

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	1	100%
300,001 – 400,000	5	5	100%
400,001 – 500,000	8	4	50%
500,001 – 600,000	24	26	108%*
600,001 – 700,000	38	31	82%
700,001 – 800,000	39	29	74%
800,001 – 900,000	46	21	46%
900,001 – 1,000,000	35	14	40%
1,000,001 – 1,250,000	47	24	51%
1,250,001 – 1,500,000	54	11	20%
1,500,001 – 1,750,000	30	5	17%
1,750,001 – 2,000,000	42	6	14%
2,000,001 – 2,250,000	17	3	18%
2,250,001 – 2,500,000	20	0	NA
2,500,001 – 2,750,000	20	2	10%
2,750,001 – 3,000,000	19	0	NA
3,000,001 – 3,500,000	26	1	4%
3,500,001 – 4,000,000	12	0	NA
4,000,001 – 4,500,000	9	0	NA
4,500,001 – 5,000,000	14	1	7%
5,000,001 & Greater	49	1	2%
TOTAL*	555	185	33%

0 to 1 Bedroom	167	96	57%
2 Bedrooms	277	76	27%
3 Bedrooms	101	12	12%
4 Bedrooms & Greater	10	1	10%
TOTAL*	555	185	33%

SnapStats®	November	December	Variance
Inventory	788	555	-30%
Solds	296	185	-38%
Sale Price	\$772,750	\$797,000	3%
Sale Price SQFT	\$1,047	\$1,061	1%
Sale to List Price Ratio	99%	100%	1%
Days on Market	16	19	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

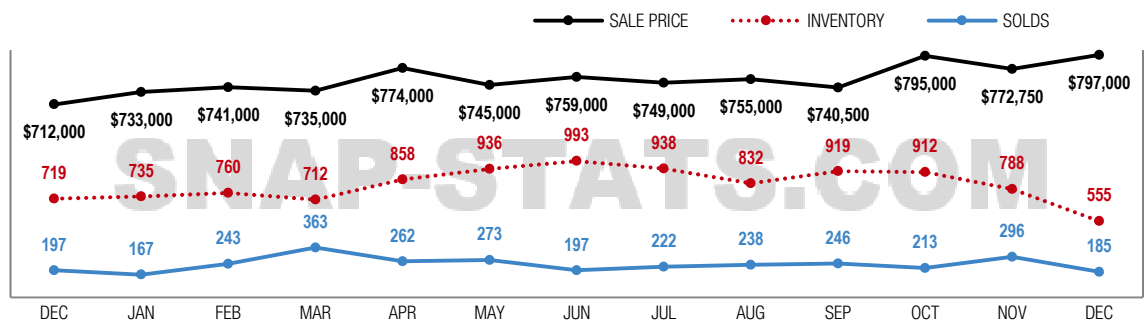
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	93	15	16%
Downtown	190	78	41%
Westend	109	50	46%
Yaletown	163	42	26%
TOTAL*	555	185	33%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Coal Harbour and minimum 4 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 - 800,000	0	1	NA*
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	2	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	0	0	NA
1,750,001 - 2,000,000	1	2	200%*
2,000,001 - 2,250,000	2	3	150%*
2,250,001 - 2,500,000	7	4	57%
2,500,001 - 2,750,000	15	8	53%
2,750,001 - 3,000,000	20	7	35%
3,000,001 - 3,500,000	38	12	32%
3,500,001 - 4,000,000	49	20	41%
4,000,001 - 4,500,000	47	8	17%
4,500,001 - 5,000,000	32	3	9%
5,000,001 - 5,500,000	33	5	15%
5,500,001 - 6,000,000	33	3	9%
6,000,001 - 6,500,000	20	2	10%
6,500,001 - 7,000,000	29	0	NA
7,000,001 - 7,500,000	15	0	NA
7,500,001 & Greater	112	1	1%
TOTAL*	455	79	17%

2 Bedrooms & Less	20	4	20%
3 to 4 Bedrooms	138	36	26%
5 to 6 Bedrooms	215	33	15%
7 Bedrooms & More	82	6	7%
TOTAL*	455	79	17%

SnapStats®	November	December	Variance
Inventory	602	455	-24%
Solds	98	79	-19%
Sale Price	\$3,665,000	\$3,550,000	-3%
Sale Price SQFT	\$1,168	\$1,196	2%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	29	25	-14%

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

Community DETACHED HOUSES

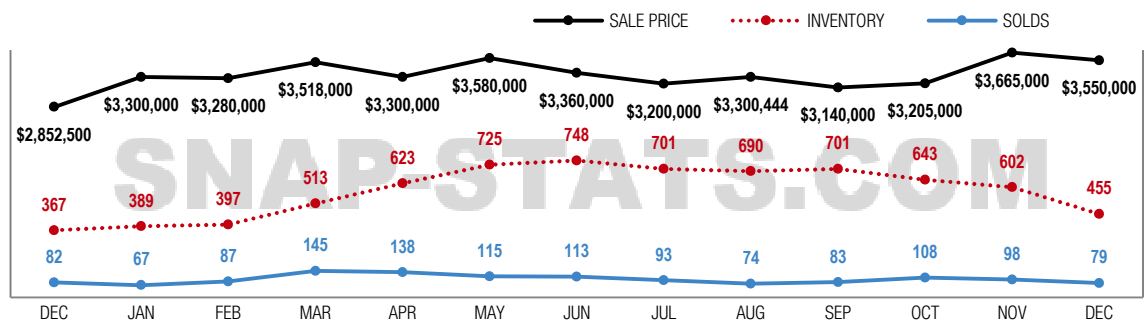
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	14	2	14%
Cambie	49	7	14%
Dunbar	52	12	23%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	18	6	33%
Kitsilano	16	4	25%
Mackenzie Heights	15	4	27%
Marpole	42	3	7%
Mount Pleasant	4	1	25%
Oakridge	13	2	15%
Point Grey	50	9	18%
Quilchena	15	5	33%
SW Marine	20	2	10%
Shaughnessy	56	4	7%
South Cambie	8	3	38%
South Granville	48	9	19%
Southlands	21	4	19%
University	14	2	14%
TOTAL*	455	79	17%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: 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** \$2.5 mil to \$2.75 mil with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Marpole, Shaughnessy and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Kerrisdale, Quilchena, South Cambie and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	1	50%
400,001 – 500,000	4	1	25%
500,001 – 600,000	16	14	88%
600,001 – 700,000	18	18	100%
700,001 – 800,000	33	28	85%
800,001 – 900,000	36	27	75%
900,001 – 1,000,000	43	22	51%
1,000,001 – 1,250,000	70	36	51%
1,250,001 – 1,500,000	53	22	42%
1,500,001 – 1,750,000	49	11	22%
1,750,001 – 2,000,000	61	9	15%
2,000,001 – 2,250,000	24	5	21%
2,250,001 – 2,500,000	21	3	14%
2,500,001 – 2,750,000	9	2	22%
2,750,001 – 3,000,000	10	0	NA
3,000,001 – 3,500,000	5	1	20%
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	463	200	43%

