

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

Compliments of:

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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	4	1	25%
400,001 – 500,000	9	5	56%
500,001 – 600,000	37	20	54%
600,001 – 700,000	60	52	87%
700,001 – 800,000	53	46	87%
800,001 – 900,000	41	28	68%
900,001 – 1,000,000	41	26	63%
1,000,001 – 1,250,000	74	36	49%
1,250,001 – 1,500,000	61	20	33%
1,500,001 – 1,750,000	49	13	27%
1,750,001 – 2,000,000	52	10	19%
2,000,001 – 2,250,000	24	5	21%
2,250,001 – 2,500,000	21	3	14%
2,500,001 – 2,750,000	19	3	16%
2,750,001 – 3,000,000	19	3	16%
3,000,001 – 3,500,000	23	8	35%
3,500,001 – 4,000,000	18	1	6%
4,000,001 – 4,500,000	13	0	NA
4,500,001 – 5,000,000	14	1	7%
5,000,001 & Greater	47	4	9%
TOTAL*	680	285	42%

0 to 1 Bedroom	253	145	57%
2 Bedrooms	311	118	38%
3 Bedrooms	103	22	21%
4 Bedrooms & Greater	13	0	NA
TOTAL*	680	285	42%

SnapStats®	January	February	Variance
Inventory	631	680	8%
Solds	190	285	50%
Sale Price	\$834,500	\$858,000	3%
Sale Price SQFT	\$1,098	\$1,089	-1%
Sale to List Price Ratio	98%	101%	3%
Days on Market	14	10	-29%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	115	25	22%
Downtown	240	118	49%
Westend	143	60	42%
Yaletown	182	82	45%
TOTAL*	680	285	42%

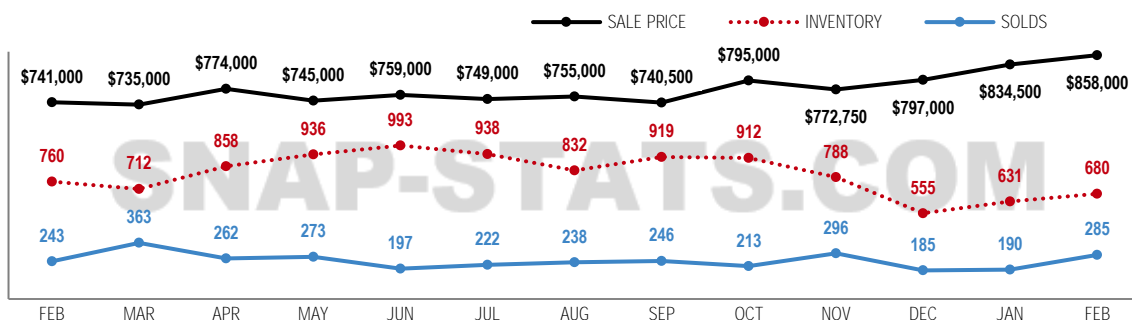
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 42% Sales Ratio average (4.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$600,000 to \$800,000 with average 87% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown 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	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	4	1	25%
2,000,001 - 2,250,000	1	3	300%*
2,250,001 - 2,500,000	7	3	43%
2,500,001 - 2,750,000	12	7	58%
2,750,001 - 3,000,000	29	13	45%
3,000,001 - 3,500,000	51	15	29%
3,500,001 - 4,000,000	65	22	34%
4,000,001 - 4,500,000	49	16	33%
4,500,001 - 5,000,000	43	6	14%
5,000,001 - 5,500,000	41	4	10%
5,500,001 - 6,000,000	43	5	12%
6,000,001 - 6,500,000	20	2	10%
6,500,001 - 7,000,000	32	2	6%
7,000,001 - 7,500,000	16	0	NA
7,500,001 & Greater	119	2	2%
TOTAL*	534	101	19%

2 Bedrooms & Less	22	2	9%
3 to 4 Bedrooms	166	45	27%
5 to 6 Bedrooms	256	45	18%
7 Bedrooms & More	90	9	10%
TOTAL*	534	101	19%

SnapStats®	January	February	Variance
Inventory	500	534	7%
Solds	63	101	60%
Sale Price	\$3,205,000	\$3,660,000	14%
Sale Price SQFT	\$1,127	\$1,228	9%
Sale to List Price Ratio	97%	98%	1%
Days on Market	31	11	-65%

*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

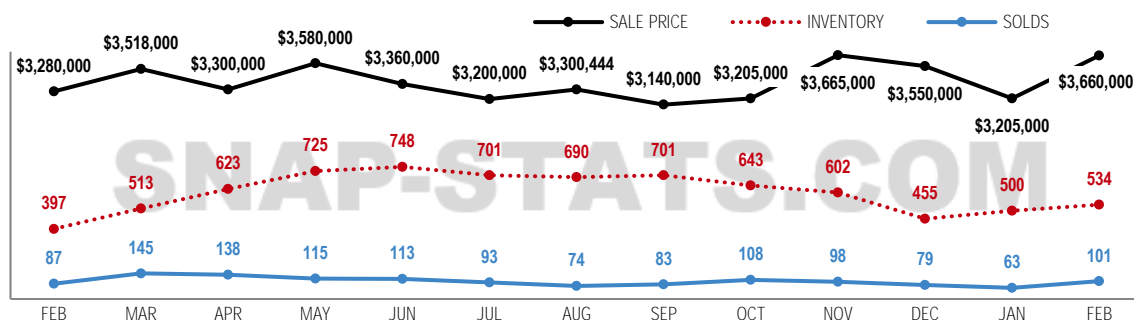
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	20	4	20%
Cambie	63	8	13%
Dunbar	67	17	25%
Fairview	1	1	100%
Falsecreek	0	0	NA
Kerrisdale	16	6	38%
Kitsilano	20	13	65%
Mackenzie Heights	21	4	19%
Marpole	37	5	14%
Mount Pleasant	6	2	33%
Oakridge	17	1	6%
Point Grey	59	13	22%
Quilchena	21	3	14%
SW Marine	20	5	25%
Shaughnessy	67	2	3%
South Cambie	7	0	NA
South Granville	51	7	14%
Southlands	28	5	18%
University	13	5	38%
TOTAL*	534	101	19%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Oakridge, Shaughnessy and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano 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	1	1	100%
400,001 – 500,000	9	5	56%
500,001 – 600,000	24	17	71%
600,001 – 700,000	31	31	100%
700,001 – 800,000	59	26	44%
800,001 – 900,000	47	26	55%
900,001 – 1,000,000	46	24	52%
1,000,001 – 1,250,000	68	42	62%
1,250,001 – 1,500,000	84	31	37%
1,500,001 – 1,750,000	57	18	32%
1,750,001 – 2,000,000	68	16	24%
2,000,001 – 2,250,000	30	14	47%
2,250,001 – 2,500,000	29	5	17%
2,500,001 – 2,750,000	7	1	14%
2,750,001 – 3,000,000	15	2	13%
3,000,001 – 3,500,000	12	3	25%
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	1	1	100%
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	599	263	44%

