

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

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SnapStats Publishing

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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	10	2	20%
400,001 – 500,000	10	4	40%
500,001 – 600,000	32	19	59%
600,001 – 700,000	47	31	66%
700,001 – 800,000	50	25	50%
800,001 – 900,000	43	14	33%
900,001 – 1,000,000	31	11	35%
1,000,001 – 1,250,000	53	17	32%
1,250,001 – 1,500,000	63	6	10%
1,500,001 – 1,750,000	44	5	11%
1,750,001 – 2,000,000	39	6	15%
2,000,001 – 2,250,000	18	3	17%
2,250,001 – 2,500,000	20	0	NA
2,500,001 – 2,750,000	15	0	NA
2,750,001 – 3,000,000	16	1	6%
3,000,001 – 3,500,000	12	0	NA
3,500,001 – 4,000,000	11	0	NA
4,000,001 – 4,500,000	8	0	NA
4,500,001 – 5,000,000	6	1	17%
5,000,001 & Greater	42	0	NA
TOTAL*	571	145	25%

0 to 1 Bedroom	214	87	41%
2 Bedrooms	279	51	18%
3 Bedrooms	67	7	10%
4 Bedrooms & Greater	11	0	NA
TOTAL*	571	145	25%

SnapStats®	January	February	Variance
Inventory	527	571	8%
Solds	104	145	39%
Sale Price	\$774,750	\$749,000	-3%
Sale Price SQFT	\$1,011	\$1,059	5%
Sale to List Price Ratio	97%	100%	3%
Days on Market	16	9	-44%

*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

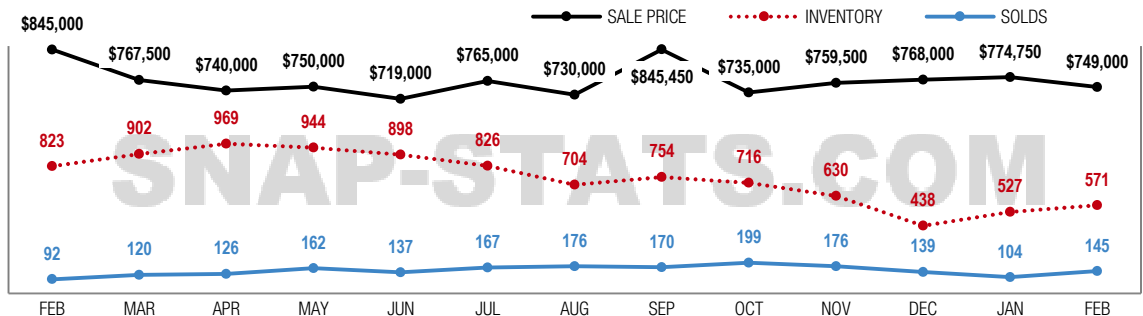
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	107	8	7%
Downtown	182	62	34%
Westend	129	31	24%
Yaletown	153	44	29%
TOTAL*	571	145	25%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 66% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown 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	2	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	2	2	100%
1,500,001 – 1,750,000	3	2	67%
1,750,001 – 2,000,000	4	3	75%
2,000,001 – 2,250,000	10	5	50%
2,250,001 – 2,500,000	27	6	22%
2,500,001 – 2,750,000	18	4	22%
2,750,001 – 3,000,000	31	9	29%
3,000,001 – 3,500,000	57	9	16%
3,500,001 – 4,000,000	69	9	13%
4,000,001 – 4,500,000	35	7	20%
4,500,001 – 5,000,000	42	2	5%
5,000,001 & Greater	204	3	1%
TOTAL*	504	61	12%

2 Bedrooms & Less	18	4	22%
3 to 4 Bedrooms	173	19	11%
5 to 6 Bedrooms	244	30	12%
7 Bedrooms & More	69	8	12%
TOTAL*	504	61	12%

SnapStats®	January	February	Variance
Inventory	506	504	0%
Solds	35	61	74%
Sale Price	\$3,230,000	\$3,000,000	-7%
Sale Price SQFT	\$1,068	\$997	-7%
Sale to List Price Ratio	96%	94%	-2%
Days on Market	65	17	-74%

*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

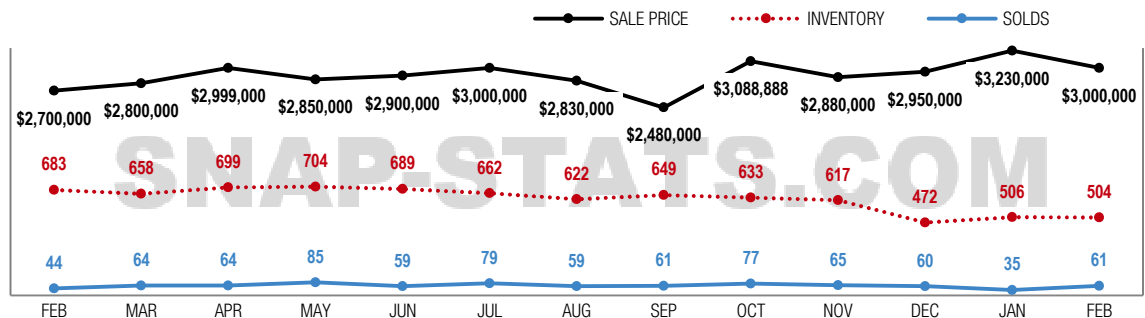
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	17	3	18%
Cambie	31	3	10%
Dunbar	63	7	11%
Fairview	0	0	NA
Falsecreek	2	0	NA
Kerrisdale	32	5	16%
Kitsilano	17	7	41%
Mackenzie Heights	18	3	17%
Marpole	22	7	32%
Mount Pleasant	2	0	NA
Oakridge	19	1	5%
Point Grey	59	9	15%
Quilchena	22	2	9%
SW Marine	16	1	6%
Shaughnessy	68	7	10%
South Cambie	10	0	NA
South Granville	50	3	6%
Southlands	35	2	6%
University	21	1	5%
TOTAL*	504	61	12%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Oakridge, University and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano 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	1	3	300%*
400,001 – 500,000	8	7	88%
500,001 – 600,000	18	18	100%
600,001 – 700,000	52	22	42%
700,001 – 800,000	48	24	50%
800,001 – 900,000	54	20	37%
900,001 – 1,000,000	61	19	31%
1,000,001 – 1,250,000	93	18	19%
1,250,001 – 1,500,000	82	5	6%
1,500,001 – 1,750,000	78	8	10%
1,750,001 – 2,000,000	58	3	5%
2,000,001 – 2,250,000	19	0	NA
2,250,001 – 2,500,000	26	2	8%
2,500,001 – 2,750,000	12	1	8%
2,750,001 – 3,000,000	12	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	635	150	24%