0 to 1 Bedroom	112	59	53%
2 Bedrooms	218	110	50%
3 Bedrooms	120	27	23%
4 Bedrooms & Greater	13	4	31%
TOTAL*	463	200	43%

SnapStats®	November	December	Variance
Inventory	675	463	-31%
Solds	239	200	-16%
Sale Price	\$936,000	\$949,950	1%
Sale Price SQFT	\$1,067	\$1,036	-3%
Sale to List Price Ratio	101%	100%	-1%
Days on Market	12	13	8%

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Community CONDOS & TOWNHOMES

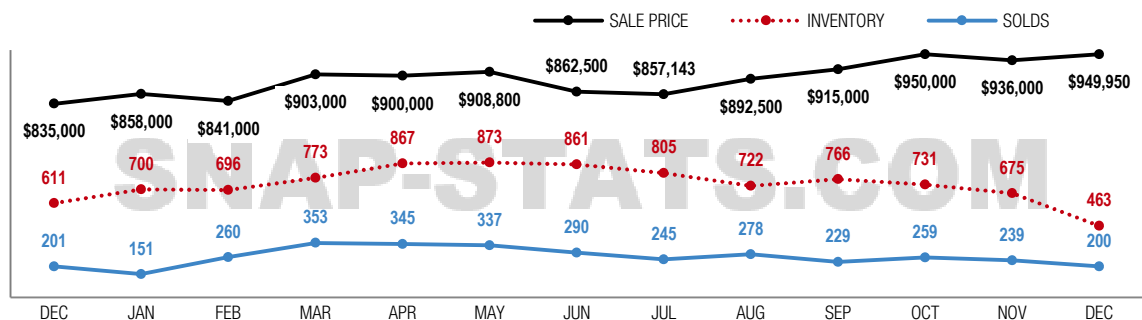
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	95	22	23%
Dunbar	17	1	6%
Fairview	26	45	173%*
Falsecreek	62	27	44%
Kerrisdale	17	5	29%
Kitsilano	25	32	128%*
Mackenzie Heights	4	1	25%
Marpole	41	20	49%
Mount Pleasant	2	1	50%
Oakridge	18	7	39%
Point Grey	11	2	18%
Quilchena	8	4	50%
SW Marine	11	0	NA
Shaughnessy	3	0	NA
South Cambie	21	7	33%
South Granville	29	3	10%
Southlands	1	0	NA
University	71	23	32%
TOTAL*	463	200	43%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 43% Sales Ratio average (4.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Dunbar, Point Grey, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fairview, Kitsilano and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	1	NA*
1,250,001 - 1,500,000	8	3	38%
1,500,001 - 1,750,000	18	26	144%*
1,750,001 - 2,000,000	32	33	103%*
2,000,001 - 2,250,000	42	9	21%
2,250,001 - 2,500,000	50	9	18%
2,500,001 - 2,750,000	18	8	44%
2,750,001 - 3,000,000	51	3	6%
3,000,001 - 3,500,000	45	1	2%
3,500,001 - 4,000,000	10	0	NA
4,000,001 - 4,500,000	5	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	290	93	32%

2 Bedrooms & Less	21	6	29%
3 to 4 Bedrooms	98	29	30%
5 to 6 Bedrooms	124	43	35%
7 Bedrooms & More	47	15	32%
TOTAL*	290	93	32%

SnapStats®	November	December	Variance
Inventory	378	290	-23%
Solds	126	93	-26%
Sale Price	\$1,884,000	\$1,850,000	-2%
Sale Price SQFT	\$820	\$793	-3%
Sale to List Price Ratio	100%	104%	4%
Days on Market	11	8	-27%