0 to 1 Bedroom	146	93	64%
2 Bedrooms	289	123	43%
3 Bedrooms	142	43	30%
4 Bedrooms & Greater	22	4	18%
TOTAL*	599	263	44%

SnapStats®	January	February	Variance
Inventory	542	599	11%
Solds	183	263	44%
Sale Price	\$995,000	\$1,010,000	2%
Sale Price SQFT	\$1,070	\$1,114	4%
Sale to List Price Ratio	101%	101%	0%
Days on Market	13	8	-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

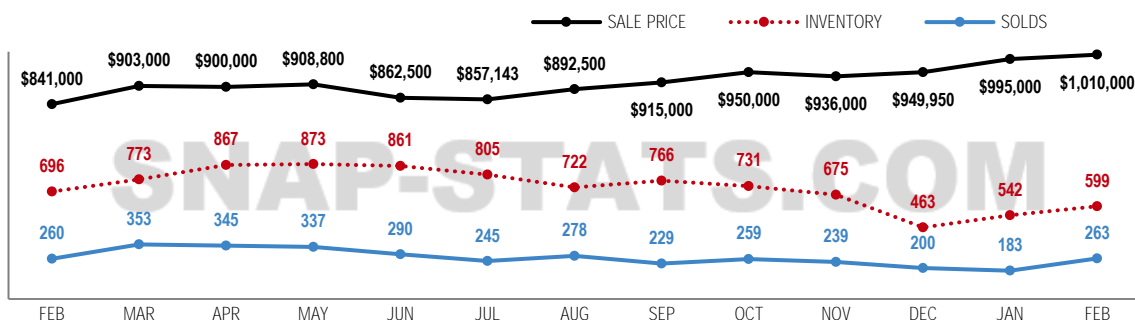
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	88	27	31%
Dunbar	10	5	50%
Fairview	65	36	55%
Falsecreek	70	35	50%
Kerrisdale	30	5	17%
Kitsilano	46	45	98%
Mackenzie Heights	3	1	33%
Marpole	60	29	48%
Mount Pleasant	6	8	133%*
Oakridge	31	13	42%
Point Grey	10	3	30%
Quilchena	10	8	80%
SW Marine	9	5	56%
Shaughnessy	7	5	71%
South Cambie	17	7	41%
South Granville	33	3	9%
Southlands	1	0	NA
University	102	28	27%
TOTAL*	599	263	44%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 44% Sales Ratio average (4.4 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$600,000 to \$700,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Kerrisdale, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Mount Pleasant, Quilchena 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	1	0	NA
1,000,001 - 1,250,000	3	1	33%
1,250,001 - 1,500,000	14	7	50%
1,500,001 - 1,750,000	37	5	14%
1,750,001 - 2,000,000	70	30	43%
2,000,001 - 2,250,000	52	30	58%
2,250,001 - 2,500,000	61	22	36%
2,500,001 - 2,750,000	23	9	39%
2,750,001 - 3,000,000	63	7	11%
3,000,001 - 3,500,000	45	6	13%
3,500,001 - 4,000,000	17	0	NA
4,000,001 - 4,500,000	8	0	NA
4,500,001 - 5,000,000	5	0	NA
5,000,001 - 5,500,000	1	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	0	0	NA
TOTAL*	401	117	29%

2 Bedrooms & Less	30	3	10%
3 to 4 Bedrooms	144	51	35%
5 to 6 Bedrooms	171	48	28%
7 Bedrooms & More	56	15	27%
TOTAL*	401	117	29%

SnapStats®	January	February	Variance
Inventory	334	401	20%
Solds	65	117	80%
Sale Price	\$2,100,000	\$2,168,800	3%
Sale Price SQFT	\$912	\$929	2%
Sale to List Price Ratio	105%	114%	9%
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