0 to 1 Bedroom	124	56	45%
2 Bedrooms	331	79	24%
3 Bedrooms	161	14	9%
4 Bedrooms & Greater	19	1	5%
TOTAL*	635	150	24%

SnapStats®	January	February	Variance
Inventory	602	635	5%
Solds	131	150	15%
Sale Price	\$790,000	\$825,000	4%
Sale Price SQFT	\$908	\$968	7%
Sale to List Price Ratio	95%	103%	8%
Days on Market	25	8	-68%

*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

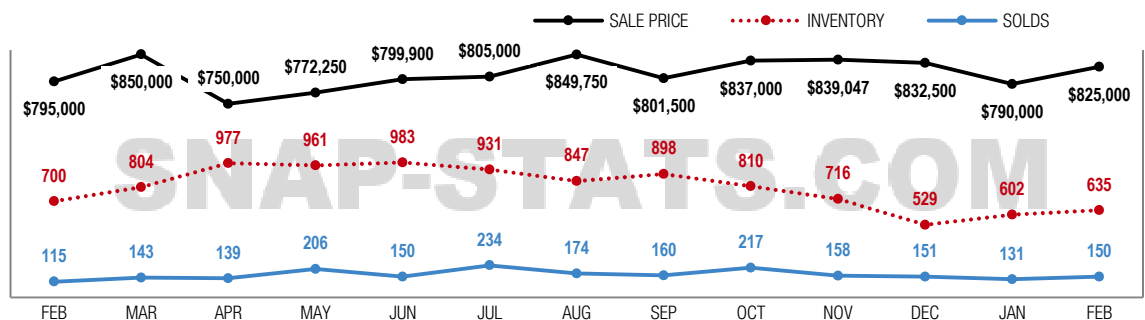
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	72	7	10%
Dunbar	2	1	50%
Fairview	73	33	45%
Falsecreek	53	17	32%
Kerrisdale	33	4	12%
Kitsilano	64	34	53%
Mackenzie Heights	1	0	NA
Marpole	57	11	19%
Mount Pleasant	14	3	21%
Oakridge	17	4	24%
Point Grey	12	2	17%
Quilchena	10	7	70%
SW Marine	16	5	31%
Shaughnessy	7	1	14%
South Cambie	39	2	5%
South Granville	40	2	5%
Southlands	0	1	NA*
University	125	16	13%
TOTAL*	635	150	24%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$500,000 to \$600,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Cambie, South Cambie, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Quilchena 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	1	NA*
700,001 – 800,000	0	1	NA*
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	27	14	52%
1,250,001 – 1,500,000	67	33	49%
1,500,001 – 1,750,000	50	20	40%
1,750,001 – 2,000,000	48	6	13%
2,000,001 – 2,250,000	23	5	22%
2,250,001 – 2,500,000	59	4	7%
2,500,001 – 2,750,000	28	1	4%
2,750,001 – 3,000,000	33	0	NA
3,000,001 – 3,500,000	10	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	0	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	357	86	24%

2 Bedrooms & Less	17	9	53%
3 to 4 Bedrooms	115	29	25%
5 to 6 Bedrooms	154	38	25%
7 Bedrooms & More	71	10	14%
TOTAL*	357	86	24%

SnapStats®	January	February	Variance
Inventory	347	357	3%
Solds	52	86	65%
Sale Price	\$1,500,000	\$1,422,500	-5%
Sale Price SQFT	\$690	\$627	-9%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	15	10	-33%

