

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 | 2 | 1 | 50% |
| 300,001 – 400,000 | 6 | 1 | 17% |
| 400,001 – 500,000 | 16 | 6 | 38% |
| 500,001 – 600,000 | 37 | 9 | 24% |
| 600,001 – 700,000 | 59 | 16 | 27% |
| 700,001 – 800,000 | 65 | 10 | 15% |
| 800,001 – 900,000 | 41 | 10 | 24% |
| 900,001 – 1,000,000 | 44 | 5 | 11% |
| 1,000,001 – 1,250,000 | 64 | 5 | 8% |
| 1,250,001 – 1,500,000 | 56 | 4 | 7% |
| 1,500,001 – 1,750,000 | 36 | 4 | 11% |
| 1,750,001 – 2,000,000 | 34 | 2 | 6% |
| 2,000,001 – 2,250,000 | 17 | 0 | NA |
| 2,250,001 – 2,500,000 | 12 | 0 | NA |
| 2,500,001 – 2,750,000 | 15 | 0 | NA |
| 2,750,001 – 3,000,000 | 18 | 0 | NA |
| 3,000,001 – 3,500,000 | 10 | 1 | 10% |
| 3,500,001 – 4,000,000 | 10 | 0 | NA |
| 4,000,001 – 4,500,000 | 9 | 1 | 11% |
| 4,500,001 – 5,000,000 | 6 | 0 | NA |
| 5,000,001 & Greater | 38 | 0 | NA |
| TOTAL* | 595 | 75 | 13% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 236 | 46 | 19% |
| 2 Bedrooms | 273 | 27 | 10% |
| 3 Bedrooms | 73 | 2 | 3% |
| 4 Bedrooms & Greater | 13 | 0 | NA |
| TOTAL* | 595 | 75 | 13% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 630 | 595 | -6% |
| Solds | 171 | 75 | -56% |
| Sale Price | \$755,000 | \$746,500 | -1% |
| Sale Price SQFT | \$1,063 | \$1,041 | -2% |
| Sale to List Price Ratio | 101% | 97% | -4% |
| Days on Market | 7 | 13 | 86% |

*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

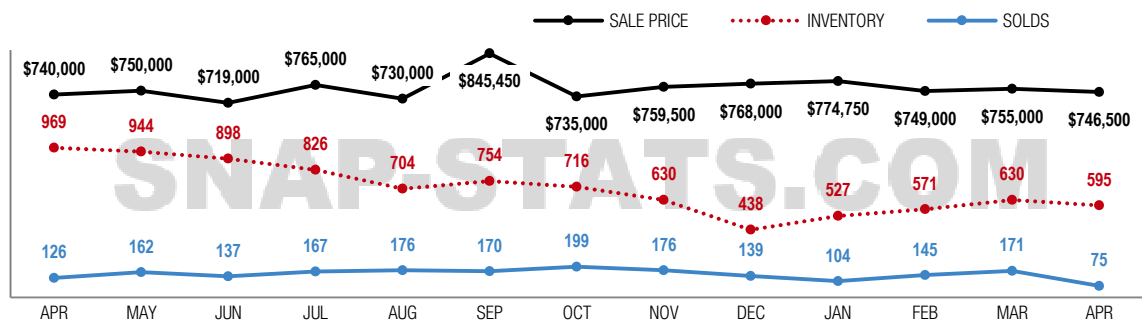
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------|-----------|-------|-------------|
| Coal Harbour | 93 | 5 | 5% |
| Downtown | 215 | 29 | 13% |
| Westend | 123 | 17 | 14% |
| Yaletown | 164 | 24 | 15% |
| TOTAL* | 595 | 75 | 13% |

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling ratio)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 38% 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 Downtown, Westend, 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 | 0 | NA |
| 700,001 – 800,000 | 3 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 0 | 0 | NA |
| 1,000,001 – 1,250,000 | 0 | 0 | NA |
| 1,250,001 – 1,500,000 | 2 | 1 | 50% |
| 1,500,001 – 1,750,000 | 2 | 2 | 100% |
| 1,750,001 – 2,000,000 | 5 | 3 | 60% |
| 2,000,001 – 2,250,000 | 7 | 1 | 14% |
| 2,250,001 – 2,500,000 | 26 | 6 | 23% |
| 2,500,001 – 2,750,000 | 13 | 2 | 15% |
| 2,750,001 – 3,000,000 | 28 | 6 | 21% |
| 3,000,001 – 3,500,000 | 52 | 3 | 6% |
| 3,500,001 – 4,000,000 | 55 | 3 | 5% |
| 4,000,001 – 4,500,000 | 34 | 1 | 3% |
| 4,500,001 – 5,000,000 | 37 | 4 | 11% |
| 5,000,001 & Greater | 157 | 5 | 3% |
| TOTAL* | 421 | 37 | 9% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 14 | 3 | 21% |
| 3 to 4 Bedrooms | 146 | 17 | 12% |
| 5 to 6 Bedrooms | 203 | 14 | 7% |
| 7 Bedrooms & More | 58 | 3 | 5% |
| TOTAL* | 421 | 37 | 9% |

| SnapStats® | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 450 | 421 | -6% |
| Solds | 107 | 37 | -65% |
| Sale Price | \$3,050,000 | \$2,802,000 | -8% |
| Sale Price SQFT | \$1,003 | \$976 | -3% |
| Sale to List Price Ratio | 96% | 88% | -8% |
| Days on Market | 20 | 25 | 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.

Community DETACHED HOUSES

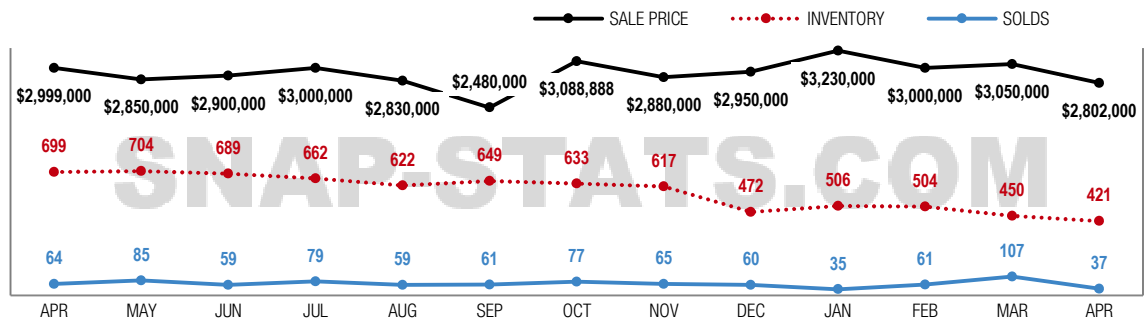
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 12 | 3 | 25% |
| Cambie | 27 | 3 | 11% |
| Dunbar | 45 | 4 | 9% |
| Fairview | 0 | 0 | NA |
| Falsecreek | 2 | 0 | NA |
| Kerrisdale | 29 | 6 | 21% |
| Kitsilano | 14 | 4 | 29% |
| Mackenzie Heights | 15 | 1 | 7% |
| Marpole | 18 | 2 | 11% |
| Mount Pleasant | 5 | 1 | 20% |
| Oakridge | 16 | 0 | NA |
| Point Grey | 60 | 3 | 5% |
| Quilchena | 16 | 2 | 13% |
| SW Marine | 18 | 0 | NA |
| Shaughnessy | 49 | 3 | 6% |
| South Cambie | 6 | 0 | NA |
| South Granville | 37 | 2 | 5% |
| Southlands | 34 | 0 | NA |
| University | 18 | 3 | 17% |
| TOTAL* | 421 | 37 | 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 12% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil / \$5 mil plus, Point Grey, Shaughnessy, South Granville and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Arbutus, Kerrisdale, Kitsilano 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 | 0 | 0 | NA |
| 300,001 – 400,000 | 3 | 0 | NA |
| 400,001 – 500,000 | 12 | 6 | 50% |
| 500,001 – 600,000 | 27 | 9 | 33% |
| 600,001 – 700,000 | 58 | 12 | 21% |
| 700,001 – 800,000 | 50 | 7 | 14% |
| 800,001 – 900,000 | 51 | 13 | 25% |
| 900,001 – 1,000,000 | 65 | 10 | 15% |
| 1,000,001 – 1,250,000 | 92 | 7 | 8% |
| 1,250,001 – 1,500,000 | 87 | 8 | 9% |
| 1,500,001 – 1,750,000 | 56 | 3 | 5% |
| 1,750,001 – 2,000,000 | 62 | 3 | 5% |
| 2,000,001 – 2,250,000 | 17 | 0 | NA |
| 2,250,001 – 2,500,000 | 23 | 0 | NA |
| 2,500,001 – 2,750,000 | 12 | 0 | NA |
| 2,750,001 – 3,000,000 | 11 | 0 | NA |
| 3,000,001 – 3,500,000 | 9 | 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 | 2 | 0 | NA |
| 5,000,001 & Greater | 5 | 0 | NA |
| TOTAL* | 647 | 78 | 12% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 160 | 25 | 16% |
| 2 Bedrooms | 314 | 39 | 12% |
| 3 Bedrooms | 153 | 14 | 9% |
| 4 Bedrooms & Greater | 20 | 0 | NA |
| TOTAL* | 647 | 78 | 12% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 634 | 647 | 2% |
| Solds | 187 | 78 | -58% |
| Sale Price | \$902,500 | \$838,500 | -7% |
| Sale Price SQFT | \$948 | \$922 | -3% |
| Sale to List Price Ratio | 100% | 98% | -2% |
| Days on Market | 11 | 9 | -18% |

