

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	0	NA
300,001 – 400,000	7	2	29%
400,001 – 500,000	21	7	33%
500,001 – 600,000	65	24	37%
600,001 – 700,000	92	31	34%
700,001 – 800,000	77	14	18%
800,001 – 900,000	47	16	34%
900,001 – 1,000,000	54	15	28%
1,000,001 – 1,250,000	51	30	59%
1,250,001 – 1,500,000	64	12	19%
1,500,001 – 1,750,000	51	7	14%
1,750,001 – 2,000,000	49	2	4%
2,000,001 – 2,250,000	16	3	19%
2,250,001 – 2,500,000	25	3	12%
2,500,001 – 2,750,000	16	0	NA
2,750,001 – 3,000,000	29	0	NA
3,000,001 – 3,500,000	17	3	18%
3,500,001 – 4,000,000	10	1	10%
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	9	0	NA
5,000,001 & Greater	46	0	NA
TOTAL*	754	170	23%

0 to 1 Bedroom	294	85	29%
2 Bedrooms	366	75	20%
3 Bedrooms	83	10	12%
4 Bedrooms & Greater	11	0	NA
TOTAL*	754	170	23%

SnapStats®	August	September	Variance
Inventory	704	754	7%
Solds	176	170	-3%
Sale Price	\$730,000	\$845,450	16%
Sale Price SQFT	\$953	\$1,070	12%
Sale to List Price Ratio	97%	95%	-2%
Days on Market	25	24	-4%

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

Community CONDOS & TOWNHOMES

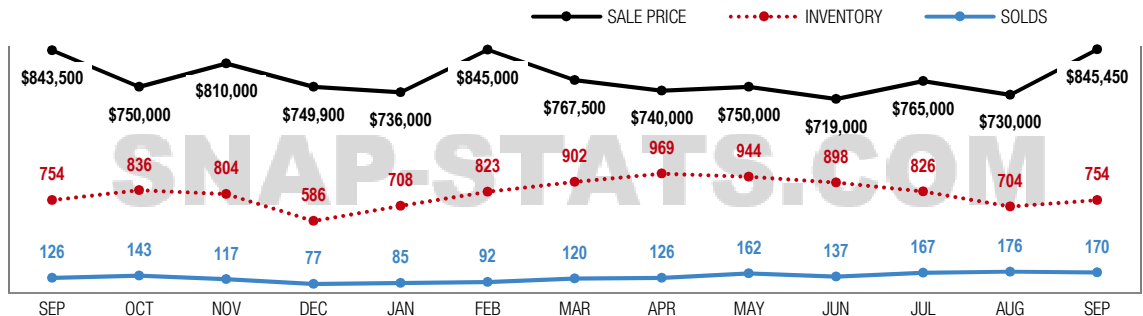
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	141	15	11%
Downtown	264	75	28%
Westend	176	24	14%
Yaletown	173	56	32%
TOTAL*	754	170	23%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 59% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Yaletown 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	1	NA*
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	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	8	3	38%
1,750,001 – 2,000,000	9	6	67%
2,000,001 – 2,250,000	21	10	48%
2,250,001 – 2,500,000	29	12	41%
2,500,001 – 2,750,000	26	3	12%
2,750,001 – 3,000,000	49	4	8%
3,000,001 – 3,500,000	68	5	7%
3,500,001 – 4,000,000	102	11	11%
4,000,001 – 4,500,000	47	4	9%
4,500,001 – 5,000,000	59	0	NA
5,000,001 & Greater	230	2	1%
TOTAL*	649	61	9%

2 Bedrooms & Less	17	0	NA
3 to 4 Bedrooms	205	24	12%
5 to 6 Bedrooms	339	30	9%
7 Bedrooms & More	88	7	8%
TOTAL*	649	61	9%

SnapStats®	August	September	Variance
Inventory	622	649	4%
Solds	59	61	3%
Sale Price	\$2,830,000	\$2,480,000	-12%
Sale Price SQFT	\$876	\$834	-5%
Sale to List Price Ratio	94%	91%	-3%
Days on Market	47	55	17%

*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

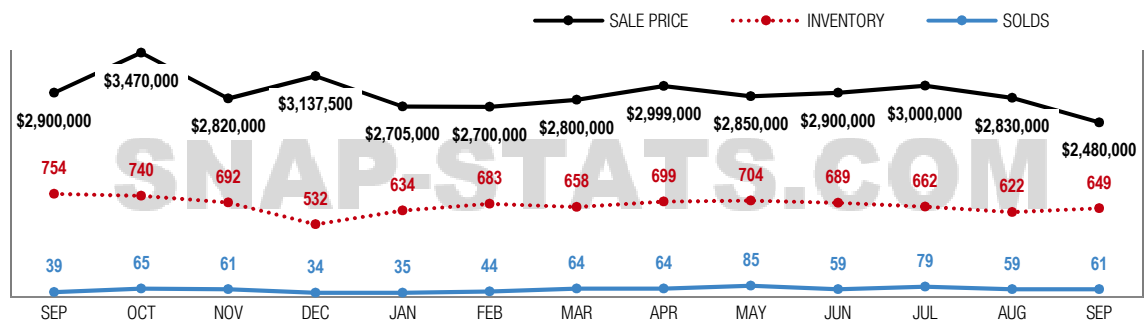
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	28	3	11%
Cambie	36	5	14%
Dunbar	103	10	10%
Fairview	0	2	NA*
Falsecreek	1	0	NA
Kerrisdale	45	4	9%
Kitsilano	27	7	26%
Mackenzie Heights	25	3	12%
Marpole	39	6	15%
Mount Pleasant	5	0	NA
Oakridge	17	1	6%
Point Grey	61	8	13%
Quilchena	25	2	8%
SW Marine	23	2	9%
Shaughnessy	79	3	4%
South Cambie	11	1	9%
South Granville	71	2	3%
Southlands	29	1	3%
University	24	1	4%
TOTAL*	649	61	9%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Shaughnessy, South Granville, Southlands and University
- Sellers Best Bet** Selling homes in Kitsilano and 3 to 4 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	5	4	80%
400,001 – 500,000	29	8	28%
500,001 – 600,000	58	17	29%
600,001 – 700,000	75	28	37%
700,001 – 800,000	96	23	24%
800,001 – 900,000	105	16	15%
900,001 – 1,000,000	80	13	16%
1,000,001 – 1,250,000	111	20	18%
1,250,001 – 1,500,000	108	18	17%
1,500,001 – 1,750,000	74	6	8%
1,750,001 – 2,000,000	77	2	3%
2,000,001 – 2,250,000	16	3	19%
2,250,001 – 2,500,000	26	0	NA
2,500,001 – 2,750,000	12	1	8%
2,750,001 – 3,000,000	11	1	9%
3,000,001 – 3,500,000	10	0	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	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	898	160	18%