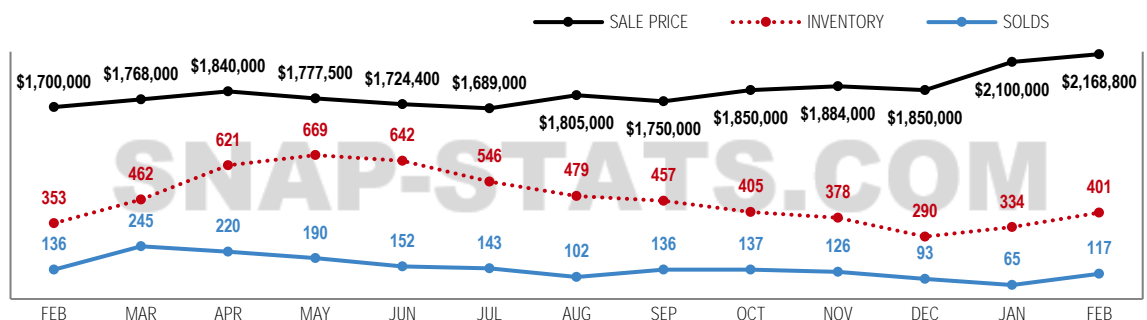
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	1	33%
Collingwood	81	2	2%
Downtown	0	0	NA
Fraser	20	10	50%
Fraserview	15	10	67%
Grandview Woodland	39	11	28%
Hastings	10	3	30%
Hastings Sunrise	8	9	113%*
Killarney	30	8	27%
Knight	33	12	36%
Main	16	6	38%
Mount Pleasant	8	4	50%
Renfrew Heights	36	4	11%
Renfrew	38	12	32%
South Marine	2	2	100%
South Vancouver	34	15	44%
Strathcona	6	1	17%
Victoria	22	7	32%
TOTAL*	401	117	29%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Sellers Market at 29% Sales Ratio average (2.9 in 10 homes selling rate)
- Homes are selling on average 14% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Collingwood, Renfrew Heights and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hastings Sunrise and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	3	1	33%
300,001 – 400,000	8	4	50%
400,001 – 500,000	20	16	80%
500,001 – 600,000	51	35	69%
600,001 – 700,000	61	35	57%
700,001 – 800,000	33	32	97%
800,001 – 900,000	48	27	56%
900,001 – 1,000,000	37	18	49%
1,000,001 – 1,250,000	49	31	63%
1,250,001 – 1,500,000	26	10	38%
1,500,001 – 1,750,000	9	10	111%*
1,750,001 – 2,000,000	8	1	13%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	1	50%
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	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	1	0	NA
TOTAL*	363	221	61%

0 to 1 Bedroom	128	95	74%
2 Bedrooms	167	93	56%
3 Bedrooms	63	29	46%
4 Bedrooms & Greater	5	4	80%
TOTAL*	363	221	61%

SnapStats®	January	February	Variance
Inventory	316	363	15%
Solds	167	221	32%
Sale Price	\$730,000	\$759,000	4%
Sale Price SQFT	\$923	\$963	4%
Sale to List Price Ratio	100%	108%	8%
Days on Market	16	8	-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

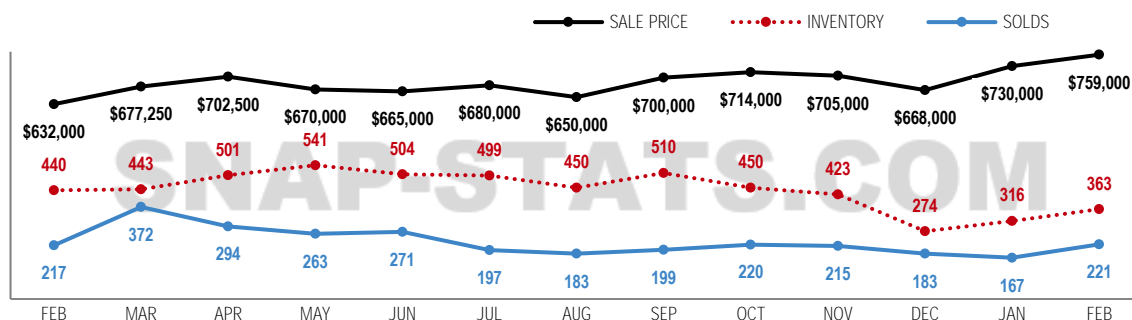
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	3	150%*
Collingwood	81	40	49%
Downtown	22	19	86%
Fraser	14	9	64%
Fraserview	1	0	NA
Grandview Woodland	20	19	95%
Hastings	14	11	79%
Hastings Sunrise	0	0	NA
Killarney	7	2	29%
Knight	3	2	67%
Main	3	4	133%*
Mount Pleasant	68	51	75%
Renfrew Heights	13	5	38%
Renfrew	3	7	233%*
South Marine	49	30	61%
South Vancouver	25	6	24%
Strathcona	27	5	19%
Victoria	11	8	73%
TOTAL*	363	221	61%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 61% Sales Ratio average (6.1 in 10 homes selling rate)
- Homes are selling on average 8% 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 \$1.75 mil to \$2 mil, South Vancouver, Strathcona and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, Grandview Woodland and up to 1 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	2	0	NA
1,250,001 - 1,500,000	2	1	50%
1,500,001 - 1,750,000	12	5	42%
1,750,001 - 2,000,000	29	9	31%
2,000,001 - 2,250,000	15	18	120%*
2,250,001 - 2,500,000	17	16	94%
2,500,001 - 2,750,000	12	16	133%*
2,750,001 - 3,000,000	14	2	14%
3,000,001 - 3,500,000	14	8	57%
3,500,001 - 4,000,000	13	1	8%
4,000,001 - 4,500,000	4	2	50%
4,500,001 - 5,000,000	2	0	NA
5,000,001 - 5,500,000	3	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	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	143	78	55%

2 Bedrooms & Less	7	5	71%
3 to 4 Bedrooms	67	44	66%
5 to 6 Bedrooms	53	22	42%
7 Bedrooms & More	16	7	44%
TOTAL*	143	78	55%

SnapStats®	January	February	Variance
Inventory	94	143	52%
Solds	37	78	111%
Sale Price	\$2,250,000	\$2,307,000	3%
Sale Price SQFT	\$831	\$945	14%
Sale to List Price Ratio	103%	111%	8%
Days on Market	8	7	-13%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	4	6	150%*
Boulevard	10	2	20%
Braemar	2	0	NA
Calverhall	5	5	100%
Canyon Heights	14	8	57%
Capilano	1	4	400%*
Central Lonsdale	17	6	35%
Deep Cove	3	1	33%
Delbrook	4	1	25%
Dollarton	2	4	200%*
Edgemont	7	3	43%
Forest Hills	8	3	38%
Grouse Woods	0	0	NA
Harbourside	0	0	NA
Indian Arm	0	0	NA
Indian River	0	4	NA*
Lower Lonsdale	7	0	NA
Lynn Valley	8	8	100%
Lynnmoor	4	0	NA
Mosquito Creek	2	0	NA
Norqate	2	0	NA
Northlands	1	2	200%*
Pemberton Heights	5	2	40%
Pemberton	2	3	150%*
Princess Park	1	1	100%
Queensbury	4	2	50%
Roche Point	0	1	NA*
Seymour	4	1	25%
Tempe	0	0	NA
Upper Delbrook	6	2	33%
Upper Lonsdale	13	6	46%
Westlynn	5	2	40%
Westlynn Terrace	0	1	NA*
Windsor Park	1	0	NA
Woodlands-Sunshine Cascade	1	0	NA
TOTAL*	143	78	55%