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

Community CONDOS & TOWNHOMES

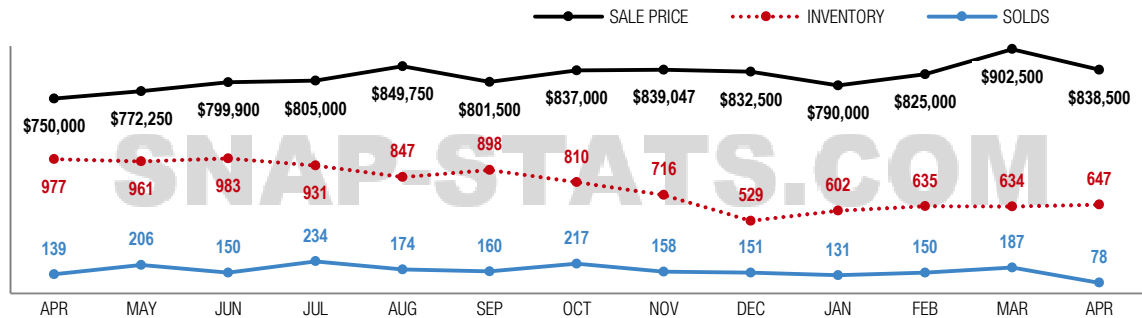
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Arbutus | 0 | 0 | NA |
| Cambie | 74 | 9 | 12% |
| Dunbar | 5 | 1 | 20% |
| Fairview | 80 | 17 | 21% |
| Falsecreek | 68 | 11 | 16% |
| Kerrisdale | 20 | 1 | 5% |
| Kitsilano | 69 | 18 | 26% |
| Mackenzie Heights | 1 | 0 | NA |
| Marpole | 61 | 6 | 10% |
| Mount Pleasant | 12 | 2 | 17% |
| Oakridge | 21 | 0 | NA |
| Point Grey | 15 | 2 | 13% |
| Quilchena | 12 | 2 | 17% |
| SW Marine | 12 | 1 | 8% |
| Shaughnessy | 8 | 0 | NA |
| South Cambie | 33 | 1 | 3% |
| South Granville | 37 | 1 | 3% |
| Southlands | 0 | 0 | NA |
| University | 119 | 6 | 5% |
| TOTAL* | 647 | 78 | 12% |

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 12% Sales Ratio average (1.2 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$2 mil, Kerrisdale, SW Marine, South Cambie, South Granville and University
- Sellers Best Bet** Selling homes in Fairview, Kitsilano 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 | 2 | 2 | 100% |
| 1,000,001 – 1,250,000 | 23 | 9 | 39% |
| 1,250,001 – 1,500,000 | 70 | 13 | 19% |
| 1,500,001 – 1,750,000 | 55 | 10 | 18% |
| 1,750,001 – 2,000,000 | 50 | 6 | 12% |
| 2,000,001 – 2,250,000 | 20 | 4 | 20% |
| 2,250,001 – 2,500,000 | 49 | 3 | 6% |
| 2,500,001 – 2,750,000 | 25 | 2 | 8% |
| 2,750,001 – 3,000,000 | 37 | 0 | NA |
| 3,000,001 – 3,500,000 | 9 | 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 | 4 | 0 | NA |
| TOTAL* | 349 | 49 | 14% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 25 | 2 | 8% |
| 3 to 4 Bedrooms | 120 | 16 | 13% |
| 5 to 6 Bedrooms | 141 | 25 | 18% |
| 7 Bedrooms & More | 63 | 6 | 10% |
| TOTAL* | 349 | 49 | 14% |

| SnapStats® | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 365 | 349 | -4% |
| Solds | 109 | 49 | -55% |
| Sale Price | \$1,497,000 | \$1,520,000 | 2% |
| Sale Price SQFT | \$645 | \$627 | -3% |
| Sale to List Price Ratio | 103% | 101% | -2% |
| Days on Market | 8 | 10 | 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.

