

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

Compliments of:

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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	2	200%*
300,001 – 400,000	6	6	100%
400,001 – 500,000	20	7	35%
500,001 – 600,000	72	25	35%
600,001 – 700,000	114	27	24%
700,001 – 800,000	89	18	20%
800,001 – 900,000	69	8	12%
900,001 – 1,000,000	63	12	19%
1,000,001 – 1,250,000	84	10	12%
1,250,001 – 1,500,000	82	7	9%
1,500,001 – 1,750,000	54	7	13%
1,750,001 – 2,000,000	54	5	9%
2,000,001 – 2,250,000	22	0	NA
2,250,001 – 2,500,000	27	0	NA
2,500,001 – 2,750,000	11	0	NA
2,750,001 – 3,000,000	28	2	7%
3,000,001 – 3,500,000	21	0	NA
3,500,001 – 4,000,000	18	1	6%
4,000,001 – 4,500,000	11	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	48	0	NA
TOTAL*	898	137	15%

0 to 1 Bedroom	350	72	21%
2 Bedrooms	444	59	13%
3 Bedrooms	93	6	6%
4 Bedrooms & Greater	11	0	NA
TOTAL*	898	137	15%

SnapStats®	May	June	Variance
Inventory	944	898	-5%
Solds	162	137	-15%
Sale Price	\$750,000	\$719,000	-4%
Sale Price SQFT	\$1,004	\$947	-6%
Sale to List Price Ratio	97%	99%	2%
Days on Market	16	22	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 CONDOS & TOWNHOMES

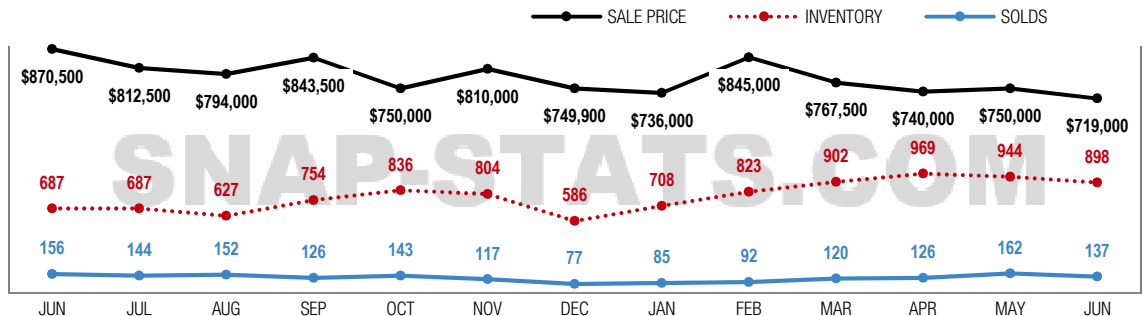
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	156	11	7%
Downtown	341	48	14%
Westend	187	41	22%
Yaletown	214	37	17%
TOTAL*	898	137	15%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling ratio)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average 35% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 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	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	1	0	NA
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	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	3	3	100%
1,750,001 – 2,000,000	13	6	46%
2,000,001 – 2,250,000	18	8	44%
2,250,001 – 2,500,000	38	5	13%
2,500,001 – 2,750,000	41	5	12%
2,750,001 – 3,000,000	51	6	12%
3,000,001 – 3,500,000	73	5	7%
3,500,001 – 4,000,000	95	7	7%
4,000,001 – 4,500,000	50	5	10%
4,500,001 – 5,000,000	71	3	4%
5,000,001 & Greater	234	6	3%
TOTAL*	689	59	9%

2 Bedrooms & Less	17	2	12%
3 to 4 Bedrooms	232	20	9%
5 to 6 Bedrooms	348	35	10%
7 Bedrooms & More	92	2	2%
TOTAL*	689	59	9%

SnapStats®	May	June	Variance
Inventory	704	689	-2%
Solds	85	59	-31%
Sale Price	\$2,850,000	\$2,900,000	2%
Sale Price SQFT	\$943	\$986	5%
Sale to List Price Ratio	92%	91%	-1%
Days on Market	31	22	-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 DETACHED HOUSES

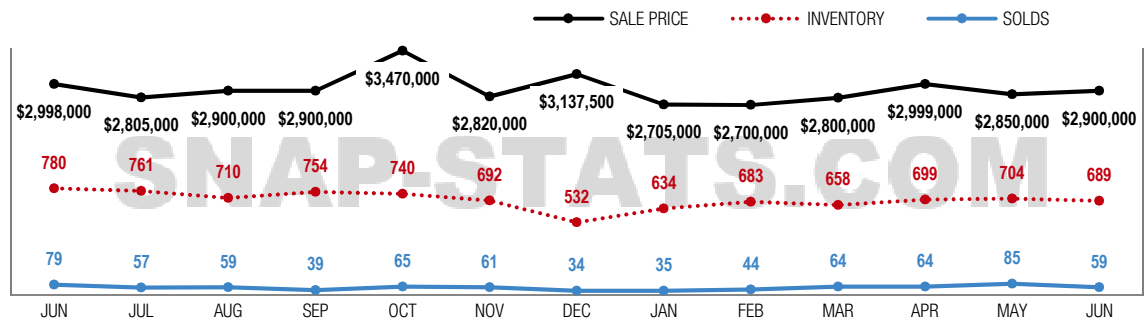
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	35	2	6%
Cambie	49	1	2%
Dunbar	99	10	10%
Fairview	2	0	NA
Falsecreek	0	0	NA
Kerrisdale	47	5	11%
Kitsilano	38	9	24%
Mackenzie Heights	24	7	29%
Marpole	56	2	4%
Mount Pleasant	4	1	25%
Oakridge	15	2	13%
Point Grey	65	9	14%
Quilchena	16	1	6%
SW Marine	26	0	NA
Shaughnessy	77	6	8%
South Cambie	11	0	NA
South Granville	74	3	4%
Southlands	31	0	NA
University	20	1	5%
TOTAL*	689	59	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 9% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 46% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Cambie and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Mackenzie Heights and up to 2 bedroom properties

