

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

Compliments of:

Steve Birkic

Personal Real Estate Corporation

778.882.5700

steve@stevebirkic.com

stevebirkic.com

Keller Williams Realty VanCentral

3995 Fraser Street

Vancouver, BC V5V 4E5



July 2019

Produced & Published by SnapStats® Publishing Co.
info@snap-stats.com | snap-stats.com

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	2	1	50%
300,001 – 400,000	4	5	125%*
400,001 – 500,000	23	7	30%
500,001 – 600,000	70	25	36%
600,001 – 700,000	106	28	26%
700,001 – 800,000	67	31	46%
800,001 – 900,000	56	19	34%
900,001 – 1,000,000	55	8	15%
1,000,001 – 1,250,000	78	18	23%
1,250,001 – 1,500,000	75	7	9%
1,500,001 – 1,750,000	56	3	5%
1,750,001 – 2,000,000	50	5	10%
2,000,001 – 2,250,000	20	3	15%
2,250,001 – 2,500,000	22	2	9%
2,500,001 – 2,750,000	14	2	14%
2,750,001 – 3,000,000	28	1	4%
3,000,001 – 3,500,000	19	1	5%
3,500,001 – 4,000,000	18	1	6%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	48	0	NA
TOTAL*	826	167	20%

0 to 1 Bedroom	316	82	26%
2 Bedrooms	410	76	19%
3 Bedrooms	88	9	10%
4 Bedrooms & Greater	12	0	NA
TOTAL*	826	167	20%

SnapStats®	June	July	Variance
Inventory	898	826	-8%
Solds	137	167	22%
Sale Price	\$719,000	\$765,000	6%
Sale Price SQFT	\$947	\$1,005	6%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	22	25	14%

*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

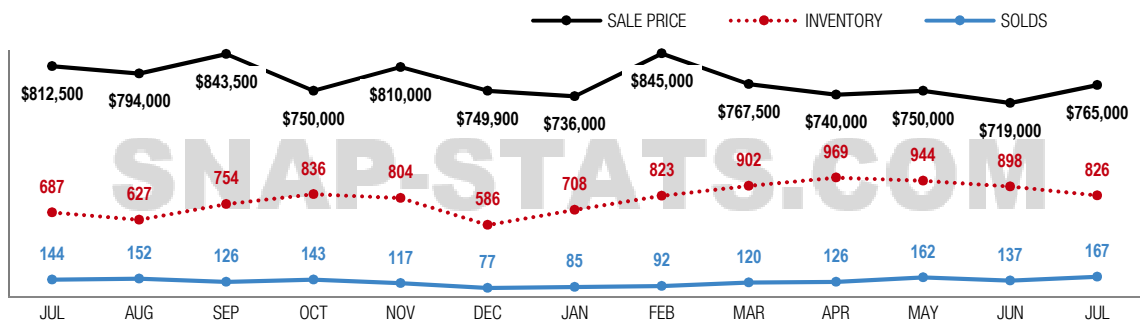
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	149	14	9%
Downtown	300	78	26%
Westend	176	40	23%
Yaletown	201	35	17%
TOTAL*	826	167	20%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 46% 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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778.882.5700

stevebirkic.com
steve@stevebirkic.com



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	1	1	100%
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	6	3	50%
1,750,001 – 2,000,000	12	6	50%
2,000,001 – 2,250,000	22	13	59%
2,250,001 – 2,500,000	32	6	19%
2,500,001 – 2,750,000	36	4	11%
2,750,001 – 3,000,000	54	7	13%
3,000,001 – 3,500,000	61	15	25%
3,500,001 – 4,000,000	95	8	8%
4,000,001 – 4,500,000	56	2	4%
4,500,001 – 5,000,000	66	5	8%
5,000,001 & Greater	218	9	4%
TOTAL*	662	79	12%

2 Bedrooms & Less	17	1	6%
3 to 4 Bedrooms	224	27	12%
5 to 6 Bedrooms	339	41	12%
7 Bedrooms & More	82	10	12%
TOTAL*	662	79	12%

SnapStats®	June	July	Variance
Inventory	689	662	-4%
Solds	59	79	34%
Sale Price	\$2,900,000	\$3,000,000	3%
Sale Price SQFT	\$986	\$910	-8%
Sale to List Price Ratio	91%	91%	0%
Days on Market	22	33	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 DETACHED HOUSES

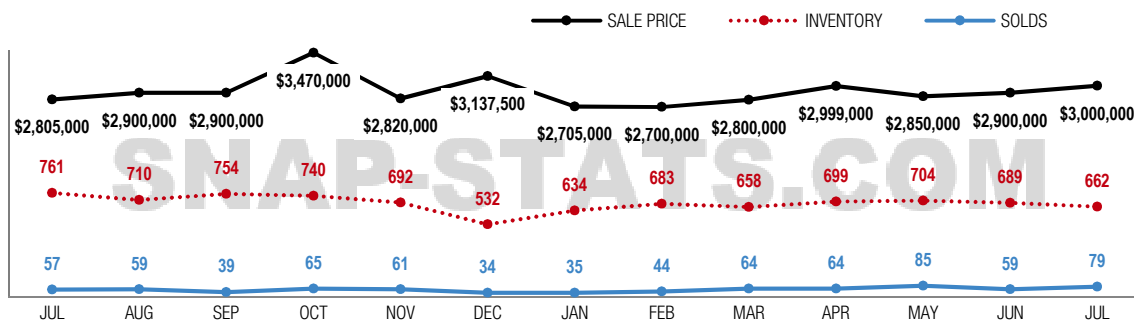
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	26	6	23%
Cambie	44	11	25%
Dunbar	102	8	8%
Fairview	2	0	NA
Falsecreek	0	0	NA
Kerrisdale	46	4	9%
Kitsilano	34	5	15%
Mackenzie Heights	24	0	NA
Marpole	48	2	4%
Mount Pleasant	3	0	NA
Oakridge	16	3	19%
Point Grey	69	11	16%
Quilchena	16	1	6%
SW Marine	21	8	38%
Shaughnessy	80	6	8%
South Cambie	9	0	NA
South Granville	69	10	14%
Southlands	31	2	6%
University	22	2	9%
TOTAL*	662	79	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 9% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil / \$5 mil plus, Marpole and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in SW Marine and minimum 3 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	8	0	NA
400,001 – 500,000	24	19	79%
500,001 – 600,000	70	32	46%
600,001 – 700,000	72	38	53%
700,001 – 800,000	95	26	27%
800,001 – 900,000	85	38	45%
900,001 – 1,000,000	94	16	17%
1,000,001 – 1,250,000	128	26	20%
1,250,001 – 1,500,000	113	16	14%
1,500,001 – 1,750,000	71	13	18%
1,750,001 – 2,000,000	80	6	8%
2,000,001 – 2,250,000	20	2	10%
2,250,001 – 2,500,000	28	0	NA
2,500,001 – 2,750,000	13	0	NA
2,750,001 – 3,000,000	15	1	7%
3,000,001 – 3,500,000	8	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	2	1	50%
TOTAL*	931	234	25%

