

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

*Compliments of:*

**Steve Birkic**

*Personal Real Estate Corporation*

778.882.5700

steve@stevebirkic.com

stevebirkic.com

**Keller Williams Realty VanCentral**

3995 Fraser Street

Vancouver, BC V5V 4E5



October 2021

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

# METRO VANCOUVER EDITION

Downtown  
Westside  
Eastside  
North Vancouver  
West Vancouver  
Richmond  
Tsawwassen  
Ladner



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	4	0	NA
300,001 – 400,000	4	3	75%
400,001 – 500,000	24	7	29%
500,001 – 600,000	45	23	51%
600,001 – 700,000	96	41	43%
700,001 – 800,000	79	36	46%
800,001 – 900,000	72	30	42%
900,001 – 1,000,000	60	17	28%
1,000,001 – 1,250,000	94	22	23%
1,250,001 – 1,500,000	88	17	19%
1,500,001 – 1,750,000	49	6	12%
1,750,001 – 2,000,000	67	2	3%
2,000,001 – 2,250,000	29	2	7%
2,250,001 – 2,500,000	34	0	NA
2,500,001 – 2,750,000	22	1	5%
2,750,001 – 3,000,000	30	1	3%
3,000,001 – 3,500,000	26	1	4%
3,500,001 – 4,000,000	15	0	NA
4,000,001 – 4,500,000	11	1	9%
4,500,001 – 5,000,000	12	1	8%
5,000,001 & Greater	51	2	4%
TOTAL*	912	213	23%

0 to 1 Bedroom	312	107	34%
2 Bedrooms	464	96	21%
3 Bedrooms	122	9	7%
4 Bedrooms & Greater	14	1	7%
TOTAL*	912	213	23%

SnapStats®	September	October	Variance
Inventory	919	912	-1%
Solds	246	213	-13%
Sale Price	\$740,500	\$795,000	7%
Sale Price SQFT	\$1,028	\$1,024	0%
Sale to List Price Ratio	99%	99%	0%
Days on Market	13	13	0%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	150	21	14%
Downtown	332	94	28%
Westend	172	42	24%
Yaletown	258	56	22%
TOTAL*	912	213	23%

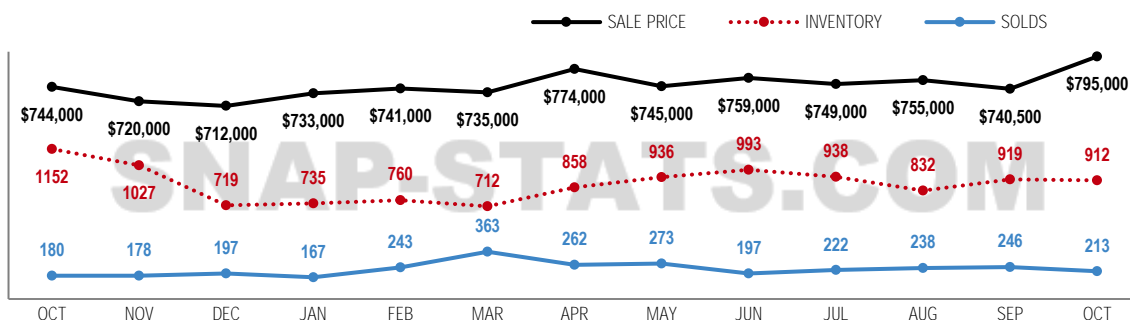
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 51% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil / \$2.75 mil to \$3 mil, Coal Harbour and minimum 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Downtown and up to 1 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	1	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	2	2	100%
1,750,001 - 2,000,000	5	8	160%*
2,000,001 - 2,250,000	5	5	100%
2,250,001 - 2,500,000	16	8	50%
2,500,001 - 2,750,000	19	11	58%
2,750,001 - 3,000,000	33	11	33%
3,000,001 - 3,500,000	57	18	32%
3,500,001 - 4,000,000	83	16	19%
4,000,001 - 4,500,000	61	6	10%
4,500,001 - 5,000,000	57	7	12%
5,000,001 - 5,500,000	34	5	15%
5,500,001 - 6,000,000	45	2	4%
6,000,001 - 6,500,000	17	2	12%
6,500,001 - 7,000,000	41	1	2%
7,000,001 - 7,500,000	21	1	5%
7,500,001 & Greater	144	5	3%
TOTAL*	643	108	17%

2 Bedrooms & Less	20	1	5%
3 to 4 Bedrooms	211	43	20%
5 to 6 Bedrooms	308	55	18%
7 Bedrooms & More	104	9	9%
TOTAL*	643	108	17%

SnapStats®	September	October	Variance
Inventory	701	643	-8%
Solds	83	108	30%
Sale Price	\$3,140,000	\$3,205,000	2%
Sale Price SQFT	\$1,030	\$1,085	5%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	26	15	-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 DETACHED HOUSES

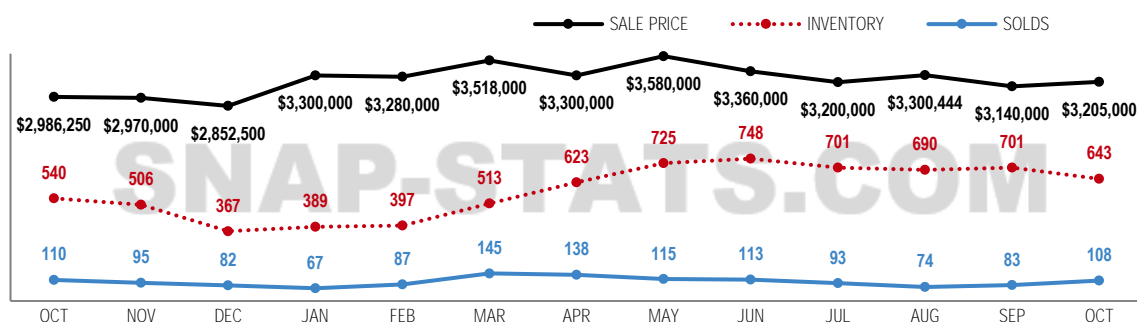
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	23	3	13%
Cambie	62	6	10%
Dunbar	70	13	19%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	32	10	31%
Kitsilano	26	14	54%
Mackenzie Heights	25	2	8%
Marpole	41	6	15%
Mount Pleasant	5	2	40%
Oakridge	19	2	11%
Point Grey	80	17	21%
Quilchena	22	5	23%
SW Marine	21	4	19%
Shaughnessy	73	7	10%
South Cambie	12	3	25%
South Granville	70	8	11%
Southlands	36	2	6%
University	25	4	16%
TOTAL*	643	108	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\*\* \$1.75 mil to \$2 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$6.5 mil to \$7 mil, Mackenzie Heights, Southlands and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Kitsilano and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



### Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	8	7	88%
500,001 – 600,000	31	22	71%
600,001 – 700,000	56	27	48%
700,001 – 800,000	62	28	45%
800,001 – 900,000	63	37	59%
900,001 – 1,000,000	76	27	36%
1,000,001 – 1,250,000	95	49	52%
1,250,001 – 1,500,000	102	23	23%
1,500,001 – 1,750,000	66	10	15%
1,750,001 – 2,000,000	70	11	16%
2,000,001 – 2,250,000	24	4	17%
2,250,001 – 2,500,000	30	6	20%
2,500,001 – 2,750,000	10	3	30%
2,750,001 – 3,000,000	17	4	24%
3,000,001 – 3,500,000	8	0	NA
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	5	1	20%
<b>TOTAL*</b>	<b>731</b>	<b>259</b>	<b>35%</b>

0 to 1 Bedroom	187	86	46%
2 Bedrooms	351	125	36%
3 Bedrooms	174	44	25%
4 Bedrooms & Greater	19	4	21%
<b>TOTAL*</b>	<b>731</b>	<b>259</b>	<b>35%</b>

SnapStats®	September	October	Variance
Inventory	766	731	-5%
Solds	229	259	13%
Sale Price	\$915,000	\$950,000	4%
Sale Price SQFT	\$1,003	\$1,016	1%
Sale to List Price Ratio	98%	103%	5%
Days on Market	10	12	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

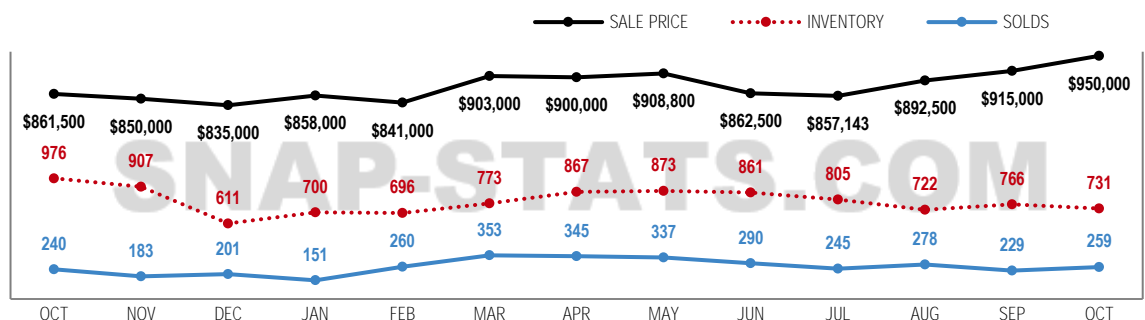
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	124	25	20%
Dunbar	20	2	10%
Fairview	78	58	74%
Falsecreek	86	30	35%
Kerrisdale	25	10	40%
Kitsilano	65	48	74%
Mackenzie Heights	6	0	NA
Marpole	77	20	26%
Mount Pleasant	6	4	67%
Oakridge	23	9	39%
Point Grey	15	6	40%
Quilchena	10	4	40%
SW Marine	20	1	5%
Shaughnessy	5	1	20%
South Cambie	35	8	23%
South Granville	26	4	15%
Southlands	2	0	NA
University	107	29	27%
<b>TOTAL*</b>	<b>731</b>	<b>259</b>	<b>35%</b>

### Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average 88% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, SW Marine and minimum 4 bedroom properties
- 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



### Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	1	NA*
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	2	2	100%
1,250,001 - 1,500,000	18	14	78%
1,500,001 - 1,750,000	41	33	80%
1,750,001 - 2,000,000	66	41	62%
2,000,001 - 2,250,000	52	12	23%
2,250,001 - 2,500,000	65	18	28%
2,500,001 - 2,750,000	29	9	31%
2,750,001 - 3,000,000	58	4	7%
3,000,001 - 3,500,000	40	3	8%
3,500,001 - 4,000,000	15	0	NA
4,000,001 - 4,500,000	4	0	NA
4,500,001 - 5,000,000	8	0	NA
5,000,001 - 5,500,000	4	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	1	0	NA
7,500,001 & Greater	0	0	NA
<b>TOTAL*</b>	<b>405</b>	<b>137</b>	<b>34%</b>

2 Bedrooms & Less	25	7	28%
3 to 4 Bedrooms	123	49	40%
5 to 6 Bedrooms	182	60	33%
7 Bedrooms & More	75	21	28%
<b>TOTAL*</b>	<b>405</b>	<b>137</b>	<b>34%</b>

SnapStats®	September	October	Variance
Inventory	457	405	-11%
Solds	136	137	1%
Sale Price	\$1,750,000	\$1,850,000	6%
Sale Price SQFT	\$787	\$781	-1%
Sale to List Price Ratio	100%	102%	2%
Days on Market	11	13	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 DETACHED HOUSES

