

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	2	0	NA
300,001 – 400,000	1	2	200%*
400,001 – 500,000	3	5	167%*
500,001 – 600,000	27	14	52%
600,001 – 700,000	70	26	37%
700,001 – 800,000	77	23	30%
800,001 – 900,000	48	10	21%
900,001 – 1,000,000	54	16	30%
1,000,001 – 1,250,000	65	23	35%
1,250,001 – 1,500,000	75	16	21%
1,500,001 – 1,750,000	45	5	11%
1,750,001 – 2,000,000	49	6	12%
2,000,001 – 2,250,000	15	3	20%
2,250,001 – 2,500,000	23	1	4%
2,500,001 – 2,750,000	16	2	13%
2,750,001 – 3,000,000	20	1	5%
3,000,001 – 3,500,000	25	2	8%
3,500,001 – 4,000,000	17	0	NA
4,000,001 – 4,500,000	8	0	NA
4,500,001 – 5,000,000	7	0	NA
5,000,001 & Greater	40	1	3%
TOTAL*	687	156	23%

0 to 1 Bedroom	242	76	31%
2 Bedrooms	337	72	21%
3 Bedrooms	99	7	7%
4 Bedrooms & Greater	9	1	11%
TOTAL*	687	156	23%

SnapStats®	May	June	Variance
Inventory	672	687	2%
Solds	189	156	-17%
Sale Price	\$822,000	\$870,500	6%
Sale Price SQFT	\$1,044	\$1,159	11%
Sale to List Price Ratio	103%	99%	-4%
Days on Market	9	15	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 CONDOS & TOWNHOMES

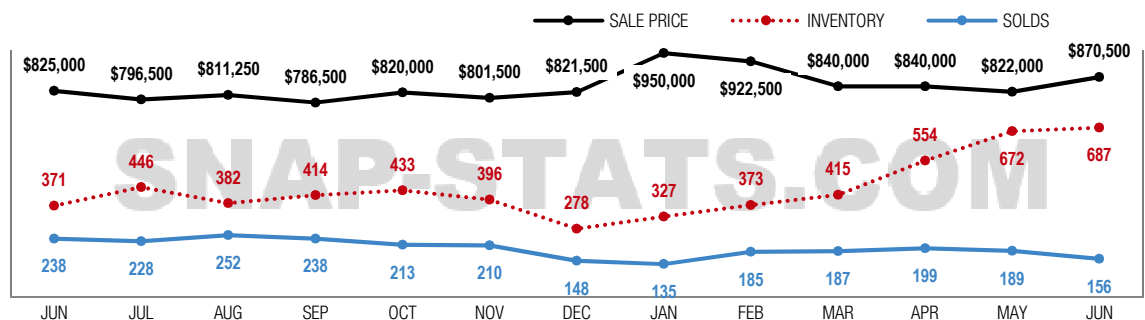
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	87	15	17%
Downtown	255	65	25%
Westend	137	39	28%
Yaletown	208	37	18%
TOTAL*	687	156	23%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 52% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$5 mil plus, Coal Harbour, Yaletown and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, 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	0	NA
500,001 – 600,000	3	0	NA
600,001 – 700,000	3	0	NA
700,001 – 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	0	1	NA*
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	4	1	25%
1,750,001 – 2,000,000	10	4	40%
2,000,001 – 2,250,000	19	9	47%
2,250,001 – 2,500,000	32	6	19%
2,500,001 – 2,750,000	31	7	23%
2,750,001 – 3,000,000	77	13	17%
3,000,001 – 3,500,000	67	14	21%
3,500,001 – 4,000,000	108	8	7%
4,000,001 – 4,500,000	69	4	6%
4,500,001 – 5,000,000	72	3	4%
5,000,001 & Greater	280	9	3%
TOTAL*	780	79	10%

2 Bedrooms & Less	21	2	10%
3 to 4 Bedrooms	280	41	15%
5 to 6 Bedrooms	396	32	8%
7 Bedrooms & More	83	4	5%
TOTAL*	780	79	10%