*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

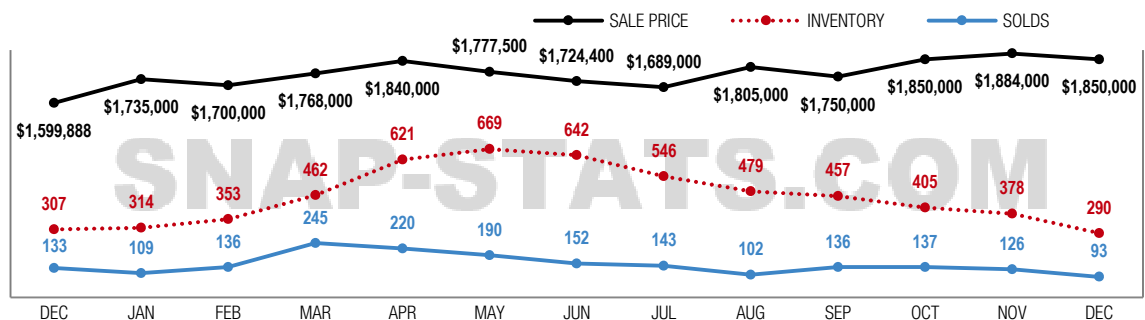
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	1	0	NA
Collingwood	76	11	14%
Downtown	0	0	NA
Fraser	11	3	27%
Fraserview	10	6	60%
Grandview Woodland	37	7	19%
Hastings	7	3	43%
Hastings Sunrise	4	3	75%
Killarney	20	3	15%
Knight	30	10	33%
Main	9	2	22%
Mount Pleasant	2	3	150%*
Renfrew Heights	25	12	48%
Renfrew	24	13	54%
South Marine	0	0	NA
South Vancouver	16	10	63%
Strathcona	0	0	NA
Victoria	18	7	39%
TOTAL*	290	93	32%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Collingwood, Killarney and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Fraserview, South Vancouver and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	1	33%
300,001 – 400,000	6	8	133%*
400,001 – 500,000	17	21	124%*
500,001 – 600,000	27	36	133%*
600,001 – 700,000	34	36	106%*
700,001 – 800,000	24	18	75%
800,001 – 900,000	48	13	27%
900,001 – 1,000,000	29	13	45%
1,000,001 – 1,250,000	46	19	41%
1,250,001 – 1,500,000	20	8	40%
1,500,001 – 1,750,000	8	9	113%*
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	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	1	0	NA
TOTAL*	274	183	67%

0 to 1 Bedroom	80	76	95%
2 Bedrooms	131	74	56%
3 Bedrooms	52	24	46%
4 Bedrooms & Greater	11	9	82%
TOTAL*	274	183	67%

SnapStats®	November	December	Variance
Inventory	423	274	-35%
Solds	215	183	-15%
Sale Price	\$705,000	\$668,000	-5%
Sale Price SQFT	\$849	\$826	-3%
Sale to List Price Ratio	101%	98%	-3%
Days on Market	11	12	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

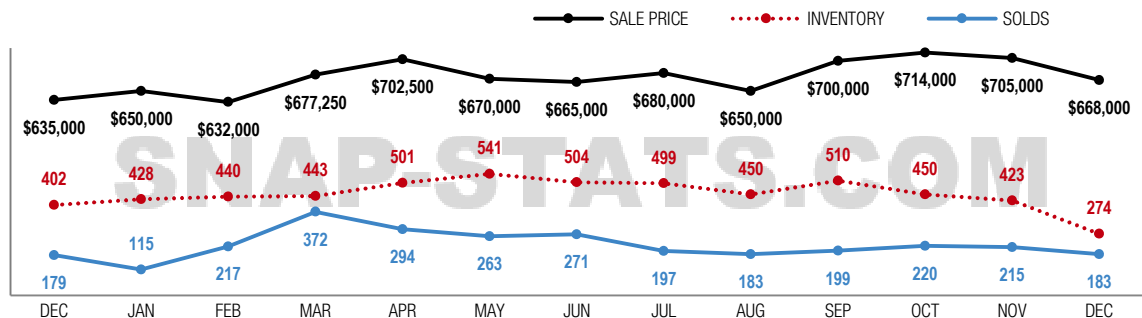
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	5	250%*
Collingwood	66	45	68%
Downtown	19	9	47%
Fraser	9	8	89%
Fraserview	1	0	NA
Grandview Woodland	19	9	47%
Hastings	13	9	69%
Hastings Sunrise	0	1	NA*
Killarney	3	6	200%*
Knight	8	5	63%
Main	0	3	NA*
Mount Pleasant	55	42	76%
Renfrew Heights	6	3	50%
Renfrew	4	2	50%
South Marine	35	22	63%
South Vancouver	14	1	7%
Strathcona	13	6	46%
Victoria	7	7	100%
TOTAL*	274	183	67%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 67% Sales Ratio average (6.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$300,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, South Vancouver and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fraser and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	3	1	33%
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	2	1	50%
1,500,001 - 1,750,000	4	8	200%*
1,750,001 - 2,000,000	2	10	500%*
2,000,001 - 2,250,000	11	13	118%*
2,250,001 - 2,500,000	9	8	89%
2,500,001 - 2,750,000	6	2	33%
2,750,001 - 3,000,000	6	3	50%
3,000,001 - 3,500,000	13	3	23%
3,500,001 - 4,000,000	7	4	57%
4,000,001 - 4,500,000	3	1	33%
4,500,001 - 5,000,000	3	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	2	1	50%
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	76	55	72%

2 Bedrooms & Less	11	1	9%
3 to 4 Bedrooms	30	28	93%
5 to 6 Bedrooms	24	24	100%
7 Bedrooms & More	11	2	18%
TOTAL*	76	55	72%

SnapStats®	November	December	Variance
Inventory	122	76	-38%
Solds	71	55	-23%
Sale Price	\$2,152,000	\$2,198,000	2%
Sale Price SQFT	\$780	\$826	6%
Sale to List Price Ratio	103%	107%	4%
Days on Market	11	8	-27%

