

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



January 2022

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	1	1	100%
300,001 – 400,000	2	2	100%
400,001 – 500,000	8	5	63%
500,001 – 600,000	30	24	80%
600,001 – 700,000	65	20	31%
700,001 – 800,000	44	31	70%
800,001 – 900,000	39	27	69%
900,001 – 1,000,000	38	18	47%
1,000,001 – 1,250,000	59	21	36%
1,250,001 – 1,500,000	56	13	23%
1,500,001 – 1,750,000	48	9	19%
1,750,001 – 2,000,000	46	5	11%
2,000,001 – 2,250,000	21	5	24%
2,250,001 – 2,500,000	20	3	15%
2,500,001 – 2,750,000	19	2	11%
2,750,001 – 3,000,000	16	2	13%
3,000,001 – 3,500,000	26	0	NA
3,500,001 – 4,000,000	18	1	6%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	16	0	NA
5,000,001 & Greater	49	1	2%
TOTAL*	631	190	30%

0 to 1 Bedroom	217	94	43%
2 Bedrooms	304	88	29%
3 Bedrooms	100	7	7%
4 Bedrooms & Greater	10	1	10%
TOTAL*	631	190	30%

SnapStats®	December	January	Variance
Inventory	555	631	14%
Solds	185	190	3%
Sale Price	\$797,000	\$834,500	5%
Sale Price SQFT	\$1,061	\$1,098	3%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	19	14	-26%

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

## Community CONDOS & TOWNHOMES

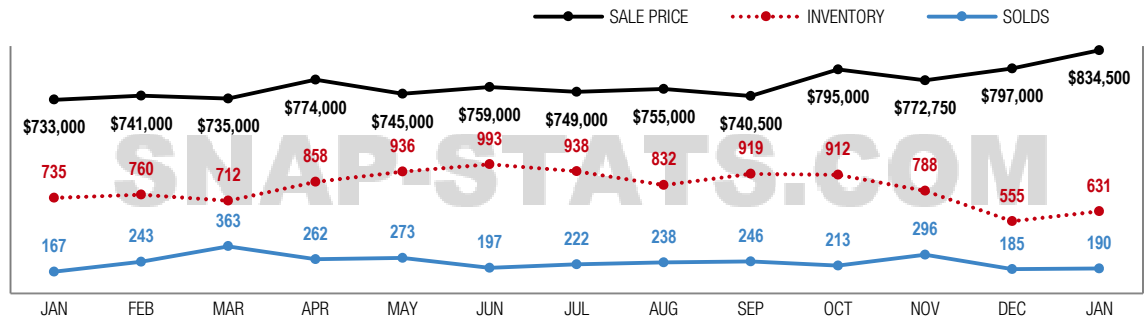
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	101	17	17%
Downtown	230	78	34%
Westend	147	35	24%
Yaletown	153	60	39%
TOTAL*	631	190	30%

## Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average 80% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Yaletown and up to 1 bedroom properties

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

## 13 Month Market Trend



## 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	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	3	2	67%
2,250,001 - 2,500,000	8	4	50%
2,500,001 - 2,750,000	11	11	100%
2,750,001 - 3,000,000	28	9	32%
3,000,001 - 3,500,000	43	10	23%
3,500,001 - 4,000,000	56	8	14%
4,000,001 - 4,500,000	48	4	8%
4,500,001 - 5,000,000	47	4	9%
5,000,001 - 5,500,000	36	1	3%
5,500,001 - 6,000,000	37	3	8%
6,000,001 - 6,500,000	21	2	10%
6,500,001 - 7,000,000	28	0	NA
7,000,001 - 7,500,000	16	0	NA
7,500,001 & Greater	112	4	4%
TOTAL*	500	63	13%

2 Bedrooms & Less	20	4	20%
3 to 4 Bedrooms	165	20	12%
5 to 6 Bedrooms	226	33	15%
7 Bedrooms & More	89	6	7%
TOTAL*	500	63	13%

SnapStats®	December	January	Variance
Inventory	455	500	10%
Solds	79	63	-20%
Sale Price	\$3,550,000	\$3,205,000	-10%
Sale Price SQFT	\$1,196	\$1,127	-6%
Sale to List Price Ratio	97%	97%	0%
Days on Market	25	31	24%

\*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

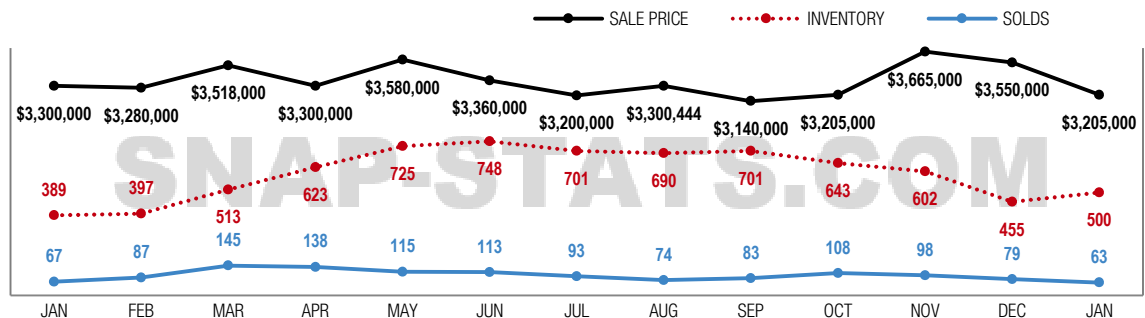
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	16	3	19%
Cambie	58	7	12%
Dunbar	60	8	13%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	15	2	13%
Kitsilano	24	9	38%
Mackenzie Heights	15	3	20%
Marpole	37	8	22%
Mount Pleasant	6	0	NA
Oakridge	18	1	6%
Point Grey	57	7	12%
Quilchena	19	3	16%
SW Marine	23	1	4%
Shaughnessy	60	2	3%
South Cambie	4	0	NA
South Granville	50	5	10%
Southlands	22	4	18%
University	16	0	NA
TOTAL*	500	63	13%

## Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 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 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$5 mil to \$5.5 mil, Oakridge, SW Marine, Shaughnessy and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Kitsilano 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	2	1	50%
400,001 – 500,000	6	2	33%
500,001 – 600,000	19	11	58%
600,001 – 700,000	28	26	93%
700,001 – 800,000	40	15	38%
800,001 – 900,000	47	26	55%
900,001 – 1,000,000	41	11	27%
1,000,001 – 1,250,000	70	33	47%
1,250,001 – 1,500,000	79	22	28%
1,500,001 – 1,750,000	54	21	39%
1,750,001 – 2,000,000	61	8	13%
2,000,001 – 2,250,000	24	4	17%
2,250,001 – 2,500,000	29	2	7%
2,500,001 – 2,750,000	5	1	20%
2,750,001 – 3,000,000	15	0	NA
3,000,001 – 3,500,000	9	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	542	183	34%

0 to 1 Bedroom	134	67	50%
2 Bedrooms	268	84	31%
3 Bedrooms	122	29	24%
4 Bedrooms & Greater	18	3	17%
TOTAL*	542	183	34%

SnapStats®	December	January	Variance
Inventory	463	542	17%
Solds	200	183	-9%
Sale Price	\$949,950	\$995,000	5%
Sale Price SQFT	\$1,036	\$1,070	3%
Sale to List Price Ratio	100%	101%	1%
Days on Market	13	13	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

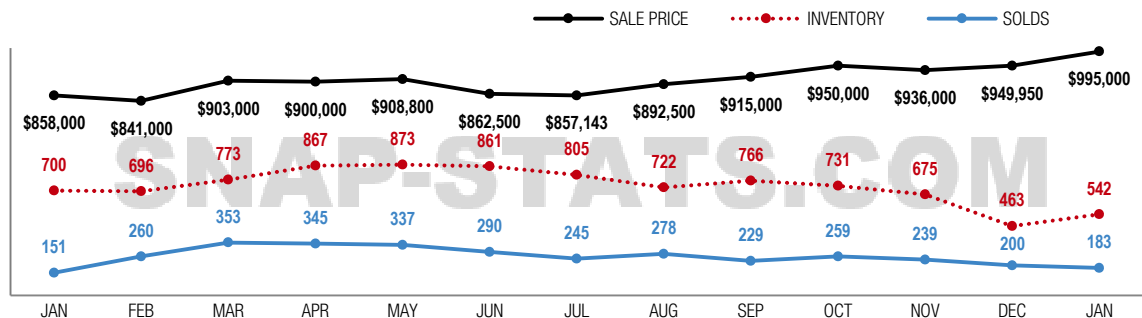
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	102	21	21%
Dunbar	16	1	6%
Fairview	39	23	59%
Falsecreek	69	31	45%
Kerrisdale	20	3	15%
Kitsilano	35	26	74%
Mackenzie Heights	0	1	NA*
Marpole	56	26	46%
Mount Pleasant	5	3	60%
Oakridge	29	7	24%
Point Grey	9	1	11%
Quilchena	11	7	64%
SW Marine	11	5	45%
Shaughnessy	5	1	20%
South Cambie	17	3	18%
South Granville	22	9	41%
Southlands	0	0	NA
University	95	15	16%
TOTAL*	542	183	34%

## Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 34% Sales Ratio average (3.4 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 93% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil, Dunbar and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in 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	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	2	0	NA
1,250,001 - 1,500,000	10	2	20%
1,500,001 - 1,750,000	22	8	36%
1,750,001 - 2,000,000	60	18	30%
2,000,001 - 2,250,000	40	16	40%
2,250,001 - 2,500,000	52	9	17%
2,500,001 - 2,750,000	18	6	33%
2,750,001 - 3,000,000	62	2	3%
3,000,001 - 3,500,000	45	4	9%
3,500,001 - 4,000,000	10	0	NA
4,000,001 - 4,500,000	5	0	NA
4,500,001 - 5,000,000	5	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	2	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	334	65	19%

2 Bedrooms & Less	26	4	15%
3 to 4 Bedrooms	119	24	20%
5 to 6 Bedrooms	139	25	18%
7 Bedrooms & More	50	12	24%
TOTAL*	334	65	19%

SnapStats®	December	January	Variance
Inventory	290	334	15%
Solds	93	65	-30%
Sale Price	\$1,850,000	\$2,100,000	14%
Sale Price SQFT	\$793	\$912	15%
Sale to List Price Ratio	104%	105%	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 DETACHED HOUSES

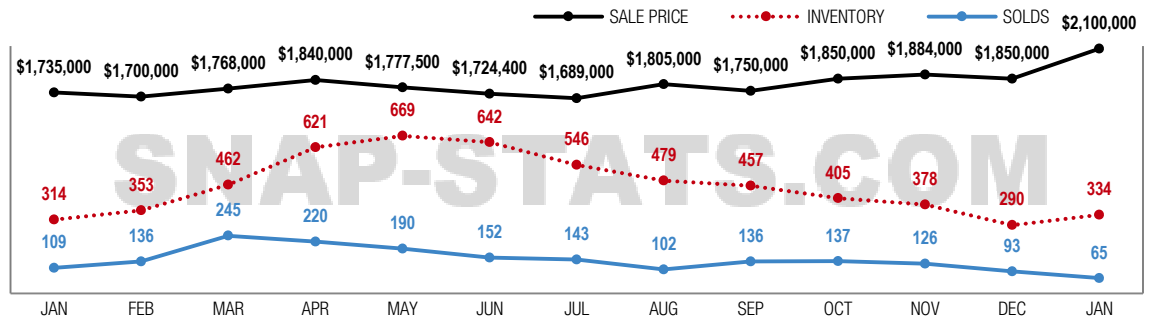
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	68	4	6%
Downtown	0	0	NA
Fraser	17	2	12%
Fraserview	12	5	42%
Grandview Woodland	45	6	13%
Hastings	10	0	NA
Hastings Sunrise	7	5	71%
Killarney	25	5	20%
Knight	27	8	30%
Main	16	1	6%
Mount Pleasant	6	3	50%
Renfrew Heights	25	3	12%
Renfrew	29	9	31%
South Marine	2	1	50%
South Vancouver	21	12	57%
Strathcona	2	0	NA
Victoria	20	1	5%
TOTAL*	334	65	19%

## Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 5% above list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Collingwood, Main, Victoria and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hastings Sunrise and minimum 7 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	11	2	18%
400,001 – 500,000	15	15	100%
500,001 – 600,000	37	27	73%
600,001 – 700,000	53	33	62%
700,001 – 800,000	19	26	137%*
800,001 – 900,000	48	23	48%
900,001 – 1,000,000	33	22	67%
1,000,001 – 1,250,000	46	8	17%
1,250,001 – 1,500,000	22	7	32%
1,500,001 – 1,750,000	15	1	7%
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	3	1	33%
2,500,001 – 2,750,000	0	1	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	0	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	316	167	53%

0 to 1 Bedroom	104	69	66%
2 Bedrooms	145	73	50%
3 Bedrooms	60	17	28%
4 Bedrooms & Greater	7	8	114%*
TOTAL*	316	167	53%

SnapStats®	December	January	Variance
Inventory	274	316	15%
Solds	183	167	-9%
Sale Price	\$668,000	\$730,000	9%
Sale Price SQFT	\$826	\$923	12%
Sale to List Price Ratio	98%	100%	2%
Days on Market	12	16	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

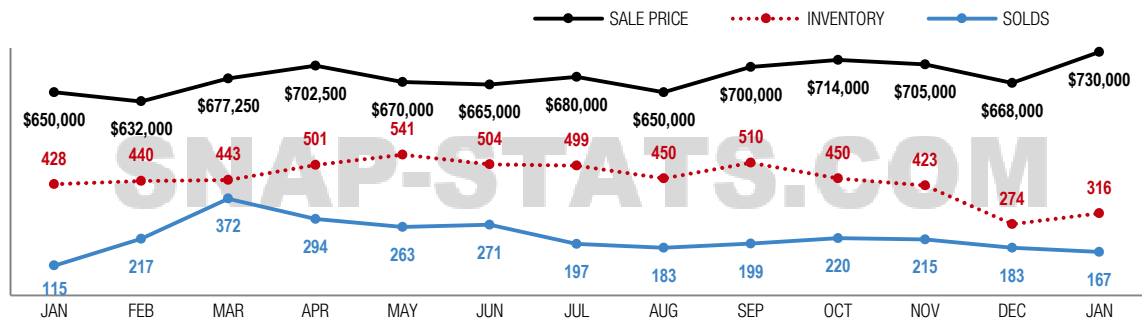
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	5	167%*
Collingwood	66	36	55%
Downtown	24	15	63%
Fraser	11	6	55%
Fraserview	1	0	NA
Grandview Woodland	21	7	33%
Hastings	9	18	200%*
Hastings Sunrise	0	1	NA*
Killarney	4	4	100%
Knight	4	7	175%*
Main	3	1	33%
Mount Pleasant	62	30	48%
Renfrew Heights	9	1	11%
Renfrew	6	3	50%
South Marine	51	18	35%
South Vancouver	30	1	3%
Strathcona	5	8	160%*
Victoria	7	6	86%
TOTAL*	316	167	53%

## Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$700,000 to \$800,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Renfrew Heights, South Vancouver and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hastings, Strathcona 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	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	0	NA
1,250,001 - 1,500,000	3	2	67%
1,500,001 - 1,750,000	5	3	60%
1,750,001 - 2,000,000	14	7	50%
2,000,001 - 2,250,000	9	8	89%
2,250,001 - 2,500,000	8	6	75%
2,500,001 - 2,750,000	8	2	25%
2,750,001 - 3,000,000	12	1	8%
3,000,001 - 3,500,000	13	3	23%
3,500,001 - 4,000,000	9	1	11%
4,000,001 - 4,500,000	3	2	67%
4,500,001 - 5,000,000	2	2	100%
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	2	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*	94	37	39%

2 Bedrooms & Less	7	4	57%
3 to 4 Bedrooms	42	14	33%
5 to 6 Bedrooms	31	18	58%
7 Bedrooms & More	14	1	7%
TOTAL*	94	37	39%

SnapStats®	December	January	Variance
Inventory	76	94	24%
Solds	55	37	-33%
Sale Price	\$2,198,000	\$2,250,000	2%
Sale Price SQFT	\$826	\$831	1%
Sale to List Price Ratio	107%	103%	-4%
Days on Market	6	8	33%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	1	100%
Boulevard	4	0	NA
Braemar	1	0	NA
Calverhall	4	1	25%
Canyon Heights	9	4	44%
Capilano	0	0	NA
Central Lonsdale	8	3	38%
Deep Cove	2	1	50%
Delbrook	1	0	NA
Dollarton	4	4	100%
Edgemont	2	5	250%*
Forest Hills	5	0	NA
Grouse Woods	0	0	NA
Harbourside	0	0	NA
Indian Arm	0	0	NA
Indian River	0	1	NA*
Lower Lonsdale	6	1	17%
Lynn Valley	6	4	67%
Lynnmoor	4	1	25%
Mosquito Creek	0	0	NA
Norgate	2	0	NA
Northlands	2	0	NA
Pemberton Heights	4	0	NA
Pemberton	2	1	50%
Princess Park	1	1	100%
Queensbury	4	1	25%
Roche Point	1	0	NA
Seymour	3	1	33%
Tempe	0	0	NA
Upper Delbrook	6	1	17%
Upper Lonsdale	7	4	57%
Westlynn	3	1	33%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	2	1	50%
TOTAL*	94	37	39%