Community DETACHED HOUSES

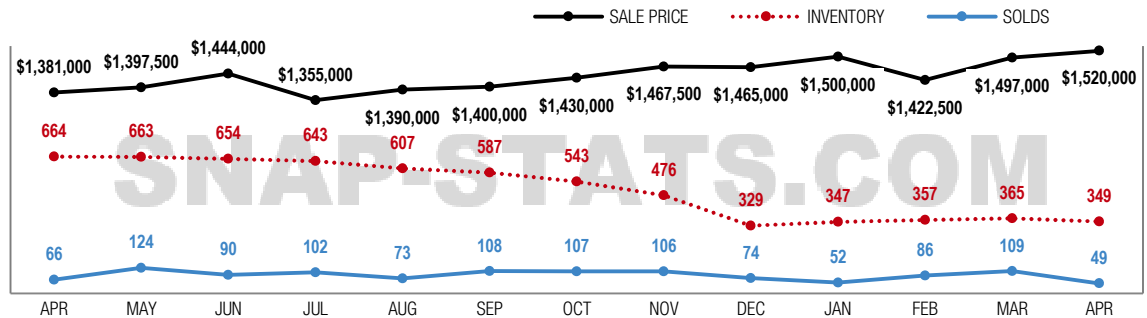
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 2 | 0 | NA |
| Collingwood | 54 | 2 | 4% |
| Downtown | 0 | 0 | NA |
| Fraser | 32 | 4 | 13% |
| Fraserview | 11 | 3 | 27% |
| Grandview Woodland | 28 | 7 | 25% |
| Hastings | 5 | 0 | NA |
| Hastings Sunrise | 11 | 3 | 27% |
| Killarney | 32 | 5 | 16% |
| Knight | 35 | 8 | 23% |
| Main | 9 | 2 | 22% |
| Mount Pleasant | 5 | 1 | 20% |
| Renfrew Heights | 31 | 2 | 6% |
| Renfrew | 44 | 8 | 18% |
| South Marine | 2 | 1 | 50% |
| South Vancouver | 26 | 1 | 4% |
| Strathcona | 4 | 0 | NA |
| Victoria | 18 | 2 | 11% |
| TOTAL* | 349 | 49 | 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 1% above list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 39% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.75 mil, Collingwood, Renfrew Heights, South Vancouver and up to 2 bedrooms
- Sellers Best Bet** Selling homes in Fraserview, Grandview Woodland, Hastings Sunrise and 5 to 6 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 | 16 | 4 | 25% |
| 400,001 – 500,000 | 45 | 12 | 27% |
| 500,001 – 600,000 | 77 | 17 | 22% |
| 600,001 – 700,000 | 56 | 8 | 14% |
| 700,001 – 800,000 | 53 | 8 | 15% |
| 800,001 – 900,000 | 31 | 5 | 16% |
| 900,001 – 1,000,000 | 23 | 4 | 17% |
| 1,000,001 – 1,250,000 | 41 | 7 | 17% |
| 1,250,001 – 1,500,000 | 27 | 2 | 7% |
| 1,500,001 – 1,750,000 | 3 | 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 | 6 | 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 | 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* | 386 | 67 | 17% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 132 | 29 | 22% |
| 2 Bedrooms | 188 | 30 | 16% |
| 3 Bedrooms | 63 | 6 | 10% |
| 4 Bedrooms & Greater | 3 | 2 | 67% |
| TOTAL* | 386 | 67 | 17% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 378 | 386 | 2% |
| Solds | 159 | 67 | -58% |
| Sale Price | \$635,000 | \$608,000 | -4% |
| Sale Price SQFT | \$860 | \$748 | -13% |
| Sale to List Price Ratio | 101% | 98% | -3% |
| Days on Market | 8 | 12 | 50% |

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

Community CONDOS & TOWNHOMES

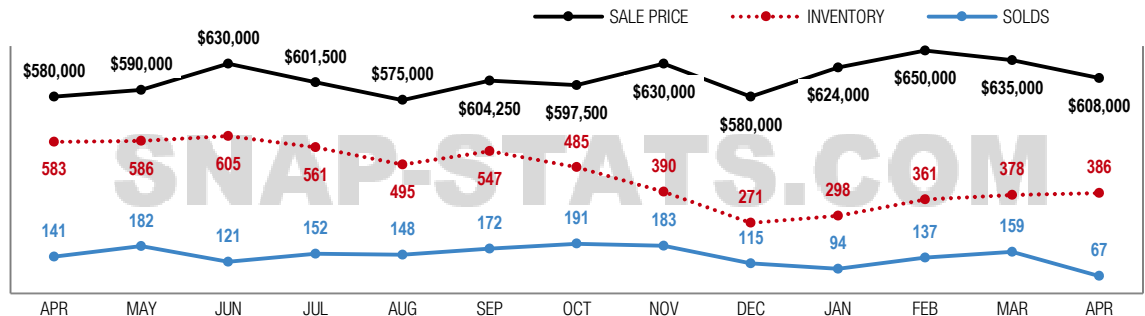
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Champlain Heights | 6 | 2 | 33% |
| Collingwood | 79 | 12 | 15% |
| Downtown | 40 | 3 | 8% |
| Fraser | 3 | 2 | 67% |
| Fraserview | 0 | 1 | NA* |
| Grandview Woodland | 19 | 2 | 11% |
| Hastings | 5 | 1 | 20% |
| Hastings Sunrise | 3 | 1 | 33% |
| Killarney | 10 | 0 | NA |
| Knight | 2 | 0 | NA |
| Main | 11 | 3 | 27% |
| Mount Pleasant | 66 | 23 | 35% |
| Renfrew Heights | 7 | 0 | NA |
| Renfrew | 12 | 3 | 25% |
| South Marine | 74 | 8 | 11% |
| South Vancouver | 2 | 0 | NA |
| Strathcona | 20 | 5 | 25% |
| Victoria | 27 | 1 | 4% |
| TOTAL* | 386 | 67 | 17% |

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: 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** \$400,000 to \$500,000 with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Downtown, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Main, Mount Pleasant, Renfrew, Strathcona and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|-----------------------|------------|-----------|-------------|
| \$0 – 300,000 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 1 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 1 | 1 | 100% |
| 700,001 – 800,000 | 1 | 0 | NA |
| 800,001 – 900,000 | 0 | 0 | NA |
| 900,001 – 1,000,000 | 3 | 1 | 33% |
| 1,000,001 – 1,250,000 | 3 | 6 | 200%* |
| 1,250,001 – 1,500,000 | 30 | 10 | 33% |
| 1,500,001 – 1,750,000 | 32 | 8 | 25% |
| 1,750,001 – 2,000,000 | 34 | 2 | 6% |
| 2,000,001 – 2,250,000 | 16 | 5 | 31% |
| 2,250,001 – 2,500,000 | 25 | 1 | 4% |
| 2,500,001 – 2,750,000 | 8 | 0 | NA |
| 2,750,001 – 3,000,000 | 26 | 2 | 8% |
| 3,000,001 – 3,500,000 | 27 | 1 | 4% |
| 3,500,001 – 4,000,000 | 16 | 0 | NA |
| 4,000,001 – 4,500,000 | 4 | 0 | NA |
| 4,500,001 – 5,000,000 | 7 | 0 | NA |
| 5,000,001 & Greater | 4 | 1 | 25% |
| TOTAL* | 239 | 38 | 16% |

| | | | |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 7 | 3 | 43% |
| 3 to 4 Bedrooms | 97 | 24 | 25% |
| 5 to 6 Bedrooms | 102 | 9 | 9% |
| 7 Bedrooms & More | 33 | 2 | 6% |
| TOTAL* | 239 | 38 | 16% |

| SnapStats® | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 248 | 239 | -4% |
| Solds | 68 | 38 | -44% |
| Sale Price | \$1,641,000 | \$1,511,500 | -8% |
| Sale Price SQFT | \$651 | \$624 | -4% |
| Sale to List Price Ratio | 100% | 95% | -5% |
| Days on Market | 9 | 7 | -22% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------------|------------|-----------|-------------|
| Blueridge | 6 | 1 | 17% |
| Boulevard | 9 | 3 | 33% |
| Braemar | 2 | 0 | NA |
| Calverhall | 7 | 0 | NA |
| Canyon Heights | 26 | 6 | 23% |
| Capilano | 7 | 1 | 14% |
| Central Lonsdale | 17 | 1 | 6% |
| Deep Cove | 9 | 1 | 11% |
| Delbrook | 9 | 1 | 11% |
| Dollarton | 8 | 0 | NA |
| Edgemont | 21 | 1 | 5% |
| Forest Hills | 11 | 0 | NA |
| Grouse Woods | 1 | 0 | NA |
| Harbourside | 0 | 0 | NA |
| Indian Arm | 3 | 1 | 33% |
| Indian River | 4 | 0 | NA |
| Lower Lonsdale | 4 | 0 | NA |
| Lynn Valley | 21 | 6 | 29% |
| Lynnmoor | 6 | 0 | NA |
| Mosquito Creek | 2 | 0 | NA |
| Norgate | 2 | 0 | NA |
| Northlands | 0 | 0 | NA |
| Pemberton Heights | 5 | 1 | 20% |
| Pemberton | 3 | 1 | 33% |
| Princess Park | 2 | 2 | 100% |
| Queensbury | 1 | 1 | 100% |
| Roche Point | 1 | 1 | 100% |
| Seymour | 3 | 0 | NA |
| Tempe | 0 | 1 | NA* |
| Upper Delbrook | 14 | 2 | 14% |
| Upper Lonsdale | 26 | 3 | 12% |
| Westlynn | 1 | 2 | 200%* |
| Westlynn Terrace | 2 | 1 | 50% |
| Windsor Park | 2 | 1 | 50% |
| Woodlands-Sunshine Cascade | 4 | 0 | NA |
| TOTAL* | 239 | 38 | 16% |