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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	4	4	100%
400,001 – 500,000	31	16	52%
500,001 – 600,000	70	20	29%
600,001 – 700,000	94	22	23%
700,001 – 800,000	90	14	16%
800,001 – 900,000	107	18	17%
900,001 – 1,000,000	103	10	10%
1,000,001 – 1,250,000	137	22	16%
1,250,001 – 1,500,000	113	9	8%
1,500,001 – 1,750,000	78	5	6%
1,750,001 – 2,000,000	74	7	9%
2,000,001 – 2,250,000	18	1	6%
2,250,001 – 2,500,000	21	0	NA
2,500,001 – 2,750,000	15	1	7%
2,750,001 – 3,000,000	12	0	NA
3,000,001 – 3,500,000	7	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	3	1	33%
TOTAL*	983	150	15%

0 to 1 Bedroom	243	59	24%
2 Bedrooms	520	70	13%
3 Bedrooms	195	18	9%
4 Bedrooms & Greater	25	3	12%
TOTAL*	983	150	15%

SnapStats®	May	June	Variance
Inventory	961	983	2%
Solds	206	150	-27%
Sale Price	\$772,250	\$799,900	4%
Sale Price SQFT	\$854	\$898	5%
Sale to List Price Ratio	97%	100%	3%
Days on Market	21	16	-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

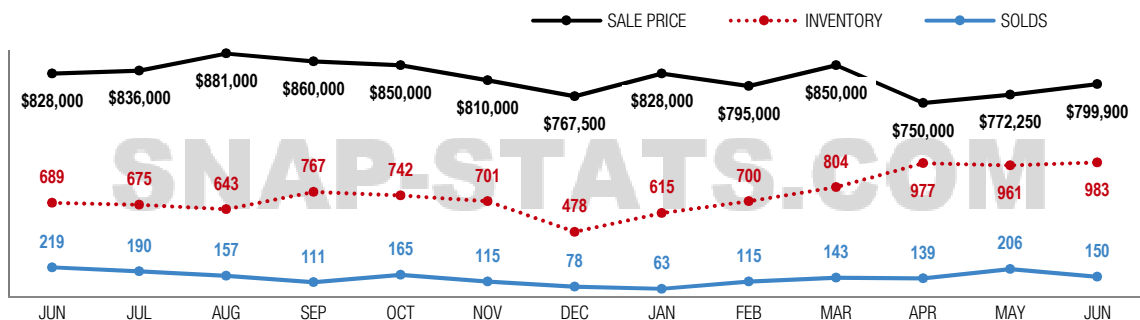
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	80	14	18%
Dunbar	7	0	NA
Fairview	115	28	24%
Falsecreek	109	17	16%
Kerrisdale	48	8	17%
Kitsilano	119	25	21%
Mackenzie Heights	2	0	NA
Marpole	102	12	12%
Mount Pleasant	17	6	35%
Oakridge	24	3	13%
Point Grey	12	4	33%
Quilchena	25	5	20%
SW Marine	20	0	NA
Shaughnessy	5	2	40%
South Cambie	34	1	3%
South Granville	58	3	5%
Southlands	3	0	NA
University	203	22	11%
TOTAL*	983	150	15%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE 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** \$400,000 to \$500,000 with average 52% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil / \$2 mil to \$2.25 mil, South Cambie, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Mount Pleasant, 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	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	11	5	45%
1,000,001 – 1,250,000	46	18	39%
1,250,001 – 1,500,000	140	29	21%
1,500,001 – 1,750,000	129	18	14%
1,750,001 – 2,000,000	86	10	12%
2,000,001 – 2,250,000	60	6	10%
2,250,001 – 2,500,000	74	1	1%
2,500,001 – 2,750,000	40	3	8%
2,750,001 – 3,000,000	39	0	NA
3,000,001 – 3,500,000	17	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	5	0	NA
TOTAL*	654	90	14%

2 Bedrooms & Less	44	3	7%
3 to 4 Bedrooms	203	35	17%
5 to 6 Bedrooms	288	42	15%
7 Bedrooms & More	119	10	8%
TOTAL*	654	90	14%

SnapStats®	May	June	Variance
Inventory	663	654	-1%
Solds	124	90	-27%
Sale Price	\$1,397,500	\$1,444,000	3%
Sale Price SQFT	\$635	\$656	3%
Sale to List Price Ratio	95%	96%	1%
Days on Market	22	20	-9%