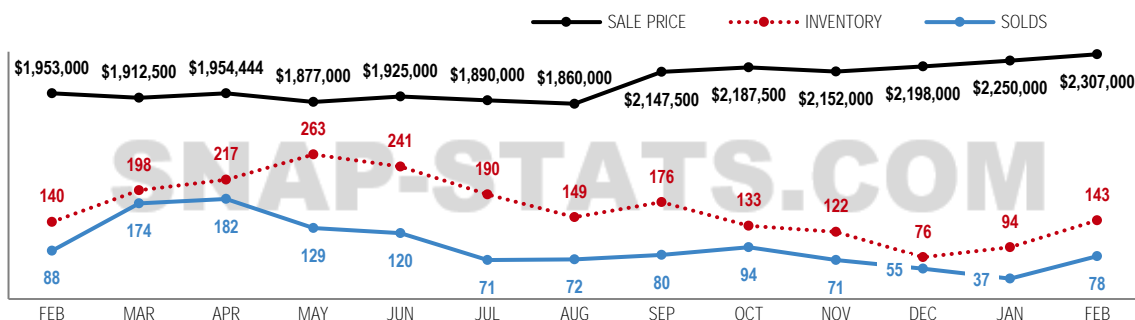
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 55% Sales Ratio average (5.5 in 10 homes selling rate)
- Homes are selling on average 11% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil / \$2.5 mil to \$2.75 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Boulevard and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley and 3 to 4 bedroom properties

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13 Month Market Trend



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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	7	7	100%
500,001 – 600,000	11	10	91%
600,001 – 700,000	21	23	110%*
700,001 – 800,000	21	27	129%*
800,001 – 900,000	17	14	82%
900,001 – 1,000,000	13	18	138%*
1,000,001 – 1,250,000	33	33	100%
1,250,001 – 1,500,000	25	17	68%
1,500,001 – 1,750,000	21	14	67%
1,750,001 – 2,000,000	16	6	38%
2,000,001 – 2,250,000	4	1	25%
2,250,001 – 2,500,000	2	2	100%
2,500,001 – 2,750,000	2	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	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*	204	172	84%

0 to 1 Bedroom	51	48	94%
2 Bedrooms	109	88	81%
3 Bedrooms	37	29	78%
4 Bedrooms & Greater	7	7	100%
TOTAL*	204	172	84%

SnapStats®	January	February	Variance
Inventory	163	204	25%
Solds	102	172	69%
Sale Price	\$914,450	\$924,950	1%
Sale Price SQFT	\$963	\$992	3%
Sale to List Price Ratio	100%	105%	5%
Days on Market	7	7	0%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	10	1	10%
Central Lonsdale	20	30	150%*
Deep Cove	0	0	NA
Delbrook	0	1	NA*
Dollarton	0	0	NA
Edgemont	6	1	17%
Forest Hills	0	0	NA
Grouse Woods	0	1	NA*
Harbourside	1	5	500%*
Indian Arm	0	0	NA
Indian River	1	3	300%*
Lower Lonsdale	48	45	94%
Lynn Valley	11	15	136%*
Lynn timer	14	24	171%*
Mosquito Creek	7	8	114%*
Norgate	4	3	75%
Northlands	1	5	500%*
Pemberton Heights	0	0	NA
Pemberton	56	12	21%
Princess Park	0	0	NA
Queensbury	1	1	100%
Roche Point	13	13	100%
Seymour	0	0	NA
Tempe	1	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	8	2	25%
Westlynn	0	2	NA*
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	204	172	84%

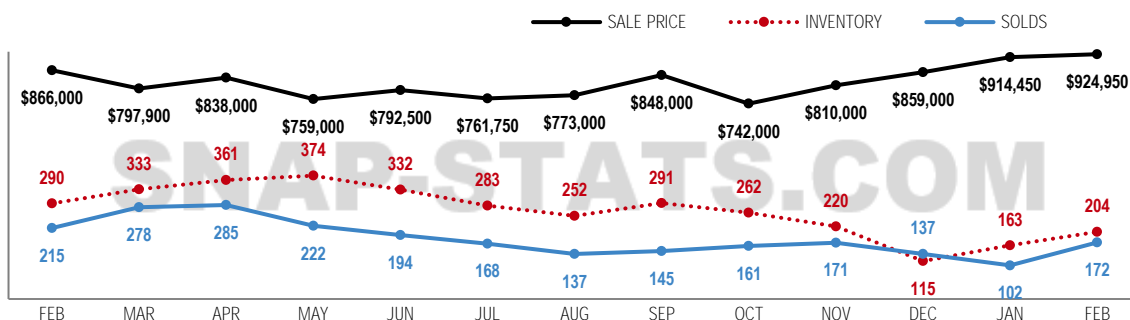
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 84% Sales Ratio average (8.4 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band** \$600,000 to \$800,000 / \$900,000 to \$1.25 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Capilano, Pemberton, Upper Lonsdale and 3 bedrooms
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn Valley, Lynn timer, Mosquito Creek, Roche Point and up to 1 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	0	0	NA
1,500,001 - 1,750,000	0	1	NA*
1,750,001 - 2,000,000	3	2	67%
2,000,001 - 2,250,000	3	4	133%*
2,250,001 - 2,500,000	9	9	100%
2,500,001 - 2,750,000	12	7	58%
2,750,001 - 3,000,000	27	7	26%
3,000,001 - 3,500,000	31	8	26%
3,500,001 - 4,000,000	31	7	23%
4,000,001 - 4,500,000	33	3	9%
4,500,001 - 5,000,000	32	2	6%
5,000,001 - 5,500,000	11	0	NA
5,500,001 - 6,000,000	20	3	15%
6,000,001 - 6,500,000	12	1	8%
6,500,001 - 7,000,000	14	1	7%
7,000,001 - 7,500,000	5	0	NA
7,500,001 & Greater	70	3	4%
TOTAL*	313	58	19%