*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

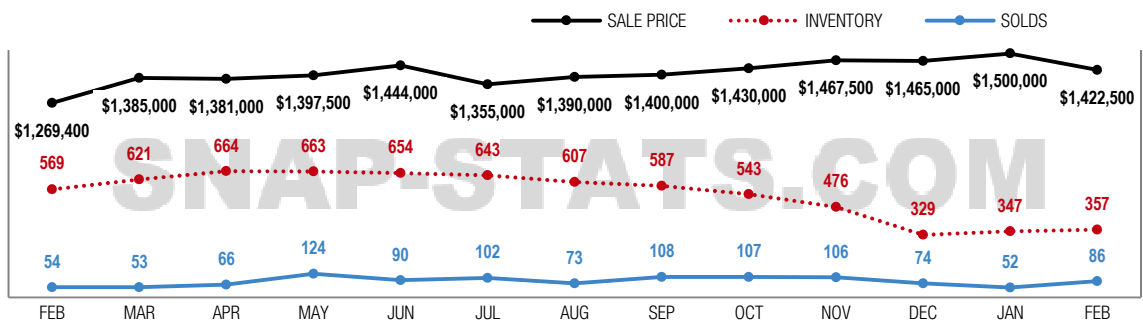
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	55	6	11%
Downtown	0	0	NA
Fraser	29	8	28%
Fraserview	16	1	6%
Grandview Woodland	28	8	29%
Hastings	5	2	40%
Hastings Sunrise	15	5	33%
Killarney	31	4	13%
Knight	38	8	21%
Main	14	5	36%
Mount Pleasant	6	2	33%
Renfrew Heights	26	1	4%
Renfrew	45	19	42%
South Marine	2	0	NA
South Vancouver	26	11	42%
Strathcona	2	1	50%
Victoria	18	5	28%
TOTAL*	357	86	24%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: 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** \$1 mil to \$1.25 mil with average 52% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Fraserview, Renfrew Heights and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Hastings, Renfrew, South Vancouver and up to 2 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	4	1	25%
300,001 – 400,000	24	4	17%
400,001 – 500,000	44	19	43%
500,001 – 600,000	70	31	44%
600,001 – 700,000	43	24	56%
700,001 – 800,000	61	23	38%
800,001 – 900,000	26	14	54%
900,001 – 1,000,000	20	11	55%
1,000,001 – 1,250,000	33	6	18%
1,250,001 – 1,500,000	27	3	11%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	4	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	1	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	1	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*	361	137	38%

0 to 1 Bedroom	119	68	57%
2 Bedrooms	188	49	26%
3 Bedrooms	50	18	36%
4 Bedrooms & Greater	4	2	50%
TOTAL*	361	137	38%

SnapStats®	January	February	Variance
Inventory	298	361	21%
Solds	94	137	46%
Sale Price	\$624,000	\$650,000	4%
Sale Price SQFT	\$823	\$853	4%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	12	8	-33%

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Community CONDOS & TOWNHOMES

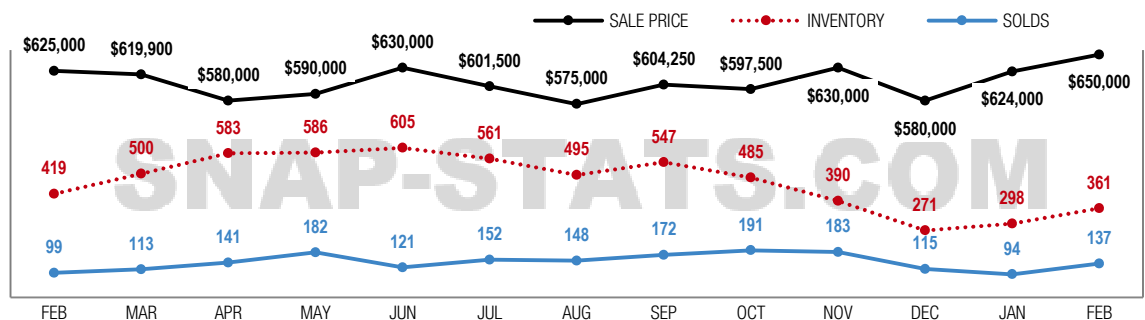
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	8	6	75%
Collingwood	75	16	21%
Downtown	33	12	36%
Fraser	12	3	25%
Fraserview	0	0	NA
Grandview Woodland	14	9	64%
Hastings	7	5	71%
Hastings Sunrise	4	5	125%*
Killarney	11	3	27%
Knight	5	2	40%
Main	12	5	42%
Mount Pleasant	50	35	70%
Renfrew Heights	13	1	8%
Renfrew	12	3	25%
South Marine	67	16	24%
South Vancouver	2	0	NA
Strathcona	12	7	58%
Victoria	24	9	38%
TOTAL*	361	137	38%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Renfrew Heights and 2 bedroom properties
- Sellers Best Bet** Selling homes in Champlain Heights, Grandview Woodland, Mount Pleasant 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	2	0	NA
600,001 – 700,000	2	1	50%
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	6	3	50%
1,250,001 – 1,500,000	27	18	67%
1,500,001 – 1,750,000	41	21	51%
1,750,001 – 2,000,000	26	9	35%
2,000,001 – 2,250,000	14	8	57%
2,250,001 – 2,500,000	23	5	22%
2,500,001 – 2,750,000	10	3	30%
2,750,001 – 3,000,000	23	2	9%
3,000,001 – 3,500,000	27	1	4%
3,500,001 – 4,000,000	19	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	236	71	30%

2 Bedrooms & Less	4	3	75%
3 to 4 Bedrooms	105	39	37%
5 to 6 Bedrooms	97	25	26%
7 Bedrooms & More	30	4	13%
TOTAL*	236	71	30%

SnapStats®	January	February	Variance
Inventory	217	236	9%
Solds	24	71	196%
Sale Price	\$1,698,333	\$1,640,000	-3%
Sale Price SQFT	\$543	\$615	13%
Sale to List Price Ratio	93%	101%	9%
Days on Market	29	10	-66%