*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

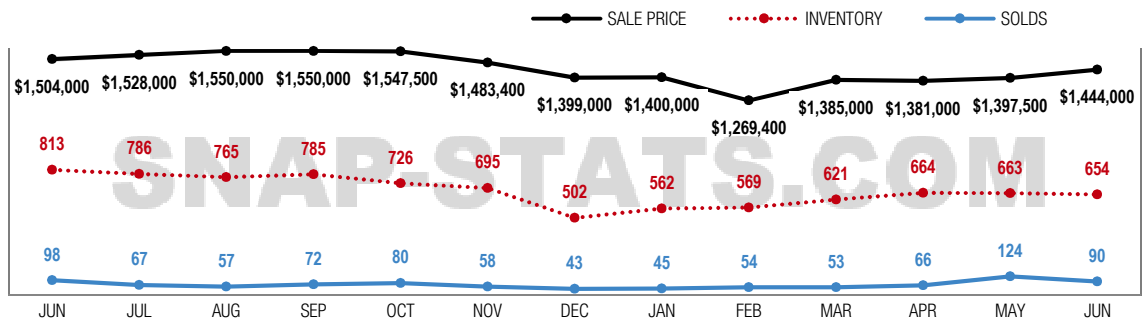
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	0	NA
Collingwood	84	2	2%
Downtown	0	0	NA
Fraser	44	13	30%
Fraserview	25	2	8%
Grandview Woodland	51	7	14%
Hastings	10	0	NA
Hastings Sunrise	25	5	20%
Killarney	65	9	14%
Knight	58	9	16%
Main	21	6	29%
Mount Pleasant	11	2	18%
Renfrew Heights	62	6	10%
Renfrew	79	15	19%
South Marine	4	0	NA
South Vancouver	70	6	9%
Strathcona	5	0	NA
Victoria	37	8	22%
TOTAL*	654	90	14%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Collingwood, Fraserview, South Vancouver and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Main and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	0	NA
300,001 – 400,000	24	5	21%
400,001 – 500,000	98	27	28%
500,001 – 600,000	146	22	15%
600,001 – 700,000	94	23	24%
700,001 – 800,000	89	17	19%
800,001 – 900,000	50	8	16%
900,001 – 1,000,000	25	6	24%
1,000,001 – 1,250,000	38	10	26%
1,250,001 – 1,500,000	17	3	18%
1,500,001 – 1,750,000	12	0	NA
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	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*	605	121	20%

0 to 1 Bedroom	240	46	19%
2 Bedrooms	260	51	20%
3 Bedrooms	95	20	21%
4 Bedrooms & Greater	10	4	40%
TOTAL*	605	121	20%

SnapStats®	May	June	Variance
Inventory	586	605	3%
Solds	182	121	-34%
Sale Price	\$590,000	\$630,000	7%
Sale Price SQFT	\$741	\$732	-1%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	14	19	36%

*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

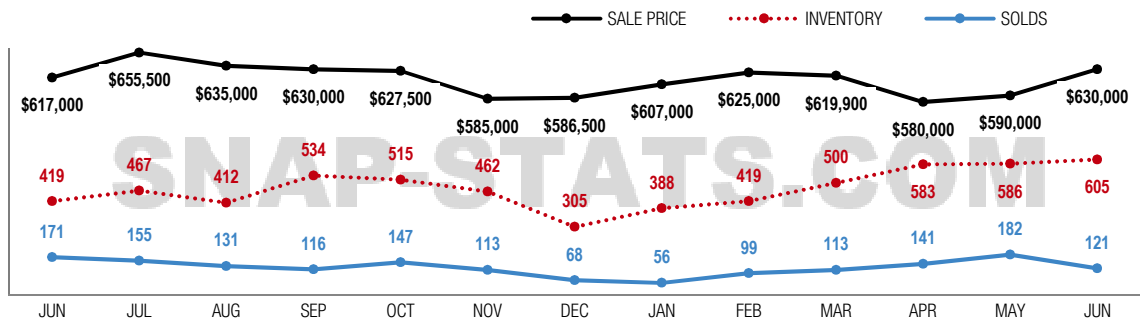
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	33	4	12%
Collingwood	135	23	17%
Downtown	40	7	18%
Fraser	15	2	13%
Fraserview	7	4	57%
Grandview Woodland	20	9	45%
Hastings	29	9	31%
Hastings Sunrise	12	2	17%
Killarney	16	3	19%
Knight	12	4	33%
Main	17	3	18%
Mount Pleasant	93	28	30%
Renfrew Heights	1	0	NA
Renfrew	36	2	6%
South Marine	66	9	14%
South Vancouver	0	0	NA
Strathcona	42	8	19%
Victoria	31	4	13%
TOTAL*	605	121	20%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 28% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Renfrew and up to 3 bedroom properties
- Sellers Best Bet** Selling homes in Hastings, Knight, Mount Pleasant and minimum 4 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	0	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	2	0	NA
800,001 – 900,000	0	2	NA*
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	25	8	32%
1,250,001 – 1,500,000	83	31	37%
1,500,001 – 1,750,000	60	12	20%
1,750,001 – 2,000,000	68	14	21%
2,000,001 – 2,250,000	24	2	8%
2,250,001 – 2,500,000	33	5	15%
2,500,001 – 2,750,000	19	2	11%
2,750,001 – 3,000,000	22	2	9%
3,000,001 – 3,500,000	26	1	4%
3,500,001 – 4,000,000	15	2	13%
4,000,001 – 4,500,000	8	0	NA
4,500,001 – 5,000,000	11	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	405	82	20%

2 Bedrooms & Less	12	4	33%
3 to 4 Bedrooms	197	47	24%
5 to 6 Bedrooms	163	25	15%
7 Bedrooms & More	33	6	18%
TOTAL*	405	82	20%

SnapStats®	May	June	Variance
Inventory	418	405	-3%
Solds	105	82	-22%
Sale Price	\$1,502,000	\$1,492,550	-1%
Sale Price SQFT	\$614	\$618	1%
Sale to List Price Ratio	94%	93%	-1%
Days on Market	26	24	-8%

