

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

Compliments of:

Steve Birkic Personal Real Estate Corporation

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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	3	1	33%
400,001 – 500,000	7	3	43%
500,001 – 600,000	27	12	44%
600,001 – 700,000	64	37	58%
700,001 – 800,000	79	18	23%
800,001 – 900,000	56	10	18%
900,001 – 1,000,000	58	16	28%
1,000,001 – 1,250,000	62	20	32%
1,250,001 – 1,500,000	71	11	15%
1,500,001 – 1,750,000	40	7	18%
1,750,001 – 2,000,000	43	1	2%
2,000,001 – 2,250,000	22	1	5%
2,250,001 – 2,500,000	19	1	5%
2,500,001 – 2,750,000	14	4	29%
2,750,001 – 3,000,000	22	1	5%
3,000,001 – 3,500,000	25	0	NA
3,500,001 – 4,000,000	15	1	7%
4,000,001 – 4,500,000	11	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	42	0	NA
TOTAL*	687	144	21%

0 to 1 Bedroom	242	82	34%
2 Bedrooms	341	55	16%
3 Bedrooms	93	7	8%
4 Bedrooms & Greater	11	0	NA
TOTAL*	687	144	21%

SnapStats®	June	July	Variance
Inventory	687	687	0%
Solds	156	144	-8%
Sale Price	\$870,500	\$812,500	-7%
Sale Price SQFT	\$1,159	\$1,062	-8%
Sale to List Price Ratio	99%	100%	1%
Days on Market	15	17	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 CONDOS & TOWNHOMES

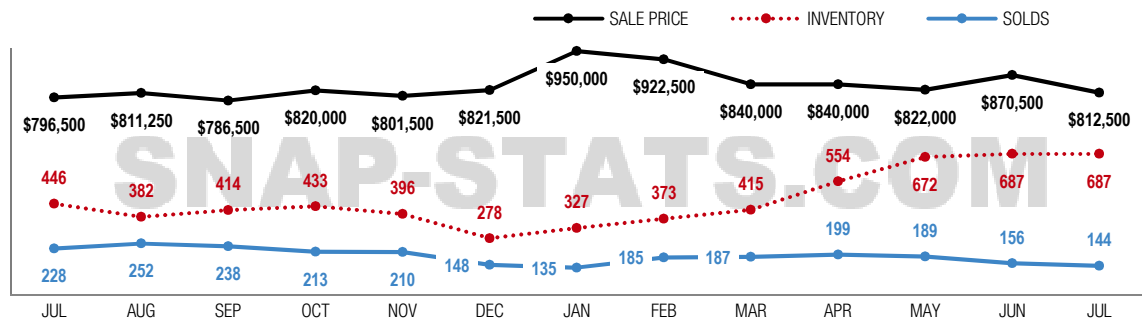
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	93	15	16%
Downtown	253	56	22%
Westend	126	41	33%
Yaletown	215	32	15%
TOTAL*	687	144	21%

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 58% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Coal Harbour, Yaletown and 3 bedroom properties
- Sellers Best Bet** Selling homes in Westend and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	1	100%
500,001 – 600,000	2	0	NA
600,001 – 700,000	1	1	100%
700,001 – 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	1	2	200%*
1,500,001 – 1,750,000	1	4	400%*
1,750,001 – 2,000,000	12	1	8%
2,000,001 – 2,250,000	17	4	24%
2,250,001 – 2,500,000	33	8	24%
2,500,001 – 2,750,000	38	5	13%
2,750,001 – 3,000,000	71	5	7%
3,000,001 – 3,500,000	79	7	9%
3,500,001 – 4,000,000	96	4	4%
4,000,001 – 4,500,000	71	6	8%
4,500,001 – 5,000,000	77	3	4%
5,000,001 & Greater	260	5	2%
TOTAL*	761	57	7%

2 Bedrooms & Less	20	2	10%
3 to 4 Bedrooms	280	30	11%
5 to 6 Bedrooms	381	24	6%
7 Bedrooms & More	80	1	1%
TOTAL*	761	57	7%

SnapStats®	June	July	Variance
Inventory	780	761	-2%
Solds	79	57	-28%
Sale Price	\$2,998,000	\$2,805,000	-6%
Sale Price SQFT	\$1,079	\$1,019	-6%
Sale to List Price Ratio	100%	95%	-5%
Days on Market	27	33	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

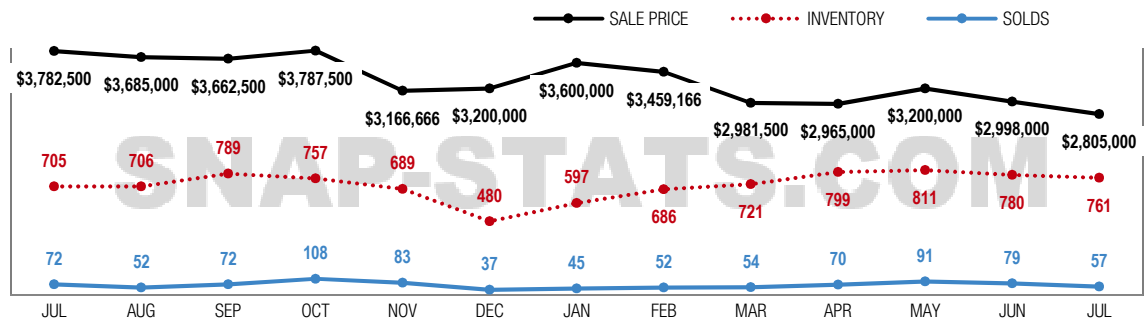
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	40	3	8%
Cambie	42	4	10%
Dunbar	91	7	8%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	58	6	10%
Kitsilano	47	7	15%
Mackenzie Heights	29	2	7%
Marpole	77	2	3%
Mount Pleasant	3	1	33%
Oakridge	16	0	NA
Point Grey	62	8	13%
Quilchena	30	2	7%
SW Marine	33	2	6%
Shaughnessy	79	0	NA
South Cambie	14	0	NA
South Granville	87	3	3%
Southlands	31	6	19%
University	21	4	19%
TOTAL*	761	57	7%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$2 mil to \$2.5 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Marpole, South Granville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Southlands, University and up 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	3	2	67%
400,001 – 500,000	11	6	55%
500,001 – 600,000	44	21	48%
600,001 – 700,000	63	26	41%
700,001 – 800,000	56	34	61%
800,001 – 900,000	62	20	32%
900,001 – 1,000,000	58	17	29%
1,000,001 – 1,250,000	84	22	26%
1,250,001 – 1,500,000	111	19	17%
1,500,001 – 1,750,000	48	10	21%
1,750,001 – 2,000,000	56	7	13%
2,000,001 – 2,250,000	17	2	12%
2,250,001 – 2,500,000	17	1	6%
2,500,001 – 2,750,000	9	0	NA
2,750,001 – 3,000,000	10	1	10%
3,000,001 – 3,500,000	13	1	8%
3,500,001 – 4,000,000	5	1	20%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	5	0	NA
TOTAL*	675	190	28%