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

Community DETACHED HOUSES

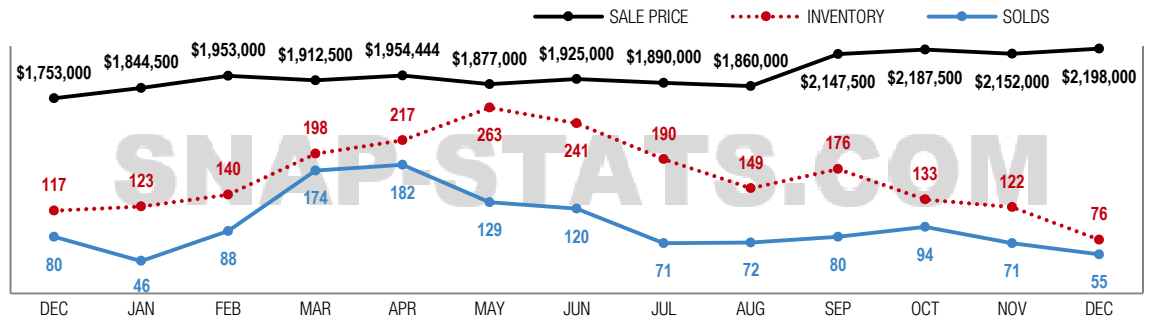
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	1	100%
Boulevard	0	5	NA*
Braemar	1	0	NA
Calverhall	2	1	50%
Canyon Heights	7	9	129%*
Capilano	0	0	NA
Central Lonsdale	8	5	63%
Deep Cove	2	3	150%*
Delbrook	0	0	NA
Dollarton	5	4	80%
Edgemont	6	2	33%
Forest Hills	3	2	67%
Grouse Woods	0	0	NA
Harbourside	0	0	NA
Indian Arm	0	1	NA*
Indian River	0	0	NA
Lower Lonsdale	7	0	NA
Lynn Valley	4	10	250%*
Lynnmoor	4	1	25%
Mosquito Creek	1	0	NA
Norgate	1	1	100%
Northlands	1	0	NA
Pemberton Heights	2	1	50%
Pemberton	1	0	NA
Princess Park	1	3	300%*
Queensbury	2	0	NA
Roche Point	1	0	NA
Seymour	3	0	NA
Tempe	0	1	NA*
Upper Delbrook	5	0	NA
Upper Lonsdale	2	2	100%
Westlynn	3	2	67%
Westlynn Terrace	0	1	NA*
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	76	55	72%

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 72% Sales Ratio average (7.2 in 10 homes selling rate)
- Homes are selling on average 7% above list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Central Lonsdale and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Canyon Heights, Lynn Valley and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	5	11	220%*
500,001 – 600,000	8	12	150%*
600,001 – 700,000	5	23	460%*
700,001 – 800,000	14	14	100%
800,001 – 900,000	7	17	243%*
900,001 – 1,000,000	8	13	163%*
1,000,001 – 1,250,000	24	18	75%
1,250,001 – 1,500,000	19	18	95%
1,500,001 – 1,750,000	9	6	67%
1,750,001 – 2,000,000	1	3	300%*
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	0	1	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	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	1	0	NA
TOTAL*	115	137	119%*

0 to 1 Bedroom	24	42	175%*
2 Bedrooms	65	65	100%
3 Bedrooms	24	25	104%*
4 Bedrooms & Greater	2	5	250%*
TOTAL*	115	137	119%*

SnapStats®	November	December	Variance
Inventory	220	115	-48%
Solds	171	137	-20%
Sale Price	\$810,000	\$859,000	6%
Sale Price SQFT	\$874	\$914	5%
Sale to List Price Ratio	101%	102%	1%
Days on Market	8	11	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

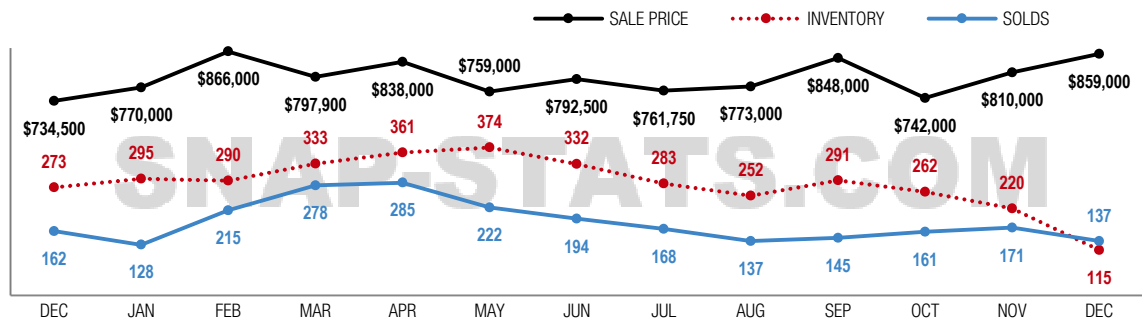
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	11	1	9%
Central Lonsdale	13	32	246%*
Deep Cove	0	1	NA*
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	1	3	300%*
Forest Hills	0	0	NA
Grouse Woods	0	1	NA*
Harbourside	3	1	33%
Indian Arm	0	0	NA
Indian River	0	0	NA
Lower Lonsdale	20	29	145%*
Lynn Valley	7	16	229%*
Lynn timer	13	19	146%*
Mosquito Creek	5	3	60%
Norgate	3	4	133%*
Northlands	0	2	NA*
Pemberton Heights	1	0	NA
Pemberton	35	13	37%
Princess Park	0	0	NA
Queensbury	1	3	300%*
Roche Point	2	6	300%*
Seymour	0	0	NA
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	0	3	NA*
Westlynn	0	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	115	137	119%*

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 119% Sales Ratio average (11.9 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Capilano, Pemberton and 2 bedroom properties
- Sellers Best Bet** Selling homes in Central Lonsdale, Lower Lonsdale, Lynn Valley, Lynn timer 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 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	1	NA*
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	0	1	NA*
1,500,001 - 1,750,000	0	2	NA*
1,750,001 - 2,000,000	6	2	33%
2,000,001 - 2,250,000	5	5	100%
2,250,001 - 2,500,000	10	2	20%
2,500,001 - 2,750,000	7	3	43%
2,750,001 - 3,000,000	22	3	14%
3,000,001 - 3,500,000	17	5	29%
3,500,001 - 4,000,000	20	3	15%
4,000,001 - 4,500,000	19	3	16%
4,500,001 - 5,000,000	21	4	19%
5,000,001 - 5,500,000	10	3	30%
5,500,001 - 6,000,000	17	0	NA
6,000,001 - 6,500,000	13	0	NA
6,500,001 - 7,000,000	15	1	7%
7,000,001 - 7,500,000	3	0	NA
7,500,001 & Greater	59	2	3%
TOTAL*	244	40	16%