0 to 1 Bedroom	226	61	27%
2 Bedrooms	459	72	16%
3 Bedrooms	185	25	14%
4 Bedrooms & Greater	28	2	7%
TOTAL*	898	160	18%

SnapStats®	August	September	Variance
Inventory	847	898	6%
Solds	174	160	-8%
Sale Price	\$849,750	\$801,500	-6%
Sale Price SQFT	\$937	\$886	-5%
Sale to List Price Ratio	96%	98%	2%
Days on Market	25	30	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 CONDOS & TOWNHOMES

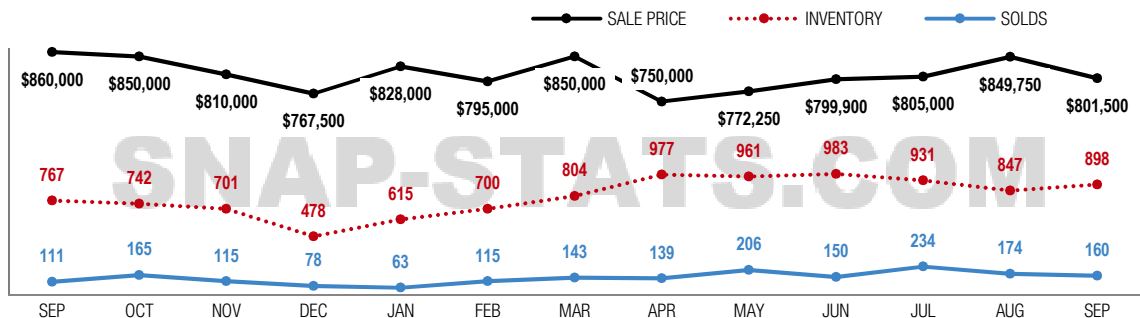
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	73	9	12%
Dunbar	6	2	33%
Fairview	117	36	31%
Falsecreek	96	21	22%
Kerrisdale	40	9	23%
Kitsilano	103	23	22%
Mackenzie Heights	1	0	NA
Marpole	86	16	19%
Mount Pleasant	7	3	43%
Oakridge	25	2	8%
Point Grey	16	2	13%
Quilchena	31	3	10%
SW Marine	20	1	5%
Shaughnessy	7	1	14%
South Cambie	39	4	10%
South Granville	51	7	14%
Southlands	2	2	100%
University	178	19	11%
TOTAL*	898	160	18%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Oakridge, SW Marine and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Fairview 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	2	0	NA
800,001 – 900,000	4	1	25%
900,001 – 1,000,000	6	2	33%
1,000,001 – 1,250,000	56	29	52%
1,250,001 – 1,500,000	122	35	29%
1,500,001 – 1,750,000	104	17	16%
1,750,001 – 2,000,000	70	8	11%
2,000,001 – 2,250,000	37	9	24%
2,250,001 – 2,500,000	82	3	4%
2,500,001 – 2,750,000	34	3	9%
2,750,001 – 3,000,000	44	1	2%
3,000,001 – 3,500,000	14	0	NA
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	587	108	18%

2 Bedrooms & Less	30	6	20%
3 to 4 Bedrooms	180	41	23%
5 to 6 Bedrooms	257	48	19%
7 Bedrooms & More	120	13	11%
TOTAL*	587	108	18%

SnapStats®	August	September	Variance
Inventory	607	587	-3%
Solds	73	108	48%
Sale Price	\$1,390,000	\$1,400,000	1%
Sale Price SQFT	\$629	\$597	-5%
Sale to List Price Ratio	93%	93%	0%
Days on Market	32	20	-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