0 to 1 Bedroom	231	87	38%
2 Bedrooms	479	117	24%
3 Bedrooms	190	29	15%
4 Bedrooms & Greater	31	1	3%
TOTAL*	931	234	25%

SnapStats®	June	July	Variance
Inventory	983	931	-5%
Solds	150	234	56%
Sale Price	\$799,900	\$805,000	1%
Sale Price SQFT	\$898	\$908	1%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	16	23	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

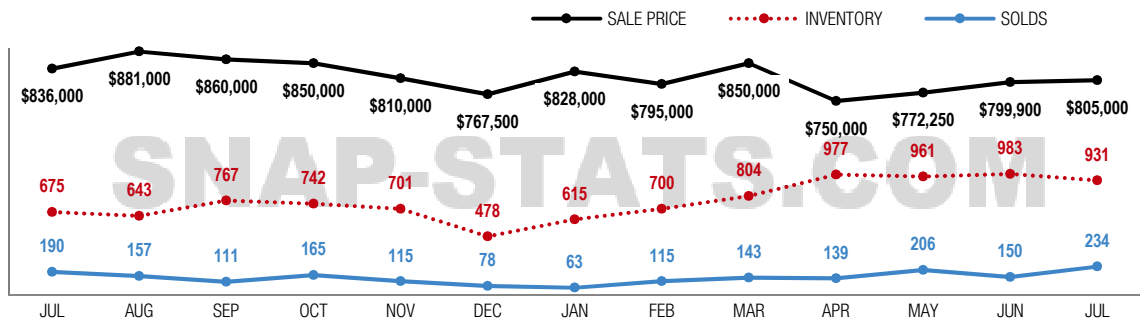
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	80	14	18%
Dunbar	7	3	43%
Fairview	110	41	37%
Falsecreek	87	37	43%
Kerrisdale	45	11	24%
Kitsilano	111	43	39%
Mackenzie Heights	1	1	100%
Marpole	98	27	28%
Mount Pleasant	17	4	24%
Oakridge	25	3	12%
Point Grey	10	5	50%
Quilchena	24	4	17%
SW Marine	16	4	25%
Shaughnessy	8	1	13%
South Cambie	39	2	5%
South Granville	57	4	7%
Southlands	2	0	NA
University	194	30	15%
TOTAL*	931	234	25%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE 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** \$400,000 to \$500,000 with average 79% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, South Cambie, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Falsecreek, Point Grey 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	2	4	200%*
900,001 – 1,000,000	9	2	22%
1,000,001 – 1,250,000	49	27	55%
1,250,001 – 1,500,000	142	35	25%
1,500,001 – 1,750,000	112	17	15%
1,750,001 – 2,000,000	83	5	6%
2,000,001 – 2,250,000	54	7	13%
2,250,001 – 2,500,000	83	3	4%
2,500,001 – 2,750,000	42	0	NA
2,750,001 – 3,000,000	42	2	5%
3,000,001 – 3,500,000	15	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*	643	102	16%

2 Bedrooms & Less	35	9	26%
3 to 4 Bedrooms	201	39	19%
5 to 6 Bedrooms	292	40	14%
7 Bedrooms & More	115	14	12%
TOTAL*	643	102	16%

SnapStats®	June	July	Variance
Inventory	654	643	-2%
Solds	90	102	13%
Sale Price	\$1,444,000	\$1,355,000	-6%
Sale Price SQFT	\$656	\$595	-9%
Sale to List Price Ratio	96%	96%	0%
Days on Market	20	22	10%