2 Bedrooms & Less	8	3	38%
3 to 4 Bedrooms	104	18	17%
5 to 6 Bedrooms	106	18	17%
7 Bedrooms & More	26	1	4%
TOTAL*	244	40	16%

SnapStats®	November	December	Variance
Inventory	351	244	-30%
Solds	43	40	-7%
Sale Price	\$2,728,000	\$3,150,000	15%
Sale Price SQFT	\$870	\$849	-2%
Sale to List Price Ratio	94%	95%	1%
Days on Market	24	43	79%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	12	1	8%
Ambleside	17	2	12%
Bayridge	8	4	50%
British Properties	46	1	2%
Canterbury	6	1	17%
Caulfield	10	0	NA
Cedardale	3	0	NA
Chartwell	26	1	4%
Chelsea Park	2	0	NA
Cypress	5	0	NA
Cypress Park Estates	4	1	25%
Deer Ridge	0	0	NA
Dundarave	13	6	46%
Eagle Harbour	7	2	29%
Eagleridge	2	0	NA
Furry Creek	3	1	33%
Gleneagles	3	0	NA
Glenmore	9	2	22%
Horseshoe Bay	0	3	NA*
Howe Sound	2	0	NA
Lions Bay	3	4	133%*
Olde Caulfield	5	3	60%
Panorama Village	1	0	NA
Park Royal	1	0	NA
Porteau Cove	0	0	NA
Queens	16	1	6%
Rockridge	2	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	11	4	36%
Upper Caulfield	1	0	NA
West Bay	6	1	17%
Westhill	7	2	29%
Westmount	9	0	NA
Whitby Estates	3	0	NA
Whytecliff	1	0	NA
TOTAL*	244	40	16%

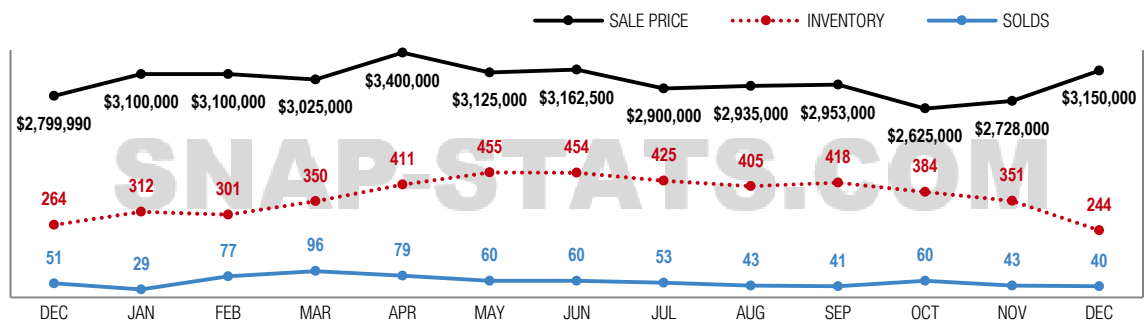
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST 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** \$3 mil to \$3.5 mil with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, British Properties, Chartwell, Queens and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Bayridge, Dundarave 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	1	2	200%*
500,001 – 600,000	1	1	100%
600,001 – 700,000	2	0	NA
700,001 – 800,000	5	1	20%
800,001 – 900,000	3	3	100%
900,001 – 1,000,000	1	1	100%
1,000,001 – 1,250,000	0	1	NA*
1,250,001 – 1,500,000	5	2	40%
1,500,001 – 1,750,000	3	3	100%
1,750,001 – 2,000,000	1	1	100%
2,000,001 – 2,250,000	0	4	NA*
2,250,001 – 2,500,000	2	1	50%
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	3	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*	36	20	56%

0 to 1 Bedroom	11	5	45%
2 Bedrooms	19	11	58%
3 Bedrooms	5	4	80%
4 Bedrooms & Greater	1	0	NA
TOTAL*	36	20	56%

SnapStats®	November	December	Variance
Inventory	57	36	-37%
Solds	29	20	-31%
Sale Price	\$1,350,000	\$1,479,000	10%
Sale Price SQFT	\$1,084	\$1,297	20%
Sale to List Price Ratio	96%	97%	1%
Days on Market	15	38	153%

*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

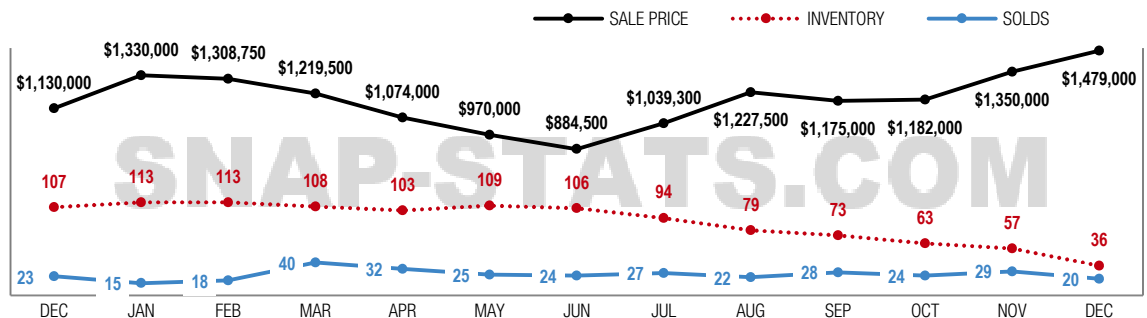
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	9	10	111%*
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	1	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	0	0	NA
Deer Ridge	0	0	NA
Dundarave	11	5	45%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	0	0	NA
Howe Sound	0	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	1	4	400%*
Park Royal	10	1	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	3	0	NA
Whytecliff	0	0	NA
TOTAL*	36	20	56%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 56% Sales Ratio average (5.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** Insufficient data but with 4 sales price band of \$2 mil to \$2.5 mil
- Buyers Best Bet** Homes in Park Royal and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside 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 - 800,000	1	1	100%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	3	NA*
1,250,001 - 1,500,000	5	2	40%
1,500,001 - 1,750,000	17	15	88%
1,750,001 - 2,000,000	25	20	80%
2,000,001 - 2,250,000	27	11	41%
2,250,001 - 2,500,000	31	10	32%
2,500,001 - 2,750,000	24	8	33%
2,750,001 - 3,000,000	35	12	34%
3,000,001 - 3,500,000	32	7	22%
3,500,001 - 4,000,000	19	2	11%
4,000,001 - 4,500,000	7	0	NA
4,500,001 - 5,000,000	7	1	14%
5,000,001 - 5,500,000	5	0	NA
5,500,001 - 6,000,000	3	0	NA
6,000,001 - 6,500,000	1	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	240	92	38%