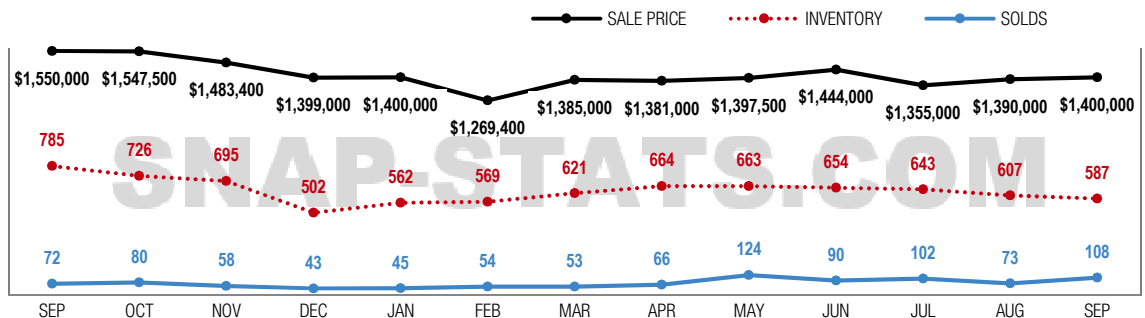
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	82	6	7%
Downtown	0	0	NA
Fraser	40	10	25%
Fraserview	21	8	38%
Grandview Woodland	55	5	9%
Hastings	9	1	11%
Hastings Sunrise	17	8	47%
Killarney	47	15	32%
Knight	55	7	13%
Main	21	6	29%
Mount Pleasant	12	1	8%
Renfrew Heights	47	8	17%
Renfrew	79	13	16%
South Marine	2	1	50%
South Vancouver	66	9	14%
Strathcona	5	4	80%
Victoria	28	6	21%
TOTAL*	587	108	18%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 7% 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 \$2.75 mil to \$3 mil, Collingwood, Grandview Woodland, Mount Pleasant and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Fraserview, Hastings Sunrise, Killarney and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	1	100%
300,001 – 400,000	29	9	31%
400,001 – 500,000	87	39	45%
500,001 – 600,000	121	36	30%
600,001 – 700,000	77	31	40%
700,001 – 800,000	82	20	24%
800,001 – 900,000	50	11	22%
900,001 – 1,000,000	26	9	35%
1,000,001 – 1,250,000	39	9	23%
1,250,001 – 1,500,000	20	5	25%
1,500,001 – 1,750,000	4	2	50%
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	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*	547	172	31%

0 to 1 Bedroom	196	84	43%
2 Bedrooms	264	64	24%
3 Bedrooms	78	19	24%
4 Bedrooms & Greater	9	5	56%
TOTAL*	547	172	31%

SnapStats®	August	September	Variance
Inventory	495	547	11%
Solds	148	172	16%
Sale Price	\$575,000	\$604,250	5%
Sale Price SQFT	\$794	\$817	3%
Sale to List Price Ratio	97%	101%	4%
Days on Market	31	14	-55%

*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

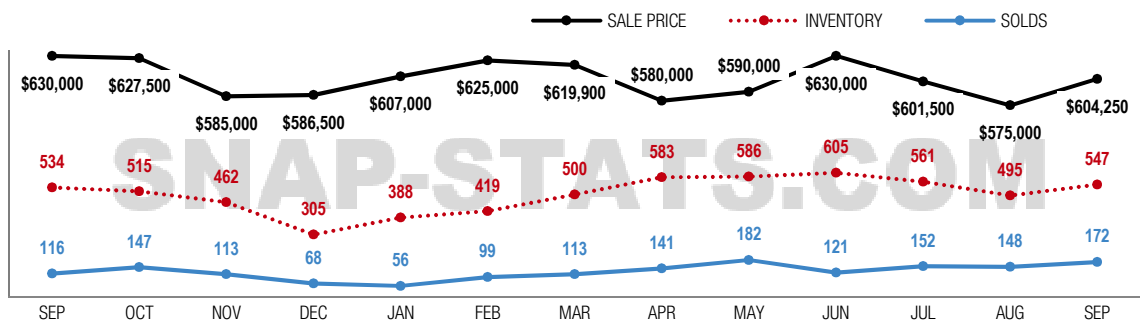
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	28	7	25%
Collingwood	118	30	25%
Downtown	38	15	39%
Fraser	24	9	38%
Fraserview	0	1	NA*
Grandview Woodland	12	5	42%
Hastings	35	10	29%
Hastings Sunrise	6	2	33%
Killarney	13	3	23%
Knight	12	2	17%
Main	19	8	42%
Mount Pleasant	88	46	52%
Renfrew Heights	5	0	NA
Renfrew	39	5	13%
South Marine	55	20	36%
South Vancouver	0	0	NA
Strathcona	27	8	30%
Victoria	28	1	4%
TOTAL*	547	172	31%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 31% Sales Ratio average (3.1 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$400,000 to \$500,000 with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Knight, Renfrew, Victoria and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Grandview Woodland, Main, Mount Pleasant and minimum 4 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	1	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	2	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	1	2	200%*
1,000,001 – 1,250,000	16	9	56%
1,250,001 – 1,500,000	55	12	22%
1,500,001 – 1,750,000	53	13	25%
1,750,001 – 2,000,000	55	9	16%
2,000,001 – 2,250,000	15	5	33%
2,250,001 – 2,500,000	33	3	9%
2,500,001 – 2,750,000	20	1	5%
2,750,001 – 3,000,000	24	1	4%
3,000,001 – 3,500,000	20	2	10%
3,500,001 – 4,000,000	20	0	NA
4,000,001 – 4,500,000	9	1	11%
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	336	58	17%

2 Bedrooms & Less	11	4	36%
3 to 4 Bedrooms	149	26	17%
5 to 6 Bedrooms	142	24	17%
7 Bedrooms & More	34	4	12%
TOTAL*	336	58	17%

SnapStats®	August	September	Variance
Inventory	318	336	6%
Solds	64	58	-9%
Sale Price	\$1,497,500	\$1,598,500	7%
Sale Price SQFT	\$575	\$574	0%
Sale to List Price Ratio	94%	100%	6%
Days on Market	32	24	-25%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	11	3	27%
Boulevard	10	2	20%
Braemar	3	0	NA
Calverhall	9	2	22%
Canyon Heights	35	10	29%
Capilano	3	2	67%
Central Lonsdale	21	4	19%
Deep Cove	12	2	17%
Delbrook	7	0	NA
Dollarton	18	1	6%
Edgemont	24	2	8%
Forest Hills	8	0	NA
Grouse Woods	4	1	25%
Harbourside	0	0	NA
Indian Arm	5	0	NA
Indian River	6	3	50%
Lower Lonsdale	6	0	NA
Lynn Valley	31	9	29%
Lynnmoor	1	0	NA
Mosquito Creek	2	1	50%
Norgate	6	1	17%
Northlands	1	0	NA
Pemberton Heights	12	2	17%
Pemberton	6	1	17%
Princess Park	2	0	NA
Queensbury	5	0	NA
Roche Point	2	0	NA
Seymour	10	0	NA
Tempe	4	0	NA
Upper Delbrook	17	3	18%
Upper Lonsdale	33	5	15%
Westlynn	10	2	20%
Westlynn Terrace	3	2	67%
Windsor Park	4	0	NA
Woodlands-Sunshine Cascade	5	0	NA
TOTAL*	336	58	17%