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	138	33	24%
5 to 6 Bedrooms	141	22	16%
7 Bedrooms & More	26	1	4%
TOTAL*	313	58	19%

SnapStats®	January	February	Variance
Inventory	266	313	18%
Solds	31	58	87%
Sale Price	\$3,130,000	\$2,957,500	-6%
Sale Price SQFT	\$818	\$952	16%
Sale to List Price Ratio	95%	99%	4%
Days on Market	54	8	-85%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	15	1	7%
Ambleside	23	6	26%
Bayridge	14	2	14%
British Properties	55	8	15%
Canterbury	5	0	NA
Caulfield	19	2	11%
Cedardale	4	2	50%
Chartwell	31	1	3%
Chelsea Park	4	2	50%
Cypress	3	2	67%
Cypress Park Estates	8	1	13%
Deer Ridge	0	0	NA
Dundarave	19	4	21%
Eagle Harbour	7	2	29%
Eagleridge	3	3	100%
Furry Creek	3	1	33%
Gleneagles	3	1	33%
Glenmore	14	3	21%
Horseshoe Bay	2	2	100%
Howe Sound	2	0	NA
Lions Bay	7	3	43%
Olde Caulfield	6	0	NA
Panorama Village	1	0	NA
Park Royal	4	0	NA
Porteau Cove	0	0	NA
Queens	20	4	20%
Rockridge	3	0	NA
Sandy Cove	1	0	NA
Sentinel Hill	8	5	63%
Upper Caulfield	3	0	NA
West Bay	5	1	20%
Westhill	8	0	NA
Westmount	8	2	25%
Whitby Estates	4	0	NA
Whytecliff	1	0	NA
TOTAL*	313	58	19%

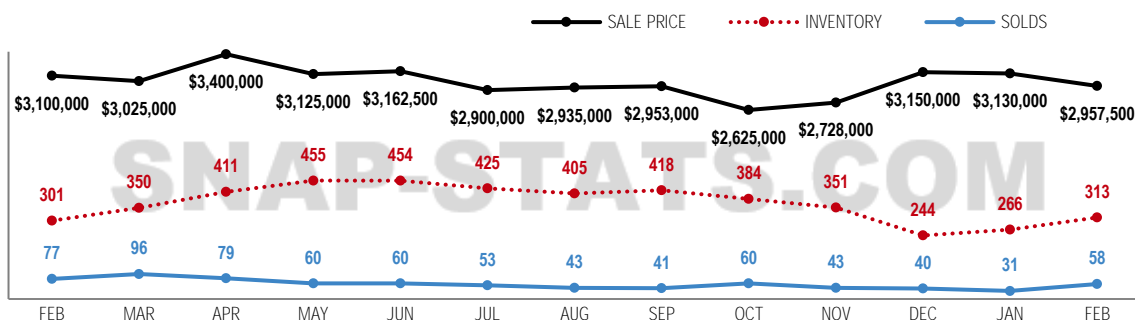
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Altamont, Chartwell and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Sentinel Hill and up to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	2	1	50%
600,001 – 700,000	4	1	25%
700,001 – 800,000	2	4	200%*
800,001 – 900,000	2	2	100%
900,001 – 1,000,000	1	1	100%
1,000,001 – 1,250,000	3	3	100%
1,250,001 – 1,500,000	4	2	50%
1,500,001 – 1,750,000	3	2	67%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	0	1	NA*
2,250,001 – 2,500,000	5	1	20%
2,500,001 – 2,750,000	2	1	50%
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	2	1	50%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	53	20	38%

0 to 1 Bedroom	13	2	15%
2 Bedrooms	21	15	71%
3 Bedrooms	16	3	19%
4 Bedrooms & Greater	3	0	NA
TOTAL*	53	20	38%

SnapStats®	January	February	Variance
Inventory	40	53	33%
Solds	14	20	43%
Sale Price	\$972,500	\$1,119,000	15%
Sale Price SQFT	\$873	\$1,084	24%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	7	9	29%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	13	9	69%
Bayridge	0	0	NA
British Properties	0	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	3	0	NA
Deer Ridge	1	0	NA
Dundarave	14	6	43%
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	1	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	1	NA*
Panorama Village	4	1	25%
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	2	1	50%
Whytecliff	0	0	NA
TOTAL*	53	20	38%