*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

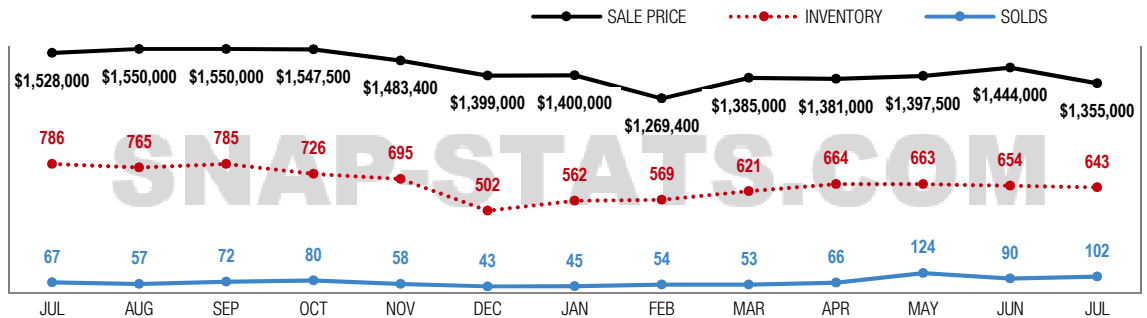
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	2	100%
Collingwood	92	6	7%
Downtown	0	0	NA
Fraser	40	9	23%
Fraserview	28	4	14%
Grandview Woodland	46	10	22%
Hastings	9	2	22%
Hastings Sunrise	21	7	33%
Killarney	55	18	33%
Knight	62	6	10%
Main	20	3	15%
Mount Pleasant	11	0	NA
Renfrew Heights	50	13	26%
Renfrew	89	9	10%
South Marine	4	0	NA
South Vancouver	73	9	12%
Strathcona	6	1	17%
Victoria	35	3	9%
TOTAL*	643	102	16%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 55% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Victoria and up to 7 bedroom properties
- Sellers Best Bet** Selling homes in Hastings Sunrise, Killarney and up to 2 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	2	67%
300,001 – 400,000	23	10	43%
400,001 – 500,000	94	32	34%
500,001 – 600,000	144	32	22%
600,001 – 700,000	90	27	30%
700,001 – 800,000	77	16	21%
800,001 – 900,000	42	8	19%
900,001 – 1,000,000	26	8	31%
1,000,001 – 1,250,000	25	14	56%
1,250,001 – 1,500,000	21	2	10%
1,500,001 – 1,750,000	10	1	10%
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	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	561	152	27%

0 to 1 Bedroom	226	69	31%
2 Bedrooms	253	55	22%
3 Bedrooms	75	25	33%
4 Bedrooms & Greater	7	3	43%
TOTAL*	561	152	27%

SnapStats®	June	July	Variance
Inventory	605	561	-7%
Solds	121	152	26%
Sale Price	\$630,000	\$601,500	-5%
Sale Price SQFT	\$732	\$733	0%
Sale to List Price Ratio	97%	99%	2%
Days on Market	19	19	0%

*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

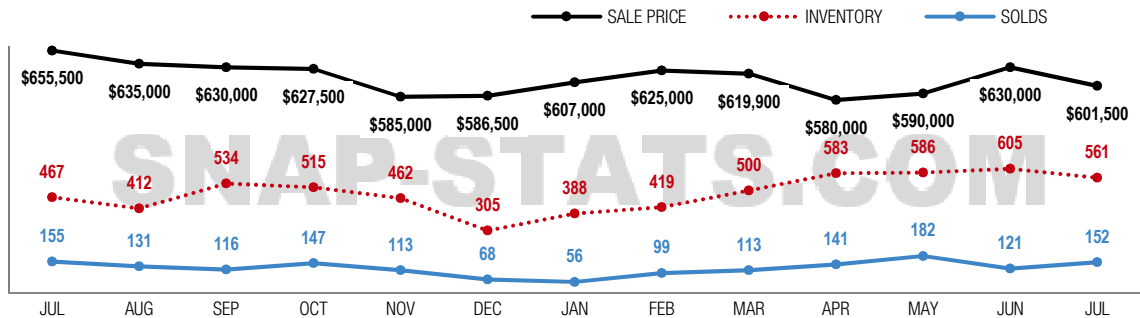
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	30	9	30%
Collingwood	126	20	16%
Downtown	39	10	26%
Fraser	18	4	22%
Fraserview	4	3	75%
Grandview Woodland	17	8	47%
Hastings	34	8	24%
Hastings Sunrise	10	4	40%
Killarney	13	3	23%
Knight	8	1	13%
Main	22	1	5%
Mount Pleasant	80	38	48%
Renfrew Heights	2	0	NA
Renfrew	42	4	10%
South Marine	57	22	39%
South Vancouver	1	0	NA
Strathcona	33	10	30%
Victoria	25	7	28%
TOTAL*	561	152	27%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.75 mil, Main, Renfrew and 2 bedroom properties
- Sellers Best Bet** Selling homes in Grandview Woodland, Mount Pleasant 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	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	19	16	84%
1,250,001 – 1,500,000	58	25	43%
1,500,001 – 1,750,000	58	14	24%
1,750,001 – 2,000,000	59	7	12%
2,000,001 – 2,250,000	28	5	18%
2,250,001 – 2,500,000	30	4	13%
2,500,001 – 2,750,000	17	1	6%
2,750,001 – 3,000,000	25	1	4%
3,000,001 – 3,500,000	22	1	5%
3,500,001 – 4,000,000	19	0	NA
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	12	1	8%
5,000,001 & Greater	5	0	NA
TOTAL*	368	76	21%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	165	43	26%
5 to 6 Bedrooms	155	25	16%
7 Bedrooms & More	34	7	21%
TOTAL*	368	76	21%

SnapStats®	June	July	Variance
Inventory	405	368	-9%
Solds	82	76	-7%
Sale Price	\$1,492,550	\$1,452,500	-3%
Sale Price SQFT	\$618	\$549	-11%
Sale to List Price Ratio	93%	96%	3%
Days on Market	24	33	38%