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	79	33	42%
5 to 6 Bedrooms	133	52	39%
7 Bedrooms & More	20	5	25%
TOTAL*	240	92	38%

SnapStats®	November	December	Variance
Inventory	360	240	-33%
Solds	129	92	-29%
Sale Price	\$2,075,000	\$2,131,000	3%
Sale Price SQFT	\$718	\$695	-3%
Sale to List Price Ratio	100%	102%	2%
Days on Market	13	23	77%

*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

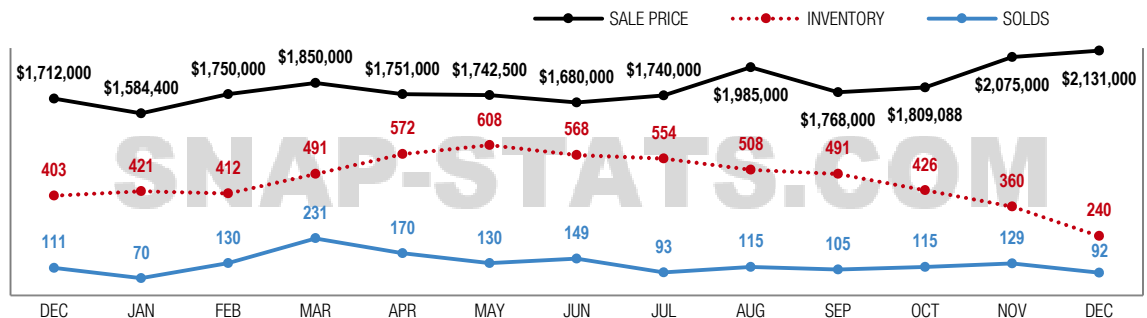
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	3	6	200%*
Bridgeport	3	3	100%
Brighthouse	7	0	NA
Brighthouse South	1	0	NA
Broadmoor	25	6	24%
East Cambie	6	0	NA
East Richmond	7	2	29%
Garden City	17	2	12%
Gilmore	0	0	NA
Granville	23	12	52%
Hamilton	7	3	43%
Ironwood	7	3	43%
Lackner	10	3	30%
McLennan	6	1	17%
McLennan North	2	1	50%
McNair	14	4	29%
Quilchena	14	6	43%
Riverdale	12	6	50%
Saunders	9	6	67%
Sea Island	1	1	100%
Seafair	9	5	56%
South Arm	8	3	38%
Steveston North	13	6	46%
Steveston South	4	0	NA
Steveston Village	2	1	50%
Terra Nova	5	1	20%
West Cambie	9	3	33%
Westwind	3	3	100%
Woodwards	13	5	38%
TOTAL*	240	92	38%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 88% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Garden City and up to 2 / minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Saunders 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	11	58%
300,001 – 400,000	7	10	143%*
400,001 – 500,000	26	27	104%*
500,001 – 600,000	40	41	103%*
600,001 – 700,000	53	61	115%*
700,001 – 800,000	45	29	64%
800,001 – 900,000	32	32	100%
900,001 – 1,000,000	32	22	69%
1,000,001 – 1,250,000	43	23	53%
1,250,001 – 1,500,000	31	28	90%
1,500,001 – 1,750,000	11	7	64%
1,750,001 – 2,000,000	5	2	40%
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	2	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	1	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	352	293	83%

0 to 1 Bedroom	68	51	75%
2 Bedrooms	177	147	83%
3 Bedrooms	85	73	86%
4 Bedrooms & Greater	22	22	100%
TOTAL*	352	293	83%

SnapStats®	November	December	Variance
Inventory	557	352	-37%
Solds	345	293	-15%
Sale Price	\$718,000	\$698,000	-3%
Sale Price SQFT	\$734	\$718	-2%
Sale to List Price Ratio	103%	100%	-3%
Days on Market	10	13	30%