0 to 1 Bedroom	167	72	43%
2 Bedrooms	346	98	28%
3 Bedrooms	143	19	13%
4 Bedrooms & Greater	19	1	5%
TOTAL*	675	190	28%

SnapStats®	June	July	Variance
Inventory	689	675	-2%
Solds	219	190	-13%
Sale Price	\$828,000	\$836,000	1%
Sale Price SQFT	\$933	\$931	0%
Sale to List Price Ratio	101%	98%	-3%
Days on Market	11	20	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

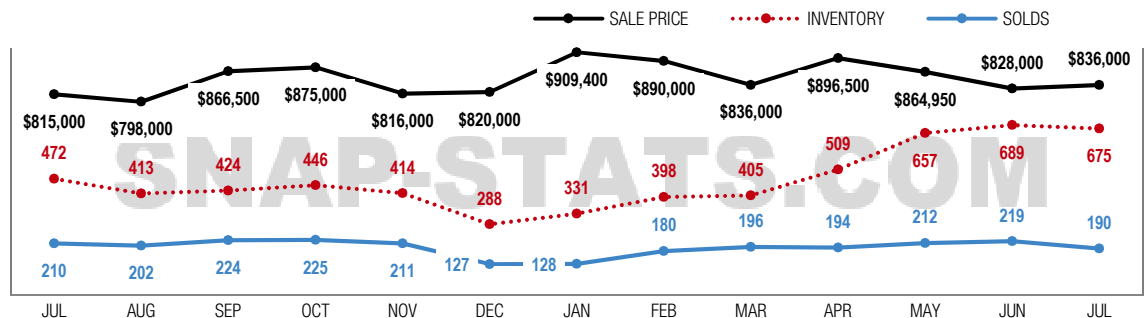
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	50	7	14%
Dunbar	11	1	9%
Fairview	97	36	37%
Falsecreek	67	25	37%
Kerrisdale	33	7	21%
Kitsilano	97	40	41%
Mackenzie Heights	2	0	NA
Marpole	69	19	28%
Mount Pleasant	10	4	40%
Oakridge	19	3	16%
Point Grey	13	3	23%
Quilchena	23	2	9%
SW Marine	10	4	40%
Shaughnessy	18	2	11%
South Cambie	9	5	56%
South Granville	18	4	22%
Southlands	2	0	NA
University	127	28	22%
TOTAL*	675	190	28%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 28% Sales Ratio average (2.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 61% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Dunbar, Quilchena and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in South Cambie and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	1	NA*
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	25	7	28%
1,250,001 – 1,500,000	130	24	18%
1,500,001 – 1,750,000	162	16	10%
1,750,001 – 2,000,000	130	11	8%
2,000,001 – 2,250,000	59	5	8%
2,250,001 – 2,500,000	89	1	1%
2,500,001 – 2,750,000	52	1	2%
2,750,001 – 3,000,000	77	1	1%
3,000,001 – 3,500,000	34	0	NA
3,500,001 – 4,000,000	12	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	786	67	9%

2 Bedrooms & Less	54	6	11%
3 to 4 Bedrooms	274	31	11%
5 to 6 Bedrooms	336	25	7%
7 Bedrooms & More	122	5	4%
TOTAL*	786	67	9%

SnapStats®	June	July	Variance
Inventory	813	786	-3%
Solds	98	67	-32%
Sale Price	\$1,504,000	\$1,528,000	2%
Sale Price SQFT	\$668	\$692	4%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	23	21	-9%