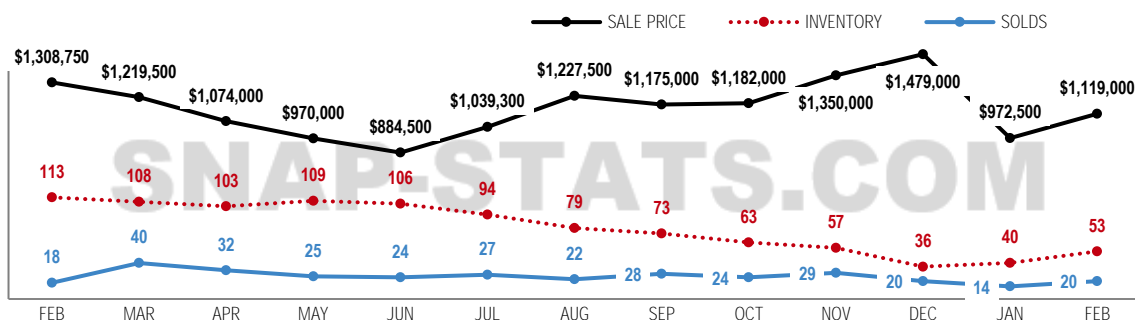
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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 4% below list price
- Most Active Price Band** Insufficient data but with 4 sales price band of \$700,000 to \$800,000
- Buyers Best Bet** Homes in Dundarave and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and 2 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	1	0	NA
1,250,001 - 1,500,000	8	3	38%
1,500,001 - 1,750,000	43	16	37%
1,750,001 - 2,000,000	57	22	39%
2,000,001 - 2,250,000	39	18	46%
2,250,001 - 2,500,000	32	10	31%
2,500,001 - 2,750,000	26	10	38%
2,750,001 - 3,000,000	47	6	13%
3,000,001 - 3,500,000	40	10	25%
3,500,001 - 4,000,000	26	3	12%
4,000,001 - 4,500,000	8	0	NA
4,500,001 - 5,000,000	11	0	NA
5,000,001 - 5,500,000	5	0	NA
5,500,001 - 6,000,000	5	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	3	0	NA
TOTAL*	352	99	28%

2 Bedrooms & Less	12	4	33%
3 to 4 Bedrooms	132	38	29%
5 to 6 Bedrooms	188	53	28%
7 Bedrooms & More	20	4	20%
TOTAL*	352	99	28%

SnapStats®	January	February	Variance
Inventory	247	352	43%
Solds	105	99	-6%
Sale Price	\$2,218,000	\$2,130,888	-4%
Sale Price SQFT	\$793	\$814	3%
Sale to List Price Ratio	102%	107%	5%
Days on Market	36	9	-75%

*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

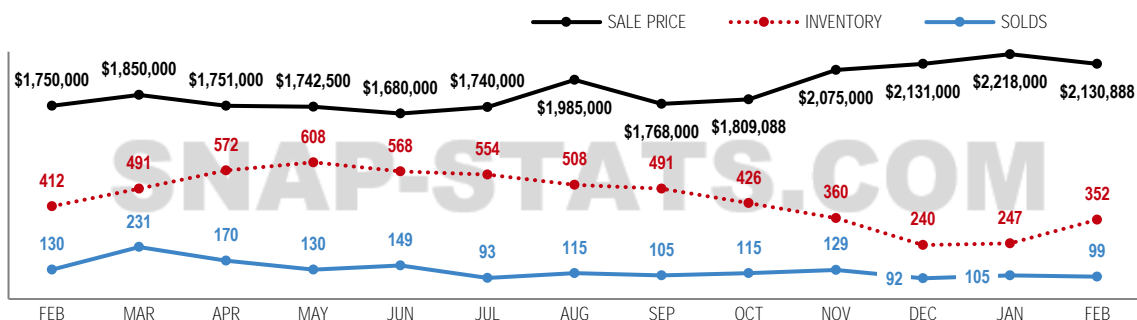
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	3	3	100%
Bridgeport	9	1	11%
Brighthouse	5	0	NA
Brighthouse South	2	0	NA
Broadmoor	41	7	17%
East Cambie	9	3	33%
East Richmond	6	2	33%
Garden City	14	4	29%
Gilmore	0	0	NA
Granville	23	7	30%
Hamilton	5	4	80%
Ironwood	11	7	64%
Lackner	8	7	88%
McLennan	8	0	NA
McLennan North	4	2	50%
McNair	18	7	39%
Quilchena	20	3	15%
Riverdale	27	5	19%
Saunders	17	6	35%
Sea Island	4	2	50%
Seafair	22	4	18%
South Arm	11	3	27%
Steveston North	27	4	15%
Steveston South	5	5	100%
Steveston Village	1	4	400%*
Terra Nova	7	4	57%
West Cambie	14	2	14%
Westwind	8	1	13%
Woodwards	23	2	9%
TOTAL*	352	99	28%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 7% above list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 46% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, Woodwards and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lackner 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	23	4	17%
300,001 – 400,000	11	3	27%
400,001 – 500,000	27	22	81%
500,001 – 600,000	49	39	80%
600,001 – 700,000	53	56	106%*
700,001 – 800,000	51	52	102%*
800,001 – 900,000	45	29	64%
900,001 – 1,000,000	51	26	51%
1,000,001 – 1,250,000	73	36	49%
1,250,001 – 1,500,000	62	21	34%
1,500,001 – 1,750,000	21	7	33%
1,750,001 – 2,000,000	4	1	25%
2,000,001 – 2,250,000	6	0	NA
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	0	NA
3,000,001 – 3,500,000	2	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*	486	296	61%

0 to 1 Bedroom	94	64	68%
2 Bedrooms	196	147	75%
3 Bedrooms	146	65	45%
4 Bedrooms & Greater	50	20	40%
TOTAL*	486	296	61%

SnapStats®	January	February	Variance
Inventory	433	486	12%
Solds	231	296	28%
Sale Price	\$722,000	\$750,000	4%
Sale Price SQFT	\$773	\$792	2%
Sale to List Price Ratio	103%	107%	4%
Days on Market	11	8	-27%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	3	7	233%*
Bridgeport	8	5	63%
Brighthouse	163	105	64%
Brighthouse South	31	29	94%
Broadmoor	5	2	40%
East Cambie	0	1	NA*
East Richmond	2	0	NA
Garden City	3	2	67%
Gilmore	0	0	NA
Granville	14	3	21%
Hamilton	7	11	157%*
Ironwood	12	9	75%
Lackner	13	1	8%
McLennan	0	0	NA
McLennan North	31	19	61%
McNair	0	0	NA
Quilchena	3	3	100%
Riverdale	4	7	175%*
Saunders	1	2	200%*
Sea Island	0	0	NA
Seafair	3	1	33%
South Arm	11	4	36%
Steveston North	2	5	250%*
Steveston South	13	12	92%
Steveston Village	4	5	125%*
Terra Nova	6	2	33%
West Cambie	142	56	39%
Westwind	0	2	NA*
Woodwards	5	3	60%
TOTAL*	486	296	61%