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Community DETACHED HOUSES

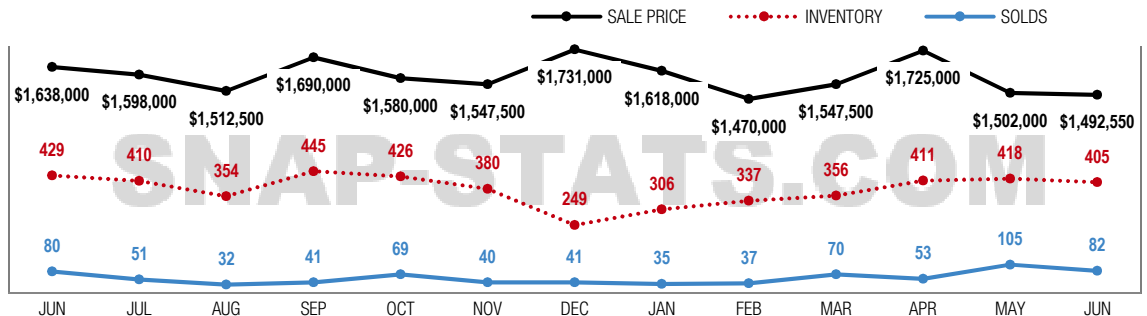
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	18	4	22%
Boulevard	16	4	25%
Braemar	1	0	NA
Calverhall	10	3	30%
Canyon Heights	45	8	18%
Capilano	4	0	NA
Central Lonsdale	24	8	33%
Deep Cove	21	0	NA
Delbrook	4	0	NA
Dollarton	14	4	29%
Edgemont	24	5	21%
Forest Hills	13	2	15%
Grouse Woods	4	1	25%
Harbourside	0	0	NA
Indian Arm	7	0	NA
Indian River	6	2	33%
Lower Lonsdale	7	1	14%
Lynn Valley	37	11	30%
Lynnmoor	0	0	NA
Mosquito Creek	5	1	20%
Norgate	6	1	17%
Northlands	2	0	NA
Pemberton Heights	14	1	7%
Pemberton	9	1	11%
Princess Park	4	0	NA
Queensbury	8	0	NA
Roche Point	2	1	50%
Seymour	5	3	60%
Tempe	2	1	50%
Upper Delbrook	25	3	12%
Upper Lonsdale	46	7	15%
Westlynn	8	7	88%
Westlynn Terrace	4	1	25%
Windsor Park	4	2	50%
Woodlands-Sunshine Cascade	6	0	NA
TOTAL*	405	82	20%

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Pemberton Heights and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Westlynn and up to 2 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	16	6	38%
400,001 – 500,000	43	14	33%
500,001 – 600,000	76	20	26%
600,001 – 700,000	87	22	25%
700,001 – 800,000	66	17	26%
800,001 – 900,000	71	8	11%
900,001 – 1,000,000	63	9	14%
1,000,001 – 1,250,000	65	10	15%
1,250,001 – 1,500,000	24	7	29%
1,500,001 – 1,750,000	4	1	25%
1,750,001 – 2,000,000	8	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	2	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	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	1	0	NA
TOTAL*	538	114	21%

0 to 1 Bedroom	149	40	27%
2 Bedrooms	270	47	17%
3 Bedrooms	100	23	23%
4 Bedrooms & Greater	19	4	21%
TOTAL*	538	114	21%

SnapStats®	May	June	Variance
Inventory	541	538	-1%
Solds	147	114	-22%
Sale Price	\$700,000	\$678,250	-3%
Sale Price SQFT	\$714	\$751	5%
Sale to List Price Ratio	96%	97%	1%
Days on Market	20	24	20%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	1	100%
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	2	0	NA
Capilano	5	1	20%
Central Lonsdale	92	15	16%
Deep Cove	4	0	NA
Delbrook	2	0	NA
Dollarton	1	0	NA
Edgemont	14	1	7%
Forest Hills	0	0	NA
Grouse Woods	1	1	100%
Harbourside	13	12	92%
Indian Arm	0	0	NA
Indian River	8	3	38%
Lower Lonsdale	131	22	17%
Lynn Valley	27	12	44%
Lynnmoor	60	12	20%
Mosquito Creek	22	2	9%
Norgate	17	2	12%
Northlands	13	4	31%
Pemberton Heights	1	0	NA
Pemberton	45	9	20%
Princess Park	0	0	NA
Queensbury	4	0	NA
Roche Point	46	12	26%
Seymour	6	1	17%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	17	3	18%
Westlynn	5	1	20%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	538	114	21%

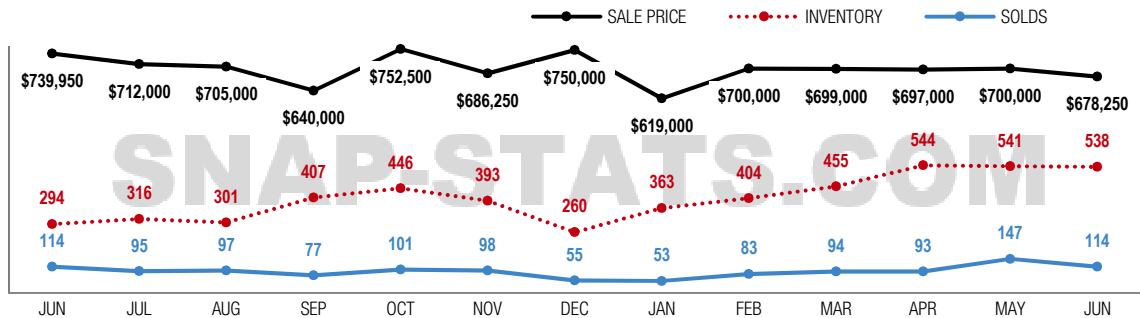
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 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 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Edgemont, Mosquito Creek and 2 bedroom properties
- Sellers Best Bet** Selling homes in Harbourside, Indian River, Lynn Valley 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	1	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	7	1	14%
1,500,001 – 1,750,000	14	4	29%
1,750,001 – 2,000,000	39	3	8%
2,000,001 – 2,250,000	29	3	10%
2,250,001 – 2,500,000	45	1	2%
2,500,001 – 2,750,000	30	3	10%
2,750,001 – 3,000,000	52	1	2%
3,000,001 – 3,500,000	37	4	11%
3,500,001 – 4,000,000	54	4	7%
4,000,001 – 4,500,000	23	1	4%
4,500,001 – 5,000,000	33	0	NA
5,000,001 & Greater	151	5	3%
TOTAL*	518	30	6%

