%
Sale to List Price Ratio	91%	90%	-1%
Days on Market	29	46	59%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	17	1	6%
Ambleside	52	4	8%
Bayridge	10	1	10%
British Properties	86	2	2%
Canterbury	9	0	NA
Caulfield	24	0	NA
Cedardale	4	1	25%
Chartwell	34	0	NA
Chelsea Park	4	0	NA
Cypress	8	0	NA
Cypress Park Estates	13	1	8%
Deer Ridge	1	0	NA
Dundarave	35	1	3%
Eagle Harbour	18	1	6%
Eagleridge	7	0	NA
Furry Creek	2	0	NA
Gleneagles	8	1	13%
Glenmore	24	0	NA
Horseshoe Bay	4	1	25%
Howe Sound	5	0	NA
Lions Bay	20	2	10%
Old Caulfield	1	1	100%
Panorama Village	0	0	NA
Park Royal	3	0	NA
Porteau Cove	0	0	NA
Queens	17	3	18%
Rockridge	5	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	20	1	5%
Upper Caulfield	12	1	8%
West Bay	6	0	NA
Westhill	5	0	NA
Westmount	17	2	12%
Whitby Estates	7	0	NA
Whytecliff	8	0	NA
TOTAL*	488	24	5%

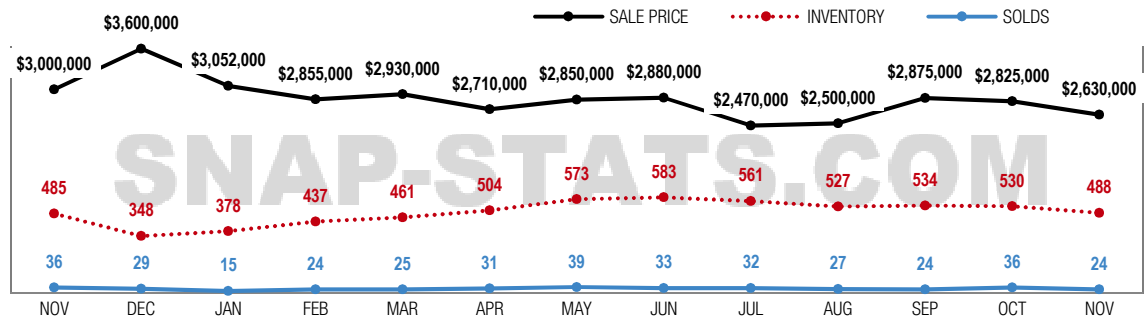
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 10% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil and greater, British Properties, Dundarave and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Queens and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	8	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	8	0	NA
800,001 – 900,000	6	0	NA
900,001 – 1,000,000	6	1	17%
1,000,001 – 1,250,000	10	0	NA
1,250,001 – 1,500,000	12	3	25%
1,500,001 – 1,750,000	15	0	NA
1,750,001 – 2,000,000	17	1	6%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	11	0	NA
2,500,001 – 2,750,000	6	0	NA
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	3	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	6	0	NA
5,000,001 & Greater	7	1	14%
TOTAL*	132	6	5%

0 to 1 Bedroom	25	1	4%
2 Bedrooms	75	3	4%
3 Bedrooms	28	2	7%
4 Bedrooms & Greater	4	0	NA
TOTAL*	132	6	5%

SnapStats®	October	November	Variance
Inventory	139	132	-5%
Solds	18	6	-67%
Sale Price	\$1,225,000	\$1,382,500	13%
Sale Price SQFT	\$1,055	\$1,274	21%
Sale to List Price Ratio	95%	92%	-3%
Days on Market	45	24	-47%