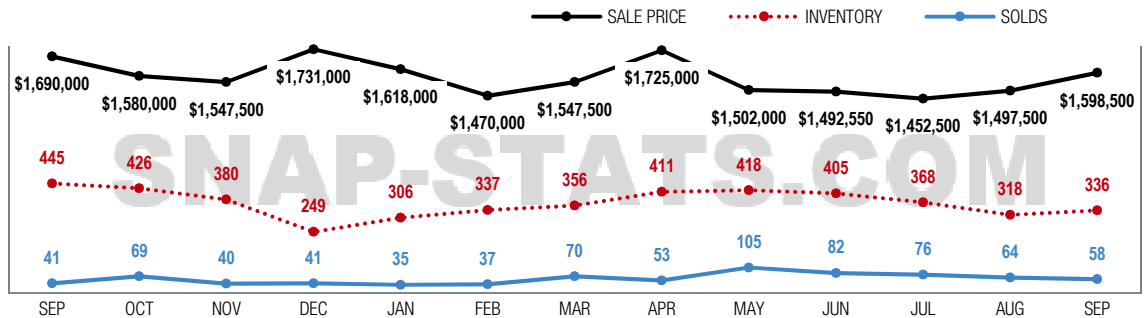
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$3 mil, Dollarton, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Blueridge, Canyon Heights, Lynn Valley and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	18	5	28%
400,001 – 500,000	37	17	46%
500,001 – 600,000	48	18	38%
600,001 – 700,000	71	18	25%
700,001 – 800,000	64	17	27%
800,001 – 900,000	64	9	14%
900,001 – 1,000,000	52	8	15%
1,000,001 – 1,250,000	48	6	13%
1,250,001 – 1,500,000	28	2	7%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	1	2	200%*
2,250,001 – 2,500,000	3	1	33%
2,500,001 – 2,750,000	0	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*	450	104	23%

0 to 1 Bedroom	118	33	28%
2 Bedrooms	234	51	22%
3 Bedrooms	77	18	23%
4 Bedrooms & Greater	21	2	10%
TOTAL*	450	104	23%

SnapStats®	August	September	Variance
Inventory	436	450	3%
Solds	117	104	-11%
Sale Price	\$680,000	\$656,000	-4%
Sale Price SQFT	\$700	\$751	7%
Sale to List Price Ratio	97%	97%	0%
Days on Market	26	27	4%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	4	0	NA
Central Lonsdale	77	16	21%
Deep Cove	3	1	33%
Delbrook	1	0	NA
Dollarton	0	1	NA*
Edgemont	15	7	47%
Forest Hills	0	0	NA
Grouse Woods	2	0	NA
Harbourside	16	4	25%
Indian Arm	0	0	NA
Indian River	7	2	29%
Lower Lonsdale	108	31	29%
Lynn Valley	26	9	35%
Lynn timer	41	7	17%
Mosquito Creek	26	2	8%
Norgate	11	0	NA
Northlands	13	0	NA
Pemberton Heights	1	0	NA
Pemberton	43	8	19%
Princess Park	0	0	NA
Queensbury	6	0	NA
Roche Point	32	8	25%
Seymour	4	2	50%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	12	3	25%
Westlynn	1	3	300%*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	450	104	23%

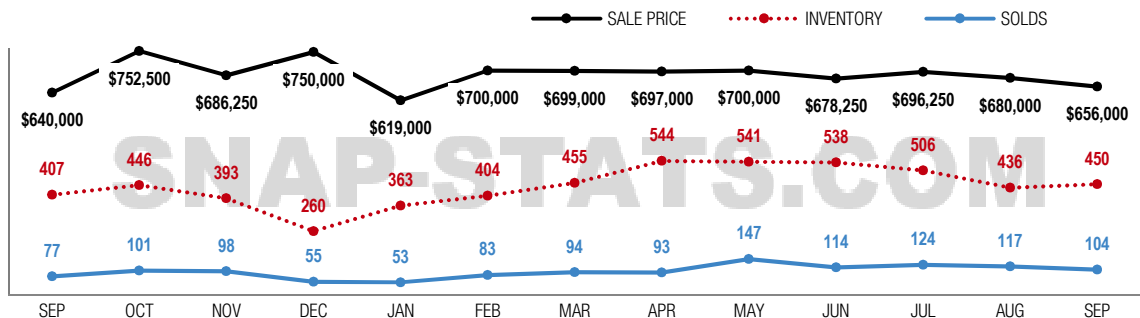
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 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 46% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynn timer, Mosquito Creek, Pemberton and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Edgemont, Lynn Valley and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	1	1	100%
1,250,001 – 1,500,000	12	1	8%
1,500,001 – 1,750,000	16	4	25%
1,750,001 – 2,000,000	30	7	23%
2,000,001 – 2,250,000	22	4	18%
2,250,001 – 2,500,000	38	3	8%
2,500,001 – 2,750,000	21	2	10%
2,750,001 – 3,000,000	45	2	4%
3,000,001 – 3,500,000	37	3	8%
3,500,001 – 4,000,000	57	2	4%
4,000,001 – 4,500,000	29	1	3%
4,500,001 – 5,000,000	41	0	NA
5,000,001 & Greater	155	5	3%
TOTAL*	504	35	7%