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

Community DETACHED HOUSES

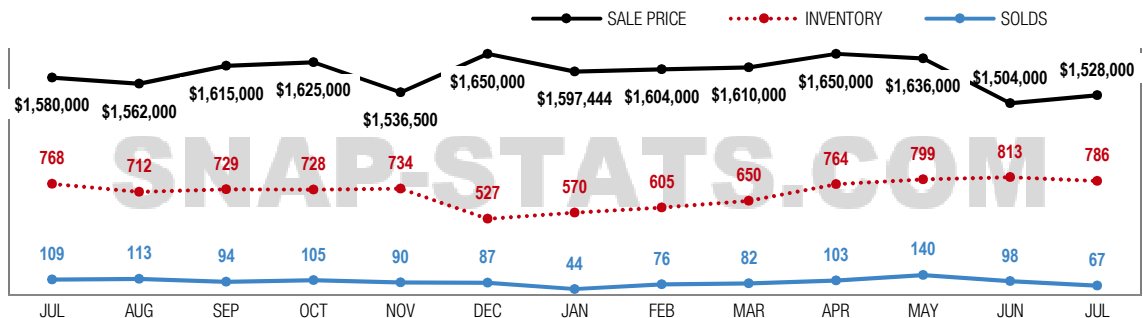
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	0	NA
Collingwood	109	3	3%
Downtown	0	0	NA
Fraser	46	7	15%
Fraserview	44	7	16%
Grandview	64	1	2%
Hastings	17	1	6%
Hastings East	27	5	19%
Killarney	63	6	10%
Knight	53	5	9%
Main	37	6	16%
Mount Pleasant	15	3	20%
Renfrew Heights	47	10	21%
Renfrew	120	7	6%
South Vancouver	90	5	6%
Victoria	51	1	2%
TOTAL*	786	67	9%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Buyers Market at 9% Sales Ratio average (9 in 100 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 28% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$3 mil, Collingwood, Grandview, Victoria and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Mount Pleasant, Renfrew Heights and up 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	9	4	44%
400,001 – 500,000	59	31	53%
500,001 – 600,000	104	31	30%
600,001 – 700,000	68	26	38%
700,001 – 800,000	53	18	34%
800,001 – 900,000	45	12	27%
900,001 – 1,000,000	44	10	23%
1,000,001 – 1,250,000	51	18	35%
1,250,001 – 1,500,000	18	3	17%
1,500,001 – 1,750,000	4	1	25%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	1	1	100%
2,750,001 – 3,000,000	1	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	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	467	155	33%

0 to 1 Bedroom	176	74	42%
2 Bedrooms	191	57	30%
3 Bedrooms	91	23	25%
4 Bedrooms & Greater	9	1	11%
TOTAL*	467	155	33%

SnapStats®	June	July	Variance
Inventory	419	467	11%
Solds	171	155	-9%
Sale Price	\$617,000	\$655,500	6%
Sale Price SQFT	\$809	\$819	1%
Sale to List Price Ratio	103%	99%	-4%
Days on Market	9	12	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

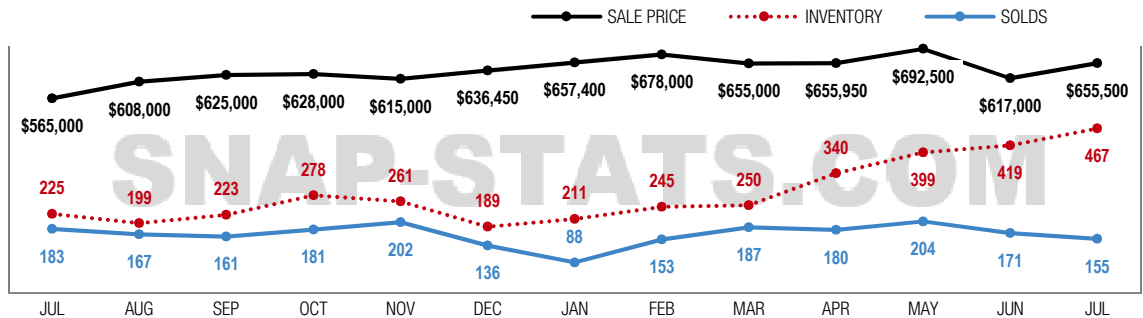
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	67	20	30%
Collingwood	106	24	23%
Downtown	23	8	35%
Fraser	24	6	25%
Fraserview	23	9	39%
Grandview	13	7	54%
Hastings	34	10	29%
Hastings East	9	2	22%
Killarney	15	1	7%
Knight	10	2	20%
Main	16	5	31%
Mount Pleasant	100	51	51%
Renfrew Heights	1	0	NA
Renfrew	9	2	22%
South Vancouver	9	7	78%
Victoria	8	1	13%
TOTAL*	467	155	33%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Killarney, Victoria and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Grandview, Mount Pleasant, South Vancouver and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	1	NA*
500,001 – 600,000	0	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	0	1	NA*
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	4	1	25%
1,250,001 – 1,500,000	58	15	26%
1,500,001 – 1,750,000	50	14	28%
1,750,001 – 2,000,000	67	11	16%
2,000,001 – 2,250,000	28	1	4%
2,250,001 – 2,500,000	56	2	4%
2,500,001 – 2,750,000	28	1	4%
2,750,001 – 3,000,000	32	2	6%
3,000,001 – 3,500,000	33	1	3%
3,500,001 – 4,000,000	30	1	3%
4,000,001 – 4,500,000	10	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	410	51	12%

2 Bedrooms & Less	10	2	20%
3 to 4 Bedrooms	186	30	16%
5 to 6 Bedrooms	179	18	10%
7 Bedrooms & More	35	1	3%
TOTAL*	410	51	12%

SnapStats®	June	July	Variance
Inventory	429	410	-4%
Solds	80	51	-36%
Sale Price	\$1,638,000	\$1,598,000	-2%
Sale Price SQFT	\$645	\$631	-2%
Sale to List Price Ratio	96%	95%	-1%
Days on Market	19	29	53%