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

Community CONDOS & TOWNHOMES

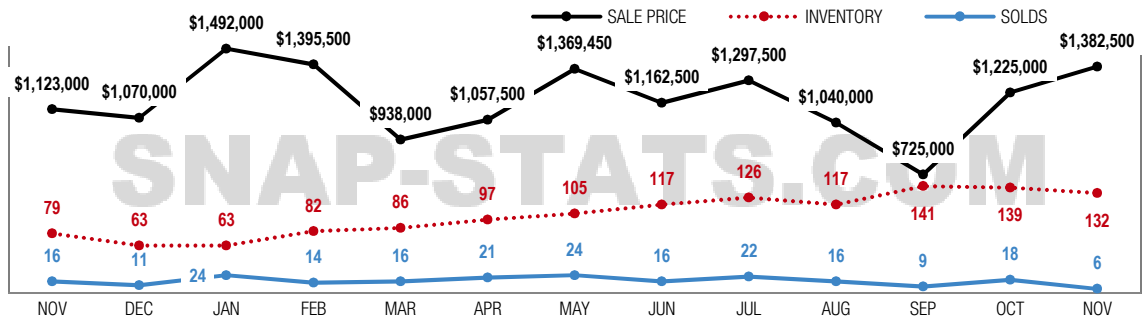
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	34	4	12%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	0	NA
Deer Ridge	6	0	NA
Dundarave	31	1	3%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	5	0	NA
Howe Sound	4	0	NA
Lions Bay	1	0	NA
Old Caulfield	2	0	NA
Panorama Village	12	0	NA
Park Royal	17	1	6%
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	2	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	6	0	NA
Whytecliff	0	0	NA
TOTAL*	132	6	5%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Dundarave, Park Royal and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	1	50%
300,001 – 400,000	1	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	23	8	35%
1,250,001 – 1,500,000	114	8	7%
1,500,001 – 1,750,000	121	8	7%
1,750,001 – 2,000,000	97	6	6%
2,000,001 – 2,250,000	46	4	9%
2,250,001 – 2,500,000	64	5	8%
2,500,001 – 2,750,000	56	1	2%
2,750,001 – 3,000,000	79	3	4%
3,000,001 – 3,500,000	39	2	5%
3,500,001 – 4,000,000	44	0	NA
4,000,001 – 4,500,000	17	2	12%
4,500,001 – 5,000,000	12	0	NA
5,000,001 & Greater	16	1	6%
TOTAL*	742	50	7%

2 Bedrooms & Less	35	1	3%
3 to 4 Bedrooms	287	19	7%
5 to 6 Bedrooms	401	26	6%
7 Bedrooms & More	19	4	21%
TOTAL*	742	50	7%

SnapStats®	October	November	Variance
Inventory	800	742	-7%
Solds	57	50	-12%
Sale Price	\$1,598,000	\$1,750,000	10%
Sale Price SQFT	\$653	\$688	6%
Sale to List Price Ratio	95%	94%	-1%
Days on Market	40	42	5%

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

Community DETACHED HOUSES

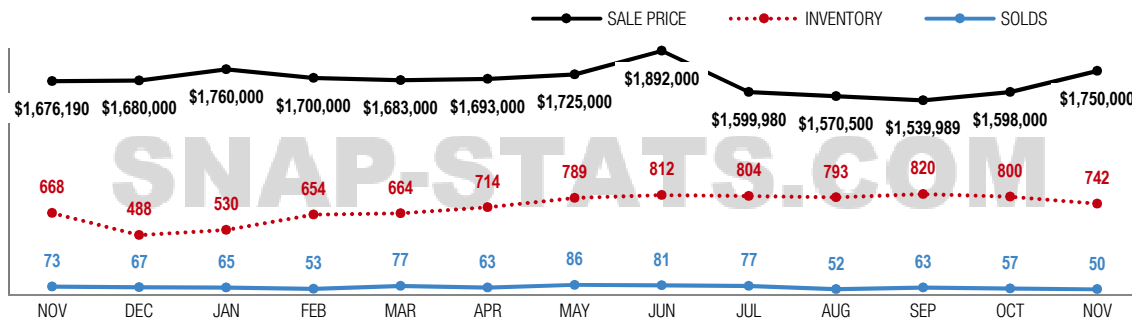
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	30	0	NA
Bridgeport	25	0	NA
Brighthouse	25	1	4%
Brighthouse South	1	0	NA
Broadmoor	47	3	6%
East Cambie	21	1	5%
East Richmond	2	0	NA
Garden City	22	2	9%
Gilmore	2	0	NA
Granville	62	5	8%
Hamilton	11	4	36%
Ironwood	34	1	3%
Lackner	32	3	9%
McLennan	8	3	38%
McLennan North	8	1	13%
McNair	25	0	NA
Quilchena	31	1	3%
Riverdale	39	0	NA
Saunders	39	3	8%
Sea Island	6	0	NA
Seafair	55	2	4%
South Arm	19	2	11%
Steveston North	47	3	6%
Steveston South	23	1	4%
Steveston Village	11	3	27%
Terra Nova	17	3	18%
West Cambie	28	3	11%
Westwind	17	1	6%
Woodwards	55	4	7%
TOTAL*	742	50	7%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 6% 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 mil to \$2.75 mil, Ironwood, Quilchena and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, McLennan, Steveston Village and minimum 7 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	6	0	NA
300,001 – 400,000	23	10	43%
400,001 – 500,000	81	20	25%
500,001 – 600,000	146	24	16%
600,001 – 700,000	146	24	16%
700,001 – 800,000	159	17	11%
800,001 – 900,000	121	17	14%
900,001 – 1,000,000	97	7	7%
1,000,001 – 1,250,000	96	7	7%
1,250,001 – 1,500,000	31	1	3%
1,500,001 – 1,750,000	14	0	NA
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	1	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	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	0	0	NA
TOTAL*	933	127	14%