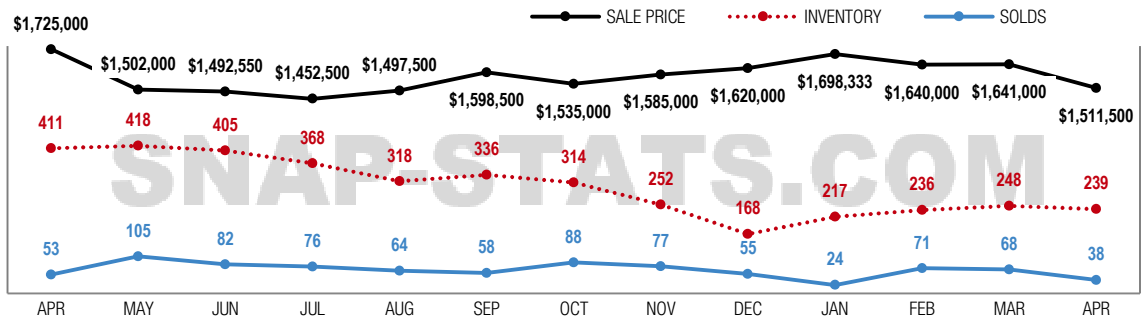
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil / \$3 mil to \$3.5 mil, Central Lonsdale, Edgemont and 7 plus bedrooms
- Sellers Best Bet** Selling homes in Boulevard, Canyon Heights, Lynn Valley 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 | 2 | 0 | NA |
| 300,001 – 400,000 | 7 | 1 | 14% |
| 400,001 – 500,000 | 25 | 8 | 32% |
| 500,001 – 600,000 | 28 | 10 | 36% |
| 600,001 – 700,000 | 36 | 9 | 25% |
| 700,001 – 800,000 | 44 | 5 | 11% |
| 800,001 – 900,000 | 51 | 10 | 20% |
| 900,001 – 1,000,000 | 32 | 4 | 13% |
| 1,000,001 – 1,250,000 | 59 | 3 | 5% |
| 1,250,001 – 1,500,000 | 29 | 0 | NA |
| 1,500,001 – 1,750,000 | 10 | 0 | NA |
| 1,750,001 – 2,000,000 | 3 | 2 | 67% |
| 2,000,001 – 2,250,000 | 3 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 3 | 0 | NA |
| 2,750,001 – 3,000,000 | 1 | 1 | 100% |
| 3,000,001 – 3,500,000 | 3 | 0 | NA |
| 3,500,001 – 4,000,000 | 2 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 1 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 339 | 53 | 16% |

| | | | |
|----------------------|-----|----|-----|
| 0 to 1 Bedroom | 83 | 14 | 17% |
| 2 Bedrooms | 167 | 30 | 18% |
| 3 Bedrooms | 75 | 9 | 12% |
| 4 Bedrooms & Greater | 14 | 0 | NA |
| TOTAL* | 339 | 53 | 16% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 341 | 339 | -1% |
| Solds | 129 | 53 | -59% |
| Sale Price | \$755,000 | \$685,000 | -9% |
| Sale Price SQFT | \$787 | \$720 | -9% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 9 | 14 | 56% |

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 | 0 | 0 | NA |
| Capilano | 3 | 1 | 33% |
| Central Lonsdale | 49 | 9 | 18% |
| Deep Cove | 3 | 0 | NA |
| Delbrook | 1 | 0 | NA |
| Dollarton | 0 | 0 | NA |
| Edgemont | 9 | 0 | NA |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 3 | 0 | NA |
| Harbourside | 1 | 1 | 100% |
| Indian Arm | 0 | 0 | NA |
| Indian River | 3 | 1 | 33% |
| Lower Lonsdale | 106 | 17 | 16% |
| Lynn Valley | 19 | 4 | 21% |
| Lynn timer | 34 | 3 | 9% |
| Mosquito Creek | 22 | 6 | 27% |
| Norgate | 4 | 0 | NA |
| Northlands | 9 | 0 | NA |
| Pemberton Heights | 4 | 1 | 25% |
| Pemberton | 20 | 5 | 25% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 6 | 0 | NA |
| Roche Point | 26 | 5 | 19% |
| Seymour | 3 | 0 | NA |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 0 | 0 | NA |
| Upper Lonsdale | 10 | 0 | NA |
| Westlynn | 4 | 0 | NA |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 339 | 53 | 16% |

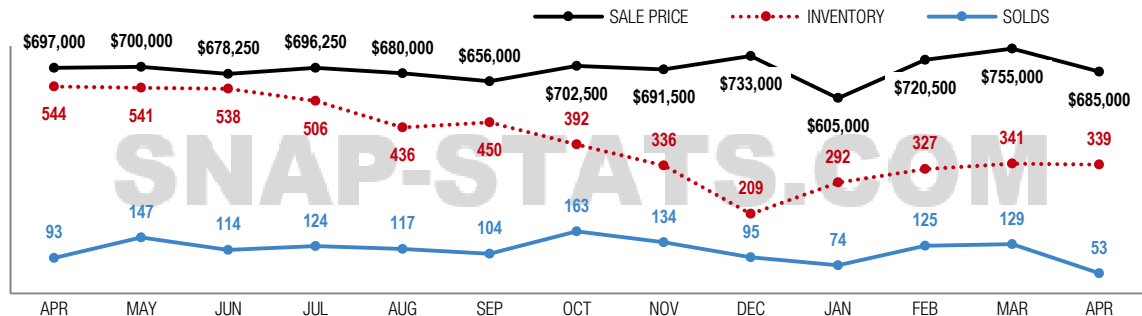
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Lynn timer and 3 bedroom properties
- Sellers Best Bet** Selling homes in Mosquito Creek, Pemberton 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 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 | 2 | 0 | NA |
| 1,250,001 – 1,500,000 | 12 | 1 | 8% |
| 1,500,001 – 1,750,000 | 7 | 0 | NA |
| 1,750,001 – 2,000,000 | 22 | 3 | 14% |
| 2,000,001 – 2,250,000 | 9 | 3 | 33% |
| 2,250,001 – 2,500,000 | 22 | 0 | NA |
| 2,500,001 – 2,750,000 | 12 | 1 | 8% |
| 2,750,001 – 3,000,000 | 35 | 5 | 14% |
| 3,000,001 – 3,500,000 | 24 | 4 | 17% |
| 3,500,001 – 4,000,000 | 28 | 1 | 4% |
| 4,000,001 – 4,500,000 | 26 | 3 | 12% |
| 4,500,001 – 5,000,000 | 23 | 0 | NA |
| 5,000,001 & Greater | 116 | 0 | NA |
| TOTAL* | 338 | 21 | 6% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 14 | 2 | 14% |
| 3 to 4 Bedrooms | 157 | 11 | 7% |
| 5 to 6 Bedrooms | 145 | 8 | 6% |
| 7 Bedrooms & More | 22 | 0 | NA |
| TOTAL* | 338 | 21 | 6% |