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Community DETACHED HOUSES

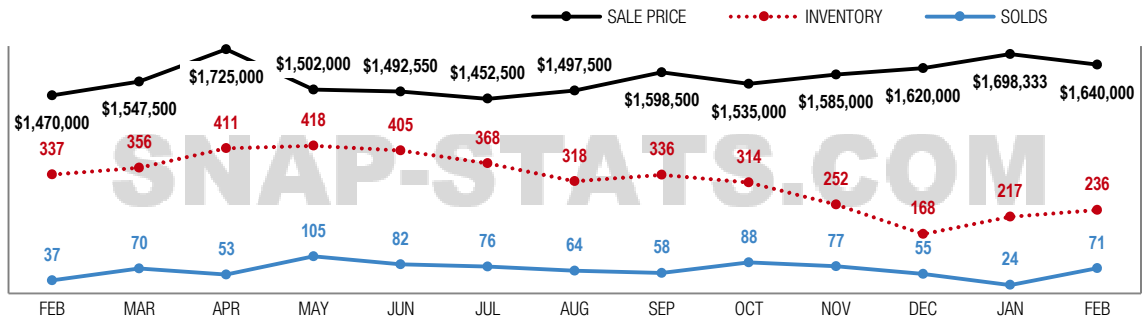
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	9	4	44%
Boulevard	6	1	17%
Braemar	2	0	NA
Calverhall	4	1	25%
Canyon Heights	27	10	37%
Capilano	5	1	20%
Central Lonsdale	11	6	55%
Deep Cove	7	3	43%
Delbrook	5	1	20%
Dollarton	11	1	9%
Edgemont	25	4	16%
Forest Hills	13	0	NA
Grouse Woods	0	1	NA*
Harbourside	0	0	NA
Indian Arm	3	1	33%
Indian River	2	2	100%
Lower Lonsdale	2	1	50%
Lynn Valley	17	7	41%
Lynnmoor	8	0	NA
Mosquito Creek	1	1	100%
Norgate	2	0	NA
Northlands	0	1	NA*
Pemberton Heights	8	2	25%
Pemberton	5	1	20%
Princess Park	2	1	50%
Queensbury	3	2	67%
Roche Point	2	0	NA
Seymour	1	2	200%*
Tempe	1	1	100%
Upper Delbrook	15	3	20%
Upper Lonsdale	24	6	25%
Westlynn	7	5	71%
Westlynn Terrace	1	1	100%
Windsor Park	4	1	25%
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	236	71	30%

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Dollarton, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Blueridge, Central Lonsdale, Lynn Valley and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	7	4	57%
400,001 – 500,000	16	13	81%
500,001 – 600,000	36	22	61%
600,001 – 700,000	43	20	47%
700,001 – 800,000	44	16	36%
800,001 – 900,000	39	18	46%
900,001 – 1,000,000	38	11	29%
1,000,001 – 1,250,000	55	14	25%
1,250,001 – 1,500,000	27	6	22%
1,500,001 – 1,750,000	10	1	10%
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	2	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	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	327	125	38%

0 to 1 Bedroom	79	39	49%
2 Bedrooms	172	58	34%
3 Bedrooms	63	25	40%
4 Bedrooms & Greater	13	3	23%
TOTAL*	327	125	38%

SnapStats®	January	February	Variance
Inventory	292	327	12%
Solds	74	125	69%
Sale Price	\$605,000	\$720,500	19%
Sale Price SQFT	\$714	\$787	10%
Sale to List Price Ratio	98%	99%	1%
Days on Market	15	10	-33%

*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

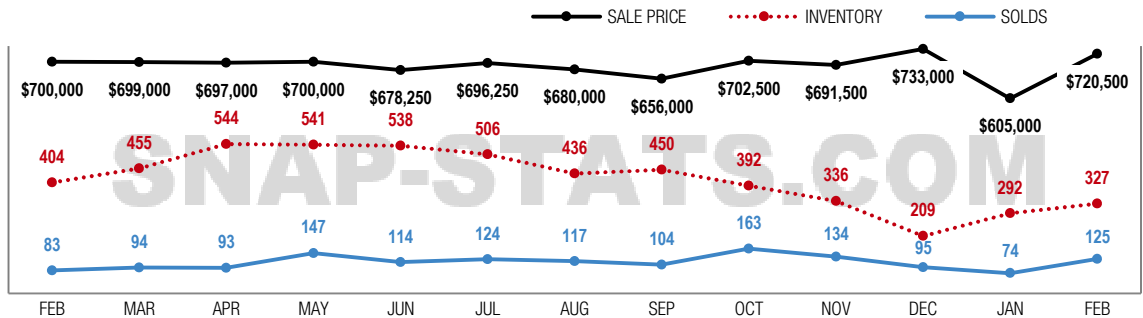
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	1	NA*
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	2	0	NA
Central Lonsdale	46	20	43%
Deep Cove	0	0	NA
Delbrook	0	1	NA*
Dollarton	1	0	NA
Edgemont	4	0	NA
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Harbourside	0	3	NA*
Indian Arm	0	0	NA
Indian River	4	1	25%
Lower Lonsdale	100	37	37%
Lynn Valley	18	12	67%
Lynnmoor	38	7	18%
Mosquito Creek	26	5	19%
Norgate	4	5	125%*
Northlands	13	3	23%
Pemberton Heights	0	0	NA
Pemberton	21	14	67%
Princess Park	0	0	NA
Queensbury	6	0	NA
Roche Point	31	8	26%
Seymour	1	0	NA
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	9	6	67%
Westlynn	2	2	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	327	125	38%

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 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 81% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Lynnmoor, Mosquito Creek and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Pemberton, Upper Lonsdale 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	0	0	NA
1,250,001 – 1,500,000	10	2	20%
1,500,001 – 1,750,000	12	3	25%
1,750,001 – 2,000,000	12	6	50%
2,000,001 – 2,250,000	11	9	82%
2,250,001 – 2,500,000	23	7	30%
2,500,001 – 2,750,000	15	5	33%
2,750,001 – 3,000,000	28	3	11%
3,000,001 – 3,500,000	30	5	17%
3,500,001 – 4,000,000	46	0	NA
4,000,001 – 4,500,000	21	1	5%
4,500,001 – 5,000,000	28	0	NA
5,000,001 & Greater	118	3	3%
TOTAL*	354	44	12%