0 to 1 Bedroom	160	33	21%
2 Bedrooms	421	52	12%
3 Bedrooms	266	30	11%
4 Bedrooms & Greater	86	12	14%
TOTAL*	933	127	14%

SnapStats®	October	November	Variance
Inventory	937	933	0%
Solds	170	127	-25%
Sale Price	\$640,000	\$630,000	-2%
Sale Price SQFT	\$677	\$662	-2%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	22	32	45%

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

Community CONDOS & TOWNHOMES

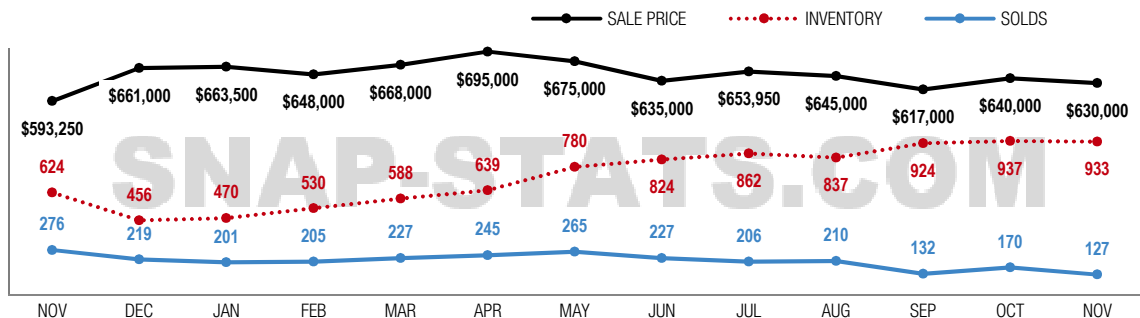
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	18	0	NA
Bridgeport	25	3	12%
Brighthouse	277	37	13%
Brighthouse South	96	17	18%
Broadmoor	9	0	NA
East Cambie	17	2	12%
East Richmond	2	1	50%
Garden City	8	0	NA
Gilmore	0	0	NA
Granville	15	2	13%
Hamilton	20	5	25%
Ironwood	35	4	11%
Lackner	2	1	50%
McLennan	0	0	NA
McLennan North	91	12	13%
McNair	2	0	NA
Quilchena	0	2	NA*
Riverdale	23	2	9%
Saunders	14	2	14%
Sea Island	1	0	NA
Seafair	5	1	20%
South Arm	4	2	50%
Steveston North	7	0	NA
Steveston South	44	4	9%
Steveston Village	9	1	11%
Terra Nova	16	1	6%
West Cambie	172	25	15%
Westwind	2	0	NA
Woodwards	19	3	16%
TOTAL*	933	127	14%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Riverdale, Steveston South, Terra Nova and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 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	4	0	NA
900,001 – 1,000,000	8	2	25%
1,000,001 – 1,250,000	39	6	15%
1,250,001 – 1,500,000	39	2	5%
1,500,001 – 1,750,000	19	1	5%
1,750,001 – 2,000,000	10	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	9	0	NA
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	142	11	8%

2 Bedrooms & Less	7	0	NA
3 to 4 Bedrooms	93	11	12%
5 to 6 Bedrooms	39	0	NA
7 Bedrooms & More	3	0	NA
TOTAL*	142	11	8%

SnapStats®	October	November	Variance
Inventory	156	142	-9%
Solds	13	11	-15%
Sale Price	\$1,050,000	\$1,085,000	3%
Sale Price SQFT	\$495	\$483	-2%
Sale to List Price Ratio	96%	94%	-2%
Days on Market	63	28	-56%