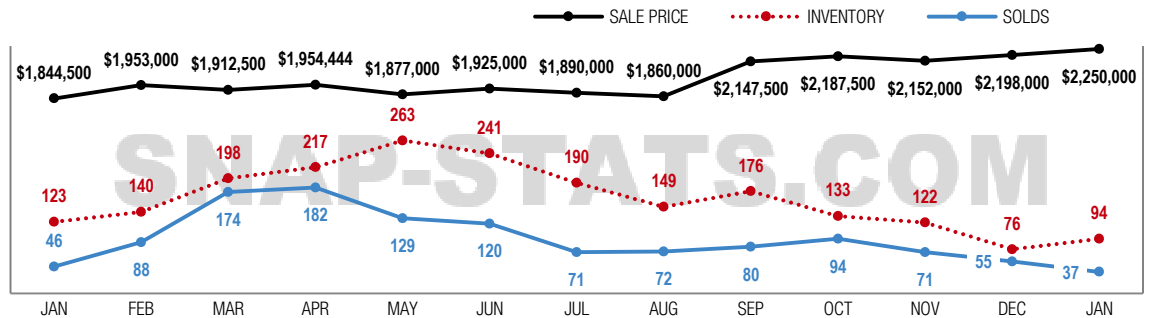
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 39% Sales Ratio average (3.9 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average 89% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Central Lonsdale and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Canyon Heights and 5 to 6 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	5	5	100%
500,001 – 600,000	6	10	167%*
600,001 – 700,000	22	12	55%
700,001 – 800,000	22	16	73%
800,001 – 900,000	7	7	100%
900,001 – 1,000,000	9	15	167%*
1,000,001 – 1,250,000	27	19	70%
1,250,001 – 1,500,000	28	15	54%
1,500,001 – 1,750,000	14	2	14%
1,750,001 – 2,000,000	10	0	NA
2,000,001 – 2,250,000	4	1	25%
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	1	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	0	0	NA
TOTAL*	163	102	63%

0 to 1 Bedroom	44	23	52%
2 Bedrooms	86	60	70%
3 Bedrooms	27	18	67%
4 Bedrooms & Greater	6	1	17%
TOTAL*	163	102	63%

SnapStats®	December	January	Variance
Inventory	115	163	42%
Solds	137	102	-26%
Sale Price	\$859,000	\$914,450	6%
Sale Price SQFT	\$914	\$963	5%
Sale to List Price Ratio	102%	100%	-2%
Days on Market	11	7	-36%

\*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

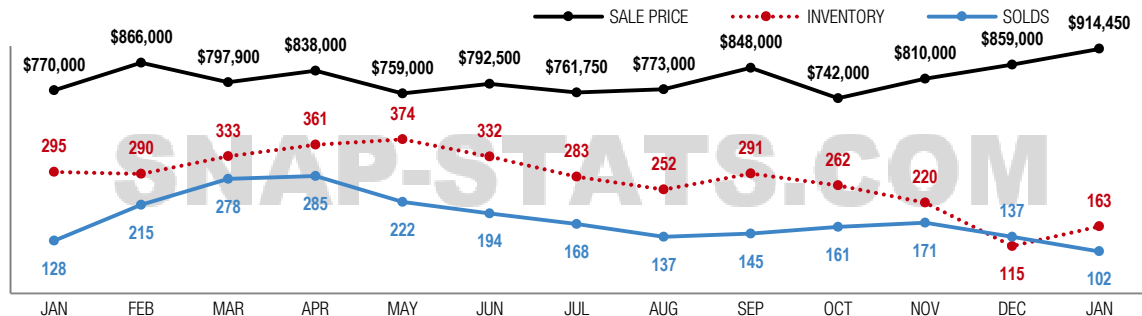
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	0	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	0	NA
Capilano	10	1	10%
Central Lonsdale	17	24	141%*
Deep Cove	0	0	NA
Delbrook	0	0	NA
Dollarton	0	0	NA
Edgemont	2	1	50%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Harbourside	2	4	200%*
Indian Arm	0	0	NA
Indian River	2	2	100%
Lower Lonsdale	33	22	67%
Lynn Valley	11	9	82%
Lynnmoor	19	20	105%*
Mosquito Creek	9	5	56%
Norgate	4	1	25%
Northlands	2	1	50%
Pemberton Heights	0	1	NA*
Pemberton	39	8	21%
Princess Park	0	0	NA
Queensbury	2	0	NA
Roche Point	7	3	43%
Seymour	0	0	NA
Tempe	1	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	2	0	NA
Westlynn	0	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	163	102	63%

## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 63% Sales Ratio average (6.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$500,000 to \$600,000 / \$900,000 to \$1 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Capilano, Pemberton and up to 1 bedroom properties
- Sellers Best Bet\*\* Selling homes in Central Lonsdale, Lynnmoor 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	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	1	0	NA
1,750,001 - 2,000,000	5	2	40%
2,000,001 - 2,250,000	3	3	100%
2,250,001 - 2,500,000	10	2	20%
2,500,001 - 2,750,000	13	4	31%
2,750,001 - 3,000,000	20	3	15%
3,000,001 - 3,500,000	18	4	22%
3,500,001 - 4,000,000	24	5	21%
4,000,001 - 4,500,000	27	1	4%
4,500,001 - 5,000,000	24	3	13%
5,000,001 - 5,500,000	12	0	NA
5,500,001 - 6,000,000	15	3	20%
6,000,001 - 6,500,000	13	0	NA
6,500,001 - 7,000,000	13	0	NA
7,000,001 - 7,500,000	5	0	NA
7,500,001 & Greater	63	1	2%
TOTAL*	266	31	12%