2 Bedrooms & Less	17	0	NA
3 to 4 Bedrooms	237	15	6%
5 to 6 Bedrooms	231	13	6%
7 Bedrooms & More	33	2	6%
TOTAL*	518	30	6%

SnapStats®	May	June	Variance
Inventory	511	518	1%
Solds	56	30	-46%
Sale Price	\$2,649,285	\$2,718,500	3%
Sale Price SQFT	\$744	\$729	-2%
Sale to List Price Ratio	92%	92%	0%
Days on Market	27	55	104%

*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

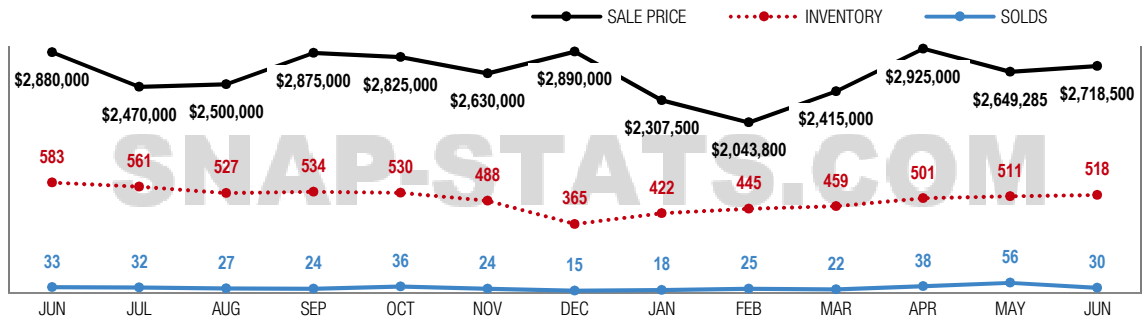
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	13	1	8%
Ambleside	63	9	14%
Bayridge	11	0	NA
British Properties	86	6	7%
Canterbury	11	0	NA
Caulfield	29	0	NA
Cedardale	7	0	NA
Chartwell	32	0	NA
Chelsea Park	6	0	NA
Cypress	8	2	25%
Cypress Park Estates	20	1	5%
Deer Ridge	1	0	NA
Dundarave	26	3	12%
Eagle Harbour	21	2	10%
Eagleridge	3	0	NA
Furry Creek	1	0	NA
Gleneagles	11	0	NA
Glenmore	22	1	5%
Horseshoe Bay	7	0	NA
Howe Sound	8	0	NA
Lions Bay	23	0	NA
Old Caulfield	6	0	NA
Panorama Village	0	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	14	0	NA
Rockridge	4	0	NA
Sandy Cove	4	0	NA
Sentinel Hill	18	0	NA
Upper Caulfield	12	2	17%
West Bay	16	0	NA
Westhill	6	0	NA
Westmount	16	2	13%
Whitby Estates	6	1	17%
Whytecliff	5	0	NA
TOTAL*	518	30	6%

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$2.75 mil to \$3 mil, Cypress Park Estates and Glenmore
- Sellers Best Bet** Selling homes in Cypress

**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	1	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	4	0	NA
600,001 – 700,000	5	0	NA
700,001 – 800,000	10	1	10%
800,001 – 900,000	9	0	NA
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	7	4	57%
1,250,001 – 1,500,000	35	1	3%
1,500,001 – 1,750,000	21	1	5%
1,750,001 – 2,000,000	16	1	6%
2,000,001 – 2,250,000	5	1	20%
2,250,001 – 2,500,000	11	1	9%
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	6	0	NA
3,000,001 – 3,500,000	6	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	5	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	162	11	7%

0 to 1 Bedroom	25	0	NA
2 Bedrooms	93	9	10%
3 Bedrooms	41	2	5%
4 Bedrooms & Greater	3	0	NA
TOTAL*	162	11	7%

SnapStats®	May	June	Variance
Inventory	158	162	3%
Solds	13	11	-15%
Sale Price	\$990,000	\$1,246,000	26%
Sale Price SQFT	\$868	\$940	8%
Sale to List Price Ratio	91%	92%	1%
Days on Market	45	71	58%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	32	2	6%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	5	1	20%
Chartwell	0	0	NA
Chelsea Park	1	0	NA
Cypress	0	0	NA
Cypress Park Estates	6	1	17%
Deer Ridge	5	0	NA
Dundarave	39	3	8%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	2	0	NA
Gleneagles	0	0	NA
Glenmore	0	1	NA*
Horseshoe Bay	6	0	NA
Howe Sound	9	0	NA
Lions Bay	0	0	NA
Old Caulfield	1	0	NA
Panorama Village	17	1	6%
Park Royal	29	1	3%
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	6	1	17%
Whytecliff	0	0	NA
TOTAL*	162	11	7%