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

Community DETACHED HOUSES

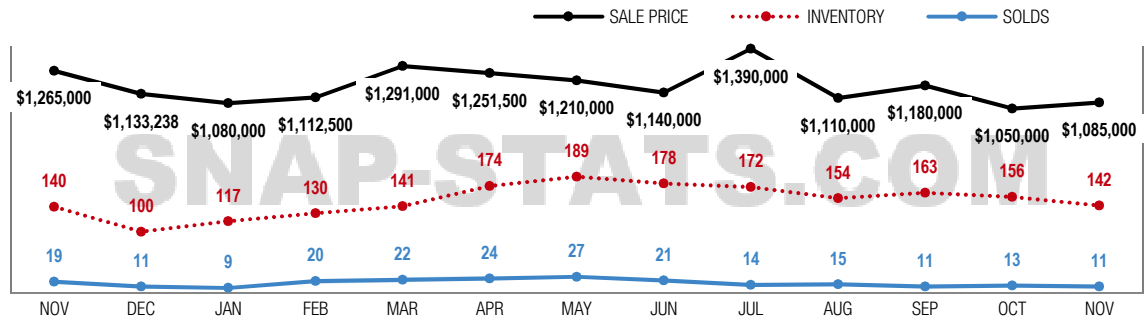
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	19	1	5%
Boundary Beach	16	0	NA
Cliff Drive	20	1	5%
English Bluff	19	1	5%
Pebble Hill	29	2	7%
Tsawwassen Central	28	5	18%
Tsawwassen East	11	1	9%
TOTAL*	142	11	8%

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 6% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.75 mil, Beach Grove, Cliff Drive and English Bluff
- Sellers Best Bet** Selling homes in Tsawwassen Central and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	2	67%
400,001 – 500,000	9	2	22%
500,001 – 600,000	10	0	NA
600,001 – 700,000	16	0	NA
700,001 – 800,000	10	1	10%
800,001 – 900,000	4	1	25%
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	1	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	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*	60	6	10%

0 to 1 Bedroom	5	3	60%
2 Bedrooms	32	2	6%
3 Bedrooms	21	1	5%
4 Bedrooms & Greater	2	0	NA
TOTAL*	60	6	10%

SnapStats®	October	November	Variance
Inventory	62	60	-3%
Solds	12	6	-50%
Sale Price	\$624,950	\$460,000	-26%
Sale Price SQFT	\$558	\$514	-8%
Sale to List Price Ratio	99%	95%	-4%
Days on Market	29	22	-24%

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

Community CONDOS & TOWNHOMES

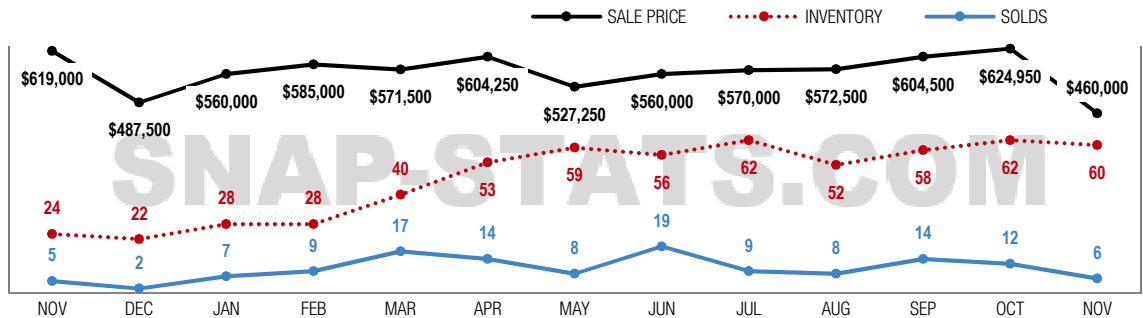
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	10	1	10%
Boundary Beach	2	0	NA
Cliff Drive	37	3	8%
English Bluff	0	0	NA
Pebble Hill	1	0	NA
Tsawwassen Central	7	2	29%
Tsawwassen East	3	0	NA
TOTAL*	60	6	10%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 22% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000 and Cliff Drive
- Sellers Best Bet** Selling homes in Beach Grove

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	3	0	NA
800,001 – 900,000	10	3	30%
900,001 – 1,000,000	25	2	8%
1,000,001 – 1,250,000	25	4	16%
1,250,001 – 1,500,000	12	0	NA
1,500,001 – 1,750,000	8	2	25%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	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*	96	11	11%