*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

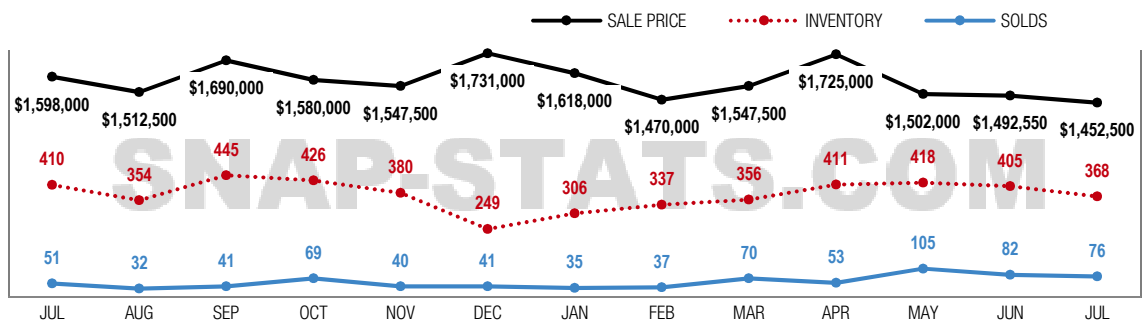
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	13	7	54%
Boulevard	13	5	38%
Braemar	1	0	NA
Calverhall	6	0	NA
Canyon Heights	43	8	19%
Capilano	4	0	NA
Central Lonsdale	26	7	27%
Deep Cove	20	3	15%
Delbrook	6	0	NA
Dollarton	15	2	13%
Edgemont	27	0	NA
Forest Hills	13	0	NA
Grouse Woods	3	1	33%
Harbourside	0	0	NA
Indian Arm	6	0	NA
Indian River	5	0	NA
Lower Lonsdale	4	3	75%
Lynn Valley	31	10	32%
Lynnmoor	1	0	NA
Mosquito Creek	3	3	100%
Norgate	6	3	50%
Northlands	1	0	NA
Pemberton Heights	14	2	14%
Pemberton	8	2	25%
Princess Park	1	0	NA
Queensbury	7	0	NA
Roche Point	2	0	NA
Seymour	4	1	25%
Tempe	3	0	NA
Upper Delbrook	21	5	24%
Upper Lonsdale	40	7	18%
Westlynn	7	5	71%
Westlynn Terrace	5	2	40%
Windsor Park	3	0	NA
Woodlands-Sunshine Cascade	6	0	NA
TOTAL*	368	76	21%

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 84% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Deep Cove, Dollarton, Pemberton Heights and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Blueridge, Boulevard and 3 to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	17	7	41%
400,001 – 500,000	42	15	36%
500,001 – 600,000	66	25	38%
600,001 – 700,000	82	16	20%
700,001 – 800,000	71	15	21%
800,001 – 900,000	67	15	22%
900,001 – 1,000,000	63	13	21%
1,000,001 – 1,250,000	54	13	24%
1,250,001 – 1,500,000	24	2	8%
1,500,001 – 1,750,000	3	0	NA
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	1	1	100%
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	506	124	25%

0 to 1 Bedroom	145	35	24%
2 Bedrooms	252	61	24%
3 Bedrooms	90	25	28%
4 Bedrooms & Greater	19	3	16%
TOTAL*	506	124	25%

SnapStats®	June	July	Variance
Inventory	538	506	-6%
Solds	114	124	9%
Sale Price	\$678,250	\$696,250	3%
Sale Price SQFT	\$751	\$733	-2%
Sale to List Price Ratio	97%	99%	2%
Days on Market	24	25	4%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	3	1	33%
Central Lonsdale	79	22	28%
Deep Cove	5	0	NA
Delbrook	2	0	NA
Dollarton	1	0	NA
Edgemont	14	1	7%
Forest Hills	0	0	NA
Grouse Woods	3	0	NA
Harbourside	20	1	5%
Indian Arm	0	0	NA
Indian River	6	2	33%
Lower Lonsdale	117	30	26%
Lynn Valley	30	8	27%
Lynnmoor	59	15	25%
Mosquito Creek	20	4	20%
Norgate	13	6	46%
Northlands	14	8	57%
Pemberton Heights	1	0	NA
Pemberton	46	6	13%
Princess Park	0	0	NA
Queensbury	6	0	NA
Roche Point	40	13	33%
Seymour	8	0	NA
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	12	5	42%
Westlynn	5	2	40%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	506	124	25%

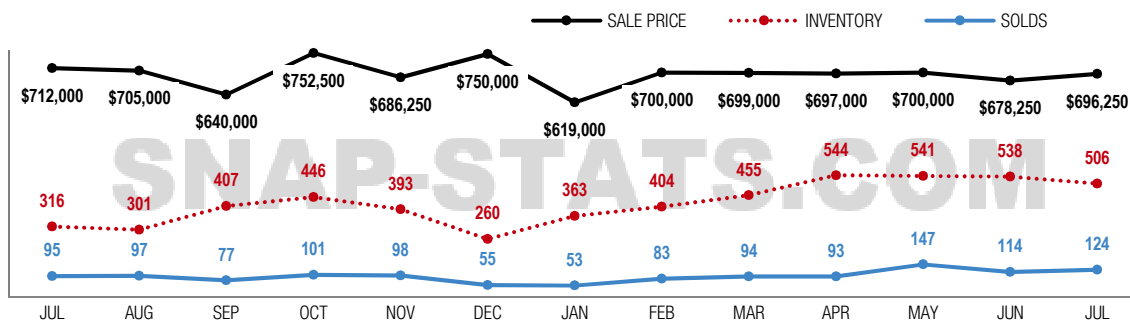
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Edgemont, Harbourside and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Norgate, Northlands, Upper Lonsdale and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Steve Birkic Personal Real Estate Corporation
Keller Williams Realty VanCentral
778.882.5700

stevebirkic.com
steve@stevebirkic.com



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	1	0	NA
900,001 – 1,000,000	0	2	NA*
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	8	2	25%
1,500,001 – 1,750,000	10	8	80%
1,750,001 – 2,000,000	37	6	16%
2,000,001 – 2,250,000	20	5	25%
2,250,001 – 2,500,000	44	4	9%
2,500,001 – 2,750,000	20	2	10%
2,750,001 – 3,000,000	45	2	4%
3,000,001 – 3,500,000	36	3	8%
3,500,001 – 4,000,000	56	4	7%
4,000,001 – 4,500,000	29	0	NA
4,500,001 – 5,000,000	33	0	NA
5,000,001 & Greater	157	2	1%
TOTAL*	497	40	8%

2 Bedrooms & Less	16	1	6%
3 to 4 Bedrooms	227	25	11%
5 to 6 Bedrooms	221	14	6%
7 Bedrooms & More	33	0	NA
TOTAL*	497	40	8%