2 Bedrooms & Less	7	1	14%
3 to 4 Bedrooms	121	19	16%
5 to 6 Bedrooms	113	8	7%
7 Bedrooms & More	25	3	12%
TOTAL*	266	31	12%

SnapStats®	December	January	Variance
Inventory	244	266	9%
Solds	40	31	-23%
Sale Price	\$3,150,000	\$3,130,000	-1%
Sale Price SQFT	\$849	\$818	-4%
Sale to List Price Ratio	95%	95%	0%
Days on Market	43	54	26%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	11	0	NA
Ambleside	18	4	22%
Bayridge	11	0	NA
British Properties	54	1	2%
Canterbury	5	2	40%
Caulfield	10	2	20%
Cedardale	5	1	20%
Chartwell	31	0	NA
Chelsea Park	3	0	NA
Cypress	4	1	25%
Cypress Park Estates	6	2	33%
Deer Ridge	0	0	NA
Dundarave	12	3	25%
Eagle Harbour	6	2	33%
Eagleridge	5	0	NA
Furry Creek	3	0	NA
Gleneagles	5	1	20%
Glenmore	10	2	20%
Horseshoe Bay	2	0	NA
Howe Sound	2	0	NA
Lions Bay	5	0	NA
Olde Caulfield	5	0	NA
Panorama Village	1	0	NA
Park Royal	3	0	NA
Porteau Cove	0	0	NA
Queens	15	3	20%
Rockridge	1	0	NA
Sandy Cove	1	0	NA
Sentinel Hill	9	4	44%
Upper Caulfield	1	0	NA
West Bay	4	2	50%
Westhill	4	0	NA
Westmount	10	1	10%
Whitby Estates	3	0	NA
Whytecliff	1	0	NA
TOTAL*	266	31	12%

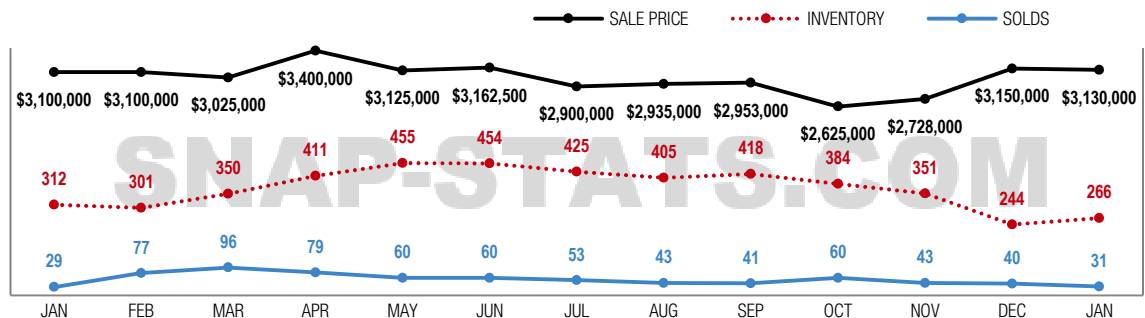
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band\*\* \$2.5 mil to \$2.75 mil with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes minimum \$7.5 mil, British Properties, Westmount and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Sentinel Hill 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	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	2	1	50%
600,001 – 700,000	3	1	33%
700,001 – 800,000	3	4	133%*
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	1	1	100%
1,250,001 – 1,500,000	4	2	50%
1,500,001 – 1,750,000	3	1	33%
1,750,001 – 2,000,000	1	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	1	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	2	2	100%
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	40	14	35%

0 to 1 Bedroom	8	5	63%
2 Bedrooms	23	7	30%
3 Bedrooms	8	2	25%
4 Bedrooms & Greater	1	0	NA
TOTAL*	40	14	35%

SnapStats®	December	January	Variance
Inventory	36	40	11%
Solds	20	14	-30%
Sale Price	\$1,479,000	\$972,500	-34%
Sale Price SQFT	\$1,297	\$873	-33%
Sale to List Price Ratio	97%	99%	2%
Days on Market	38	7	-82%

\*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

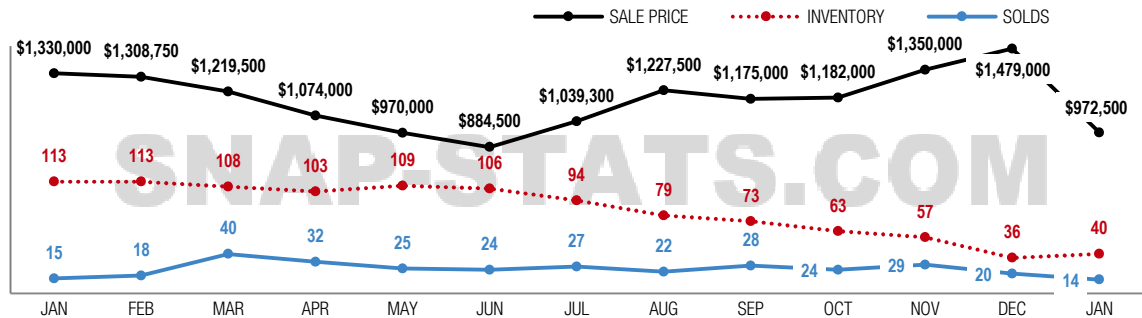
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	12	7	58%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	2	1	50%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	0	NA
Deer Ridge	0	0	NA
Dundarave	11	1	9%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	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	0	NA
Panorama Village	1	2	200%*
Park Royal	8	3	38%
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*	40	14	35%