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

Community DETACHED HOUSES

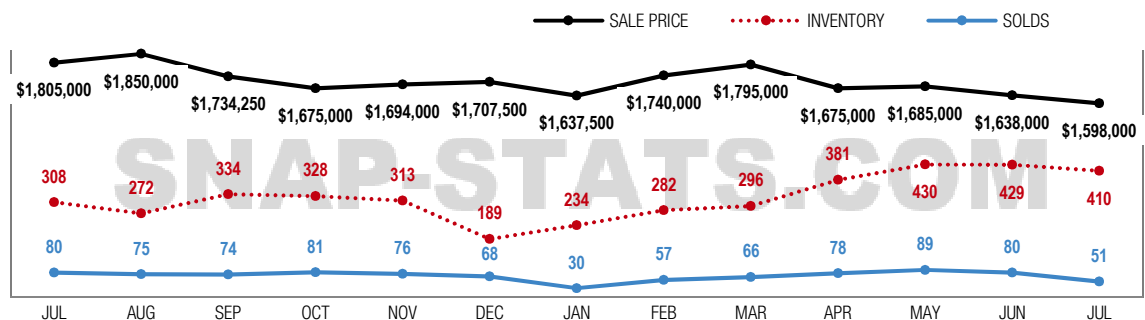
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	13	2	15%
Boulevard	15	1	7%
Braemar	4	0	NA
Calverhall	11	1	9%
Canyon Heights	48	8	17%
Capilano	5	1	20%
Central Lonsdale	18	3	17%
Deep Cove	13	0	NA
Delbrook	4	3	75%
Dollarton	18	2	11%
Edgemont	32	1	3%
Forest Hills	15	2	13%
Grouse Woods	5	1	20%
Hamilton	8	3	38%
Hamilton Heights	1	0	NA
Indian Arm	3	0	NA
Indian River	3	3	100%
Lower Lonsdale	9	4	44%
Lynn Valley	34	5	15%
Lynnmoor	5	0	NA
Norgate	9	0	NA
Northlands	1	0	NA
Pemberton Heights	13	1	8%
Pemberton	10	0	NA
Princess Park	4	1	25%
Queensbury	7	0	NA
Roche Point	2	1	50%
Seymour	5	1	20%
Tempe	3	0	NA
Upper Delbrook	28	0	NA
Upper Lonsdale	42	6	14%
Westlynn	11	0	NA
Westlynn Terrace	4	1	25%
Windsor Park	3	0	NA
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	410	51	12%

Market Summary

- Market Type Indicator **NORTH 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** \$1.25 mil to \$1.75 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$4 mil, Edgemont and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, Lower Lonsdale and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	3	3	100%
400,001 – 500,000	18	10	56%
500,001 – 600,000	38	15	39%
600,001 – 700,000	51	17	33%
700,001 – 800,000	34	18	53%
800,001 – 900,000	30	7	23%
900,001 – 1,000,000	44	10	23%
1,000,001 – 1,250,000	46	8	17%
1,250,001 – 1,500,000	41	7	17%
1,500,001 – 1,750,000	5	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
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	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*	316	95	30%

0 to 1 Bedroom	73	25	34%
2 Bedrooms	151	51	34%
3 Bedrooms	76	17	22%
4 Bedrooms & Greater	16	2	13%
TOTAL*	316	95	30%

SnapStats®	June	July	Variance
Inventory	294	316	7%
Solds	114	95	-17%
Sale Price	\$739,950	\$712,000	-4%
Sale Price SQFT	\$781	\$759	-3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	9	18	100%

*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

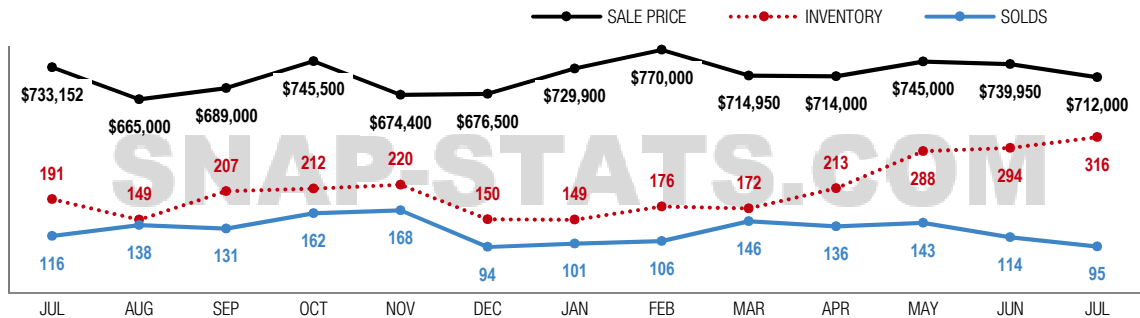
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	4	0	NA
Central Lonsdale	58	20	34%
Deep Cove	3	1	33%
Delbrook	0	0	NA
Dollarton	7	1	14%
Edgemont	4	0	NA
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Hamilton	16	6	38%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	4	2	50%
Lower Lonsdale	70	31	44%
Lynn Valley	25	9	36%
Lynn timer	37	3	8%
Norgate	8	3	38%
Northlands	8	4	50%
Pemberton Heights	1	1	100%
Pemberton	22	6	27%
Princess Park	0	0	NA
Queensbury	1	0	NA
Roche Point	30	5	17%
Seymour	4	0	NA
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	9	1	11%
Westlynn	2	2	100%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	316	95	30%

Market Summary

- Market Type Indicator **NORTH VANCOUVER 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** \$400,000 to \$500,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.5 mil, Lynn timer, Roche Point, Upper Lonsdale and 4 plus bedrooms
- Sellers Best Bet** Selling homes in Lower Lonsdale, Northlands and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	1	NA*
1,000,001 – 1,250,000	1	0	NA
1,250,001 – 1,500,000	7	0	NA
1,500,001 – 1,750,000	10	2	20%
1,750,001 – 2,000,000	19	6	32%
2,000,001 – 2,250,000	13	5	38%
2,250,001 – 2,500,000	47	4	9%
2,500,001 – 2,750,000	28	0	NA
2,750,001 – 3,000,000	63	1	2%
3,000,001 – 3,500,000	58	5	9%
3,500,001 – 4,000,000	53	4	8%
4,000,001 – 4,500,000	42	0	NA
4,500,001 – 5,000,000	44	2	5%
5,000,001 & Greater	175	2	1%
TOTAL*	561	32	6%