SnapStats®	June	July	Variance
Inventory	518	497	-4%
Solds	30	40	33%
Sale Price	\$2,718,500	\$2,065,000	-24%
Sale Price SQFT	\$729	\$629	-14%
Sale to List Price Ratio	92%	90%	-2%
Days on Market	55	43	-22%

*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

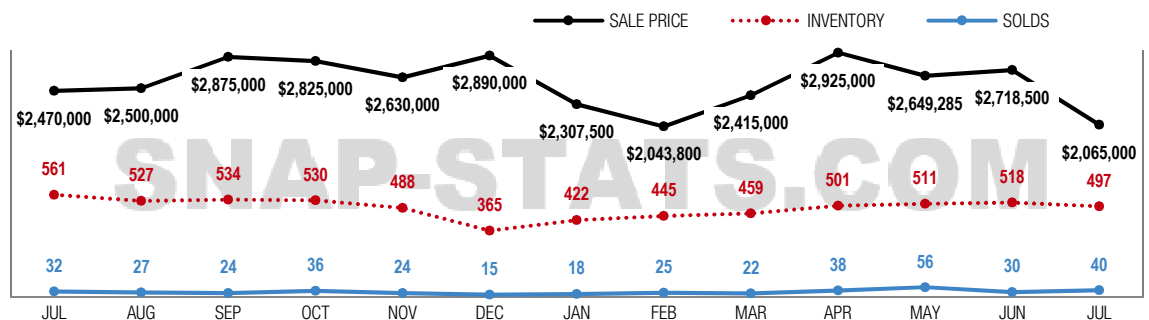
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	12	2	17%
Ambleside	55	7	13%
Bayridge	12	1	8%
British Properties	83	3	4%
Canterbury	14	0	NA
Caulfield	28	1	4%
Cedardale	7	2	29%
Chartwell	31	0	NA
Chelsea Park	6	0	NA
Cypress	10	1	10%
Cypress Park Estates	19	1	5%
Deer Ridge	1	0	NA
Dundarave	24	7	29%
Eagle Harbour	17	3	18%
Eagleridge	2	0	NA
Furry Creek	1	1	100%
Gleneagles	13	2	15%
Glenmore	23	1	4%
Horseshoe Bay	6	1	17%
Howe Sound	7	1	14%
Lions Bay	21	2	10%
Old Caulfield	9	0	NA
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	15	0	NA
Rockridge	5	0	NA
Sandy Cove	4	0	NA
Sentinel Hill	16	0	NA
Upper Caulfield	11	1	9%
West Bay	15	0	NA
Westhill	7	0	NA
Westmount	12	2	17%
Whitby Estates	5	1	20%
Whytecliff	5	0	NA
TOTAL*	497	40	8%

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 8% Sales Ratio average (8 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 80% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, British Properties, Caulfield, Cypress Park Estates and up to 2 / 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Steve Birkic Personal Real Estate Corporation
Keller Williams Realty VanCentral
778.882.5700

stevebirkic.com
steve@stevebirkic.com



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	1	2	200%*
400,001 – 500,000	4	0	NA
500,001 – 600,000	5	1	20%
600,001 – 700,000	7	1	14%
700,001 – 800,000	8	2	25%
800,001 – 900,000	8	1	13%
900,001 – 1,000,000	6	0	NA
1,000,001 – 1,250,000	7	1	14%
1,250,001 – 1,500,000	35	2	6%
1,500,001 – 1,750,000	18	1	6%
1,750,001 – 2,000,000	16	0	NA
2,000,001 – 2,250,000	5	0	NA
2,250,001 – 2,500,000	9	0	NA
2,500,001 – 2,750,000	6	0	NA
2,750,001 – 3,000,000	7	0	NA
3,000,001 – 3,500,000	5	1	20%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	6	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	164	13	8%

0 to 1 Bedroom	24	6	25%
2 Bedrooms	94	7	7%
3 Bedrooms	43	0	NA
4 Bedrooms & Greater	3	0	NA
TOTAL*	164	13	8%

SnapStats®	June	July	Variance
Inventory	162	164	1%
Solds	11	13	18%
Sale Price	\$1,246,000	\$755,000	-39%
Sale Price SQFT	\$940	\$662	-30%
Sale to List Price Ratio	92%	91%	-1%
Days on Market	71	36	-49%

*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

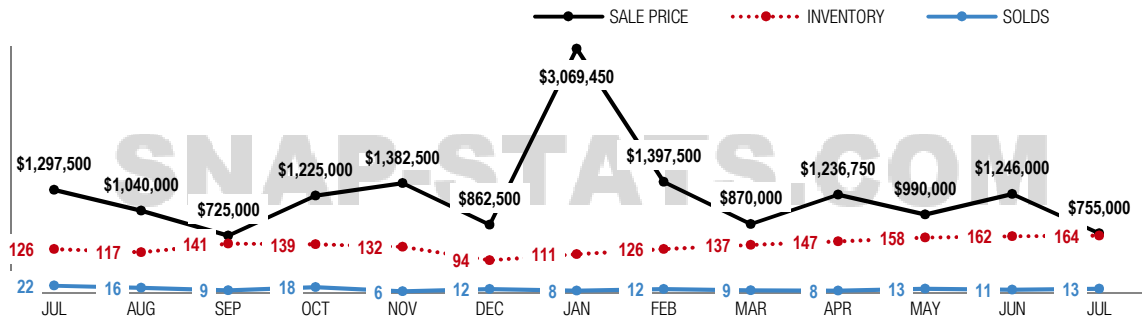
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	36	4	11%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	0	NA
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	7	0	NA
Deer Ridge	7	0	NA
Dundarave	33	4	12%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	7	0	NA
Howe Sound	9	0	NA
Lions Bay	0	0	NA
Old Caulfield	1	0	NA
Panorama Village	16	1	6%
Park Royal	28	4	14%
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	3	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	7	0	NA
Whytecliff	0	0	NA
TOTAL*	164	13	8%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.75 mil, Panorama Village and 2 bedroom properties
- Sellers Best Bet** Selling homes in Park Royal and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Keller Williams Realty VanCentral
778.882.5700