| SnapStats® | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 362 | 338 | -7% |
| Solds | 40 | 21 | -48% |
| Sale Price | \$2,466,500 | \$2,925,000 | 19% |
| Sale Price SQFT | \$700 | \$768 | 10% |
| Sale to List Price Ratio | 95% | 92% | -3% |
| Days on Market | 28 | 29 | 4% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 12 | 1 | 8% |
| Ambleside | 30 | 4 | 13% |
| Bayridge | 14 | 0 | NA |
| British Properties | 64 | 1 | 2% |
| Canterbury | 7 | 0 | NA |
| Caulfield | 13 | 1 | 8% |
| Cedardale | 2 | 0 | NA |
| Chartwell | 21 | 0 | NA |
| Chelsea Park | 4 | 0 | NA |
| Cypress | 7 | 0 | NA |
| Cypress Park Estates | 10 | 0 | NA |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 19 | 3 | 16% |
| Eagle Harbour | 14 | 1 | 7% |
| Eagleridge | 5 | 0 | NA |
| Furry Creek | 3 | 0 | NA |
| Gleneagles | 8 | 2 | 25% |
| Glenmore | 12 | 0 | NA |
| Horseshoe Bay | 6 | 0 | NA |
| Howe Sound | 9 | 0 | NA |
| Lions Bay | 7 | 1 | 14% |
| Old Caulfield | 4 | 0 | NA |
| Panorama Village | 0 | 0 | NA |
| Park Royal | 2 | 1 | 50% |
| Porteau Cove | 0 | 0 | NA |
| Queens | 6 | 2 | 33% |
| Rockridge | 1 | 1 | 100% |
| Sandy Cove | 0 | 0 | NA |
| Sentinel Hill | 10 | 0 | NA |
| Upper Caulfield | 7 | 1 | 14% |
| West Bay | 12 | 0 | NA |
| Westhill | 4 | 0 | NA |
| Westmount | 12 | 1 | 8% |
| Whitby Estates | 6 | 0 | NA |
| Whytecliff | 7 | 1 | 14% |
| TOTAL* | 338 | 21 | 6% |

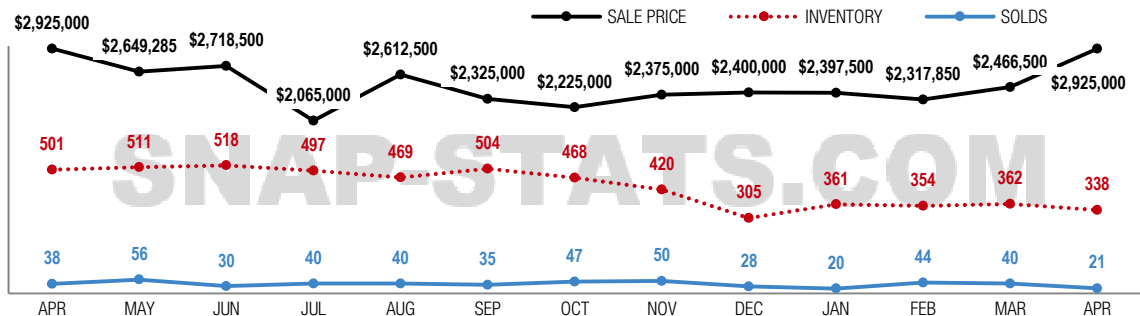
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, British Properties and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Gleneagles 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 | 0 | 0 | NA |
| 300,001 – 400,000 | 0 | 0 | NA |
| 400,001 – 500,000 | 5 | 0 | NA |
| 500,001 – 600,000 | 8 | 1 | 13% |
| 600,001 – 700,000 | 3 | 1 | 33% |
| 700,001 – 800,000 | 9 | 1 | 11% |
| 800,001 – 900,000 | 5 | 0 | NA |
| 900,001 – 1,000,000 | 7 | 1 | 14% |
| 1,000,001 – 1,250,000 | 12 | 1 | 8% |
| 1,250,001 – 1,500,000 | 16 | 2 | 13% |
| 1,500,001 – 1,750,000 | 10 | 0 | NA |
| 1,750,001 – 2,000,000 | 10 | 0 | NA |
| 2,000,001 – 2,250,000 | 5 | 0 | NA |
| 2,250,001 – 2,500,000 | 7 | 0 | NA |
| 2,500,001 – 2,750,000 | 3 | 0 | NA |
| 2,750,001 – 3,000,000 | 5 | 0 | NA |
| 3,000,001 – 3,500,000 | 4 | 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 | 6 | 0 | NA |
| TOTAL* | 121 | 7 | 6% |

| | | | |
|----------------------|-----|---|----|
| 0 to 1 Bedroom | 23 | 1 | 4% |
| 2 Bedrooms | 68 | 6 | 9% |
| 3 Bedrooms | 27 | 0 | NA |
| 4 Bedrooms & Greater | 3 | 0 | NA |
| TOTAL* | 121 | 7 | 6% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 125 | 121 | -3% |
| Solds | 15 | 7 | -53% |
| Sale Price | \$960,000 | \$950,000 | -1% |
| Sale Price SQFT | \$707 | \$823 | 16% |
| Sale to List Price Ratio | 92% | 87% | -5% |
| Days on Market | 19 | 24 | 26% |

Community CONDOS & TOWNHOMES

| SnapStats® | Inventory | Sales | Sales Ratio |
|----------------------|-----------|-------|-------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 34 | 2 | 6% |
| Bayridge | 0 | 0 | NA |
| British Properties | 1 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 1 | 0 | NA |
| Cedardale | 3 | 1 | 33% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 0 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 2 | 0 | NA |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 28 | 2 | 7% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 3 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 0 | NA |
| Horseshoe Bay | 3 | 0 | NA |
| Howe Sound | 3 | 0 | NA |
| Lions Bay | 1 | 0 | NA |
| Old Caulfield | 0 | 0 | NA |
| Panorama Village | 16 | 0 | NA |
| Park Royal | 20 | 2 | 10% |
| Porteau Cove | 0 | 0 | NA |
| Queens | 0 | 0 | NA |
| Rockridge | 0 | 0 | NA |
| Sandy Cove | 0 | 0 | NA |
| Sentinel Hill | 0 | 0 | NA |
| Upper Caulfield | 0 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 5 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 121 | 7 | 6% |

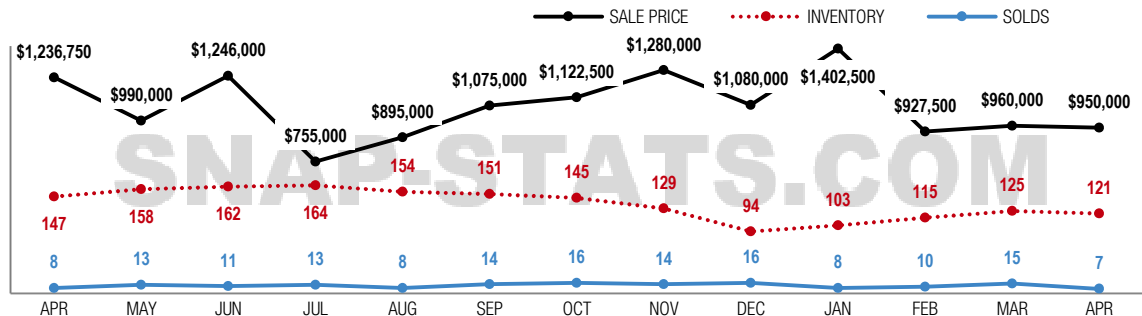
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 13% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Ambleside and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Park Royal 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 | 1 | 0 | NA |
| 300,001 – 400,000 | 2 | 0 | NA |
| 400,001 – 500,000 | 1 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 0 | 0 | NA |
| 700,001 – 800,000 | 0 | 0 | NA |
| 800,001 – 900,000 | 1 | 1 | 100% |
| 900,001 – 1,000,000 | 3 | 0 | NA |
| 1,000,001 – 1,250,000 | 16 | 9 | 56% |
| 1,250,001 – 1,500,000 | 75 | 8 | 11% |
| 1,500,001 – 1,750,000 | 63 | 9 | 14% |
| 1,750,001 – 2,000,000 | 73 | 0 | NA |
| 2,000,001 – 2,250,000 | 22 | 3 | 14% |
| 2,250,001 – 2,500,000 | 47 | 3 | 6% |
| 2,500,001 – 2,750,000 | 36 | 2 | 6% |
| 2,750,001 – 3,000,000 | 41 | 0 | NA |
| 3,000,001 – 3,500,000 | 26 | 0 | NA |
| 3,500,001 – 4,000,000 | 21 | 0 | NA |
| 4,000,001 – 4,500,000 | 9 | 0 | NA |
| 4,500,001 – 5,000,000 | 7 | 0 | NA |
| 5,000,001 & Greater | 9 | 1 | 11% |
| TOTAL* | 454 | 36 | 8% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 16 | 1 | 6% |
| 3 to 4 Bedrooms | 189 | 22 | 12% |
| 5 to 6 Bedrooms | 220 | 13 | 6% |
| 7 Bedrooms & More | 29 | 0 | NA |
| TOTAL* | 454 | 36 | 8% |