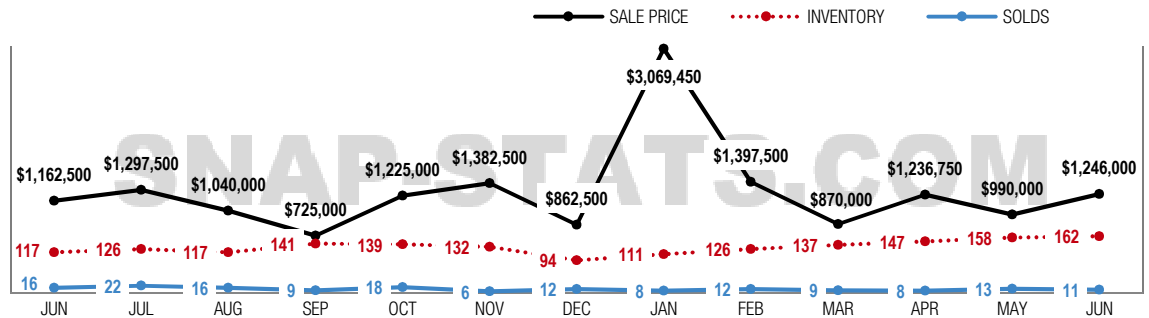
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 10% Sales Ratio (Buyers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and 2 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	3	0	NA
300,001 – 400,000	1	1	100%
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	2	200%*
800,001 – 900,000	2	2	100%
900,001 – 1,000,000	7	7	100%
1,000,001 – 1,250,000	50	23	46%
1,250,001 – 1,500,000	146	26	18%
1,500,001 – 1,750,000	115	9	8%
1,750,001 – 2,000,000	111	10	9%
2,000,001 – 2,250,000	34	3	9%
2,250,001 – 2,500,000	97	4	4%
2,500,001 – 2,750,000	62	1	2%
2,750,001 – 3,000,000	79	1	1%
3,000,001 – 3,500,000	51	0	NA
3,500,001 – 4,000,000	40	0	NA
4,000,001 – 4,500,000	11	0	NA
4,500,001 – 5,000,000	11	0	NA
5,000,001 & Greater	11	0	NA
TOTAL*	835	89	11%

2 Bedrooms & Less	38	3	8%
3 to 4 Bedrooms	329	49	15%
5 to 6 Bedrooms	435	36	8%
7 Bedrooms & More	33	1	3%
TOTAL*	835	89	11%

SnapStats®	May	June	Variance
Inventory	864	835	-3%
Solds	81	89	10%
Sale Price	\$1,508,000	\$1,315,000	-13%
Sale Price SQFT	\$558	\$553	-1%
Sale to List Price Ratio	90%	94%	4%
Days on Market	45	36	-20%

*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

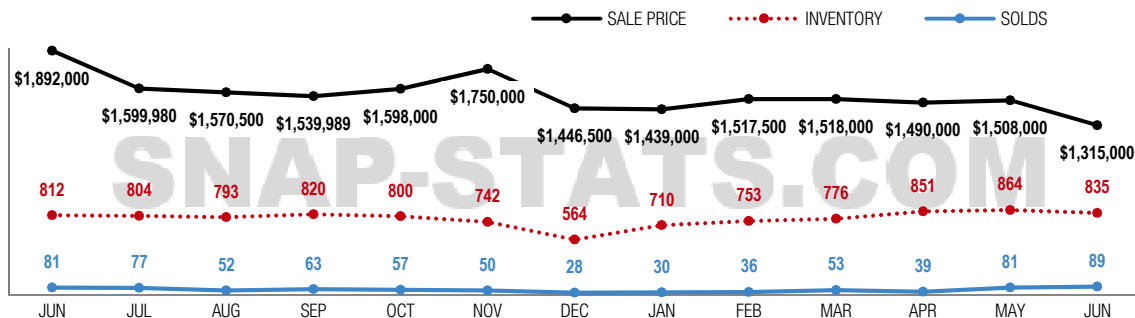
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	31	3	10%
Bridgeport	20	2	10%
Brighthouse	25	0	NA
Brighthouse South	1	0	NA
Broadmoor	59	4	7%
East Cambie	15	7	47%
East Richmond	3	2	67%
Garden City	33	4	12%
Gilmore	3	0	NA
Granville	65	3	5%
Hamilton	11	3	27%
Ironwood	36	4	11%
Lackner	32	7	22%
McLennan	11	0	NA
McLennan North	12	0	NA
McNair	31	3	10%
Quilchena	49	2	4%
Riverdale	47	5	11%
Saunders	54	2	4%
Sea Island	4	2	50%
Seafair	52	3	6%
South Arm	26	4	15%
Steveston North	54	7	13%
Steveston South	26	7	27%
Steveston Village	15	4	27%
Terra Nova	21	2	10%
West Cambie	27	2	7%
Westwind	15	2	13%
Woodwards	57	5	9%
TOTAL*	835	89	11%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 6% 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 \$2.75 mil to \$3 mil, Quilchena, Saunders and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in East Cambie 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	16	6	38%
300,001 – 400,000	43	21	49%
400,001 – 500,000	149	32	21%
500,001 – 600,000	185	46	25%
600,001 – 700,000	251	24	10%
700,001 – 800,000	222	25	11%
800,001 – 900,000	165	14	8%
900,001 – 1,000,000	132	3	2%
1,000,001 – 1,250,000	109	6	6%
1,250,001 – 1,500,000	48	2	4%
1,500,001 – 1,750,000	11	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	3	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	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	1343	179	13%

0 to 1 Bedroom	212	35	17%
2 Bedrooms	606	87	14%
3 Bedrooms	398	50	13%
4 Bedrooms & Greater	127	7	6%
TOTAL*	1343	179	13%

SnapStats®	May	June	Variance
Inventory	1308	1343	3%
Solds	187	179	-4%
Sale Price	\$598,000	\$563,000	-6%
Sale Price SQFT	\$611	\$582	-5%
Sale to List Price Ratio	95%	97%	2%
Days on Market	32	29	-9%