2 Bedrooms & Less	18	0	NA
3 to 4 Bedrooms	233	21	9%
5 to 6 Bedrooms	220	14	6%
7 Bedrooms & More	33	0	NA
TOTAL*	504	35	7%

SnapStats®	August	September	Variance
Inventory	469	504	7%
Solds	40	35	-13%
Sale Price	\$2,612,500	\$2,325,000	-11%
Sale Price SQFT	\$669	\$734	10%
Sale to List Price Ratio	87%	93%	7%
Days on Market	60	46	-23%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	16	0	NA
Ambleside	42	8	19%
Bayridge	9	2	22%
British Properties	90	1	1%
Canterbury	12	0	NA
Caulfield	32	1	3%
Cedardale	6	1	17%
Chartwell	30	3	10%
Chelsea Park	6	0	NA
Cypress	11	0	NA
Cypress Park Estates	22	2	9%
Deer Ridge	1	0	NA
Dundarave	24	4	17%
Eagle Harbour	18	0	NA
Eagleridge	3	0	NA
Furry Creek	2	0	NA
Gleneagles	15	0	NA
Glenmore	22	3	14%
Horseshoe Bay	7	1	14%
Howe Sound	12	0	NA
Lions Bay	20	2	10%
Old Caulfield	7	0	NA
Panorama Village	0	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	11	1	9%
Rockridge	3	2	67%
Sandy Cove	3	1	33%
Sentinel Hill	15	2	13%
Upper Caulfield	8	1	13%
West Bay	16	0	NA
Westhill	6	0	NA
Westmount	17	0	NA
Whitby Estates	11	0	NA
Whytecliff	6	0	NA
TOTAL*	504	35	7%

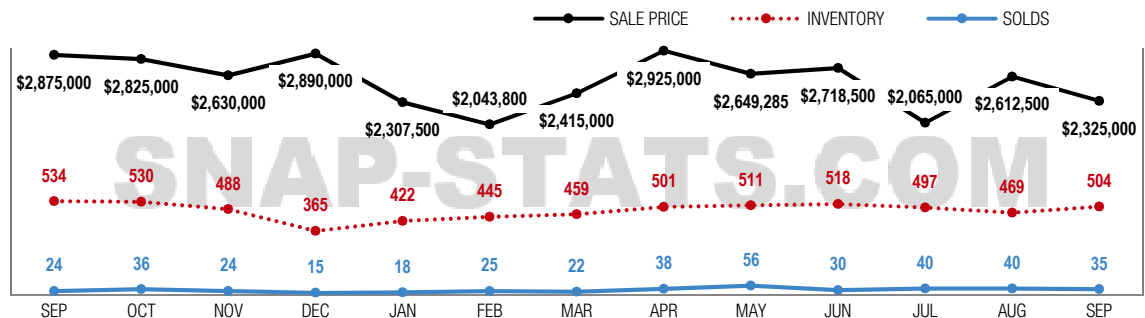
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$4 mil, British Properties, Caulfield and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Bayridge 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	2	0	NA
500,001 – 600,000	6	2	33%
600,001 – 700,000	11	1	9%
700,001 – 800,000	5	1	20%
800,001 – 900,000	7	1	14%
900,001 – 1,000,000	6	1	17%
1,000,001 – 1,250,000	12	1	8%
1,250,001 – 1,500,000	27	0	NA
1,500,001 – 1,750,000	19	0	NA
1,750,001 – 2,000,000	15	2	13%
2,000,001 – 2,250,000	9	1	11%
2,250,001 – 2,500,000	8	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	5	1	20%
3,500,001 – 4,000,000	5	1	20%
4,000,001 – 4,500,000	2	1	50%
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	151	14	9%

0 to 1 Bedroom	23	3	13%
2 Bedrooms	85	9	11%
3 Bedrooms	38	1	3%
4 Bedrooms & Greater	5	1	20%
TOTAL*	151	14	9%

SnapStats®	August	September	Variance
Inventory	154	151	-2%
Solds	8	14	75%
Sale Price	\$895,000	\$1,075,000	20%
Sale Price SQFT	\$914	\$800	-12%
Sale to List Price Ratio	97%	99%	2%
Days on Market	32	72	125%

*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

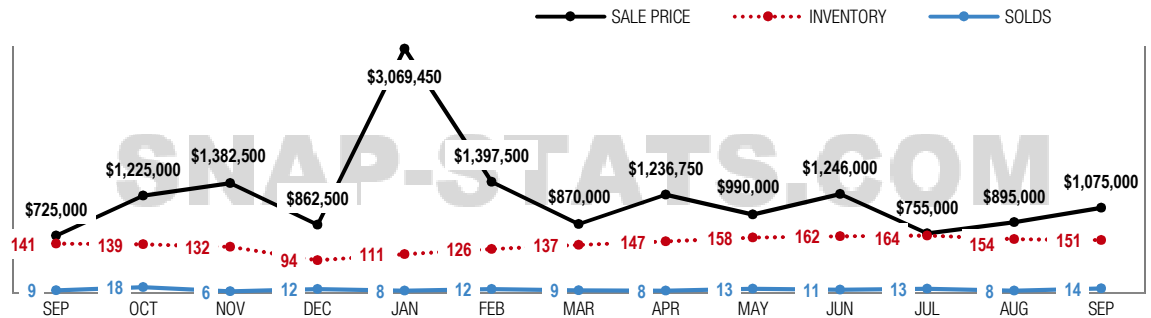
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	36	2	6%
Bayridge	0	0	NA
British Properties	3	1	33%
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	2	33%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	6	2	33%
Deer Ridge	6	0	NA
Dundarave	29	4	14%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	4	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	8	0	NA
Howe Sound	8	0	NA
Lions Bay	0	0	NA
Old Caulfield	1	0	NA
Panorama Village	15	1	7%
Park Royal	21	1	5%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	1	0	NA
Upper Caulfield	2	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	4	1	25%
Whytecliff	0	0	NA
TOTAL*	151	14	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 1% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Ambleside, Panorama Village, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave 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	4	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	2	2	100%
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	6	2	33%
1,000,001 – 1,250,000	40	12	30%
1,250,001 – 1,500,000	126	18	14%
1,500,001 – 1,750,000	110	15	14%
1,750,001 – 2,000,000	93	4	4%
2,000,001 – 2,250,000	50	5	10%
2,250,001 – 2,500,000	85	3	4%
2,500,001 – 2,750,000	55	3	5%
2,750,001 – 3,000,000	86	1	1%
3,000,001 – 3,500,000	36	3	8%
3,500,001 – 4,000,000	41	1	2%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	9	0	NA
TOTAL*	763	70	9%