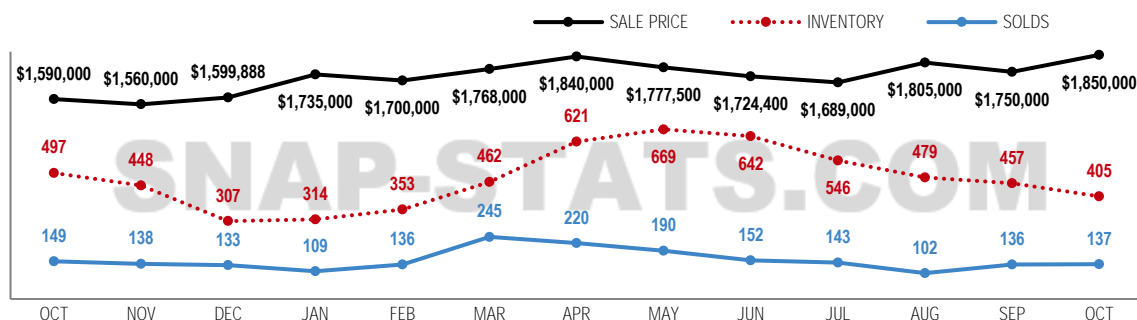
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	1	33%
Collingwood	92	17	18%
Downtown	0	0	NA
Fraser	18	5	28%
Fraserview	17	6	35%
Grandview Woodland	48	6	13%
Hastings	11	2	18%
Hastings Sunrise	3	7	233%*
Killarney	25	14	56%
Knight	40	9	23%
Main	17	9	53%
Mount Pleasant	4	6	150%*
Renfrew Heights	27	12	44%
Renfrew	36	14	39%
South Marine	1	2	200%*
South Vancouver	35	15	43%
Strathcona	3	3	100%
Victoria	25	9	36%
<b>TOTAL*</b>	<b>405</b>	<b>137</b>	<b>34%</b>

## Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 34% Sales Ratio average (3.4 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 80% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Collingwood, Grandview Woodland, Hastings and up to 2 / minimum 7 bdrms
- Sellers Best Bet\*\* Selling homes in Killarney, Main and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	0	NA
300,001 – 400,000	9	2	22%
400,001 – 500,000	41	23	56%
500,001 – 600,000	55	43	78%
600,001 – 700,000	53	37	70%
700,001 – 800,000	57	32	56%
800,001 – 900,000	66	23	35%
900,001 – 1,000,000	47	15	32%
1,000,001 – 1,250,000	65	26	40%
1,250,001 – 1,500,000	26	15	58%
1,500,001 – 1,750,000	17	3	18%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	0	1	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	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	1	0	NA
TOTAL*	450	220	49%

0 to 1 Bedroom	131	83	63%
2 Bedrooms	221	95	43%
3 Bedrooms	84	39	46%
4 Bedrooms & Greater	14	3	21%
TOTAL*	450	220	49%

SnapStats®	September	October	Variance
Inventory	510	450	-12%
Solds	199	220	11%
Sale Price	\$700,000	\$714,000	2%
Sale Price SQFT	\$881	\$842	-4%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	10	11	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

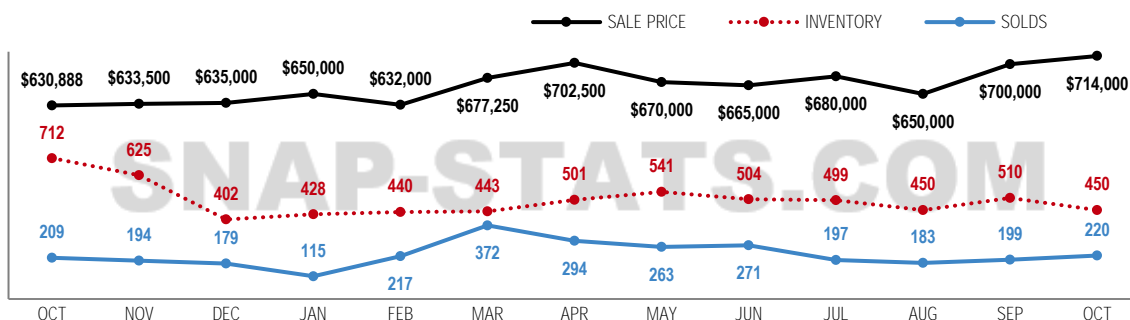
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	10	10	100%
Collingwood	112	30	27%
Downtown	40	10	25%
Fraser	17	8	47%
Fraserview	1	1	100%
Grandview Woodland	22	16	73%
Hastings	18	14	78%
Hastings Sunrise	5	1	20%
Killarney	8	8	100%
Knight	13	4	31%
Main	3	6	200%*
Mount Pleasant	92	56	61%
Renfrew Heights	8	0	NA
Renfrew	6	8	133%*
South Marine	48	29	60%
South Vancouver	16	1	6%
Strathcona	15	11	73%
Victoria	16	7	44%
TOTAL*	450	220	49%

## Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 49% Sales Ratio average (4.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 78% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, South Vancouver and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Champlain Heights, Killarney, Renfrew and up to 1 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com





## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	3	0	NA
800,001 - 900,000	1	1	100%
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	2	0	NA
1,250,001 - 1,500,000	8	5	63%
1,500,001 - 1,750,000	9	10	111%*
1,750,001 - 2,000,000	17	17	100%
2,000,001 - 2,250,000	14	19	136%*
2,250,001 - 2,500,000	18	20	111%*
2,500,001 - 2,750,000	10	6	60%
2,750,001 - 3,000,000	11	1	9%
3,000,001 - 3,500,000	21	6	29%
3,500,001 - 4,000,000	4	5	125%*
4,000,001 - 4,500,000	5	1	20%
4,500,001 - 5,000,000	5	1	20%
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	4	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	2	NA*
TOTAL*	133	94	71%

2 Bedrooms & Less	12	3	25%
3 to 4 Bedrooms	57	50	88%
5 to 6 Bedrooms	53	34	64%
7 Bedrooms & More	11	7	64%
TOTAL*	133	94	71%