2 Bedrooms & Less	13	1	8%
3 to 4 Bedrooms	61	9	15%
5 to 6 Bedrooms	20	1	5%
7 Bedrooms & More	2	0	NA
TOTAL*	96	11	11%

SnapStats®	October	November	Variance
Inventory	101	96	-5%
Solds	14	11	-21%
Sale Price	\$970,000	\$1,038,000	7%
Sale Price SQFT	\$491	\$450	-8%
Sale to List Price Ratio	98%	100%	2%
Days on Market	41	62	51%

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

Community DETACHED HOUSES

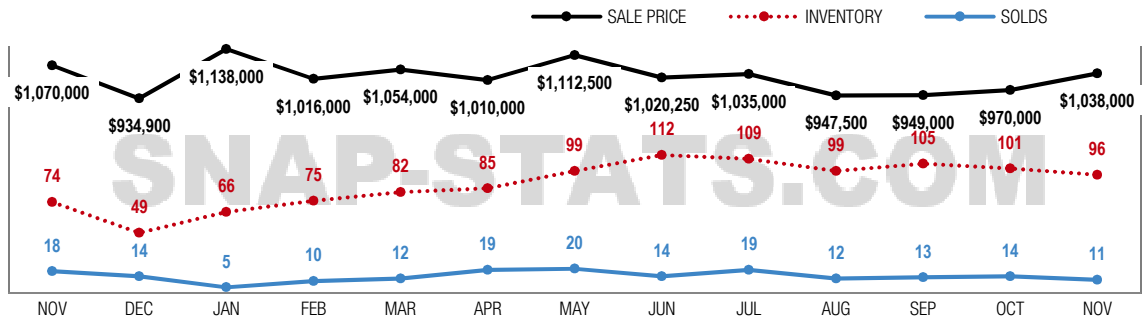
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	9	1	11%
East Delta	2	0	NA
Hawthorne	25	3	12%
Holly	7	4	57%
Ladner Elementary	23	1	4%
Ladner Rural	5	0	NA
Neilsen Grove	20	2	10%
Port Guichon	5	0	NA
Westham Island	0	0	NA
TOTAL*	96	11	11%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$800,000 to \$900,000 with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	2	67%
400,001 – 500,000	7	1	14%
500,001 – 600,000	15	1	7%
600,001 – 700,000	7	2	29%
700,001 – 800,000	12	1	8%
800,001 – 900,000	12	2	17%
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	2	2	100%
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*	62	11	18%

0 to 1 Bedroom	5	1	20%
2 Bedrooms	22	3	14%
3 Bedrooms	20	4	20%
4 Bedrooms & Greater	15	3	20%
TOTAL*	62	11	18%

SnapStats®	October	November	Variance
Inventory	68	62	-9%
Solds	7	11	57%
Sale Price	\$804,000	\$685,000	-15%
Sale Price SQFT	\$493	\$437	-11%
Sale to List Price Ratio	95%	98%	3%
Days on Market	25	24	-4%

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

Community CONDOS & TOWNHOMES

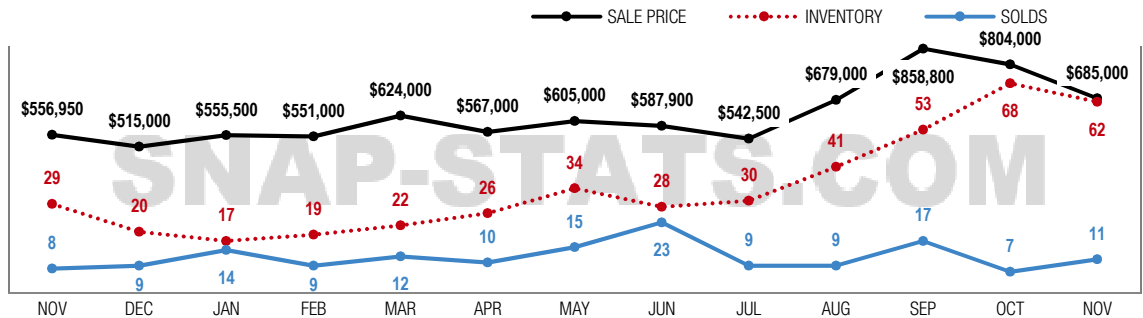
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	12	1	8%
East Delta	0	0	NA
Hawthorne	18	4	22%
Holly	1	0	NA
Ladner Elementary	8	2	25%
Ladner Rural	3	0	NA
Neilsen Grove	20	4	20%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	62	11	18%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 17% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Delta Manor and 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne, Ladner Elementary, Neilsen Grove and minimum 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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