2 Bedrooms & Less	39	1	3%
3 to 4 Bedrooms	301	31	10%
5 to 6 Bedrooms	390	37	9%
7 Bedrooms & More	33	1	3%
TOTAL*	763	70	9%

SnapStats®	August	September	Variance
Inventory	777	763	-2%
Solds	66	70	6%
Sale Price	\$1,454,000	\$1,497,500	3%
Sale Price SQFT	\$562	\$576	2%
Sale to List Price Ratio	92%	94%	2%
Days on Market	42	66	57%

*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

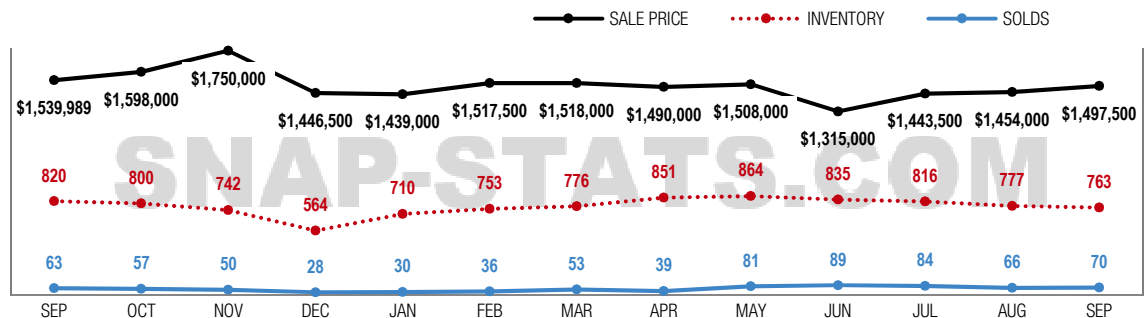
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	16	3	19%
Bridgeport	17	0	NA
Brighthouse	25	1	4%
Brighthouse South	2	0	NA
Broadmoor	53	3	6%
East Cambie	18	1	6%
East Richmond	3	1	33%
Garden City	29	3	10%
Gilmore	2	0	NA
Granville	65	6	9%
Hamilton	15	0	NA
Ironwood	25	5	20%
Lackner	41	1	2%
McLennan	6	1	17%
McLennan North	14	1	7%
McNair	25	4	16%
Quilchena	33	5	15%
Riverdale	46	5	11%
Saunders	52	4	8%
Sea Island	4	1	25%
Seafair	60	4	7%
South Arm	22	2	9%
Steveston North	44	4	9%
Steveston South	25	2	8%
Steveston Village	17	3	18%
Terra Nova	15	3	20%
West Cambie	32	2	6%
Westwind	12	4	33%
Woodwards	45	1	2%
TOTAL*	763	70	9%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Lackner, Woodwards and up to 2 / minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Westwind 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	19	7	37%
300,001 – 400,000	58	24	41%
400,001 – 500,000	134	24	18%
500,001 – 600,000	172	42	24%
600,001 – 700,000	192	41	21%
700,001 – 800,000	182	31	17%
800,001 – 900,000	145	19	13%
900,001 – 1,000,000	118	9	8%
1,000,001 – 1,250,000	106	9	8%
1,250,001 – 1,500,000	41	1	2%
1,500,001 – 1,750,000	9	0	NA
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	1	100%
2,500,001 – 2,750,000	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	5	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*	1193	208	17%

0 to 1 Bedroom	206	35	17%
2 Bedrooms	524	99	19%
3 Bedrooms	343	53	15%
4 Bedrooms & Greater	120	21	18%
TOTAL*	1193	208	17%

SnapStats®	August	September	Variance
Inventory	1282	1193	-7%
Solds	182	208	14%
Sale Price	\$606,000	\$631,500	4%
Sale Price SQFT	\$634	\$620	-2%
Sale to List Price Ratio	96%	97%	1%
Days on Market	34	40	18%