| SnapStats® | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 483 | 454 | -6% |
| Solds | 94 | 36 | -62% |
| Sale Price | \$1,608,000 | \$1,489,000 | -7% |
| Sale Price SQFT | \$576 | \$644 | 12% |
| Sale to List Price Ratio | 95% | 95% | 0% |
| Days on Market | 30 | 49 | 63% |

*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

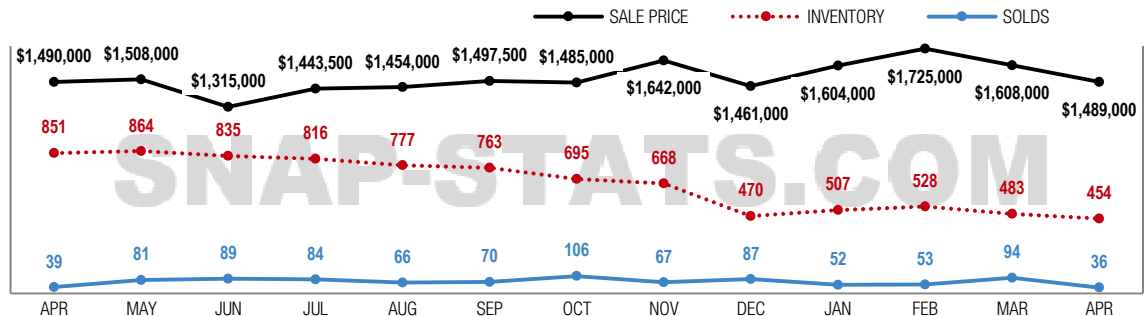
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 8 | 1 | 13% |
| Bridgeport | 20 | 2 | 10% |
| Brighthouse | 7 | 0 | NA |
| Brighthouse South | 2 | 0 | NA |
| Broadmoor | 46 | 4 | 9% |
| East Cambie | 5 | 2 | 40% |
| East Richmond | 5 | 0 | NA |
| Garden City | 10 | 1 | 10% |
| Gilmore | 1 | 0 | NA |
| Granville | 42 | 1 | 2% |
| Hamilton | 9 | 1 | 11% |
| Ironwood | 17 | 2 | 12% |
| Lackner | 14 | 0 | NA |
| McLennan | 7 | 0 | NA |
| McLennan North | 1 | 1 | 100% |
| McNair | 17 | 2 | 12% |
| Quilchena | 19 | 1 | 5% |
| Riverdale | 34 | 0 | NA |
| Saunders | 23 | 1 | 4% |
| Sea Island | 3 | 1 | 33% |
| Seafair | 29 | 5 | 17% |
| South Arm | 11 | 3 | 27% |
| Steveston North | 24 | 4 | 17% |
| Steveston South | 13 | 1 | 8% |
| Steveston Village | 13 | 1 | 8% |
| Terra Nova | 13 | 1 | 8% |
| West Cambie | 15 | 0 | NA |
| Westwind | 8 | 0 | NA |
| Woodwards | 38 | 1 | 3% |
| TOTAL* | 454 | 36 | 8% |

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 5% 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 \$2.25 mil to \$2.75 mil, Granville, Quilchena, Woodwards and up to 2 / 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in South Arm 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 | 22 | 1 | 5% |
| 300,001 – 400,000 | 39 | 13 | 33% |
| 400,001 – 500,000 | 67 | 15 | 22% |
| 500,001 – 600,000 | 143 | 20 | 14% |
| 600,001 – 700,000 | 113 | 16 | 14% |
| 700,001 – 800,000 | 106 | 11 | 10% |
| 800,001 – 900,000 | 107 | 11 | 10% |
| 900,001 – 1,000,000 | 100 | 9 | 9% |
| 1,000,001 – 1,250,000 | 77 | 5 | 6% |
| 1,250,001 – 1,500,000 | 31 | 2 | 6% |
| 1,500,001 – 1,750,000 | 8 | 0 | NA |
| 1,750,001 – 2,000,000 | 6 | 0 | NA |
| 2,000,001 – 2,250,000 | 0 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 3 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 822 | 103 | 13% |

| | | | |
|----------------------|-----|-----|-----|
| 0 to 1 Bedroom | 159 | 20 | 13% |
| 2 Bedrooms | 341 | 43 | 13% |
| 3 Bedrooms | 248 | 28 | 11% |
| 4 Bedrooms & Greater | 74 | 12 | 16% |
| TOTAL* | 822 | 103 | 13% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 877 | 822 | -6% |
| Solds | 234 | 103 | -56% |
| Sale Price | \$635,000 | \$625,000 | -2% |
| Sale Price SQFT | \$666 | \$635 | -5% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 20 | 25 | 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.