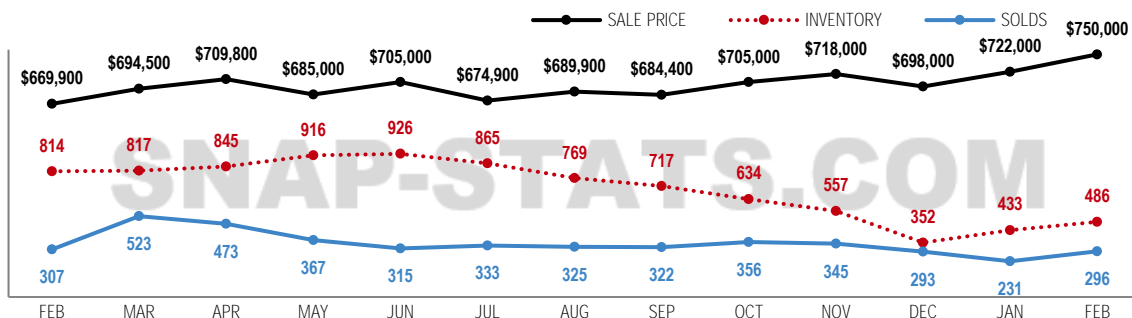
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 61% Sales Ratio average (6.1 in 10 homes selling rate)
- Homes are selling on average 7% above list price
- Most Active Price Band** \$600,000 to \$800,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes up to \$300,000, Granville, Lackner and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Brighthouse South, Hamilton, Steveston South and 2 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	12	4	33%
1,500,001 - 1,750,000	17	23	135%*
1,750,001 - 2,000,000	15	6	40%
2,000,001 - 2,250,000	5	6	120%*
2,250,001 - 2,500,000	6	3	50%
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	4	1	25%
3,000,001 - 3,500,000	1	2	200%*
3,500,001 - 4,000,000	2	0	NA
4,000,001 - 4,500,000	2	2	100%
4,500,001 - 5,000,000	1	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	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	68	47	69%

2 Bedrooms & Less	2	4	200%*
3 to 4 Bedrooms	44	33	75%
5 to 6 Bedrooms	20	8	40%
7 Bedrooms & More	2	2	100%
TOTAL*	68	47	69%

SnapStats®	January	February	Variance
Inventory	49	68	39%
Solds	24	47	96%
Sale Price	\$1,696,500	\$1,715,000	1%
Sale Price SQFT	\$661	\$661	0%
Sale to List Price Ratio	102%	104%	2%
Days on Market	9	8	-11%

*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

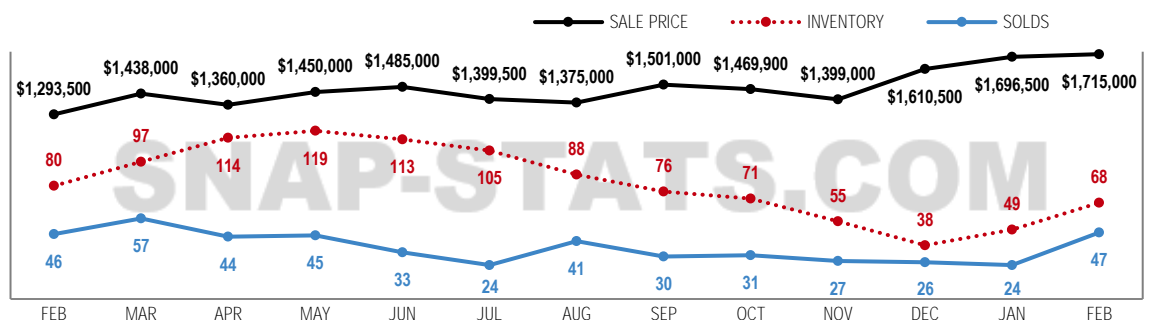
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	7	117%*
Boundary Beach	6	2	33%
Cliff Drive	11	3	27%
English Bluff	9	6	67%
Pebble Hill	15	11	73%
Tsawwassen Central	14	11	79%
Tsawwassen East	4	3	75%
Tsawwassen North	3	4	133%*
TOTAL*	68	47	69%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 69% Sales Ratio average (6.9 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 \$1.25 mil to \$1.5 mil, Cliff Drive and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Pebble Hill, Tsawwassen Central 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	2	2	100%
500,001 – 600,000	2	3	150%*
600,001 – 700,000	4	7	175%*
700,001 – 800,000	4	3	75%
800,001 – 900,000	5	5	100%
900,001 – 1,000,000	4	2	50%
1,000,001 – 1,250,000	0	2	NA*
1,250,001 – 1,500,000	1	1	100%
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*	22	25	114%*

0 to 1 Bedroom	4	5	125%*
2 Bedrooms	11	13	118%*
3 Bedrooms	4	7	175%*
4 Bedrooms & Greater	3	0	NA
TOTAL*	22	25	114%*

SnapStats®	January	February	Variance
Inventory	26	22	-15%
Solds	17	25	47%
Sale Price	\$605,000	\$728,000	20%
Sale Price SQFT	\$630	\$558	-11%
Sale to List Price Ratio	101%	100%	-1%
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 CONDOS & TOWNHOMES