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

Community CONDOS & TOWNHOMES

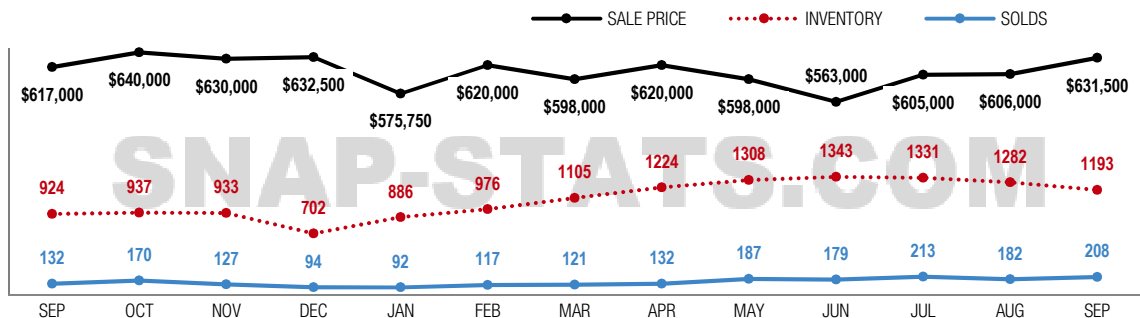
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	13	5	38%
Bridgeport	17	2	12%
Brighthouse	349	49	14%
Brighthouse South	146	29	20%
Broadmoor	16	3	19%
East Cambie	17	5	29%
East Richmond	7	0	NA
Garden City	10	5	50%
Gilmore	0	0	NA
Granville	27	2	7%
Hamilton	32	3	9%
Ironwood	28	6	21%
Lackner	6	2	33%
McLennan	0	0	NA
McLennan North	147	25	17%
McNair	0	0	NA
Quilchena	1	1	100%
Riverdale	31	4	13%
Saunders	11	3	27%
Sea Island	2	0	NA
Seafair	10	1	10%
South Arm	6	4	67%
Steveston North	13	4	31%
Steveston South	48	14	29%
Steveston Village	3	3	100%
Terra Nova	23	4	17%
West Cambie	201	30	15%
Westwind	2	0	NA
Woodwards	27	4	15%
TOTAL*	1193	208	17%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 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 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Granville, Hamilton and 3 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Garden City 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	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	13	3	23%
900,001 – 1,000,000	18	2	11%
1,000,001 – 1,250,000	43	3	7%
1,250,001 – 1,500,000	45	1	2%
1,500,001 – 1,750,000	15	0	NA
1,750,001 – 2,000,000	14	0	NA
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	11	0	NA
2,500,001 – 2,750,000	4	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	5	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	179	9	5%

2 Bedrooms & Less	11	1	9%
3 to 4 Bedrooms	128	6	5%
5 to 6 Bedrooms	37	2	5%
7 Bedrooms & More	3	0	NA
TOTAL*	179	9	5%

SnapStats®	August	September	Variance
Inventory	167	179	7%
Solds	19	9	-53%
Sale Price	\$1,080,000	\$975,000	-10%
Sale Price SQFT	\$470	\$449	-4%
Sale to List Price Ratio	98%	92%	-6%
Days on Market	49	42	-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 DETACHED HOUSES

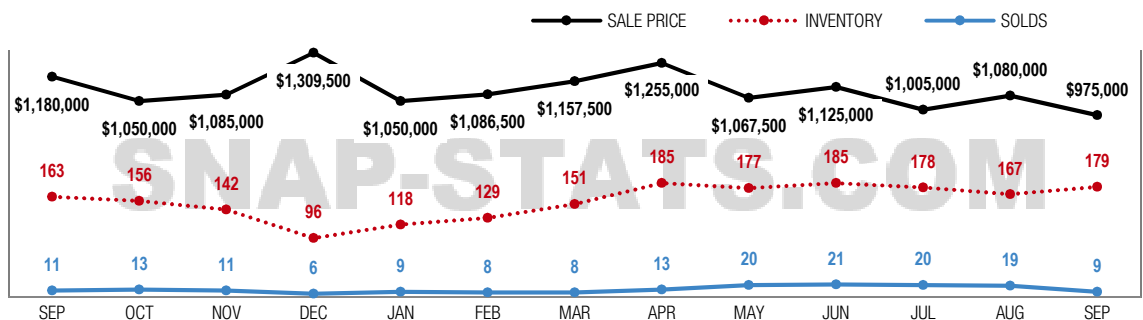
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	24	0	NA
Boundary Beach	16	1	6%
Cliff Drive	48	1	2%
English Bluff	19	0	NA
Pebble Hill	26	0	NA
Tsawwassen Central	35	6	17%
Tsawwassen East	11	1	9%
TOTAL*	179	9	5%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Cliff Drive and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen Central and up to 2 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	1	0	NA
300,001 – 400,000	5	5	100%
400,001 – 500,000	17	2	12%
500,001 – 600,000	27	2	7%
600,001 – 700,000	25	3	12%
700,001 – 800,000	14	0	NA
800,001 – 900,000	2	1	50%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	3	1	33%
1,250,001 – 1,500,000	1	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	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*	98	15	15%

0 to 1 Bedroom	10	5	50%
2 Bedrooms	65	7	11%
3 Bedrooms	21	3	14%
4 Bedrooms & Greater	2	0	NA
TOTAL*	98	15	15%

SnapStats®	August	September	Variance
Inventory	93	98	5%
Solds	10	15	50%
Sale Price	\$552,500	\$520,000	-6%
Sale Price SQFT	\$428	\$515	20%
Sale to List Price Ratio	92%	97%	5%
Days on Market	50	24	-52%

*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

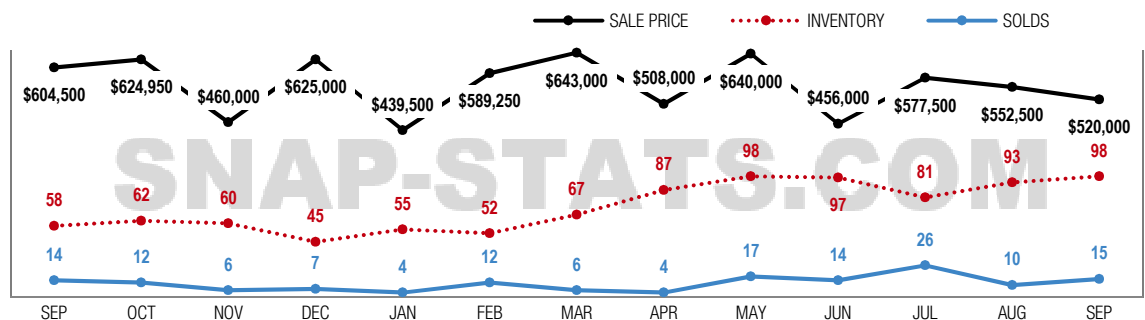
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	17	2	12%
Boundary Beach	1	1	100%
Cliff Drive	59	9	15%
English Bluff	2	1	50%
Pebble Hill	0	0	NA
Tsawwassen Central	14	2	14%
Tsawwassen East	5	0	NA
TOTAL*	98	15	15%