SnapStats®	May	June	Variance
Inventory	811	780	-4%
Solds	91	79	-13%
Sale Price	\$3,200,000	\$2,998,000	-6%
Sale Price SQFT	\$1,134	\$1,079	-5%
Sale to List Price Ratio	94%	100%	6%
Days on Market	15	27	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

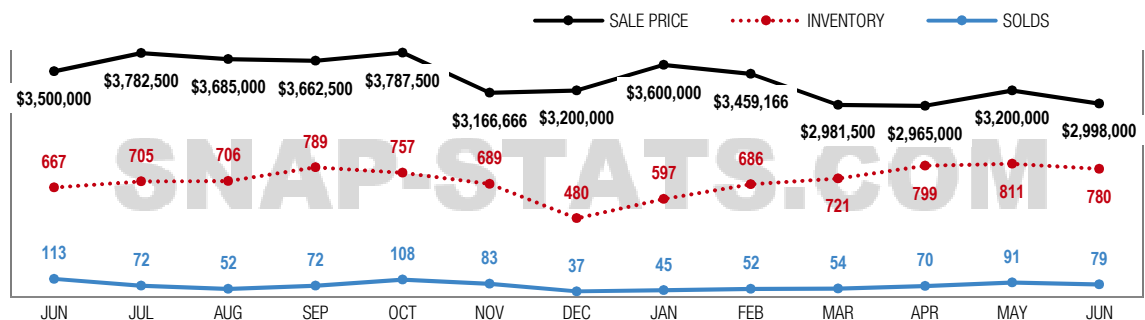
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	39	3	8%
Cambie	44	12	27%
Dunbar	104	10	10%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	59	6	10%
Kitsilano	46	12	26%
Mackenzie Heights	27	4	15%
Marpole	74	6	8%
Mount Pleasant	4	0	NA
Oakridge	16	1	6%
Point Grey	67	6	9%
Quilchena	34	2	6%
SW Marine	33	3	9%
Shaughnessy	72	2	3%
South Cambie	15	0	NA
South Granville	86	4	5%
Southlands	35	5	14%
University	24	3	13%
TOTAL*	780	79	10%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 47% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes \$3.5 mil plus, Shaughnessy and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Cambie, 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	0	0	NA
400,001 – 500,000	9	11	122%*
500,001 – 600,000	34	25	74%
600,001 – 700,000	63	36	57%
700,001 – 800,000	66	30	45%
800,001 – 900,000	65	30	46%
900,001 – 1,000,000	58	19	33%
1,000,001 – 1,250,000	80	29	36%
1,250,001 – 1,500,000	117	19	16%
1,500,001 – 1,750,000	54	13	24%
1,750,001 – 2,000,000	61	3	5%
2,000,001 – 2,250,000	17	2	12%
2,250,001 – 2,500,000	20	0	NA
2,500,001 – 2,750,000	9	0	NA
2,750,001 – 3,000,000	8	0	NA
3,000,001 – 3,500,000	13	1	8%
3,500,001 – 4,000,000	7	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	1	1	100%
5,000,001 & Greater	4	0	NA
TOTAL*	689	219	32%

0 to 1 Bedroom	160	85	53%
2 Bedrooms	364	110	30%
3 Bedrooms	146	21	14%
4 Bedrooms & Greater	19	3	16%
TOTAL*	689	219	32%

SnapStats®	May	June	Variance
Inventory	657	689	5%
Solds	212	219	3%
Sale Price	\$864,950	\$828,000	-4%
Sale Price SQFT	\$972	\$933	-4%
Sale to List Price Ratio	101%	101%	0%
Days on Market	9	11	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 CONDOS & TOWNHOMES