SnapStats®	September	October	Variance
Inventory	176	133	-24%
Solds	80	94	18%
Sale Price	\$2,147,500	\$2,187,500	2%
Sale Price SQFT	\$812	\$780	-4%
Sale to List Price Ratio	107%	104%	-3%
Days on Market	8	8	0%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	3	300%*
Boulevard	2	4	200%*
Braemar	3	2	67%
Calverhall	3	2	67%
Canyon Heights	20	9	45%
Capilano	1	1	100%
Central Lonsdale	10	7	70%
Deep Cove	5	4	80%
Delbrook	1	1	100%
Dollarton	5	2	40%
Edgemont	10	9	90%
Forest Hills	6	4	67%
Grouse Woods	0	0	NA
Harbourside	0	0	NA
Indian Arm	1	1	100%
Indian River	1	0	NA
Lower Lonsdale	9	0	NA
Lynn Valley	9	12	133%*
Lynnmoor	4	1	25%
Mosquito Creek	4	0	NA
Norqate	0	1	NA*
Northlands	1	0	NA
Pemberton Heights	1	2	200%*
Pemberton	2	1	50%
Princess Park	1	0	NA
Queensbury	1	4	400%*
Roche Point	2	1	50%
Seymour	2	2	100%
Tempe	1	1	100%
Upper Delbrook	5	3	60%
Upper Lonsdale	14	13	93%
Westlynn	6	3	50%
Westlynn Terrace	1	0	NA
Windsor Park	0	1	NA*
Woodlands-Sunshine Cascade	1	0	NA
TOTAL*	133	94	71%

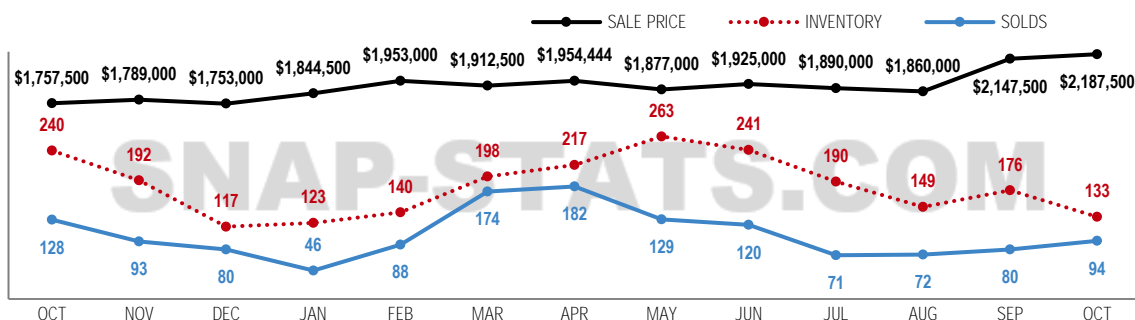
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 71% Sales Ratio average (7.1 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band\*\* \$1.5 mil to \$2.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Canyon Heights and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Edgemont, Lynn Valley, Upper Lonsdale and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	4	2	50%
400,001 – 500,000	10	8	80%
500,001 – 600,000	23	30	130%*
600,001 – 700,000	34	28	82%
700,001 – 800,000	33	18	55%
800,001 – 900,000	37	15	41%
900,001 – 1,000,000	18	13	72%
1,000,001 – 1,250,000	32	26	81%
1,250,001 – 1,500,000	31	12	39%
1,500,001 – 1,750,000	13	5	38%
1,750,001 – 2,000,000	9	1	11%
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	2	1	50%
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	1	1	100%
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	262	161	61%

0 to 1 Bedroom	73	48	66%
2 Bedrooms	135	77	57%
3 Bedrooms	44	34	77%
4 Bedrooms & Greater	10	2	20%
TOTAL*	262	161	61%

SnapStats®	September	October	Variance
Inventory	291	262	-10%
Solds	145	161	11%
Sale Price	\$848,000	\$742,000	-13%
Sale Price SQFT	\$872	\$808	-7%
Sale to List Price Ratio	101%	99%	-2%
Days on Market	7	8	14%

## 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	1	NA*
Capilano	10	4	40%
Central Lonsdale	45	22	49%
Deep Cove	0	0	NA
Delbrook	0	1	NA*
Dollarton	0	0	NA
Edgemont	8	3	38%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	1	2	200%*
Indian Arm	0	0	NA
Indian River	0	0	NA
Lower Lonsdale	62	47	76%
Lynn Valley	27	22	81%
Lynnmoor	29	18	62%
Mosquito Creek	7	10	143%*
Norqate	5	2	40%
Northlands	2	1	50%
Pemberton Heights	1	0	NA
Pemberton	50	12	24%
Princess Park	0	1	NA*
Queensbury	5	0	NA
Roche Point	7	5	71%
Seymour	1	1	100%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	2	9	450%*
Westlynn	0	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	262	161	61%

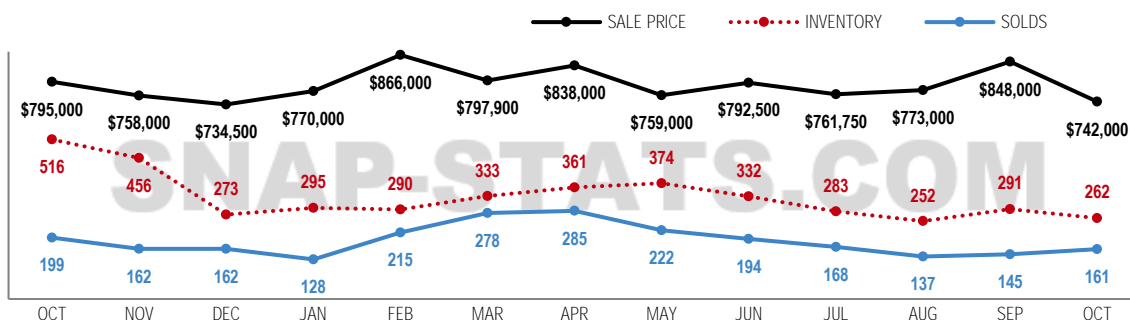
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 61% Sales Ratio average (6.1 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Pemberton and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Mosquito Creek, Upper Lonsdale and 3 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com





## Price Band & Bedroom 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	2	0	NA
1,250,001 - 1,500,000	2	2	100%
1,500,001 - 1,750,000	2	0	NA
1,750,001 - 2,000,000	8	2	25%
2,000,001 - 2,250,000	6	10	167%*
2,250,001 - 2,500,000	20	11	55%
2,500,001 - 2,750,000	18	7	39%
2,750,001 - 3,000,000	33	4	12%
3,000,001 - 3,500,000	34	9	26%
3,500,001 - 4,000,000	35	2	6%
4,000,001 - 4,500,000	26	2	8%
4,500,001 - 5,000,000	43	2	5%
5,000,001 - 5,500,000	19	2	11%
5,500,001 - 6,000,000	26	1	4%
6,000,001 - 6,500,000	13	2	15%
6,500,001 - 7,000,000	12	0	NA
7,000,001 - 7,500,000	2	0	NA
7,500,001 & Greater	83	4	5%
TOTAL*	384	60	16%