2 Bedrooms & Less	10	0	NA
3 to 4 Bedrooms	154	28	18%
5 to 6 Bedrooms	166	15	9%
7 Bedrooms & More	24	1	4%
TOTAL*	354	44	12%

SnapStats®	January	February	Variance
Inventory	361	354	-2%
Solds	20	44	120%
Sale Price	\$2,397,500	\$2,317,850	-3%
Sale Price SQFT	\$597	\$724	21%
Sale to List Price Ratio	93%	93%	0%
Days on Market	75	25	-67%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	13	0	NA
Ambleside	31	7	23%
Bayridge	8	2	25%
British Properties	64	3	5%
Canterbury	5	0	NA
Caulfield	18	4	22%
Cedardale	1	1	100%
Chartwell	26	3	12%
Chelsea Park	7	0	NA
Cypress	5	1	20%
Cypress Park Estates	13	0	NA
Deer Ridge	1	0	NA
Dundarave	20	3	15%
Eagle Harbour	18	3	17%
Eagleridge	5	0	NA
Furry Creek	1	0	NA
Gleneagles	4	1	25%
Glenmore	10	2	20%
Horseshoe Bay	6	1	17%
Howe Sound	7	1	14%
Lions Bay	9	3	33%
Old Caulfield	5	1	20%
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	11	1	9%
Rockridge	2	1	50%
Sandy Cove	0	0	NA
Sentinel Hill	13	2	15%
Upper Caulfield	8	1	13%
West Bay	12	0	NA
Westhill	4	0	NA
Westmount	14	0	NA
Whitby Estates	9	1	11%
Whytecliff	3	2	67%
TOTAL*	354	44	12%

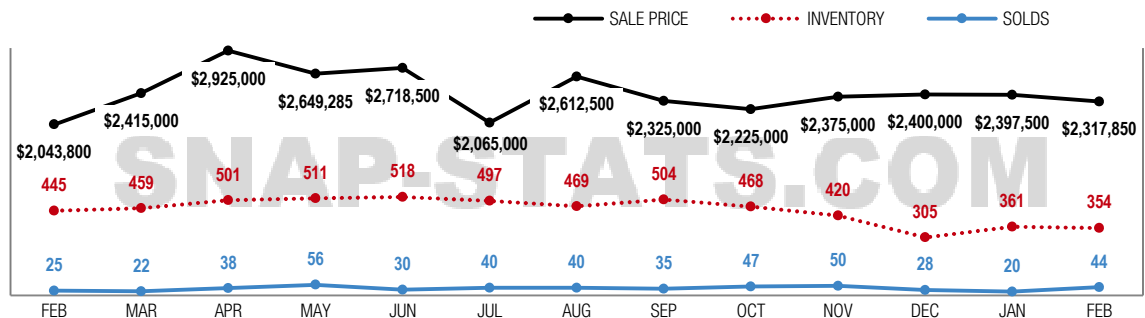
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 82% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$5 mil plus, British Properties, Queens and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lions Bay 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	1	100%
400,001 – 500,000	1	1	100%
500,001 – 600,000	3	1	33%
600,001 – 700,000	7	1	14%
700,001 – 800,000	5	0	NA
800,001 – 900,000	5	0	NA
900,001 – 1,000,000	1	3	300%*
1,000,001 – 1,250,000	12	0	NA
1,250,001 – 1,500,000	21	0	NA
1,500,001 – 1,750,000	13	3	23%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	7	0	NA
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	4	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	5	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	115	10	9%

0 to 1 Bedroom	17	3	18%
2 Bedrooms	71	5	7%
3 Bedrooms	26	2	8%
4 Bedrooms & Greater	1	0	NA
TOTAL*	115	10	9%

SnapStats®	January	February	Variance
Inventory	103	115	12%
Solds	8	10	25%
Sale Price	\$1,402,500	\$927,500	-34%
Sale Price SQFT	\$944	\$823	-13%
Sale to List Price Ratio	94%	98%	4%
Days on Market	65	23	-65%

*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

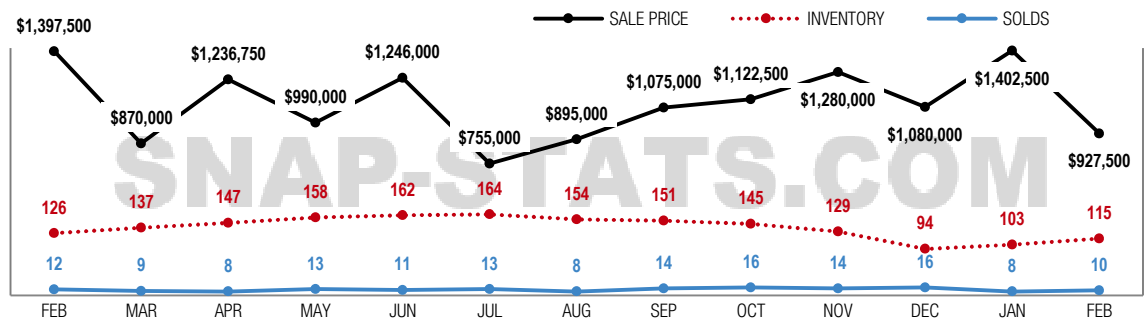
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	32	7	22%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	2	0	NA
Chartwell	0	0	NA
Chelsea Park	0	1	NA*
Cypress	5	0	NA
Cypress Park Estates	5	0	NA
Deer Ridge	3	0	NA
Dundarave	26	1	4%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	5	0	NA
Howe Sound	3	0	NA
Lions Bay	2	0	NA
Old Caulfield	1	0	NA
Panorama Village	12	0	NA
Park Royal	18	0	NA
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	1	NA*
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	0	0	NA
Whytecliff	0	0	NA
TOTAL*	115	10	9%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Dundarave and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside 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	1	0	NA
400,001 – 500,000	1	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	1	1	100%
1,000,001 – 1,250,000	24	3	13%
1,250,001 – 1,500,000	84	18	21%
1,500,001 – 1,750,000	68	5	7%
1,750,001 – 2,000,000	74	5	7%
2,000,001 – 2,250,000	33	9	27%
2,250,001 – 2,500,000	60	6	10%
2,500,001 – 2,750,000	40	1	3%
2,750,001 – 3,000,000	55	3	5%
3,000,001 – 3,500,000	31	1	3%
3,500,001 – 4,000,000	26	1	4%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	9	0	NA
5,000,001 & Greater	10	0	NA
TOTAL*	528	53	10%