*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

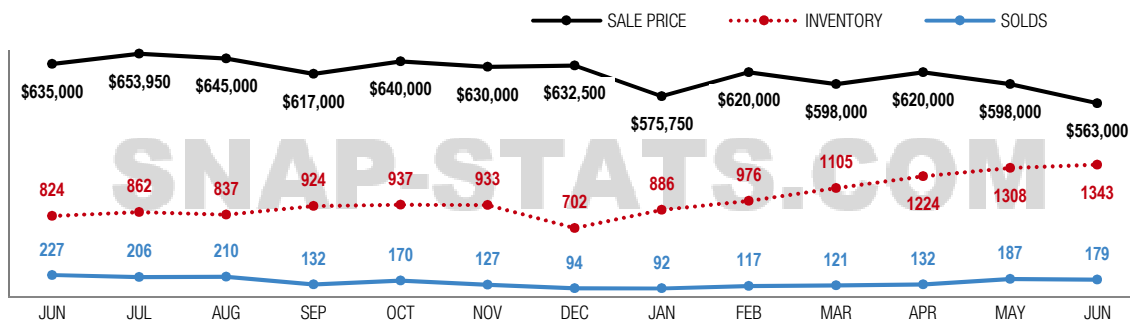
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	18	8	44%
Bridgeport	21	2	10%
Brighthouse	406	43	11%
Brighthouse South	196	26	13%
Broadmoor	13	3	23%
East Cambie	18	1	6%
East Richmond	8	0	NA
Garden City	11	0	NA
Gilmore	0	0	NA
Granville	20	4	20%
Hamilton	26	4	15%
Ironwood	38	10	26%
Lackner	7	0	NA
McLennan	0	0	NA
McLennan North	156	17	11%
McNair	0	0	NA
Quilchena	2	2	100%
Riverdale	23	3	13%
Saunders	10	4	40%
Sea Island	0	0	NA
Seafair	6	1	17%
South Arm	10	4	40%
Steveston North	20	3	15%
Steveston South	64	14	22%
Steveston Village	10	0	NA
Terra Nova	34	1	3%
West Cambie	191	23	12%
Westwind	2	2	100%
Woodwards	33	4	12%
TOTAL*	1343	179	13%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 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 49% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, East Cambie, Terra Nova and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Saunders, South Arm 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	1	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	11	1	9%
900,001 – 1,000,000	17	6	35%
1,000,001 – 1,250,000	47	8	17%
1,250,001 – 1,500,000	52	3	6%
1,500,001 – 1,750,000	13	1	8%
1,750,001 – 2,000,000	17	2	12%
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	8	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	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	185	21	11%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	128	16	13%
5 to 6 Bedrooms	39	4	10%
7 Bedrooms & More	4	0	NA
TOTAL*	185	21	11%

SnapStats®	May	June	Variance
Inventory	177	185	5%
Solds	20	21	5%
Sale Price	\$1,067,500	\$1,125,000	5%
Sale Price SQFT	\$513	\$490	-4%
Sale to List Price Ratio	94%	95%	1%
Days on Market	33	52	58%

*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

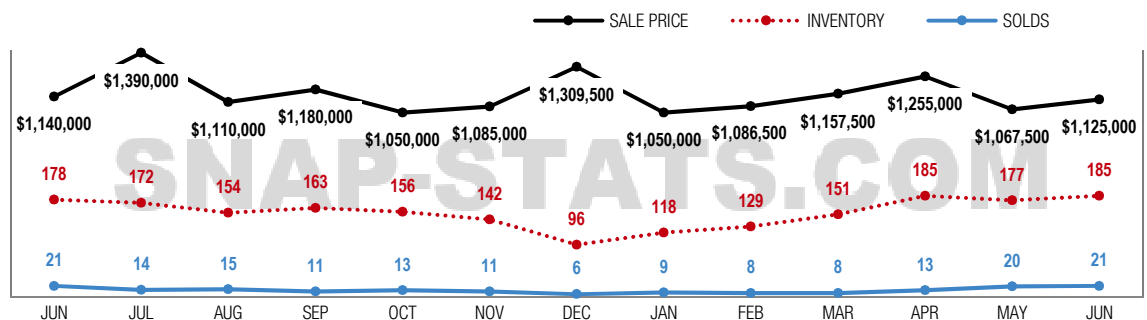
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	22	4	18%
Boundary Beach	18	1	6%
Cliff Drive	50	3	6%
English Bluff	16	2	13%
Pebble Hill	29	4	14%
Tsawwassen Central	34	5	15%
Tsawwassen East	16	2	13%
TOTAL*	185	21	11%

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, Boundary Beach, Cliff Drive and up to 2 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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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	2	NA*
300,001 – 400,000	7	3	43%
400,001 – 500,000	13	3	23%
500,001 – 600,000	20	2	10%
600,001 – 700,000	29	1	3%
700,001 – 800,000	11	3	27%
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	7	0	NA
1,250,001 – 1,500,000	1	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*	97	14	14%

0 to 1 Bedroom	13	5	38%
2 Bedrooms	61	9	15%
3 Bedrooms	20	0	NA
4 Bedrooms & Greater	3	0	NA
TOTAL*	97	14	14%

SnapStats®	May	June	Variance
Inventory	98	97	-1%
Solds	17	14	-18%
Sale Price	\$640,000	\$456,000	-29%
Sale Price SQFT	\$618	\$467	-24%
Sale to List Price Ratio	96%	95%	-1%
Days on Market	40	34	-15%