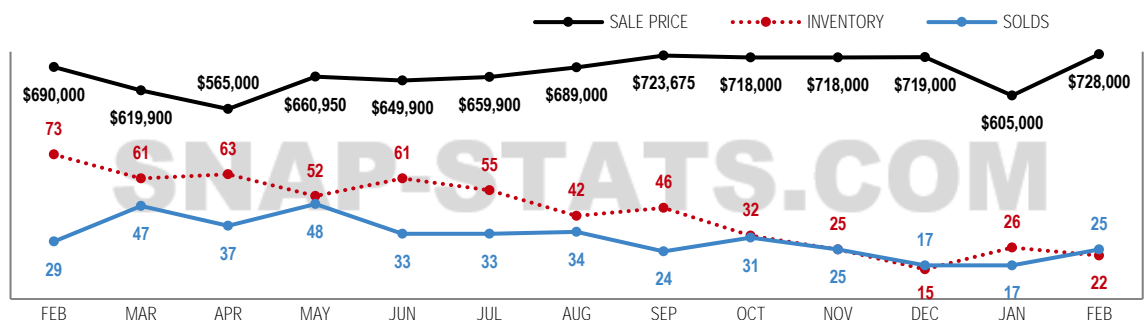
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	3	4	133%*
Boundary Beach	0	0	NA
Cliff Drive	4	6	150%*
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	3	6	200%*
Tsawwassen East	0	2	NA*
Tsawwassen North	12	7	58%
TOTAL*	22	25	114%*

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 114% Sales Ratio average (11.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** Insufficient data but with 7 sales price band of \$600,000 to \$700,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Selling homes in Tsawwassen North 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	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	1	NA*
1,250,001 - 1,500,000	10	3	30%
1,500,001 - 1,750,000	6	7	117%*
1,750,001 - 2,000,000	7	4	57%
2,000,001 - 2,250,000	4	0	NA
2,250,001 - 2,500,000	2	0	NA
2,500,001 - 2,750,000	3	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	0	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*	39	15	38%

2 Bedrooms & Less	5	1	20%
3 to 4 Bedrooms	18	8	44%
5 to 6 Bedrooms	15	5	33%
7 Bedrooms & More	1	1	100%
TOTAL*	39	15	38%

SnapStats®	January	February	Variance
Inventory	26	39	50%
Solds	12	15	25%
Sale Price	\$1,607,500	\$1,608,000	0%
Sale Price SQFT	\$804	\$677	-16%
Sale to List Price Ratio	119%	102%	-14%
Days on Market	9	7	-22%

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

Community DETACHED HOUSES

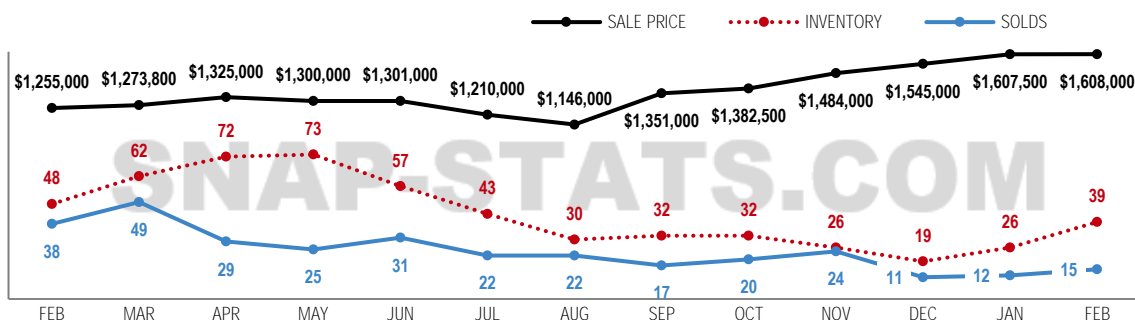
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	4	100%
East Delta	0	0	NA
Hawthorne	14	6	43%
Holly	5	2	40%
Ladner Elementary	8	1	13%
Ladner Rural	0	0	NA
Neilsen Grove	4	2	50%
Port Guichon	3	0	NA
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	39	15	38%

Market Summary

- Market Type Indicator **LADNER 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** \$1.25 mil to \$1.5 mil with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	5	2	40%
600,001 – 700,000	1	5	500%*
700,001 – 800,000	0	1	NA*
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	1	2	200%*
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*	11	12	109%*

0 to 1 Bedroom	1	2	200%*
2 Bedrooms	7	6	86%
3 Bedrooms	1	4	400%*
4 Bedrooms & Greater	2	0	NA
TOTAL*	11	12	109%*

SnapStats®	January	February	Variance
Inventory	4	11	175%
Solds	8	12	50%
Sale Price	\$867,500	\$670,000	-23%
Sale Price SQFT	\$509	\$554	9%
Sale to List Price Ratio	106%	107%	1%
Days on Market	16	7	-56%

*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

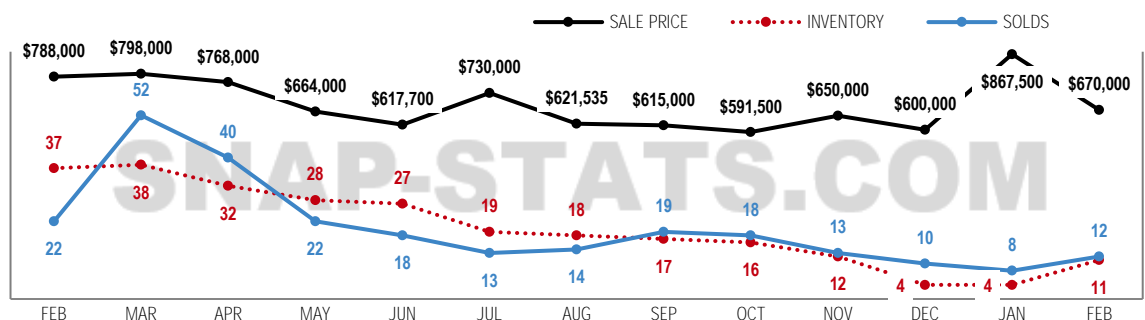
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	4	3	75%
East Delta	0	0	NA
Hawthorne	1	3	300%*
Holly	0	0	NA
Ladner Elementary	2	4	200%*
Ladner Rural	0	0	NA
Neilsen Grove	4	2	50%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	11	12	109%*

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 109% Sales Ratio average (10.9 in 10 homes selling rate)
- Homes are selling on average 7% above list price
- Most Active Price Band** Insufficient data but with 5 sales price band of \$600,000 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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