Community CONDOS & TOWNHOMES

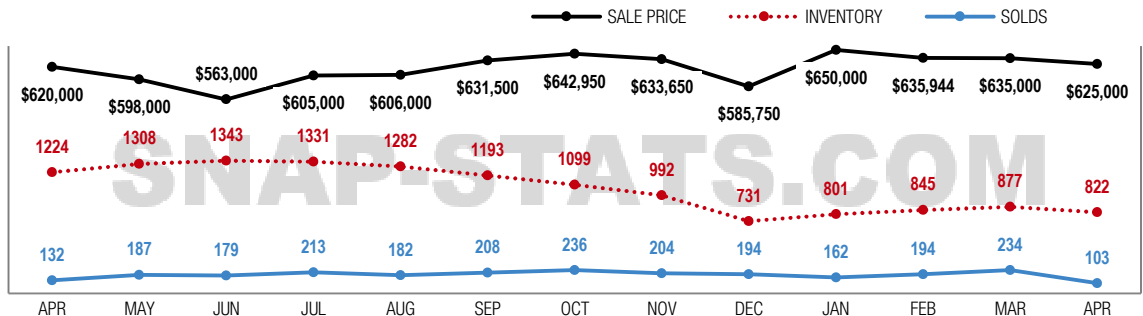
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Boyd Park | 13 | 5 | 38% |
| Bridgeport | 30 | 2 | 7% |
| Brighthouse | 226 | 29 | 13% |
| Brighthouse South | 72 | 16 | 22% |
| Broadmoor | 18 | 1 | 6% |
| East Cambie | 11 | 3 | 27% |
| East Richmond | 7 | 0 | NA |
| Garden City | 3 | 0 | NA |
| Gilmore | 0 | 0 | NA |
| Granville | 23 | 1 | 4% |
| Hamilton | 36 | 0 | NA |
| Ironwood | 12 | 6 | 50% |
| Lackner | 1 | 0 | NA |
| McLennan | 0 | 0 | NA |
| McLennan North | 75 | 11 | 15% |
| McNair | 2 | 0 | NA |
| Quilchena | 1 | 0 | NA |
| Riverdale | 14 | 1 | 7% |
| Saunders | 8 | 0 | NA |
| Sea Island | 0 | 0 | NA |
| Seafair | 1 | 1 | 100% |
| South Arm | 12 | 1 | 8% |
| Steveston North | 12 | 3 | 25% |
| Steveston South | 31 | 1 | 3% |
| Steveston Village | 19 | 0 | NA |
| Terra Nova | 11 | 2 | 18% |
| West Cambie | 163 | 16 | 10% |
| Westwind | 1 | 0 | NA |
| Woodwards | 20 | 4 | 20% |
| TOTAL* | 822 | 103 | 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 2% below list price
- Most Active Price Band** \$300,000 to \$400,000 with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$0 to \$300,000, Bridgeport, Broadmoor, Granville, Riverdale, South Arm and Steveston South
- Sellers Best Bet** Selling homes in Boyd Park, East Cambie, Ironwood, Steveston North and minimum 4 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 | 2 | 1 | 50% |
| 900,001 – 1,000,000 | 10 | 3 | 30% |
| 1,000,001 – 1,250,000 | 30 | 2 | 7% |
| 1,250,001 – 1,500,000 | 29 | 3 | 10% |
| 1,500,001 – 1,750,000 | 10 | 0 | NA |
| 1,750,001 – 2,000,000 | 6 | 1 | 17% |
| 2,000,001 – 2,250,000 | 6 | 0 | NA |
| 2,250,001 – 2,500,000 | 5 | 0 | NA |
| 2,500,001 – 2,750,000 | 3 | 0 | NA |
| 2,750,001 – 3,000,000 | 3 | 0 | NA |
| 3,000,001 – 3,500,000 | 3 | 1 | 33% |
| 3,500,001 – 4,000,000 | 4 | 0 | NA |
| 4,000,001 – 4,500,000 | 0 | 0 | NA |
| 4,500,001 – 5,000,000 | 2 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL* | 114 | 11 | 10% |

| | | | |
|-------------------|-----|----|-----|
| 2 Bedrooms & Less | 7 | 1 | 14% |
| 3 to 4 Bedrooms | 76 | 7 | 9% |
| 5 to 6 Bedrooms | 28 | 3 | 11% |
| 7 Bedrooms & More | 3 | 0 | NA |
| TOTAL* | 114 | 11 | 10% |

| SnapStats® | March | April | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory | 122 | 114 | -7% |
| Solds | 21 | 11 | -48% |
| Sale Price | \$1,130,000 | \$1,248,000 | 10% |
| Sale Price SQFT | \$435 | \$513 | 18% |
| Sale to List Price Ratio | 98% | 98% | 0% |
| Days on Market | 25 | 54 | 116% |

*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

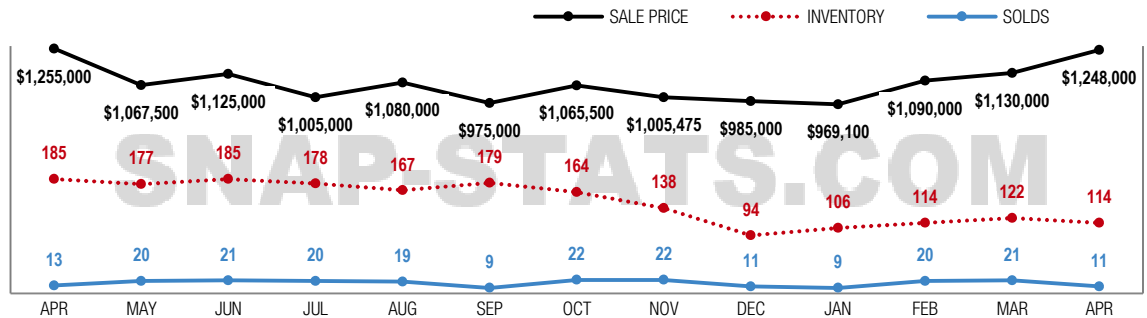
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 8 | 2 | 25% |
| Boundary Beach | 7 | 1 | 14% |
| Cliff Drive | 20 | 2 | 10% |
| English Bluff | 17 | 1 | 6% |
| Pebble Hill | 35 | 1 | 3% |
| Tsawwassen Central | 14 | 3 | 21% |
| Tsawwassen East | 13 | 1 | 8% |
| TOTAL* | 114 | 11 | 10% |

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, English Bluff, Pebble Hill, Tsawwassen East and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, Tsawwassen Central and 5 to 6 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 | 1 | NA* |
| 300,001 – 400,000 | 3 | 0 | NA |
| 400,001 – 500,000 | 18 | 4 | 22% |
| 500,001 – 600,000 | 27 | 2 | 7% |
| 600,001 – 700,000 | 8 | 2 | 25% |
| 700,001 – 800,000 | 6 | 1 | 17% |
| 800,001 – 900,000 | 2 | 0 | NA |
| 900,001 – 1,000,000 | 3 | 1 | 33% |
| 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 | 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* | 74 | 11 | 15% |

| | | | |
|----------------------|----|----|-------|
| 0 to 1 Bedroom | 3 | 4 | 133%* |
| 2 Bedrooms | 52 | 5 | 10% |
| 3 Bedrooms | 12 | 1 | 8% |
| 4 Bedrooms & Greater | 7 | 1 | 14% |
| TOTAL* | 74 | 11 | 15% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 75 | 74 | -1% |
| Solds | 16 | 11 | -31% |
| Sale Price | \$565,000 | \$544,900 | -4% |
| Sale Price SQFT | \$464 | \$531 | 14% |
| Sale to List Price Ratio | 98% | 103% | 5% |
| Days on Market | 40 | 67 | 68% |