stevebirkic.com
steve@stevebirkic.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	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	1	NA*
700,001 – 800,000	1	1	100%
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	5	3	60%
1,000,001 – 1,250,000	46	21	46%
1,250,001 – 1,500,000	143	23	16%
1,500,001 – 1,750,000	105	7	7%
1,750,001 – 2,000,000	111	10	9%
2,000,001 – 2,250,000	38	6	16%
2,250,001 – 2,500,000	97	7	7%
2,500,001 – 2,750,000	57	3	5%
2,750,001 – 3,000,000	80	0	NA
3,000,001 – 3,500,000	54	1	2%
3,500,001 – 4,000,000	42	0	NA
4,000,001 – 4,500,000	12	1	8%
4,500,001 – 5,000,000	8	0	NA
5,000,001 & Greater	10	0	NA
TOTAL*	816	84	10%

2 Bedrooms & Less	38	1	3%
3 to 4 Bedrooms	319	41	13%
5 to 6 Bedrooms	426	40	9%
7 Bedrooms & More	33	2	6%
TOTAL*	816	84	10%

SnapStats®	June	July	Variance
Inventory	835	816	-2%
Solds	89	84	-6%
Sale Price	\$1,315,000	\$1,443,500	10%
Sale Price SQFT	\$553	\$574	4%
Sale to List Price Ratio	94%	92%	-2%
Days on Market	36	52	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 DETACHED HOUSES

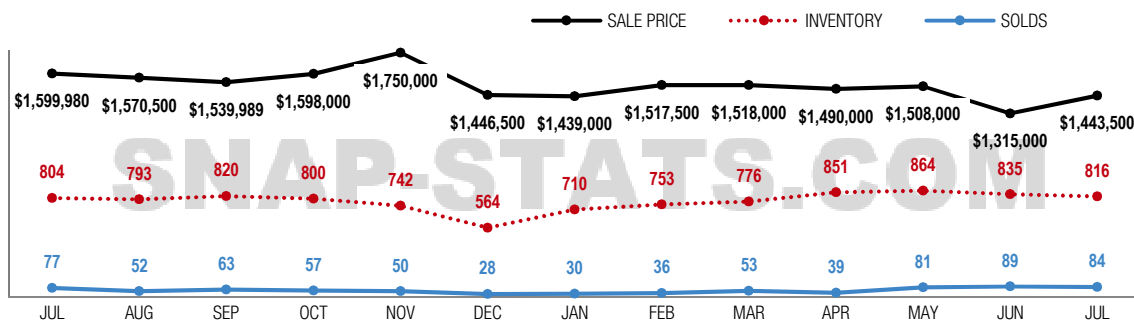
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	30	1	3%
Bridgeport	19	0	NA
Brighthouse	25	0	NA
Brighthouse South	1	0	NA
Broadmoor	51	12	24%
East Cambie	17	2	12%
East Richmond	3	0	NA
Garden City	33	4	12%
Gilmore	2	0	NA
Granville	72	5	7%
Hamilton	14	1	7%
Ironwood	33	5	15%
Lackner	35	3	9%
McLennan	10	1	10%
McLennan North	13	0	NA
McNair	29	2	7%
Quilchena	47	6	13%
Riverdale	47	4	9%
Saunders	56	3	5%
Sea Island	3	2	67%
Seafair	59	6	10%
South Arm	28	4	14%
Steveston North	46	9	20%
Steveston South	21	2	10%
Steveston Village	11	3	27%
Terra Nova	20	2	10%
West Cambie	30	2	7%
Westwind	11	4	36%
Woodwards	50	1	2%
TOTAL*	816	84	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 8% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 46% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Boyd Park, Woodwards and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Broadmoor, Steveston Village, Westwind and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Steve Birkic Personal Real Estate Corporation
Keller Williams Realty VanCentral
778.882.5700

stevebirkic.com
steve@stevebirkic.com



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	14	9	64%
300,001 – 400,000	46	17	37%
400,001 – 500,000	142	41	29%
500,001 – 600,000	193	38	20%
600,001 – 700,000	244	41	17%
700,001 – 800,000	213	30	14%
800,001 – 900,000	170	15	9%
900,001 – 1,000,000	135	13	10%
1,000,001 – 1,250,000	103	8	8%
1,250,001 – 1,500,000	47	0	NA
1,500,001 – 1,750,000	10	1	10%
1,750,001 – 2,000,000	3	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	2	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	4	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*	1331	213	16%

0 to 1 Bedroom	199	55	28%
2 Bedrooms	612	94	15%
3 Bedrooms	379	54	14%
4 Bedrooms & Greater	141	10	7%
TOTAL*	1331	213	16%

SnapStats®	June	July	Variance
Inventory	1343	1331	-1%
Solds	179	213	19%
Sale Price	\$563,000	\$605,000	7%
Sale Price SQFT	\$582	\$628	8%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	29	36	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