2 Bedrooms & Less	12	6	50%
3 to 4 Bedrooms	166	31	19%
5 to 6 Bedrooms	170	19	11%
7 Bedrooms & More	36	4	11%
TOTAL*	384	60	16%

SnapStats®	September	October	Variance
Inventory	418	384	-8%
Solds	41	60	46%
Sale Price	\$2,953,000	\$2,625,000	-11%
Sale Price SQFT	\$780	\$870	12%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	37	21	-43%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	17	1	6%
Ambleside	42	8	19%
Bayridge	13	1	8%
British Properties	67	10	15%
Canterbury	9	0	NA
Caulfield	23	4	17%
Cedardale	3	2	67%
Chartwell	34	0	NA
Chelsea Park	1	0	NA
Cypress	5	0	NA
Cypress Park Estates	8	3	38%
Deer Ridge	0	0	NA
Dundarave	30	3	10%
Eagle Harbour	8	4	50%
Eagleridge	4	0	NA
Furry Creek	6	1	17%
Gleneagles	6	2	33%
Glenmore	14	3	21%
Horseshoe Bay	4	3	75%
Howe Sound	1	0	NA
Lions Bay	5	4	80%
Olde Caulfield	8	2	25%
Panorama Village	1	0	NA
Park Royal	1	3	300%*
Porteau Cove	0	0	NA
Queens	20	0	NA
Rockridge	4	0	NA
Sandy Cove	2	0	NA
Sentinel Hill	16	3	19%
Upper Caulfield	4	0	NA
West Bay	7	0	NA
Westhill	7	0	NA
Westmount	11	3	27%
Whitby Estates	1	0	NA
Whytecliff	2	0	NA
TOTAL*	384	60	16%

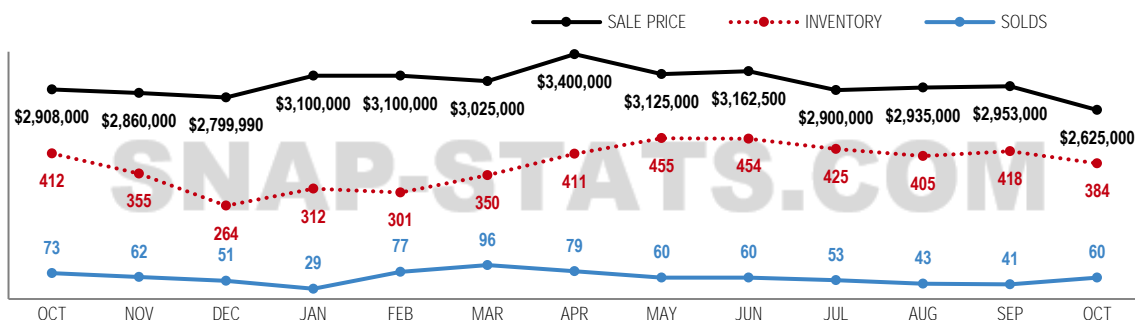
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## 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 3% below list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$5.5 mil to \$6 mil, Altamont, Bayridge, Dundarave and minimum 5 bedroom properties
- Sellers Best Bet\*\* Selling homes in Cedardale and up to 2 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	1	1	100%
500,001 – 600,000	4	0	NA
600,001 – 700,000	1	1	100%
700,001 – 800,000	6	2	33%
800,001 – 900,000	3	2	67%
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	3	8	267%*
1,250,001 – 1,500,000	10	1	10%
1,500,001 – 1,750,000	9	2	22%
1,750,001 – 2,000,000	4	1	25%
2,000,001 – 2,250,000	1	1	100%
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	1	NA*
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	0	1	NA*
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	5	2	40%
TOTAL*	63	24	38%

0 to 1 Bedroom	17	2	12%
2 Bedrooms	29	18	62%
3 Bedrooms	15	4	27%
4 Bedrooms & Greater	2	0	NA
TOTAL*	63	24	38%

SnapStats®	September	October	Variance
Inventory	73	63	-14%
Solds	28	24	-14%
Sale Price	\$1,175,000	\$1,182,000	1%
Sale Price SQFT	\$914	\$910	0%
Sale to List Price Ratio	98%	100%	2%
Days on Market	27	26	-4%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	16	7	44%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	1	1	100%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	1	50%
Deer Ridge	0	1	NA*
Dundarave	18	5	28%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	2	200%*
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	0	2	NA*
Howe Sound	0	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	8	2	25%
Park Royal	12	3	25%
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	1	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	4	0	NA
Whytecliff	0	0	NA
TOTAL*	63	24	38%

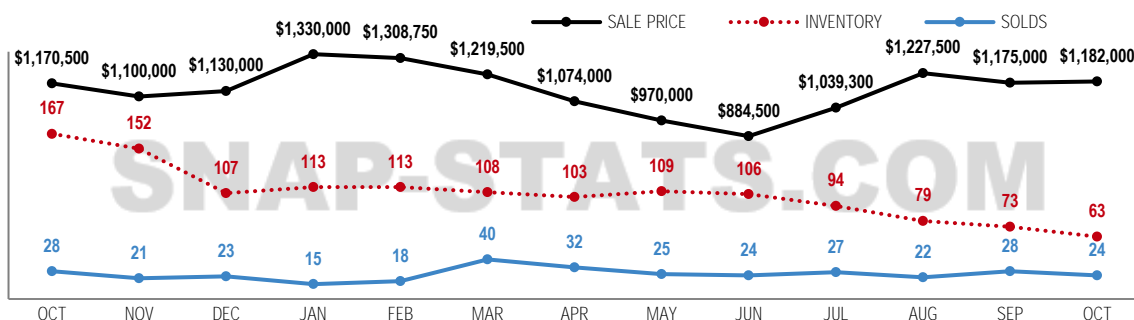
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Dundarave, Panorama Village, 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