2 Bedrooms & Less	19	1	5%
3 to 4 Bedrooms	261	17	7%
5 to 6 Bedrooms	251	13	5%
7 Bedrooms & More	30	1	3%
TOTAL*	561	32	6%

SnapStats®	June	July	Variance
Inventory	583	561	-4%
Solds	33	32	-3%
Sale Price	\$2,880,000	\$2,470,000	-14%
Sale Price SQFT	\$951	\$783	-18%
Sale to List Price Ratio	93%	86%	-8%
Days on Market	35	53	51%

*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

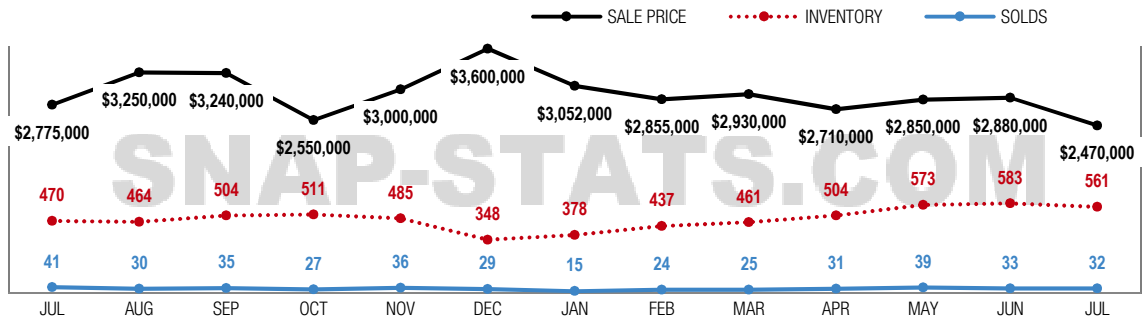
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	21	3	14%
Ambleside	58	6	10%
Bayridge	15	0	NA
British Properties	92	3	3%
Canterbury	10	0	NA
Caulfield	30	2	7%
Cedardale	6	1	17%
Chartwell	34	0	NA
Chelsea Park	4	0	NA
Cypress	7	1	14%
Cypress Park Estates	21	0	NA
Deer Ridge	1	0	NA
Dundarave	37	4	11%
Eagle Harbour	25	3	12%
Eagleridge	8	0	NA
Furry Creek	4	0	NA
Gleneagles	10	0	NA
Glenmore	25	0	NA
Horseshoe Bay	3	0	NA
Howe Sound	10	0	NA
Lions Bay	21	4	19%
Old Caulfield	4	0	NA
Panorama Village	1	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	17	2	12%
Rockridge	5	0	NA
Sandy Cove	5	0	NA
Sentinel Hill	23	1	4%
Upper Caulfield	8	1	13%
West Bay	10	1	10%
Westhill	9	0	NA
Westmount	17	0	NA
Whitby Estates	11	0	NA
Whytecliff	7	0	NA
TOTAL*	561	32	6%

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 14% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, British Properties, Sentinel Hill and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lions Bay and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	1	100%
500,001 – 600,000	3	1	33%
600,001 – 700,000	8	3	38%
700,001 – 800,000	3	2	67%
800,001 – 900,000	8	1	13%
900,001 – 1,000,000	7	1	14%
1,000,001 – 1,250,000	16	2	13%
1,250,001 – 1,500,000	11	1	9%
1,500,001 – 1,750,000	13	2	15%
1,750,001 – 2,000,000	9	2	22%
2,000,001 – 2,250,000	7	2	29%
2,250,001 – 2,500,000	8	0	NA
2,500,001 – 2,750,000	9	1	11%
2,750,001 – 3,000,000	4	1	25%
3,000,001 – 3,500,000	5	0	NA
3,500,001 – 4,000,000	2	2	100%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	126	22	17%

0 to 1 Bedroom	29	3	10%
2 Bedrooms	74	12	16%
3 Bedrooms	21	6	29%
4 Bedrooms & Greater	2	1	50%
TOTAL*	126	22	17%

SnapStats®	June	July	Variance
Inventory	117	126	8%
Solds	16	22	38%
Sale Price	\$1,162,500	\$1,297,500	12%
Sale Price SQFT	\$855	\$1,086	27%
Sale to List Price Ratio	103%	100%	-3%
Days on Market	19	24	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

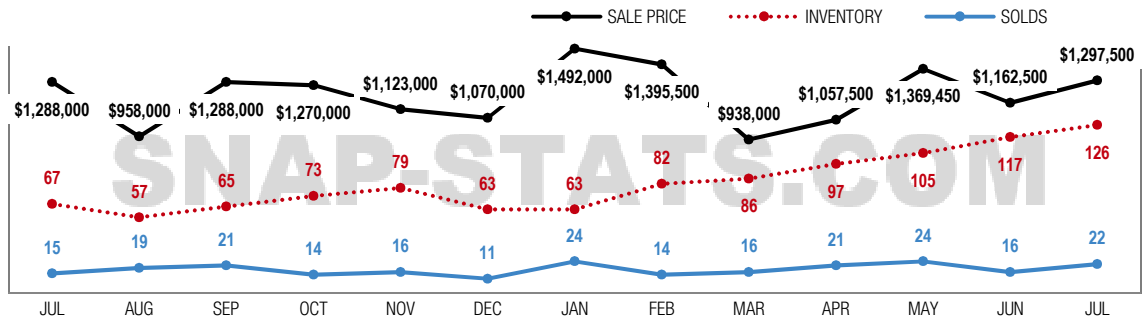
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	29	7	24%
Bayridge	0	0	NA
British Properties	1	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	7	1	14%
Chartwell	0	0	NA
Chelsea Park	0	2	NA*
Cypress	0	0	NA
Cypress Park Estates	6	0	NA
Deer Ridge	6	0	NA
Dundarave	24	4	17%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	5	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	10	0	NA
Howe Sound	2	0	NA
Lions Bay	1	0	NA
Old Caulfield	3	0	NA
Panorama Village	10	2	20%
Park Royal	16	4	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	2	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	4	2	50%
Whytecliff	0	0	NA
TOTAL*	126	22	17%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$600,000 to \$700,000 with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Dundarave and up to 1 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside, Park Royal and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	4	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	18	11	61%
1,250,001 – 1,500,000	101	20	20%
1,500,001 – 1,750,000	135	16	12%
1,750,001 – 2,000,000	125	6	5%
2,000,001 – 2,250,000	46	8	17%
2,250,001 – 2,500,000	81	7	9%
2,500,001 – 2,750,000	65	4	6%
2,750,001 – 3,000,000	71	1	1%
3,000,001 – 3,500,000	46	3	7%
3,500,001 – 4,000,000	43	1	2%
4,000,001 – 4,500,000	16	0	NA
4,500,001 – 5,000,000	21	0	NA
5,000,001 & Greater	19	0	NA
TOTAL*	804	77	10%