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 1% 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 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ambleside 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	1	1	100%
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	5	5	100%
1,500,001 - 1,750,000	18	14	78%
1,750,001 - 2,000,000	25	18	72%
2,000,001 - 2,250,000	30	17	57%
2,250,001 - 2,500,000	26	15	58%
2,500,001 - 2,750,000	19	12	63%
2,750,001 - 3,000,000	40	10	25%
3,000,001 - 3,500,000	31	11	35%
3,500,001 - 4,000,000	24	1	4%
4,000,001 - 4,500,000	8	1	13%
4,500,001 - 5,000,000	9	0	NA
5,000,001 - 5,500,000	4	0	NA
5,500,001 - 6,000,000	4	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*	247	105	43%

2 Bedrooms & Less	13	3	23%
3 to 4 Bedrooms	71	35	49%
5 to 6 Bedrooms	145	58	40%
7 Bedrooms & More	18	9	50%
TOTAL*	247	105	43%

SnapStats®	December	January	Variance
Inventory	240	247	3%
Solds	92	105	14%
Sale Price	\$2,131,000	\$2,218,000	4%
Sale Price SQFT	\$695	\$793	14%
Sale to List Price Ratio	102%	102%	0%
Days on Market	23	36	57%

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

## Community DETACHED HOUSES

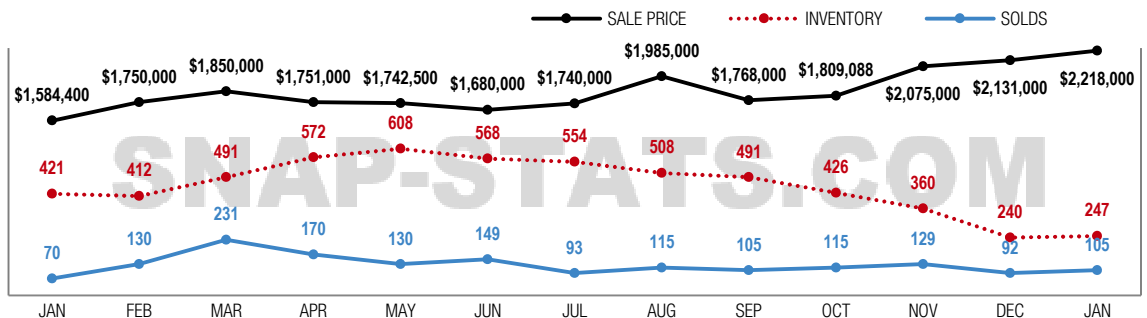
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	3	2	67%
Bridgeport	3	2	67%
Brighthouse	4	5	125%*
Brighthouse South	1	0	NA
Broadmoor	31	8	26%
East Cambie	4	5	125%*
East Richmond	7	1	14%
Garden City	16	3	19%
Gilmore	0	0	NA
Granville	20	11	55%
Hamilton	4	6	150%*
Ironwood	9	4	44%
Lackner	7	7	100%
McLennan	3	3	100%
McLennan North	3	1	33%
McNair	18	4	22%
Quilchena	13	4	31%
Riverdale	17	3	18%
Saunders	13	2	15%
Sea Island	4	1	25%
Seafair	12	3	25%
South Arm	9	3	33%
Steveston North	14	4	29%
Steveston South	3	4	133%*
Steveston Village	3	2	67%
Terra Nova	5	5	100%
West Cambie	5	7	140%*
Westwind	4	0	NA
Woodwards	12	5	42%
TOTAL*	247	105	43%

## Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 43% Sales Ratio average (4.3 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 78% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$3.5 mil to \$4 mil, Garden City, Riverdale, Saunders and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Granville and minimum 7 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	20	4	20%
300,001 – 400,000	11	4	36%
400,001 – 500,000	25	17	68%
500,001 – 600,000	38	42	111%*
600,001 – 700,000	63	38	60%
700,001 – 800,000	59	36	61%
800,001 – 900,000	36	25	69%
900,001 – 1,000,000	40	15	38%
1,000,001 – 1,250,000	60	26	43%
1,250,001 – 1,500,000	48	19	40%
1,500,001 – 1,750,000	18	2	11%
1,750,001 – 2,000,000	4	3	75%
2,000,001 – 2,250,000	3	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	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*	433	231	53%

0 to 1 Bedroom	97	55	57%
2 Bedrooms	194	113	58%
3 Bedrooms	109	40	37%
4 Bedrooms & Greater	33	23	70%
TOTAL*	433	231	53%

SnapStats®	December	January	Variance
Inventory	352	433	23%
Solds	293	231	-21%
Sale Price	\$698,000	\$722,000	3%
Sale Price SQFT	\$718	\$773	8%
Sale to List Price Ratio	100%	103%	3%
Days on Market	13	11	-15%