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	2	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	3	300%*
1,250,001 - 1,500,000	18	17	94%
1,500,001 - 1,750,000	32	28	88%
1,750,001 - 2,000,000	65	22	34%
2,000,001 - 2,250,000	43	11	26%
2,250,001 - 2,500,000	45	10	22%
2,500,001 - 2,750,000	49	11	22%
2,750,001 - 3,000,000	53	7	13%
3,000,001 - 3,500,000	49	5	10%
3,500,001 - 4,000,000	36	0	NA
4,000,001 - 4,500,000	10	1	10%
4,500,001 - 5,000,000	8	0	NA
5,000,001 - 5,500,000	6	0	NA
5,500,001 - 6,000,000	4	0	NA
6,000,001 - 6,500,000	2	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	3	0	NA
<b>TOTAL*</b>	<b>426</b>	<b>115</b>	<b>27%</b>

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	130	54	42%
5 to 6 Bedrooms	251	57	23%
7 Bedrooms & More	30	3	10%
<b>TOTAL*</b>	<b>426</b>	<b>115</b>	<b>27%</b>

SnapStats®	September	October	Variance
Inventory	491	426	-13%
Solds	105	115	10%
Sale Price	\$1,768,000	\$1,809,088	2%
Sale Price SQFT	\$679	\$700	3%
Sale to List Price Ratio	100%	101%	1%
Days on Market	19	13	-32%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	13	2	15%
Bridgeport	11	4	36%
Brighthouse	8	4	50%
Brighthouse South	0	0	NA
Broadmoor	41	3	7%
East Cambie	8	5	63%
East Richmond	9	1	11%
Garden City	20	6	30%
Gilmore	2	0	NA
Granville	46	9	20%
Hamilton	9	3	33%
Ironwood	11	3	27%
Lackner	13	6	46%
McLennan	5	1	20%
McLennan North	5	2	40%
McNair	27	9	33%
Quilchena	15	3	20%
Riverdale	25	5	20%
Saunders	22	7	32%
Sea Island	1	1	100%
Seafair	24	10	42%
South Arm	16	6	38%
Steveston North	29	6	21%
Steveston South	5	2	40%
Steveston Village	2	3	150%*
Terra Nova	13	2	15%
West Cambie	16	3	19%
Westwind	8	3	38%
Woodwards	22	6	27%
<b>TOTAL*</b>	<b>426</b>	<b>115</b>	<b>27%</b>

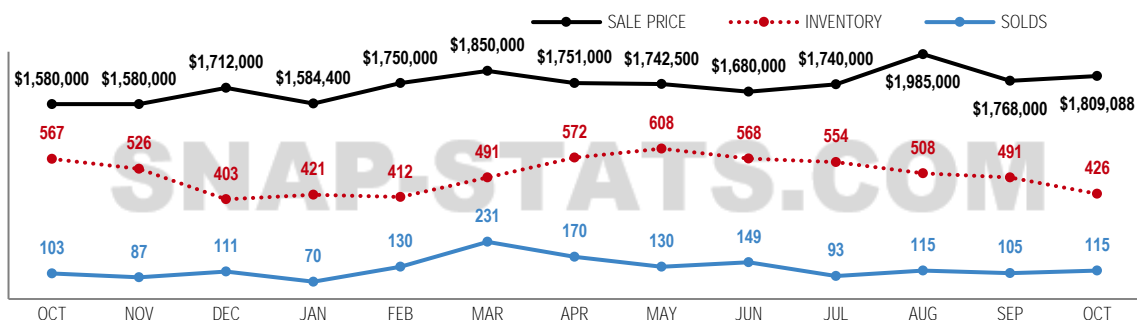
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 27% Sales Ratio average (2.7 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 94% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$3 mil to \$3.5 mil / \$4 mil to \$4.5 mil, Broadmoor and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in East Cambie and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	26	3	12%
300,001 – 400,000	18	19	106%*
400,001 – 500,000	44	33	75%
500,001 – 600,000	88	58	66%
600,001 – 700,000	101	64	63%
700,001 – 800,000	64	58	91%
800,001 – 900,000	79	33	42%
900,001 – 1,000,000	69	30	43%
1,000,001 – 1,250,000	69	36	52%
1,250,001 – 1,500,000	45	17	38%
1,500,001 – 1,750,000	14	3	21%
1,750,001 – 2,000,000	8	0	NA
2,000,001 – 2,250,000	1	1	100%
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	5	1	20%
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*	634	356	56%

0 to 1 Bedroom	105	70	67%
2 Bedrooms	326	170	52%
3 Bedrooms	172	90	52%
4 Bedrooms & Greater	31	26	84%
TOTAL*	634	356	56%

SnapStats®	September	October	Variance
Inventory	717	634	-12%
Solds	322	356	11%
Sale Price	\$684,400	\$705,000	3%
Sale Price SQFT	\$732	\$729	0%
Sale to List Price Ratio	98%	101%	3%
Days on Market	14	11	-21%