2 Bedrooms & Less	38	1	3%
3 to 4 Bedrooms	328	37	11%
5 to 6 Bedrooms	405	37	9%
7 Bedrooms & More	33	2	6%
TOTAL*	804	77	10%

SnapStats®	June	July	Variance
Inventory	812	804	-1%
Solds	81	77	-5%
Sale Price	\$1,892,000	\$1,599,980	-15%
Sale Price SQFT	\$725	\$589	-19%
Sale to List Price Ratio	95%	91%	-4%
Days on Market	33	46	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.

Community DETACHED HOUSES

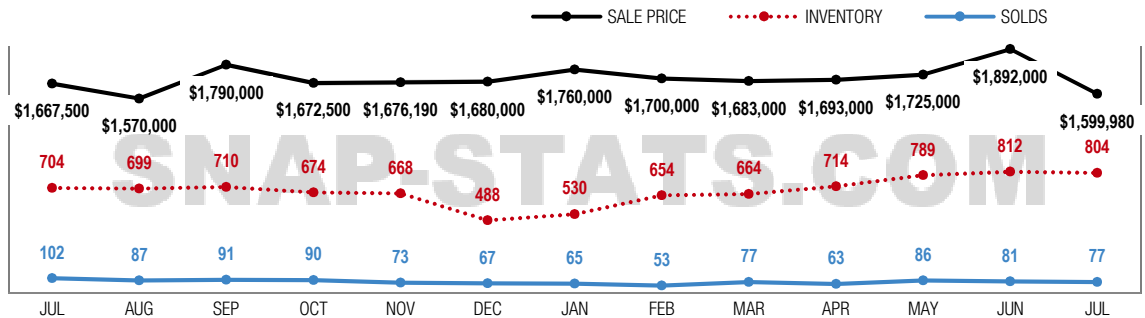
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	21	6	29%
Bridgeport	26	0	NA
Brighthouse	24	0	NA
Brighthouse South	0	1	NA*
Broadmoor	58	4	7%
East Cambie	19	4	21%
East Richmond	4	0	NA
Garden City	36	2	6%
Gilmore	2	0	NA
Granville	72	4	6%
Hamilton	15	1	7%
Ironwood	28	2	7%
Lackner	37	4	11%
McLennan	14	1	7%
McLennan North	9	0	NA
McNair	29	2	7%
Quilchena	36	2	6%
Riverdale	40	4	10%
Saunders	45	8	18%
Sea Island	9	0	NA
Seafair	58	9	16%
South Arm	21	2	10%
Steveston North	55	5	9%
Steveston South	25	4	16%
Steveston Village	14	2	14%
Terra Nova	18	2	11%
West Cambie	25	4	16%
Westwind	13	0	NA
Woodwards	51	4	8%
TOTAL*	804	77	10%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 9% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 61% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Garden City, Granville, Quilchena and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park 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	8	6	75%
300,001 – 400,000	26	12	46%
400,001 – 500,000	59	34	58%
500,001 – 600,000	114	35	31%
600,001 – 700,000	140	37	26%
700,001 – 800,000	129	31	24%
800,001 – 900,000	111	20	18%
900,001 – 1,000,000	101	9	9%
1,000,001 – 1,250,000	106	17	16%
1,250,001 – 1,500,000	37	4	11%
1,500,001 – 1,750,000	14	0	NA
1,750,001 – 2,000,000	5	1	20%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	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 & Greater	0	0	NA
TOTAL*	862	206	24%

0 to 1 Bedroom	124	58	47%
2 Bedrooms	387	84	22%
3 Bedrooms	253	53	21%
4 Bedrooms & Greater	98	11	11%
TOTAL*	862	206	24%

SnapStats®	June	July	Variance
Inventory	824	862	5%
Solds	227	206	-9%
Sale Price	\$635,000	\$653,950	3%
Sale Price SQFT	\$676	\$712	5%
Sale to List Price Ratio	98%	100%	2%
Days on Market	16	20	25%