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 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 / \$600,000 to \$700,000 with average 12% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Beach Grove and 2 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive 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	2	0	NA
600,001 – 700,000	4	0	NA
700,001 – 800,000	2	1	50%
800,001 – 900,000	10	5	50%
900,001 – 1,000,000	19	5	26%
1,000,001 – 1,250,000	23	3	13%
1,250,001 – 1,500,000	11	2	18%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	2	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	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	86	16	19%

2 Bedrooms & Less	17	0	NA
3 to 4 Bedrooms	54	15	28%
5 to 6 Bedrooms	15	1	7%
7 Bedrooms & More	0	0	NA
TOTAL*	86	16	19%

SnapStats®	August	September	Variance
Inventory	94	86	-9%
Solds	14	16	14%
Sale Price	\$991,250	\$956,000	-4%
Sale Price SQFT	\$447	\$444	-1%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	31	39	26%

*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

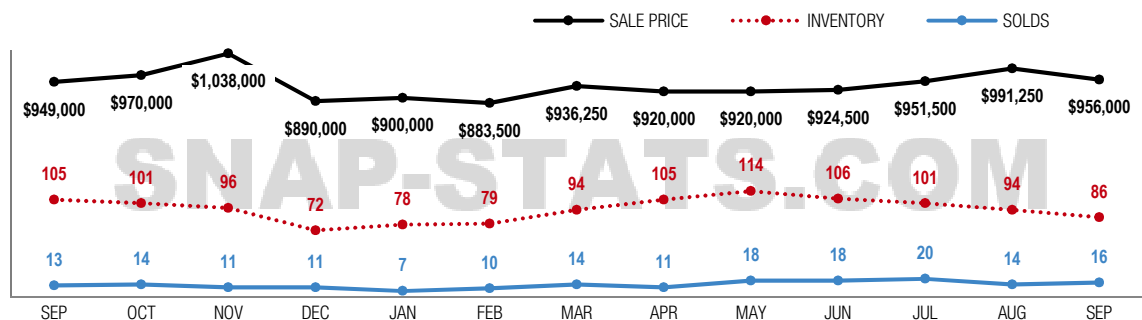
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	1	25%
East Delta	0	0	NA
Hawthorne	35	5	14%
Holly	13	3	23%
Ladner Elementary	12	2	17%
Ladner Rural	6	0	NA
Neilsen Grove	10	5	50%
Port Guichon	5	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	86	16	19%

Market Summary

- Market Type Indicator **LADNER DETACHED**: 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** \$800,000 to \$900,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Hawthorne, Ladner Elementary and 5 to 6 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



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	1	100%
400,001 – 500,000	12	3	25%
500,001 – 600,000	26	1	4%
600,001 – 700,000	12	3	25%
700,001 – 800,000	5	0	NA
800,001 – 900,000	5	2	40%
900,001 – 1,000,000	3	2	67%
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*	70	12	17%

0 to 1 Bedroom	8	1	13%
2 Bedrooms	39	5	13%
3 Bedrooms	21	2	10%
4 Bedrooms & Greater	2	4	200%*
TOTAL*	70	12	17%

SnapStats®	August	September	Variance
Inventory	74	70	-5%
Solds	19	12	-37%
Sale Price	\$610,000	\$624,000	2%
Sale Price SQFT	\$518	\$408	-21%
Sale to List Price Ratio	94%	96%	2%
Days on Market	48	28	-42%

*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

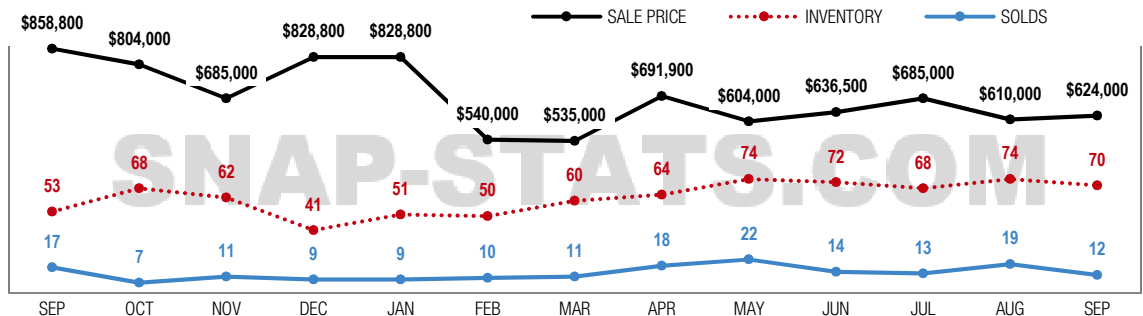
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	11	2	18%
East Delta	2	0	NA
Hawthorne	9	4	44%
Holly	3	0	NA
Ladner Elementary	18	1	6%
Ladner Rural	9	0	NA
Neilsen Grove	17	5	29%
Port Guichon	0	0	NA
Tilbury	1	0	NA
Westham Island	0	0	NA
TOTAL*	70	12	17%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$400,000 to \$500,000 / \$600,000 to \$700,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Ladner Elementary and 3 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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