*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

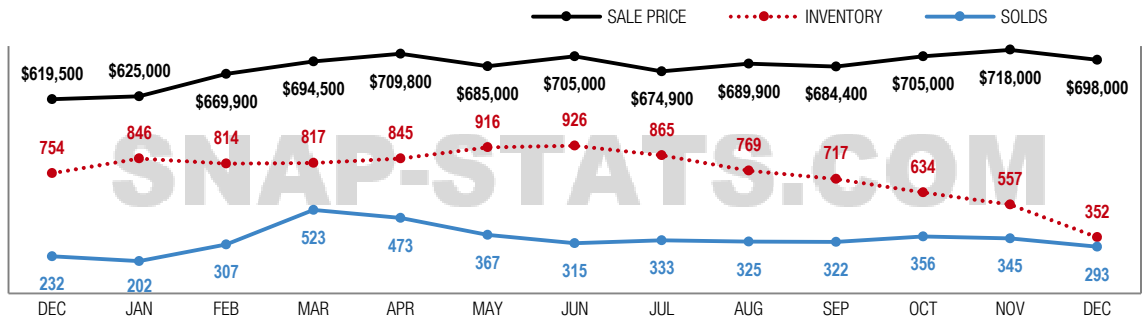
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	5	5	100%
Bridgeport	7	6	86%
Brighthouse	133	92	69%
Brighthouse South	26	35	135%*
Broadmoor	4	4	100%
East Cambie	0	4	NA*
East Richmond	0	1	NA*
Garden City	1	1	100%
Gilmore	0	0	NA
Granville	15	4	27%
Hamilton	24	14	58%
Ironwood	8	9	113%*
Lackner	0	0	NA
McLennan	0	0	NA
McLennan North	21	25	119%*
McNair	0	0	NA
Quilchena	2	5	250%*
Riverdale	4	5	125%*
Saunders	4	1	25%
Sea Island	0	0	NA
Seafair	1	1	100%
South Arm	6	13	217%*
Steveston North	1	1	100%
Steveston South	5	8	160%*
Steveston Village	4	2	50%
Terra Nova	4	1	25%
West Cambie	72	48	67%
Westwind	0	2	NA*
Woodwards	5	6	120%*
TOTAL*	352	293	83%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 83% Sales Ratio average (8.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Granville and up to 1 bedrooms
- Sellers Best Bet** Selling homes in Brighthouse South, Ironwood, McLennan North, South Arm, Steveston South and 4+ bedrooms

**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 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	4	10	250%*
1,500,001 - 1,750,000	6	6	100%
1,750,001 - 2,000,000	8	7	88%
2,000,001 - 2,250,000	2	1	50%
2,250,001 - 2,500,000	4	0	NA
2,500,001 - 2,750,000	0	1	NA*
2,750,001 - 3,000,000	3	1	33%
3,000,001 - 3,500,000	1	0	NA
3,500,001 - 4,000,000	4	0	NA
4,000,001 - 4,500,000	4	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	38	26	68%

2 Bedrooms & Less	1	2	200%*
3 to 4 Bedrooms	20	17	85%
5 to 6 Bedrooms	15	5	33%
7 Bedrooms & More	2	2	100%
TOTAL*	38	26	68%

SnapStats®	November	December	Variance
Inventory	55	38	-31%
Solds	27	26	-4%
Sale Price	\$1,399,000	\$1,610,500	15%
Sale Price SQFT	\$550	\$662	21%
Sale to List Price Ratio	100%	101%	1%
Days on Market	22	27	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.

Community DETACHED HOUSES

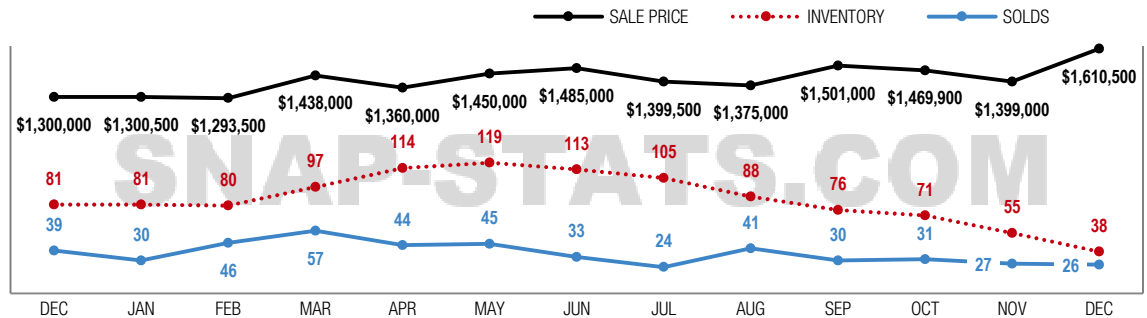
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	1	1	100%
Boundary Beach	4	2	50%
Cliff Drive	4	4	100%
English Bluff	9	0	NA
Pebble Hill	11	6	55%
Tsawwassen Central	3	7	233%*
Tsawwassen East	3	3	100%
Tsawwassen North	3	3	100%
TOTAL*	38	26	68%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 68% Sales Ratio average (6.8 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Pebble Hill and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	2	4	200%*
600,001 – 700,000	1	3	300%*
700,001 – 800,000	3	4	133%*
800,001 – 900,000	2	4	200%*
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	0	1	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*	15	17	113%*

0 to 1 Bedroom	1	0	NA
2 Bedrooms	7	9	129%*
3 Bedrooms	5	7	140%*
4 Bedrooms & Greater	2	1	50%
TOTAL*	15	17	113%*

SnapStats®	November	December	Variance
Inventory	25	15	-40%
Solds	25	17	-32%
Sale Price	\$718,000	\$719,000	0%
Sale Price SQFT	\$561	\$547	-3%
Sale to List Price Ratio	100%	103%	3%
Days on Market	19	12	-37%

*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

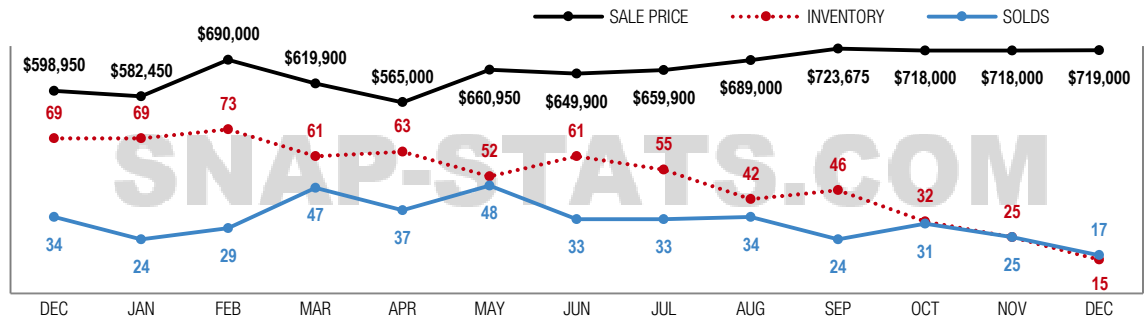
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	1	1	100%
Boundary Beach	0	1	NA*
Cliff Drive	4	4	100%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	3	3	100%
Tsawwassen East	1	1	100%
Tsawwassen North	6	7	117%*
TOTAL*	15	17	113%*