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

Community CONDOS & TOWNHOMES

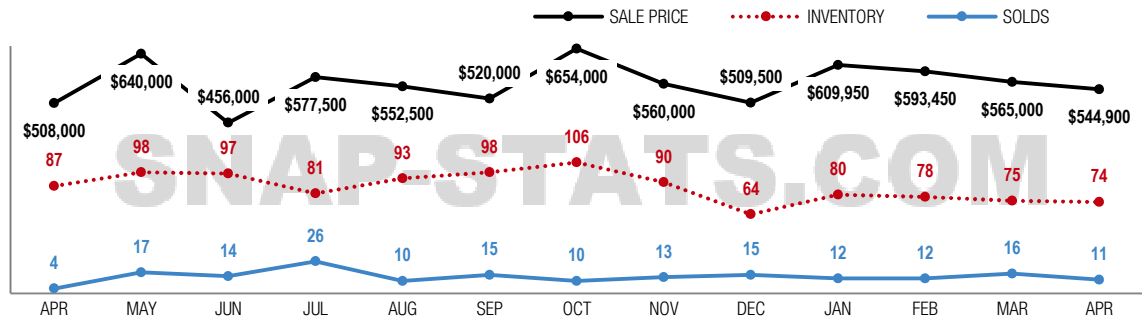
| SnapStats® | Inventory | Sales | Sales Ratio |
|--------------------|-----------|-------|-------------|
| Beach Grove | 7 | 0 | NA |
| Boundary Beach | 1 | 0 | NA |
| Cliff Drive | 48 | 9 | 19% |
| English Bluff | 5 | 1 | 20% |
| Pebble Hill | 0 | 0 | NA |
| Tsawwassen Central | 12 | 1 | 8% |
| Tsawwassen East | 1 | 0 | NA |
| TOTAL* | 74 | 11 | 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% above list price
- Most Active Price Band** \$600,000 to \$700,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Tsawwassen Central and 3 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive 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 | 1 | 0 | NA |
| 400,001 – 500,000 | 1 | 0 | NA |
| 500,001 – 600,000 | 1 | 0 | NA |
| 600,001 – 700,000 | 5 | 3 | 60% |
| 700,001 – 800,000 | 0 | 2 | NA* |
| 800,001 – 900,000 | 9 | 0 | NA |
| 900,001 – 1,000,000 | 9 | 0 | NA |
| 1,000,001 – 1,250,000 | 21 | 3 | 14% |
| 1,250,001 – 1,500,000 | 12 | 1 | 8% |
| 1,500,001 – 1,750,000 | 8 | 0 | NA |
| 1,750,001 – 2,000,000 | 0 | 1 | NA* |
| 2,000,001 – 2,250,000 | 1 | 0 | NA |
| 2,250,001 – 2,500,000 | 0 | 0 | NA |
| 2,500,001 – 2,750,000 | 0 | 0 | NA |
| 2,750,001 – 3,000,000 | 0 | 0 | NA |
| 3,000,001 – 3,500,000 | 0 | 0 | NA |
| 3,500,001 – 4,000,000 | 0 | 0 | NA |
| 4,000,001 – 4,500,000 | 1 | 0 | NA |
| 4,500,001 – 5,000,000 | 2 | 0 | NA |
| 5,000,001 & Greater | 0 | 0 | NA |
| TOTAL* | 71 | 10 | 14% |

| | | | |
|-------------------|----|----|-----|
| 2 Bedrooms & Less | 16 | 4 | 25% |
| 3 to 4 Bedrooms | 44 | 3 | 7% |
| 5 to 6 Bedrooms | 10 | 3 | 30% |
| 7 Bedrooms & More | 1 | 0 | NA |
| TOTAL* | 71 | 10 | 14% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 76 | 71 | -7% |
| Solds | 19 | 10 | -47% |
| Sale Price | \$962,000 | \$890,000 | -7% |
| Sale Price SQFT | \$461 | \$462 | 0% |
| Sale to List Price Ratio | 98% | 95% | -3% |
| Days on Market | 6 | 32 | 433% |

*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

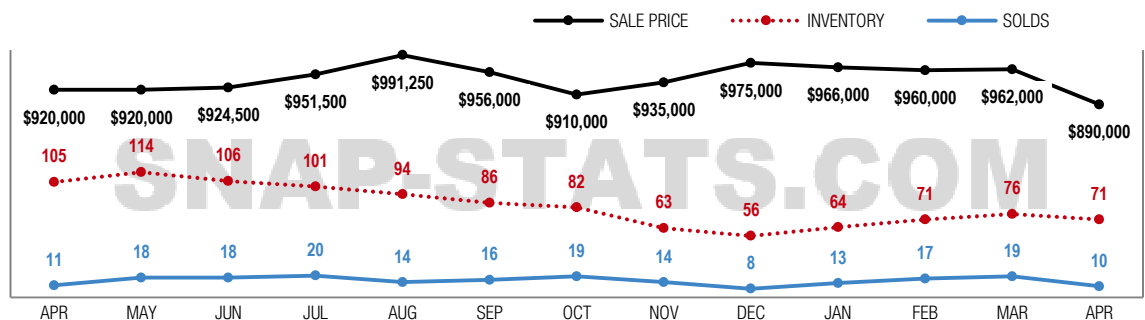
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 0 | 0 | NA |
| Delta Manor | 5 | 0 | NA |
| East Delta | 1 | 0 | NA |
| Hawthorne | 20 | 2 | 10% |
| Holly | 10 | 2 | 20% |
| Ladner Elementary | 15 | 1 | 7% |
| Ladner Rural | 0 | 0 | NA |
| Neilsen Grove | 14 | 5 | 36% |
| Port Guichon | 5 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 1 | 0 | NA |
| TOTAL* | 71 | 10 | 14% |

Market Summary

- Market Type Indicator **LADNER DETACHED**: 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** \$1 mil to \$1.25 mil with average 14% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Hawthorne, Ladner Elementary and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and 5 to 6 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 | 3 | 0 | NA |
| 400,001 – 500,000 | 13 | 2 | 15% |
| 500,001 – 600,000 | 20 | 0 | NA |
| 600,001 – 700,000 | 11 | 2 | 18% |
| 700,001 – 800,000 | 13 | 1 | 8% |
| 800,001 – 900,000 | 7 | 1 | 14% |
| 900,001 – 1,000,000 | 3 | 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 | 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* | 71 | 6 | 8% |

| | | | |
|----------------------|----|---|-----|
| 0 to 1 Bedroom | 9 | 0 | NA |
| 2 Bedrooms | 36 | 3 | 8% |
| 3 Bedrooms | 19 | 2 | 11% |
| 4 Bedrooms & Greater | 7 | 1 | 14% |
| TOTAL* | 71 | 6 | 8% |

| SnapStats® | March | April | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory | 73 | 71 | -3% |
| Solds | 13 | 6 | -54% |
| Sale Price | \$697,000 | \$604,000 | -13% |
| Sale Price SQFT | \$468 | \$435 | -7% |
| Sale to List Price Ratio | 100% | 95% | -5% |
| Days on Market | 26 | 37 | 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

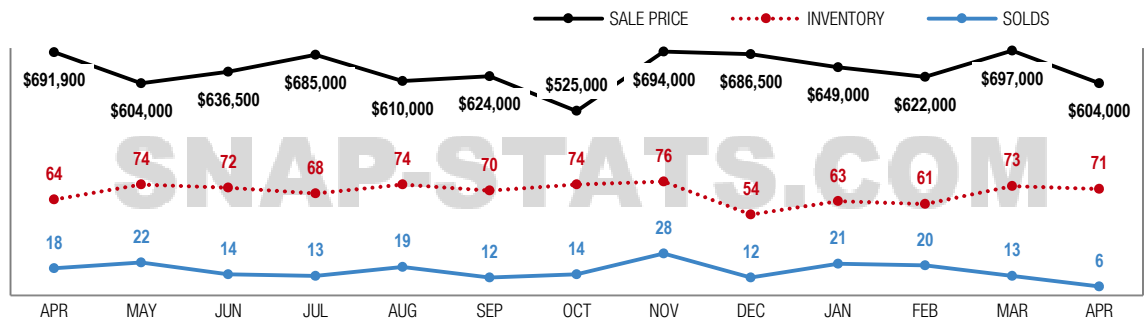
| SnapStats® | Inventory | Sales | Sales Ratio |
|-------------------|-----------|-------|-------------|
| Annacis Island | 1 | 0 | NA |
| Delta Manor | 11 | 1 | 9% |
| East Delta | 0 | 0 | NA |
| Hawthorne | 11 | 3 | 27% |
| Holly | 1 | 0 | NA |
| Ladner Elementary | 17 | 1 | 6% |
| Ladner Rural | 6 | 0 | NA |
| Neilsen Grove | 24 | 1 | 4% |
| Port Guichon | 0 | 0 | NA |
| Tilbury | 0 | 0 | NA |
| Westham Island | 0 | 0 | NA |
| TOTAL* | 71 | 6 | 8% |

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 18% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, Delta Manor, Ladner Elementary, Neilsen Grove and 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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