*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

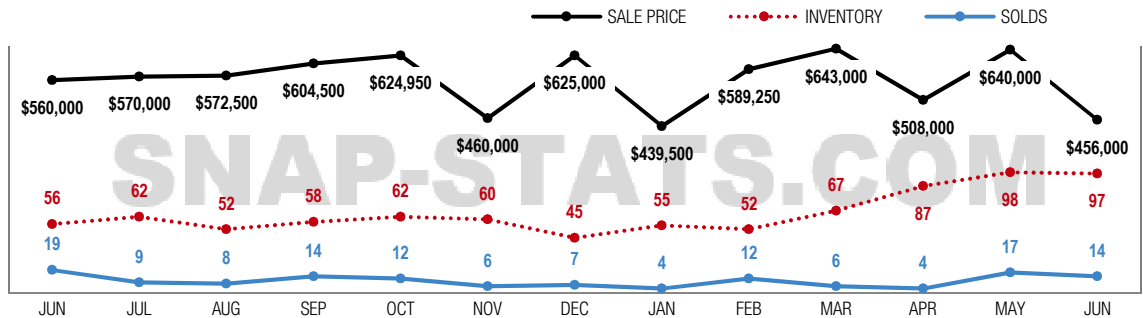
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	23	2	9%
Boundary Beach	3	0	NA
Cliff Drive	49	7	14%
English Bluff	4	0	NA
Pebble Hill	1	0	NA
Tsawwassen Central	14	4	29%
Tsawwassen East	3	1	33%
TOTAL*	97	14	14%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000, Beach Grove and 2 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central 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	2	0	NA
300,001 – 400,000	0	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	12	7	58%
900,001 – 1,000,000	28	7	25%
1,000,001 – 1,250,000	36	4	11%
1,250,001 – 1,500,000	13	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*	106	18	17%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	73	16	22%
5 to 6 Bedrooms	18	1	6%
7 Bedrooms & More	1	0	NA
TOTAL*	106	18	17%

SnapStats®	May	June	Variance
Inventory	114	106	-7%
Solds	18	18	0%
Sale Price	\$920,000	\$924,500	0%
Sale Price SQFT	\$427	\$427	0%
Sale to List Price Ratio	96%	98%	2%
Days on Market	17	25	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 DETACHED HOUSES

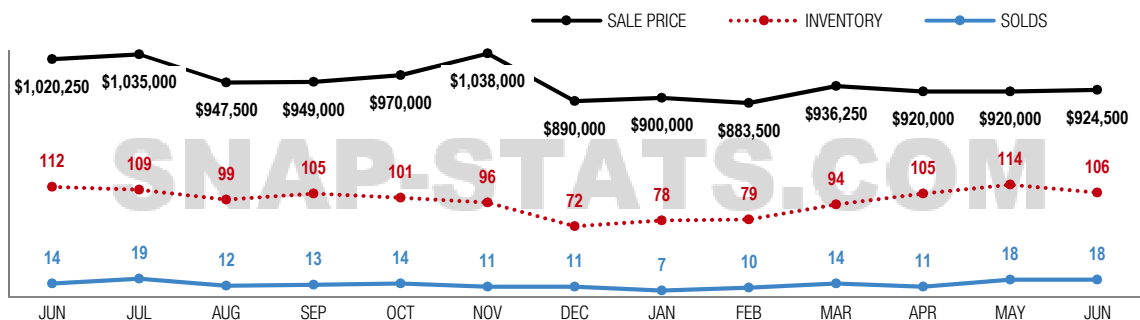
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	1	33%
East Delta	0	0	NA
Hawthorne	32	5	16%
Holly	21	5	24%
Ladner Elementary	20	2	10%
Ladner Rural	5	0	NA
Neilsen Grove	17	4	24%
Port Guichon	6	0	NA
Tilbury	0	1	NA*
Westham Island	2	0	NA
TOTAL*	106	18	17%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 17% Sales Ratio average (1.7 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 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Holly, Neilsen Grove 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	1	0	NA
400,001 – 500,000	14	1	7%
500,001 – 600,000	13	4	31%
600,001 – 700,000	22	7	32%
700,001 – 800,000	7	1	14%
800,001 – 900,000	8	0	NA
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	5	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*	72	14	19%

0 to 1 Bedroom	7	0	NA
2 Bedrooms	32	5	16%
3 Bedrooms	28	8	29%
4 Bedrooms & Greater	5	1	20%
TOTAL*	72	14	19%

SnapStats®	May	June	Variance
Inventory	74	72	-3%
Solds	22	14	-36%
Sale Price	\$604,000	\$636,500	5%
Sale Price SQFT	\$484	\$429	-11%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	26	21	-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 CONDOS & TOWNHOMES

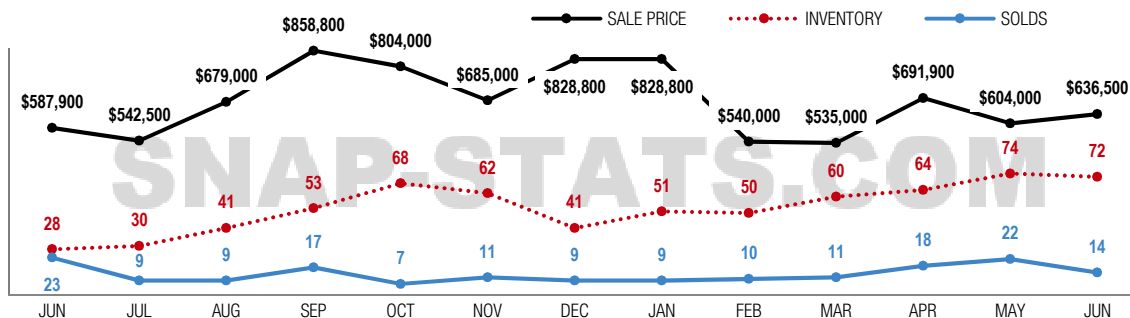
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	14	1	7%
East Delta	1	0	NA
Hawthorne	9	3	33%
Holly	3	1	33%
Ladner Elementary	14	5	36%
Ladner Rural	7	1	14%
Neilsen Grove	24	3	13%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	72	14	19%

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 3% below list price
- Most Active Price Band** \$500,000 to \$700,000 with average 32% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000, Delta Manor and 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne, Ladner Elementary and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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