2 Bedrooms & Less	15	2	13%
3 to 4 Bedrooms	212	15	7%
5 to 6 Bedrooms	272	36	13%
7 Bedrooms & More	29	0	NA
TOTAL*	528	53	10%

SnapStats®	January	February	Variance
Inventory	507	528	4%
Solds	52	53	2%
Sale Price	\$1,604,000	\$1,725,000	8%
Sale Price SQFT	\$585	\$632	8%
Sale to List Price Ratio	96%	101%	5%
Days on Market	37	30	-19%

*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

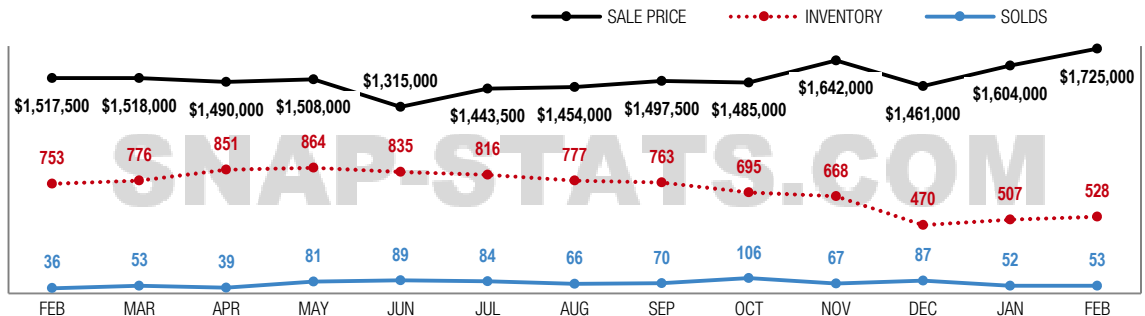
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	9	2	22%
Bridgeport	21	2	10%
Brighthouse	5	0	NA
Brighthouse South	2	0	NA
Broadmoor	50	3	6%
East Cambie	8	2	25%
East Richmond	4	0	NA
Garden City	18	3	17%
Gilmore	3	0	NA
Granville	56	4	7%
Hamilton	10	1	10%
Ironwood	24	0	NA
Lackner	22	1	5%
McLennan	7	0	NA
McLennan North	5	3	60%
McNair	22	1	5%
Quilchena	20	2	10%
Riverdale	38	1	3%
Saunders	25	4	16%
Sea Island	1	0	NA
Seafair	36	6	17%
South Arm	19	3	16%
Steveston North	28	4	14%
Steveston South	14	2	14%
Steveston Village	14	3	21%
Terra Nova	8	1	13%
West Cambie	15	2	13%
Westwind	8	1	13%
Woodwards	36	2	6%
TOTAL*	528	53	10%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$4 mil, Riverdale and 3 to 4 bedrooms
- Sellers Best Bet** Selling homes in Boyd Park, East Cambie, Steveston Village and up to 2 / and 5 to 6 bedrooms

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	22	5	23%
300,001 – 400,000	38	12	32%
400,001 – 500,000	85	26	31%
500,001 – 600,000	123	35	28%
600,001 – 700,000	115	43	37%
700,001 – 800,000	111	21	19%
800,001 – 900,000	104	19	18%
900,001 – 1,000,000	111	13	12%
1,000,001 – 1,250,000	85	18	21%
1,250,001 – 1,500,000	38	1	3%
1,500,001 – 1,750,000	4	0	NA
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	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	1	NA*
3,500,001 – 4,000,000	3	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*	845	194	23%

0 to 1 Bedroom	159	48	30%
2 Bedrooms	344	80	23%
3 Bedrooms	258	46	18%
4 Bedrooms & Greater	84	20	24%
TOTAL*	845	194	23%

SnapStats®	January	February	Variance
Inventory	801	845	5%
Solds	162	194	20%
Sale Price	\$650,000	\$635,944	-2%
Sale Price SQFT	\$622	\$697	12%
Sale to List Price Ratio	97%	99%	2%
Days on Market	41	14	-66%