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 113% Sales Ratio average (11.3 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** Insufficient data
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data

**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 - 800,000	2	1	50%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	2	2	100%
1,250,001 - 1,500,000	1	2	200%*
1,500,001 - 1,750,000	3	3	100%
1,750,001 - 2,000,000	3	3	100%
2,000,001 - 2,250,000	1	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	1	0	NA
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	1	0	NA
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	0	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	19	11	58%

2 Bedrooms & Less	4	1	25%
3 to 4 Bedrooms	11	5	45%
5 to 6 Bedrooms	3	5	167%*
7 Bedrooms & More	1	0	NA
TOTAL*	19	11	58%

SnapStats®	November	December	Variance
Inventory	26	19	-27%
Solds	24	11	-54%
Sale Price	\$1,484,000	\$1,545,000	4%
Sale Price SQFT	\$668	\$645	-3%
Sale to List Price Ratio	104%	100%	-4%
Days on Market	8	8	0%

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

Community DETACHED HOUSES

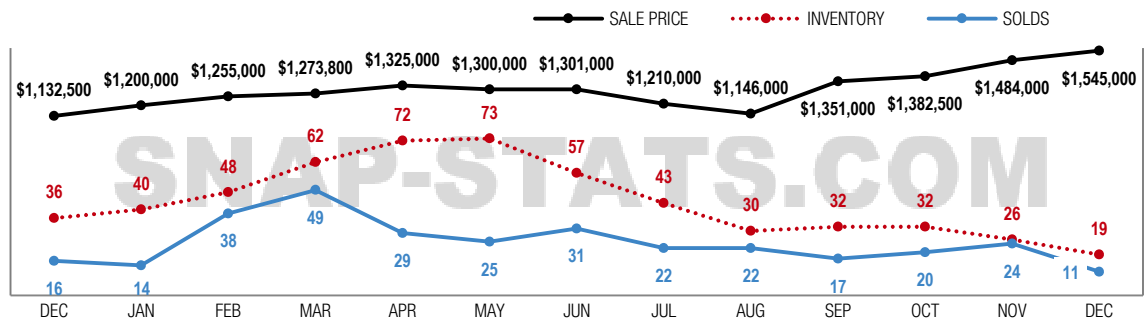
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	3	100%
East Delta	0	0	NA
Hawthorne	5	1	20%
Holly	3	2	67%
Ladner Elementary	4	3	75%
Ladner Rural	0	0	NA
Neilsen Grove	1	1	100%
Port Guichon	2	1	50%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	19	11	58%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 58% Sales Ratio average (5.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** Insufficient data but with 6 sales price band of \$1.5 mil to \$2 mil
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Selling homes with 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	0	0	NA
400,001 – 500,000	0	2	NA*
500,001 – 600,000	3	3	100%
600,001 – 700,000	0	3	NA*
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	2	NA*
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	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*	4	10	250%*

0 to 1 Bedroom	0	1	NA*
2 Bedrooms	3	5	167%*
3 Bedrooms	1	3	300%*
4 Bedrooms & Greater	0	1	NA*
TOTAL*	4	10	250%*

SnapStats®	November	December	Variance
Inventory	12	4	-67%
Solds	13	10	-23%
Sale Price	\$650,000	\$600,000	-8%
Sale Price SQFT	\$477	\$558	17%
Sale to List Price Ratio	109%	99%	-9%
Days on Market	10	9	-10%

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

Community CONDOS & TOWNHOMES

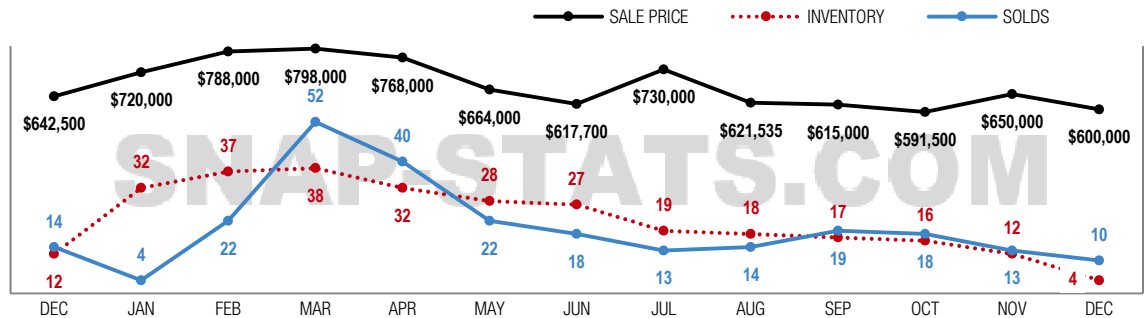
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	1	1	100%
East Delta	0	0	NA
Hawthorne	0	4	NA*
Holly	0	0	NA
Ladner Elementary	2	2	100%
Ladner Rural	0	0	NA
Neilsen Grove	1	3	300%*
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	4	10	250%*

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 250% Sales Ratio average (25 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** Insufficient data but with 6 sales price band of \$500,000 to \$700,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data

**With minimum inventory of 10 in most instances

13 Month Market Trend



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