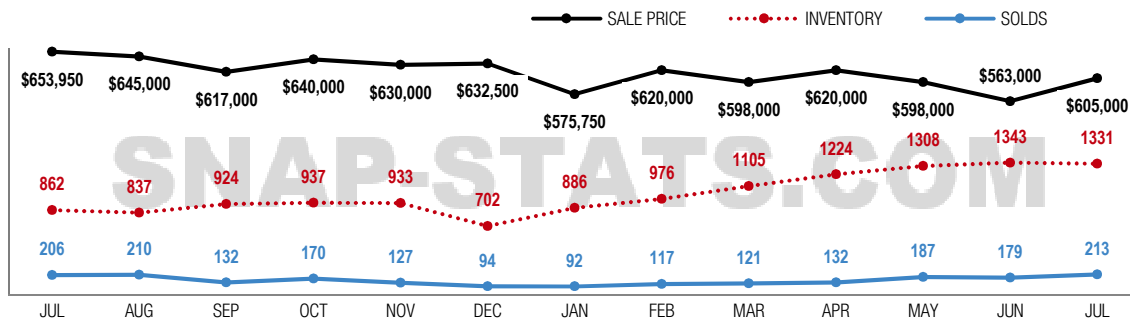
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	18	3	17%
Bridgeport	22	3	14%
Brighthouse	396	60	15%
Brighthouse South	183	36	20%
Broadmoor	16	2	13%
East Cambie	20	4	20%
East Richmond	8	1	13%
Garden City	11	3	27%
Gilmore	0	0	NA
Granville	24	1	4%
Hamilton	18	4	22%
Ironwood	33	8	24%
Lackner	8	0	NA
McLennan	0	0	NA
McLennan North	165	21	13%
McNair	0	0	NA
Quilchena	0	1	NA*
Riverdale	31	1	3%
Saunders	17	3	18%
Sea Island	0	0	NA
Seafair	4	2	50%
South Arm	9	7	78%
Steveston North	19	3	16%
Steveston South	60	13	22%
Steveston Village	9	2	22%
Terra Nova	33	7	21%
West Cambie	192	26	14%
Westwind	2	0	NA
Woodwards	33	2	6%
TOTAL*	1331	213	16%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$0 to \$300,000 with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Granville, Riverdale, Woodward's and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in South Arm and up to 1 bedroom properties

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13 Month Market Trend



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Steve Birkic Personal Real Estate Corporation
Keller Williams Realty VanCentral
778.882.5700

stevebirkic.com
steve@stevebirkic.com



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	1	100%
800,001 – 900,000	11	3	27%
900,001 – 1,000,000	17	6	35%
1,000,001 – 1,250,000	45	7	16%
1,250,001 – 1,500,000	47	1	2%
1,500,001 – 1,750,000	15	1	7%
1,750,001 – 2,000,000	15	0	NA
2,000,001 – 2,250,000	3	1	33%
2,250,001 – 2,500,000	11	0	NA
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	1	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	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	178	20	11%

2 Bedrooms & Less	10	1	10%
3 to 4 Bedrooms	129	16	12%
5 to 6 Bedrooms	35	3	9%
7 Bedrooms & More	4	0	NA
TOTAL*	178	20	11%

SnapStats®	June	July	Variance
Inventory	185	178	-4%
Solds	21	20	-5%
Sale Price	\$1,125,000	\$1,005,000	-11%
Sale Price SQFT	\$490	\$465	-5%
Sale to List Price Ratio	95%	95%	0%
Days on Market	52	48	-8%

*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

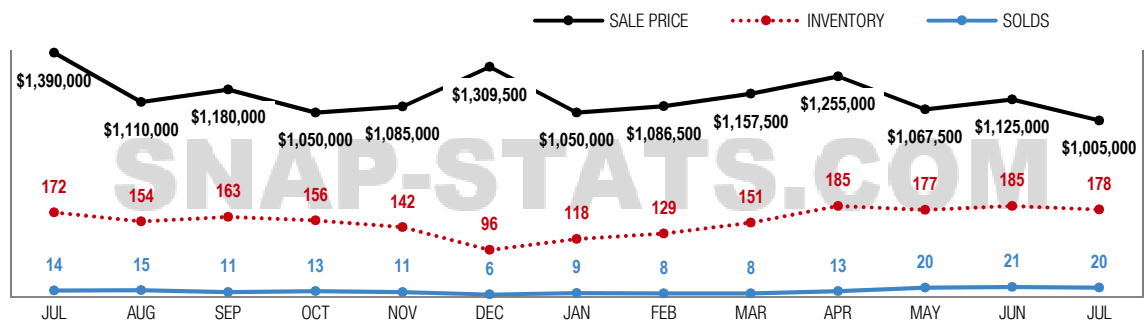
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	19	6	32%
Boundary Beach	15	2	13%
Cliff Drive	47	4	9%
English Bluff	15	1	7%
Pebble Hill	31	4	13%
Tsawwassen Central	35	1	3%
Tsawwassen East	16	2	13%
TOTAL*	178	20	11%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Steve Birkic Personal Real Estate Corporation
Keller Williams Realty VanCentral
778.882.5700

stevebirkic.com
steve@stevebirkic.com



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	4	4	100%
400,001 – 500,000	12	5	42%
500,001 – 600,000	12	5	42%
600,001 – 700,000	24	7	29%
700,001 – 800,000	13	2	15%
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	7	1	14%
1,250,001 – 1,500,000	1	1	100%
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	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*	81	26	32%

0 to 1 Bedroom	10	3	30%
2 Bedrooms	50	18	36%
3 Bedrooms	19	5	26%
4 Bedrooms & Greater	2	0	NA
TOTAL*	81	26	32%

SnapStats®	June	July	Variance
Inventory	97	81	-16%
Solds	14	26	86%
Sale Price	\$456,000	\$577,500	27%
Sale Price SQFT	\$467	\$501	7%
Sale to List Price Ratio	95%	96%	1%
Days on Market	34	44	29%