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

Community CONDOS & TOWNHOMES

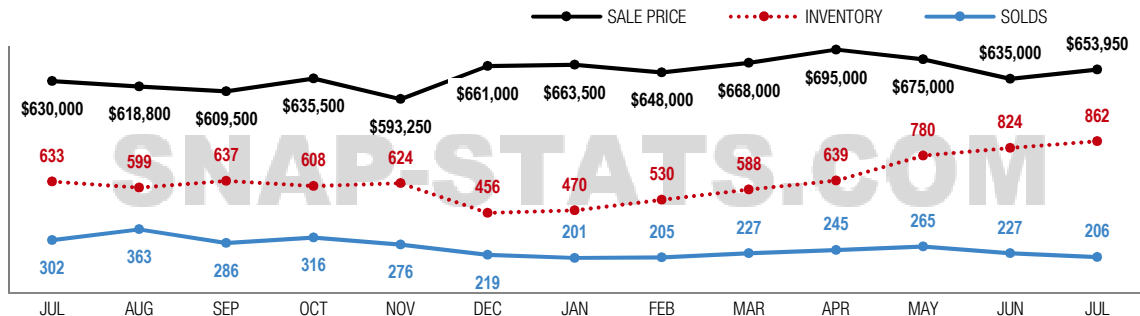
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	11	3	27%
Bridgeport	24	3	13%
Brighthouse	264	69	26%
Brighthouse South	102	22	22%
Broadmoor	11	4	36%
East Cambie	8	0	NA
East Richmond	1	3	300%*
Garden City	8	0	NA
Gilmore	0	0	NA
Granville	18	5	28%
Hamilton	7	2	29%
Ironwood	19	8	42%
Lackner	3	0	NA
McLennan	0	0	NA
McLennan North	92	17	18%
McNair	2	2	100%
Quilchena	6	1	17%
Riverdale	19	2	11%
Saunders	7	4	57%
Sea Island	0	1	NA*
Seafair	3	0	NA
South Arm	11	1	9%
Steveston North	6	4	67%
Steveston South	38	13	34%
Steveston Village	18	1	6%
Terra Nova	19	6	32%
West Cambie	146	30	21%
Westwind	1	1	100%
Woodwards	18	4	22%
TOTAL*	862	206	24%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$0 to \$300,000 with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Steveston Village and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Ironwood 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 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	9	0	NA
1,000,001 – 1,250,000	40	5	13%
1,250,001 – 1,500,000	50	3	6%
1,500,001 – 1,750,000	25	3	12%
1,750,001 – 2,000,000	12	3	25%
2,000,001 – 2,250,000	9	0	NA
2,250,001 – 2,500,000	6	0	NA
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	6	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	172	14	8%

2 Bedrooms & Less	8	0	NA
3 to 4 Bedrooms	125	10	8%
5 to 6 Bedrooms	37	4	11%
7 Bedrooms & More	2	0	NA
TOTAL*	172	14	8%

SnapStats®	June	July	Variance
Inventory	178	172	-3%
Solds	21	14	-33%
Sale Price	\$1,140,000	\$1,390,000	22%
Sale Price SQFT	\$456	\$533	17%
Sale to List Price Ratio	93%	95%	2%
Days on Market	30	54	80%

*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

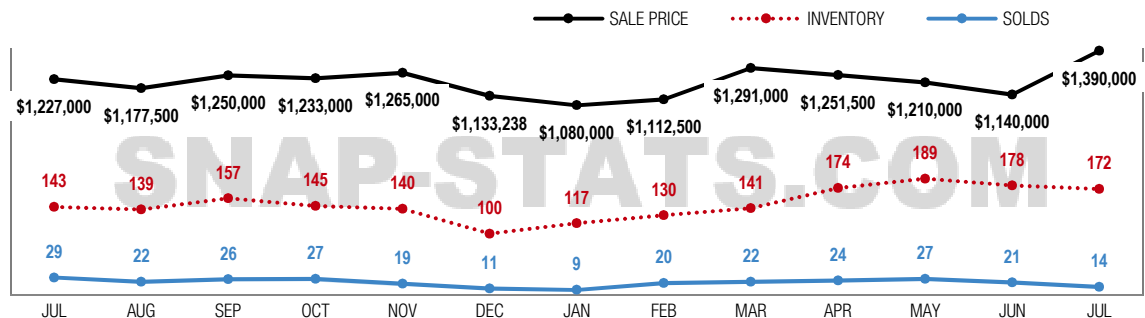
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	19	3	16%
Boundary Beach	18	1	6%
Cliff Drive	22	3	14%
English Bluff	20	0	NA
Pebble Hill	43	6	14%
Tsawwassen Central	38	1	3%
Tsawwassen East	12	0	NA
TOTAL*	172	14	8%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Tsawwassen Central and 3 to 4 bedrooms
- Sellers Best Bet** Selling homes in Beach Grove and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	7	2	29%
500,001 – 600,000	12	3	25%
600,001 – 700,000	18	3	17%
700,001 – 800,000	6	1	17%
800,001 – 900,000	7	0	NA
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	1	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	1	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*	62	9	15%

0 to 1 Bedroom	9	9	100%
2 Bedrooms	35	0	NA
3 Bedrooms	18	0	NA
4 Bedrooms & Greater	0	0	NA
TOTAL*	62	9	15%

SnapStats®	June	July	Variance
Inventory	56	62	11%
Solds	19	9	-53%
Sale Price	\$560,000	\$570,000	2%
Sale Price SQFT	\$505	\$501	-1%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	16	21	31%