*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

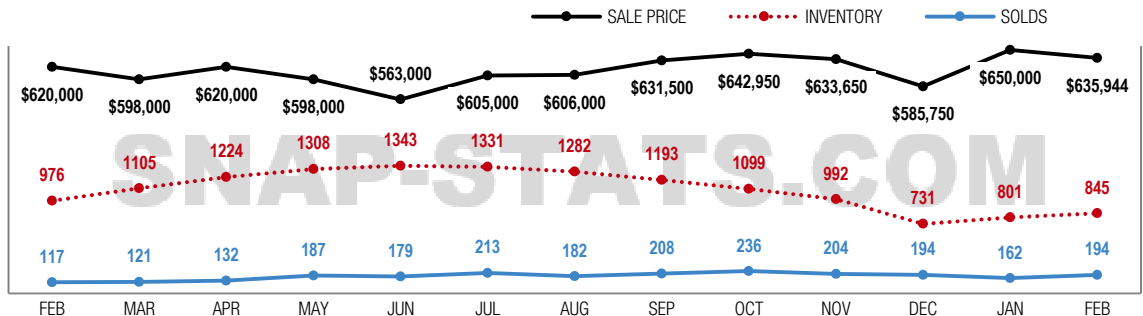
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	4	2	50%
Bridgeport	24	3	13%
Brighthouse	218	47	22%
Brighthouse South	93	22	24%
Broadmoor	18	3	17%
East Cambie	10	3	30%
East Richmond	7	0	NA
Garden City	5	1	20%
Gilmore	0	0	NA
Granville	22	1	5%
Hamilton	44	1	2%
Ironwood	26	8	31%
Lackner	3	0	NA
McLennan	0	0	NA
McLennan North	88	20	23%
McNair	3	0	NA
Quilchena	0	1	NA*
Riverdale	12	2	17%
Saunders	5	1	20%
Sea Island	0	0	NA
Seafair	2	0	NA
South Arm	14	2	14%
Steveston North	7	6	86%
Steveston South	29	14	48%
Steveston Village	11	0	NA
Terra Nova	8	5	63%
West Cambie	166	49	30%
Westwind	0	1	NA*
Woodwards	26	2	8%
TOTAL*	845	194	23%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Granville, Hamilton, Woodwards and 3 bedroom properties
- Sellers Best Bet** Selling homes in Steveston South, Terra Nova and up to 1 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	4	4	100%
900,001 – 1,000,000	7	4	57%
1,000,001 – 1,250,000	35	6	17%
1,250,001 – 1,500,000	22	4	18%
1,500,001 – 1,750,000	14	0	NA
1,750,001 – 2,000,000	8	1	13%
2,000,001 – 2,250,000	6	1	17%
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	114	20	18%

2 Bedrooms & Less	7	2	29%
3 to 4 Bedrooms	82	13	16%
5 to 6 Bedrooms	22	5	23%
7 Bedrooms & More	3	0	NA
TOTAL*	114	20	18%

SnapStats®	January	February	Variance
Inventory	106	114	8%
Solds	9	20	122%
Sale Price	\$969,100	\$1,090,000	12%
Sale Price SQFT	\$451	\$414	-8%
Sale to List Price Ratio	97%	97%	0%
Days on Market	22	48	118%

*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

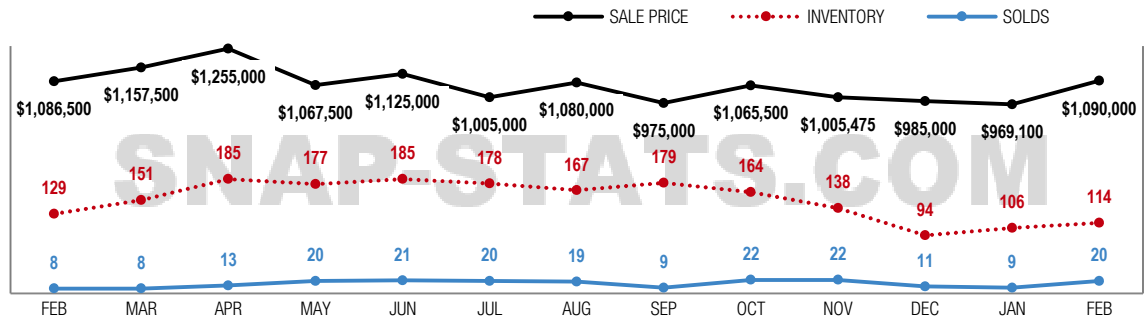
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	13	1	8%
Boundary Beach	6	3	50%
Cliff Drive	27	4	15%
English Bluff	18	0	NA
Pebble Hill	27	3	11%
Tsawwassen Central	14	6	43%
Tsawwassen East	9	3	33%
TOTAL*	114	20	18%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.5 mil with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Beach Grove and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central and 5 to 6 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	1	NA*
300,001 – 400,000	3	2	67%
400,001 – 500,000	19	1	5%
500,001 – 600,000	28	4	14%
600,001 – 700,000	12	3	25%
700,001 – 800,000	2	0	NA
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	7	1	14%
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*	78	12	15%

0 to 1 Bedroom	7	3	43%
2 Bedrooms	53	5	9%
3 Bedrooms	14	4	29%
4 Bedrooms & Greater	4	0	NA
TOTAL*	78	12	15%

SnapStats®	January	February	Variance
Inventory	80	78	-3%
Solds	12	12	0%
Sale Price	\$609,950	\$593,450	-3%
Sale Price SQFT	\$455	\$501	10%
Sale to List Price Ratio	102%	100%	-2%
Days on Market	26	54	108%