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

## Community CONDOS & TOWNHOMES

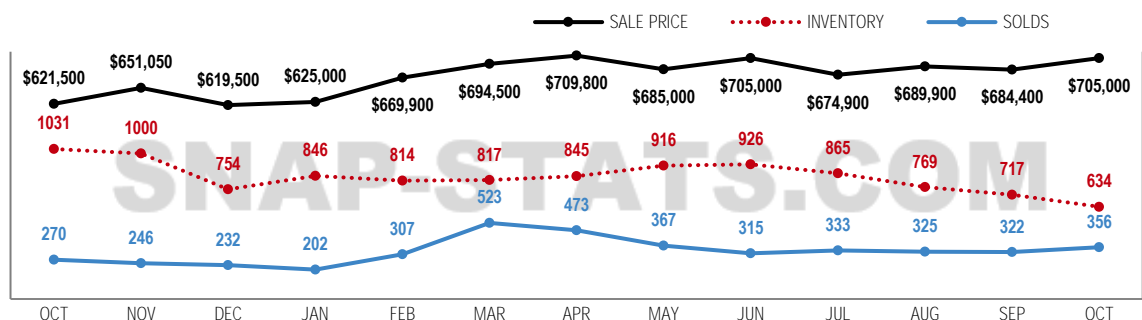
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	7	4	57%
Bridgeport	21	5	24%
Brighthouse	255	104	41%
Brighthouse South	56	44	79%
Broadmoor	2	4	200%*
East Cambie	3	5	167%*
East Richmond	1	0	NA
Garden City	0	2	NA*
Gilmore	0	0	NA
Granville	14	5	36%
Hamilton	30	26	87%
Ironwood	10	9	90%
Lackner	1	0	NA
McLennan	0	0	NA
McLennan North	33	28	85%
McNair	1	0	NA
Quilchena	8	3	38%
Riverdale	9	9	100%
Saunders	4	3	75%
Sea Island	0	0	NA
Seafair	0	2	NA*
South Arm	27	8	30%
Steveston North	3	3	100%
Steveston South	10	15	150%*
Steveston Village	8	2	25%
Terra Nova	6	3	50%
West Cambie	119	66	55%
Westwind	0	2	NA*
Woodwards	6	4	67%
TOTAL*	634	356	56%

## Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 56% Sales Ratio average (5.6 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band\*\* \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$0 to \$300,000, Bridgeport, Steveston Village and 2 to 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Riverdale, Steveston South and minimum 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom 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	2	3	150%*
1,250,001 - 1,500,000	21	13	62%
1,500,001 - 1,750,000	10	8	80%
1,750,001 - 2,000,000	11	2	18%
2,000,001 - 2,250,000	2	3	150%*
2,250,001 - 2,500,000	6	0	NA
2,500,001 - 2,750,000	0	1	NA*
2,750,001 - 3,000,000	4	1	25%
3,000,001 - 3,500,000	3	0	NA
3,500,001 - 4,000,000	4	0	NA
4,000,001 - 4,500,000	3	0	NA
4,500,001 - 5,000,000	3	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	1	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	71	31	44%

2 Bedrooms & Less	2	0	NA
3 to 4 Bedrooms	45	25	56%
5 to 6 Bedrooms	21	5	24%
7 Bedrooms & More	3	1	33%
TOTAL*	71	31	44%

SnapStats®	September	October	Variance
Inventory	76	71	-7%
Solds	30	31	3%
Sale Price	\$1,501,000	\$1,469,900	-2%
Sale Price SQFT	\$569	\$606	7%
Sale to List Price Ratio	108%	98%	-9%
Days on Market	14	17	21%

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

## Community DETACHED HOUSES

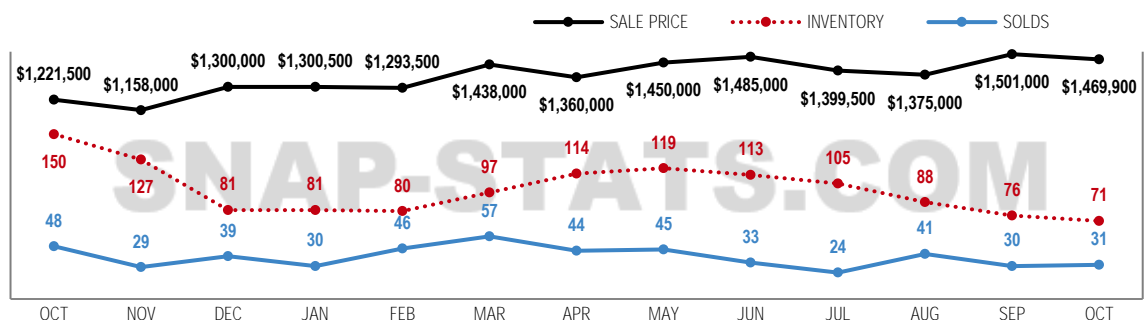
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	0	1	NA*
Boundary Beach	5	2	40%
Cliff Drive	9	7	78%
English Bluff	16	2	13%
Pebble Hill	16	8	50%
Tsawwassen Central	14	5	36%
Tsawwassen East	5	2	40%
Tsawwassen North	6	4	67%
TOTAL*	71	31	44%

## Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 44% Sales Ratio average (4.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$1.5 mil to \$1.75 mil with average 80% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, English Bluff and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Cliff Drive and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	2	200%*
400,001 – 500,000	2	5	250%*
500,001 – 600,000	6	5	83%
600,001 – 700,000	6	2	33%
700,001 – 800,000	5	6	120%*
800,001 – 900,000	3	6	200%*
900,001 – 1,000,000	7	4	57%
1,000,001 – 1,250,000	1	1	100%
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*	32	31	97%

0 to 1 Bedroom	3	6	200%*
2 Bedrooms	17	10	59%
3 Bedrooms	11	14	127%*
4 Bedrooms & Greater	1	1	100%
TOTAL*	32	31	97%

SnapStats®	September	October	Variance
Inventory	46	32	-30%
Solds	24	31	29%
Sale Price	\$723,675	\$718,000	-1%
Sale Price SQFT	\$557	\$525	-6%
Sale to List Price Ratio	97%	100%	3%
Days on Market	15	10	-33%

\*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

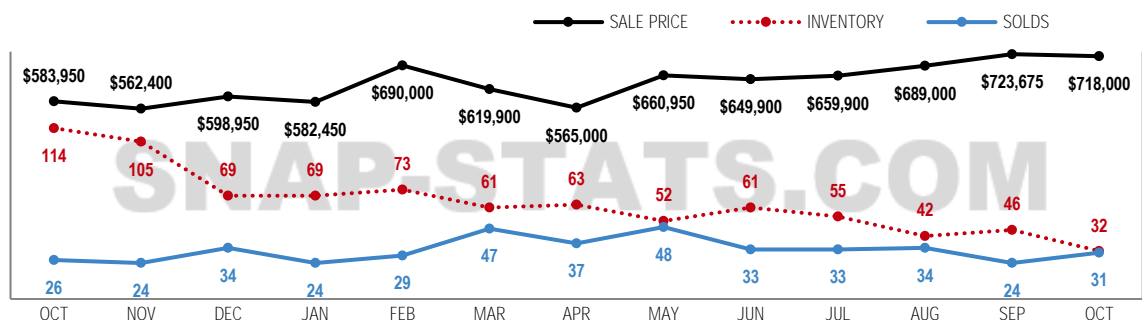
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	5	0	NA
Boundary Beach	0	1	NA*
Cliff Drive	6	5	83%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	11	10	91%
Tsawwassen East	1	1	100%
Tsawwassen North	9	14	156%*
TOTAL*	32	31	97%

## Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 97% Sales Ratio average (9.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* Insufficient data but with 12 sales price band of \$700,000 to \$900,000
- Buyers Best Bet\*\* Homes in Tsawwassen Central and 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Tsawwassen North and 3 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

Steve Birkic Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com





## Price Band & Bedroom 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	0	0	NA
1,000,001 - 1,250,000	3	3	100%
1,250,001 - 1,500,000	9	8	89%
1,500,001 - 1,750,000	7	5	71%
1,750,001 - 2,000,000	2	2	100%
2,000,001 - 2,250,000	2	1	50%
2,250,001 - 2,500,000	1	0	NA
2,500,001 - 2,750,000	1	0	NA
2,750,001 - 3,000,000	2	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*	32	20	63%

2 Bedrooms & Less	7	3	43%
3 to 4 Bedrooms	15	15	100%
5 to 6 Bedrooms	9	2	22%
7 Bedrooms & More	1	0	NA
TOTAL*	32	20	63%

SnapStats®	September	October	Variance
Inventory	32	32	0%
Solds	17	20	18%
Sale Price	\$1,351,000	\$1,382,500	2%
Sale Price SQFT	\$636	\$671	5%
Sale to List Price Ratio	104%	103%	-1%
Days on Market	8	8	0%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	0	0	NA
East Delta	0	0	NA
Hawthorne	14	2	14%
Holly	5	6	120%*
Ladner Elementary	6	5	83%
Ladner Rural	1	2	200%*
Neilsen Grove	3	3	100%
Port Guichon	2	2	100%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	32	20	63%

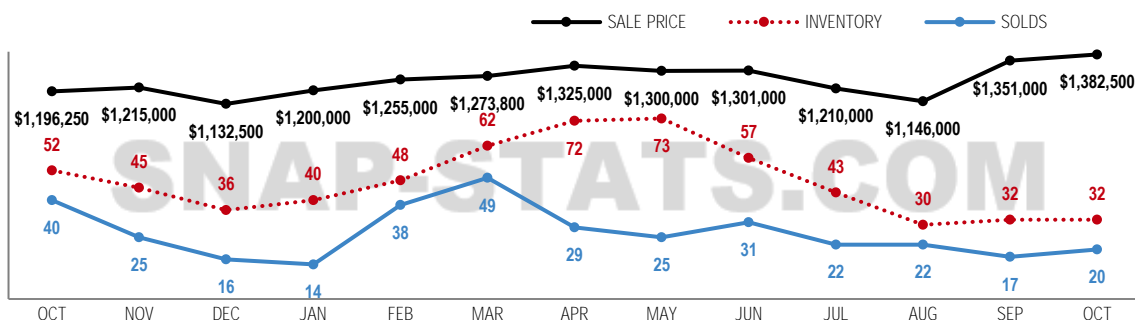
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 62% Sales Ratio average (6.2 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 89% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Insufficient data
- Sellers Best Bet\*\* Insufficient data

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	1	33%
500,001 – 600,000	5	9	180%*
600,001 – 700,000	3	2	67%
700,001 – 800,000	0	2	NA*
800,001 – 900,000	3	2	67%
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	1	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*	16	18	113%*

0 to 1 Bedroom	1	1	100%
2 Bedrooms	9	12	133%*
3 Bedrooms	4	4	100%
4 Bedrooms & Greater	2	1	50%
TOTAL*	16	18	113%*

SnapStats®	September	October	Variance
Inventory	17	16	-6%
Solds	19	18	-5%
Sale Price	\$615,000	\$591,500	-4%
Sale Price SQFT	\$543	\$501	-8%
Sale to List Price Ratio	103%	100%	-3%
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 CONDOS & TOWNHOMES

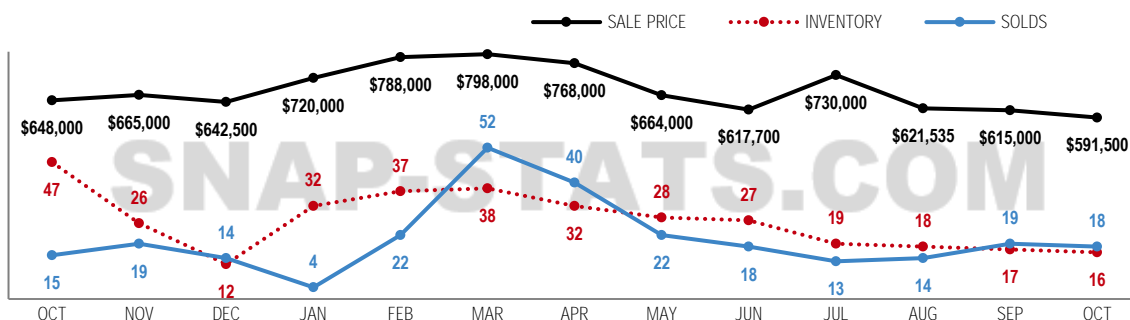
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	2	5	250%*
East Delta	0	1	NA*
Hawthorne	3	3	100%
Holly	1	0	NA
Ladner Elementary	7	7	100%
Ladner Rural	3	0	NA
Neilsen Grove	0	2	NA*
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	16	18	113%*

## Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 112% Sales Ratio average (11.2 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\*\* Insufficient data
- Sellers Best Bet\*\* Insufficient data

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



## Compliments of...

**Steve Birkic** Personal Real Estate Corporation  
Keller Williams Realty VanCentral  
778.882.5700

stevebirkic.com  
steve@stevebirkic.com