\*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

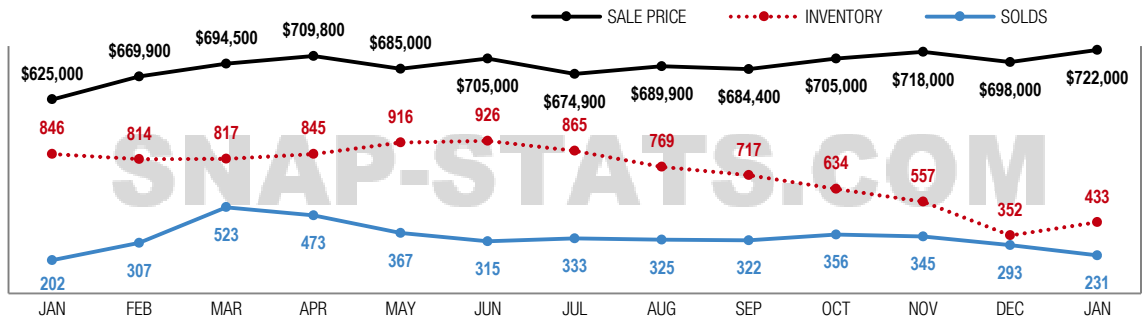
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	4	7	175%*
Bridgeport	7	4	57%
Brighthouse	146	76	52%
Brighthouse South	27	17	63%
Broadmoor	3	2	67%
East Cambie	1	1	100%
East Richmond	1	0	NA
Garden City	2	0	NA
Gilmore	0	0	NA
Granville	15	3	20%
Hamilton	11	14	127%*
Ironwood	11	7	64%
Lackner	0	0	NA
McLennan	0	0	NA
McLennan North	15	22	147%*
McNair	0	0	NA
Quilchena	5	0	NA
Riverdale	4	8	200%*
Saunders	3	4	133%*
Sea Island	0	0	NA
Seafair	0	1	NA*
South Arm	10	4	40%
Steveston North	3	4	133%*
Steveston South	9	5	56%
Steveston Village	4	0	NA
Terra Nova	2	3	150%*
West Cambie	146	45	31%
Westwind	0	1	NA*
Woodwards	4	3	75%
TOTAL*	433	231	53%

## Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Granville and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hamilton, McLennan North, Riverdale 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	0	0	NA
1,250,001 - 1,500,000	6	5	83%
1,500,001 - 1,750,000	11	9	82%
1,750,001 - 2,000,000	8	7	88%
2,000,001 - 2,250,000	3	2	67%
2,250,001 - 2,500,000	7	0	NA
2,500,001 - 2,750,000	0	0	NA
2,750,001 - 3,000,000	4	1	25%
3,000,001 - 3,500,000	0	0	NA
3,500,001 - 4,000,000	5	0	NA
4,000,001 - 4,500,000	3	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*	49	24	49%

2 Bedrooms & Less	2	0	NA
3 to 4 Bedrooms	30	18	60%
5 to 6 Bedrooms	15	6	40%
7 Bedrooms & More	2	0	NA
TOTAL*	49	24	49%

SnapStats®	December	January	Variance
Inventory	38	49	29%
Solds	26	24	-8%
Sale Price	\$1,610,500	\$1,696,500	5%
Sale Price SQFT	\$662	\$661	0%
Sale to List Price Ratio	101%	102%	1%
Days on Market	27	9	-67%

\*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

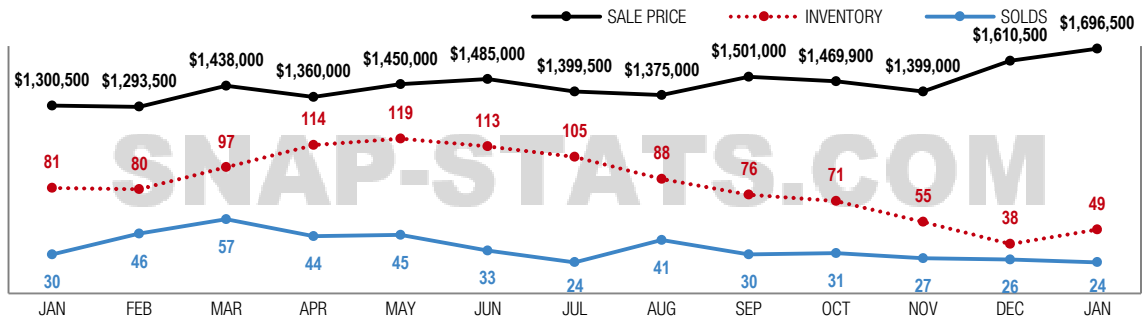
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	5	2	40%
Boundary Beach	5	0	NA
Cliff Drive	5	4	80%
English Bluff	9	3	33%
Pebble Hill	12	5	42%
Tsawwassen Central	8	2	25%
Tsawwassen East	2	2	100%
Tsawwassen North	3	6	200%*
TOTAL*	49	24	49%

## Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 49% Sales Ratio average (4.9 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band\*\* \$1.75 mil to \$2 mil with average 88% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Tsawwassen Central 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



## 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	3	300%*
500,001 – 600,000	4	5	125%*
600,001 – 700,000	3	3	100%
700,001 – 800,000	4	2	50%
800,001 – 900,000	6	1	17%
900,001 – 1,000,000	3	2	67%
1,000,001 – 1,250,000	4	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*	26	17	65%

0 to 1 Bedroom	3	4	133%*
2 Bedrooms	12	10	83%
3 Bedrooms	9	2	22%
4 Bedrooms & Greater	2	1	50%
TOTAL*	26	17	65%

SnapStats®	December	January	Variance
Inventory	15	26	73%
Solds	17	17	0%
Sale Price	\$719,000	\$605,000	-16%
Sale Price SQFT	\$547	\$630	15%
Sale to List Price Ratio	103%	101%	-2%
Days on Market	12	8	-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

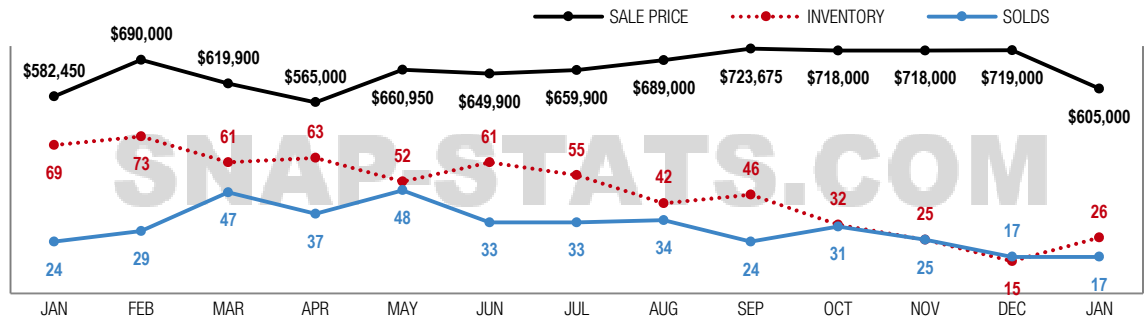
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	3	2	67%
Boundary Beach	0	0	NA
Cliff Drive	5	4	80%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	8	1	13%
Tsawwassen East	1	2	200%*
Tsawwassen North	9	8	89%
TOTAL*	26	17	65%

## Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 65% Sales Ratio average (6.5 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band\*\* Insufficient data but with 5 sales price band of \$500,000 to \$600,000
- Buyers Best Bet\*\* Homes in Tsawwassen Central and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Tsawwassen North 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	1	1	100%
1,000,001 - 1,250,000	0	2	NA*
1,250,001 - 1,500,000	4	0	NA
1,500,001 - 1,750,000	4	7	175%*
1,750,001 - 2,000,000	6	1	17%
2,000,001 - 2,250,000	1	1	100%
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	3	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*	26	12	46%

2 Bedrooms & Less	4	1	25%
3 to 4 Bedrooms	14	9	64%
5 to 6 Bedrooms	6	2	33%
7 Bedrooms & More	2	0	NA
TOTAL*	26	12	46%

SnapStats®	December	January	Variance
Inventory	19	26	37%
Solds	11	12	9%
Sale Price	\$1,545,000	\$1,607,500	4%
Sale Price SQFT	\$645	\$804	25%
Sale to List Price Ratio	100%	119%	19%
Days on Market	8	9	13%

\*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

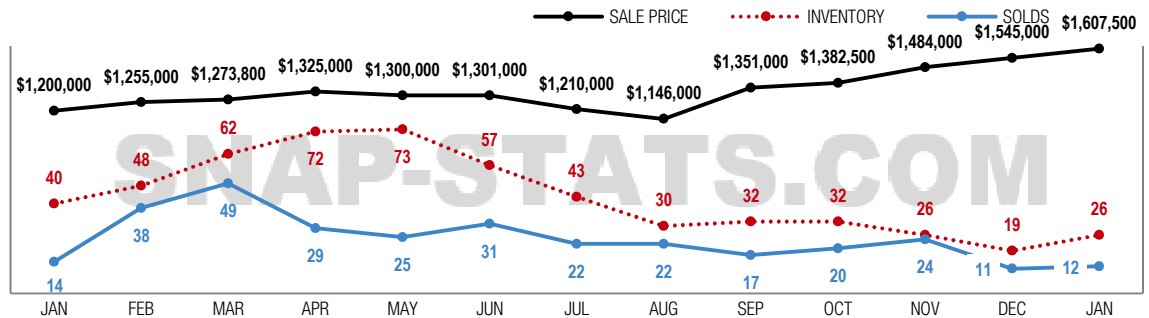
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	5	167%*
East Delta	0	0	NA
Hawthorne	9	2	22%
Holly	5	1	20%
Ladner Elementary	4	3	75%
Ladner Rural	0	0	NA
Neilsen Grove	2	0	NA
Port Guichon	2	1	50%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	26	12	46%

## Market Summary

- Market Type Indicator **LADNER DETACHED**: Sellers Market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average 19% above list price
- Most Active Price Band\*\* Insufficient data but with 7 sales price band of \$1.5 mil to \$1.75 mil
- Buyers Best Bet\*\* Insufficient data
- 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...

**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	0	0	NA
500,001 – 600,000	2	4	200%*
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	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	0	2	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*	4	8	200%*

0 to 1 Bedroom	0	1	NA*
2 Bedrooms	2	3	150%*
3 Bedrooms	2	2	100%
4 Bedrooms & Greater	0	2	NA*
TOTAL*	4	8	200%*

SnapStats®	December	January	Variance
Inventory	4	4	0%
Solds	10	8	-20%
Sale Price	\$600,000	\$867,500	45%
Sale Price SQFT	\$558	\$509	-9%
Sale to List Price Ratio	99%	106%	7%
Days on Market	9	16	78%

\*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

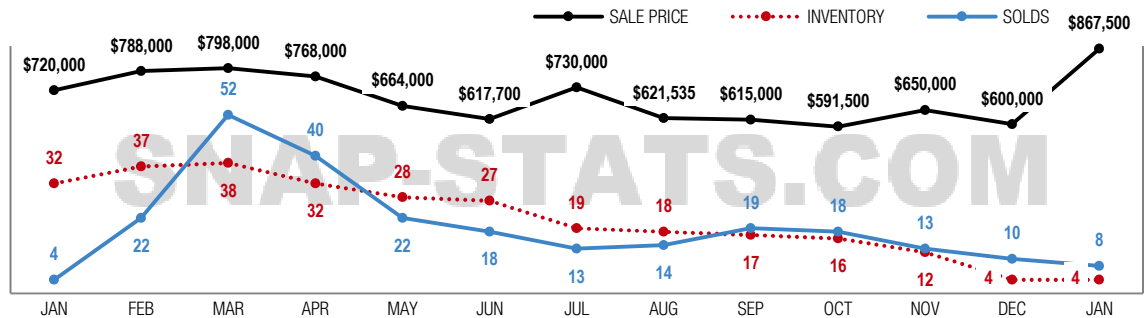
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	1	1	100%
East Delta	0	0	NA
Hawthorne	1	2	200%*
Holly	0	0	NA
Ladner Elementary	2	2	100%
Ladner Rural	0	0	NA
Neilsen Grove	0	3	NA*
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	4	8	200%*

## Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 200% Sales Ratio average (20 in 10 homes selling rate)
- Homes are selling on average 6% above list price
- Most Active Price Band\*\* Insufficient data but with 4 sales price band of \$500,000 to \$600,000
- 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