*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

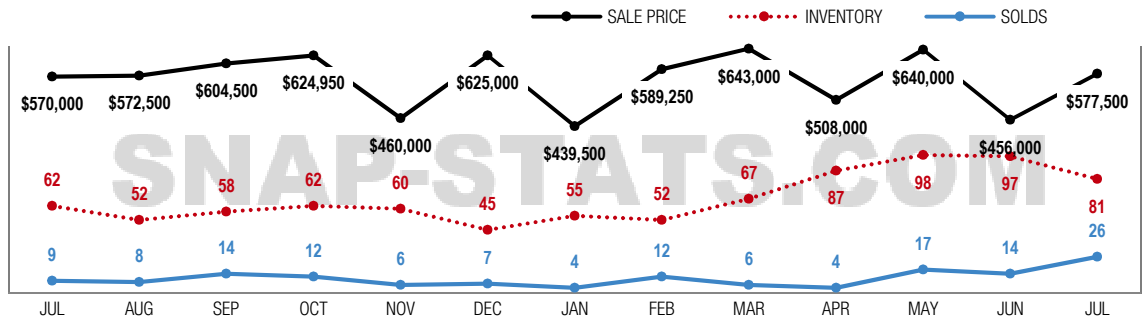
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	17	9	53%
Boundary Beach	2	2	100%
Cliff Drive	45	9	20%
English Bluff	3	1	33%
Pebble Hill	0	0	NA
Tsawwassen Central	11	4	36%
Tsawwassen East	3	1	33%
TOTAL*	81	26	32%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Cliff Drive and 3 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Keller Williams Realty VanCentral
778.882.5700

stevebirkic.com
steve@stevebirkic.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	1	50%
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	3	0	NA
700,001 – 800,000	4	0	NA
800,001 – 900,000	10	4	40%
900,001 – 1,000,000	24	9	38%
1,000,001 – 1,250,000	27	6	22%
1,250,001 – 1,500,000	16	0	NA
1,500,001 – 1,750,000	5	0	NA
1,750,001 – 2,000,000	3	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	101	20	20%

2 Bedrooms & Less	18	1	6%
3 to 4 Bedrooms	66	16	24%
5 to 6 Bedrooms	17	3	18%
7 Bedrooms & More	0	0	NA
TOTAL*	101	20	20%

SnapStats®	June	July	Variance
Inventory	106	101	-5%
Solds	18	20	11%
Sale Price	\$924,500	\$951,500	3%
Sale Price SQFT	\$427	\$411	-4%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	25	32	28%

*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

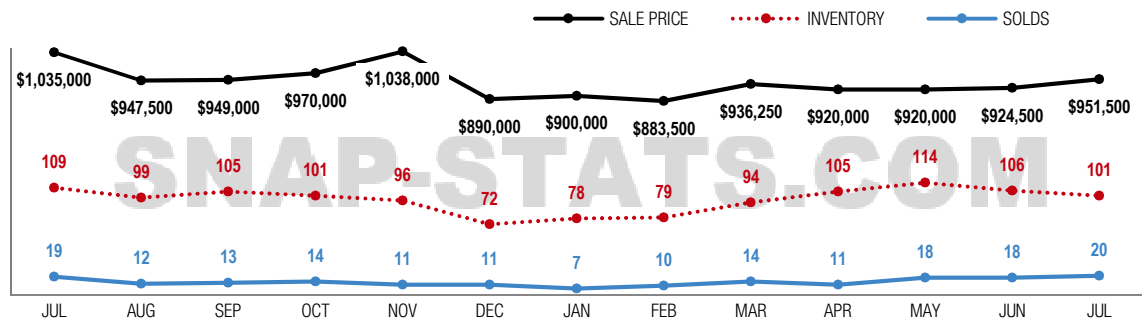
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	0	NA
East Delta	0	0	NA
Hawthorne	33	3	9%
Holly	18	8	44%
Ladner Elementary	17	4	24%
Ladner Rural	7	1	14%
Neilsen Grove	14	3	21%
Port Guichon	6	1	17%
Tilbury	0	0	NA
Westham Island	2	0	NA
TOTAL*	101	20	20%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Holly and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

Steve Birkic Personal Real Estate Corporation
Keller Williams Realty VanCentral
778.882.5700

stevebirkic.com
steve@stevebirkic.com



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	0	NA
400,001 – 500,000	10	1	10%
500,001 – 600,000	18	0	NA
600,001 – 700,000	14	8	57%
700,001 – 800,000	7	3	43%
800,001 – 900,000	8	0	NA
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	6	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*	68	13	19%

0 to 1 Bedroom	5	0	NA
2 Bedrooms	35	3	9%
3 Bedrooms	23	10	43%
4 Bedrooms & Greater	5	0	NA
TOTAL*	68	13	19%

SnapStats®	June	July	Variance
Inventory	72	68	-6%
Solds	14	13	-7%
Sale Price	\$636,500	\$685,000	8%
Sale Price SQFT	\$429	\$459	7%
Sale to List Price Ratio	97%	98%	1%
Days on Market	21	15	-29%

*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

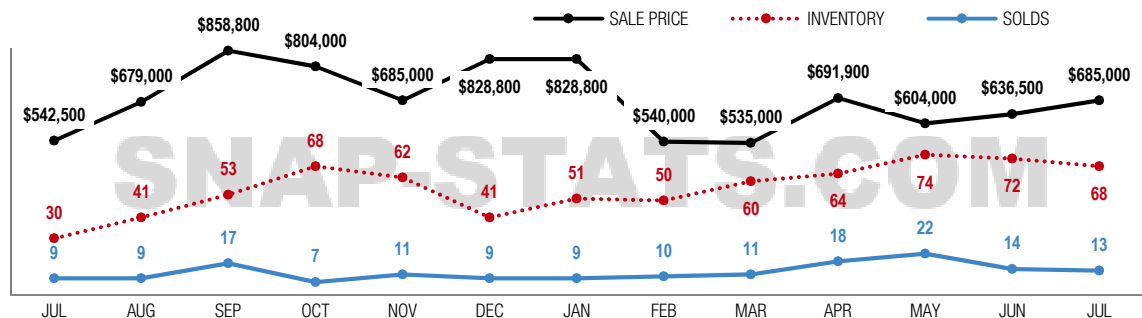
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	11	5	45%
East Delta	1	0	NA
Hawthorne	12	1	8%
Holly	2	1	50%
Ladner Elementary	15	0	NA
Ladner Rural	4	0	NA
Neilsen Grove	23	6	26%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	68	13	19%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Hawthorne and 2 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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