*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

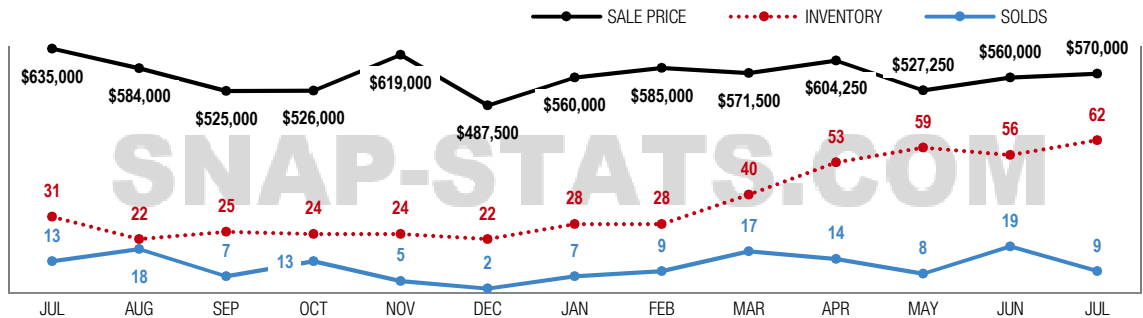
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	11	2	18%
Boundary Beach	2	0	NA
Cliff Drive	41	3	7%
English Bluff	1	1	100%
Pebble Hill	0	0	NA
Tsawwassen Central	5	3	60%
Tsawwassen East	2	0	NA
TOTAL*	62	9	15%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 and Cliff Drive
- Sellers Best Bet** Selling homes in Beach Grove and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	2	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	5	2	40%
900,001 – 1,000,000	22	6	27%
1,000,001 – 1,250,000	37	7	19%
1,250,001 – 1,500,000	20	2	10%
1,500,001 – 1,750,000	7	1	14%
1,750,001 – 2,000,000	6	1	17%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	3	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	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	1	0	NA
TOTAL*	109	19	17%

2 Bedrooms & Less	14	1	7%
3 to 4 Bedrooms	75	13	17%
5 to 6 Bedrooms	18	5	28%
7 Bedrooms & More	2	0	NA
TOTAL*	109	19	17%

SnapStats®	June	July	Variance
Inventory	112	109	-3%
Solds	14	19	36%
Sale Price	\$1,020,250	\$1,035,000	1%
Sale Price SQFT	\$424	\$447	5%
Sale to List Price Ratio	96%	96%	0%
Days on Market	17	43	153%

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

Community DETACHED HOUSES

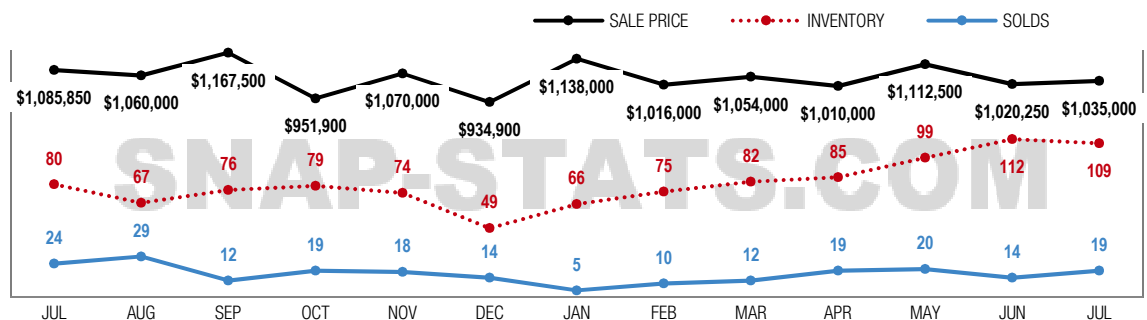
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	10	2	20%
East Delta	2	0	NA
Hawthorne	27	4	15%
Holly	21	5	24%
Ladner Elementary	24	5	21%
Ladner Rural	3	1	33%
Neilsen Grove	10	1	10%
Port Guichon	9	1	11%
Westham Island	3	0	NA
TOTAL*	109	19	17%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Neilsen Grove, Port Guichon and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Holly and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	1	50%
400,001 – 500,000	3	2	67%
500,001 – 600,000	8	2	25%
600,001 – 700,000	5	2	40%
700,001 – 800,000	2	0	NA
800,001 – 900,000	3	1	33%
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	4	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	30	9	30%

0 to 1 Bedroom	5	2	40%
2 Bedrooms	8	3	38%
3 Bedrooms	16	3	19%
4 Bedrooms & Greater	1	1	100%
TOTAL*	30	9	30%

SnapStats®	June	July	Variance
Inventory	28	30	7%
Solds	23	9	-61%
Sale Price	\$587,900	\$542,500	-8%
Sale Price SQFT	\$458	\$489	7%
Sale to List Price Ratio	100%	99%	-1%
Days on Market	14	22	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 CONDOS & TOWNHOMES

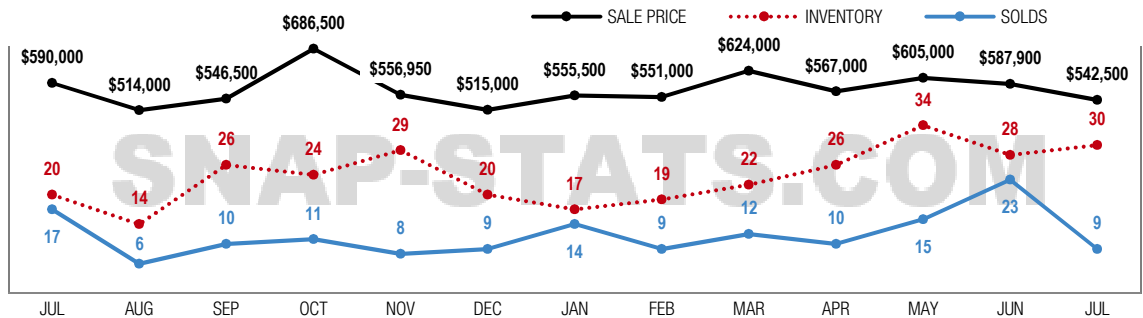
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	4	2	50%
East Delta	1	0	NA
Hawthorne	7	5	71%
Holly	1	0	NA
Ladner Elementary	7	0	NA
Ladner Rural	0	0	NA
Neilsen Grove	10	2	20%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	30	9	30%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 30% Sales Ratio average (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 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Insufficient data but homes with 3 bedrooms
- Sellers Best Bet** Selling homes in Neilsen Grove and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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