*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

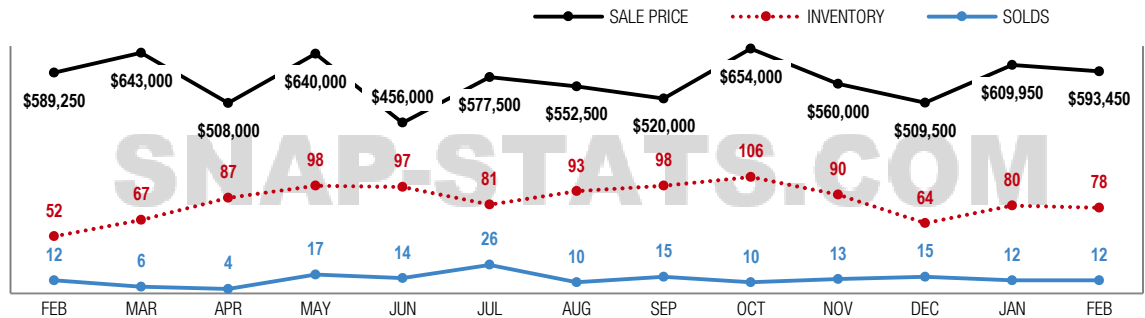
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	7	1	14%
Boundary Beach	1	0	NA
Cliff Drive	55	10	18%
English Bluff	3	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	9	1	11%
Tsawwassen East	3	0	NA
TOTAL*	78	12	15%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Tsawwassen Central and 2 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive and 3 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	1	100%
500,001 – 600,000	1	1	100%
600,001 – 700,000	3	0	NA
700,001 – 800,000	3	0	NA
800,001 – 900,000	5	3	60%
900,001 – 1,000,000	20	5	25%
1,000,001 – 1,250,000	17	1	6%
1,250,001 – 1,500,000	13	5	38%
1,500,001 – 1,750,000	3	1	33%
1,750,001 – 2,000,000	2	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	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	71	17	24%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	42	14	33%
5 to 6 Bedrooms	13	2	15%
7 Bedrooms & More	1	0	NA
TOTAL*	71	17	24%

SnapStats®	January	February	Variance
Inventory	64	71	11%
Solds	13	17	31%
Sale Price	\$966,000	\$960,000	-1%
Sale Price SQFT	\$473	\$414	-12%
Sale to List Price Ratio	97%	98%	1%
Days on Market	97	18	-81%

*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

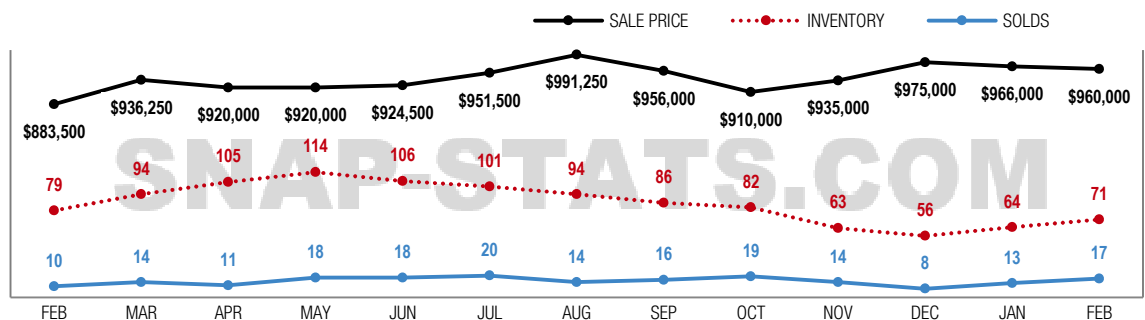
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	2	67%
East Delta	1	0	NA
Hawthorne	22	6	27%
Holly	11	2	18%
Ladner Elementary	13	2	15%
Ladner Rural	2	1	50%
Neilsen Grove	12	4	33%
Port Guichon	6	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	71	17	24%

Market Summary

- Market Type Indicator **LADNER DETACHED**: 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** \$1.25 mil to \$1.5 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Ladner Elementary and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove 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	0	1	NA*
400,001 – 500,000	11	3	27%
500,001 – 600,000	21	4	19%
600,001 – 700,000	8	7	88%
700,001 – 800,000	9	4	44%
800,001 – 900,000	8	0	NA
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	61	20	33%

0 to 1 Bedroom	6	0	NA
2 Bedrooms	29	13	45%
3 Bedrooms	18	7	39%
4 Bedrooms & Greater	8	0	NA
TOTAL*	61	20	33%

SnapStats®	January	February	Variance
Inventory	63	61	-3%
Solds	21	20	-5%
Sale Price	\$649,000	\$622,000	-4%
Sale Price SQFT	\$518	\$455	-12%
Sale to List Price Ratio	100%	100%	0%
Days on Market	34	17	-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

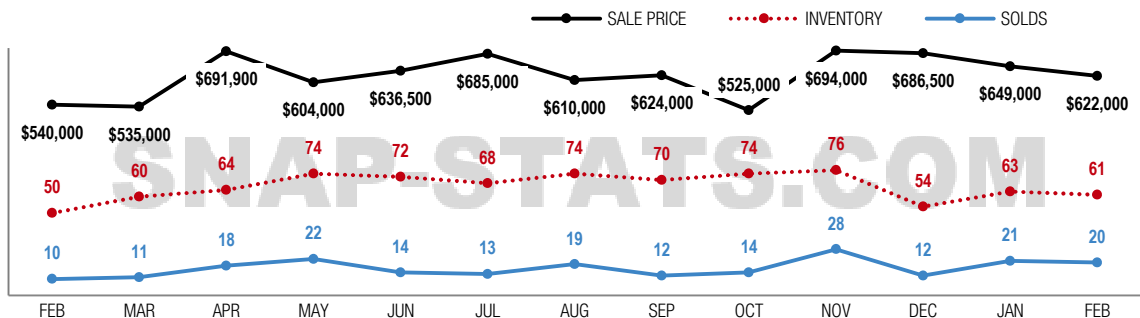
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	10	5	50%
East Delta	0	1	NA*
Hawthorne	9	0	NA
Holly	1	2	200%*
Ladner Elementary	18	6	33%
Ladner Rural	4	1	25%
Neilsen Grove	19	4	21%
Port Guichon	0	0	NA
Tilbury	0	1	NA*
Westham Island	0	0	NA
TOTAL*	61	20	33%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 88% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Neilsen Grove and 3 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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