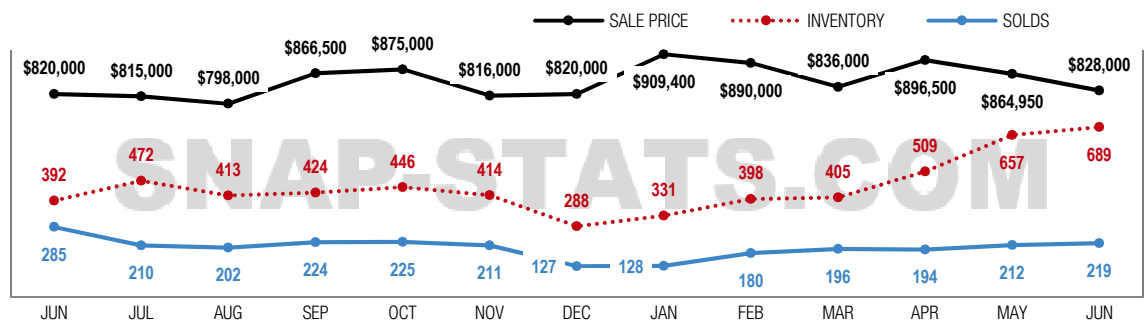
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	47	14	30%
Dunbar	8	4	50%
Fairview	98	55	56%
Falsecreek	81	27	33%
Kerrisdale	34	8	24%
Kitsilano	101	38	38%
Mackenzie Heights	1	0	NA
Marpole	65	16	25%
Mount Pleasant	13	8	62%
Oakridge	18	6	33%
Point Grey	10	4	40%
Quilchena	25	9	36%
SW Marine	13	4	31%
Shaughnessy	15	0	NA
South Cambie	14	4	29%
South Granville	23	2	9%
Southlands	2	0	NA
University	121	20	17%
TOTAL*	689	219	32%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$400,000 to \$500,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, South Granville and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Dunbar, Fairview, Mount Pleasant 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	0	NA
800,001 – 900,000	0	2	NA*
900,001 – 1,000,000	0	2	NA*
1,000,001 – 1,250,000	18	14	78%
1,250,001 – 1,500,000	135	31	23%
1,500,001 – 1,750,000	177	24	14%
1,750,001 – 2,000,000	144	8	6%
2,000,001 – 2,250,000	63	9	14%
2,250,001 – 2,500,000	90	6	7%
2,500,001 – 2,750,000	52	1	2%
2,750,001 – 3,000,000	82	1	1%
3,000,001 – 3,500,000	31	0	NA
3,500,001 – 4,000,000	13	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	813	98	12%

2 Bedrooms & Less	52	8	15%
3 to 4 Bedrooms	274	43	16%
5 to 6 Bedrooms	363	37	10%
7 Bedrooms & More	124	10	8%
TOTAL*	813	98	12%

SnapStats®	May	June	Variance
Inventory	799	813	2%
Solds	140	98	-30%
Sale Price	\$1,636,000	\$1,504,000	-8%
Sale Price SQFT	\$733	\$668	-9%
Sale to List Price Ratio	98%	97%	-1%
Days on Market	15	23	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

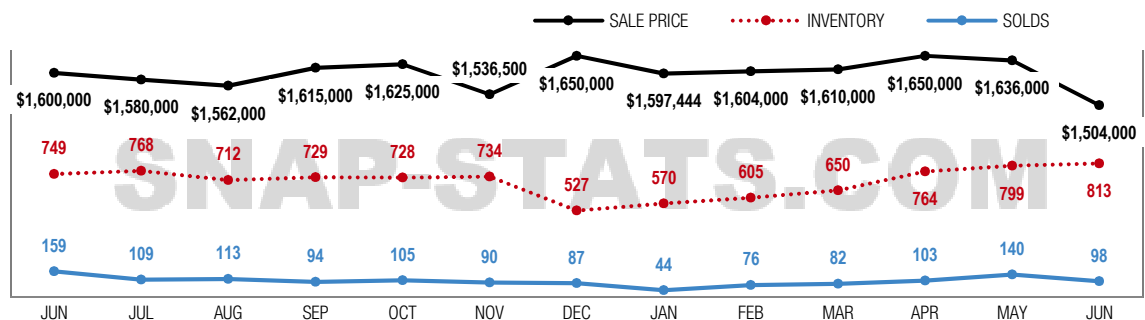
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	0	NA
Collingwood	107	2	2%
Downtown	0	0	NA
Fraser	47	13	28%
Fraserview	48	6	13%
Grandview	67	5	7%
Hastings	18	0	NA
Hastings East	33	3	9%
Killarney	70	6	9%
Knight	55	13	24%
Main	35	10	29%
Mount Pleasant	16	4	25%
Renfrew Heights	47	10	21%
Renfrew	115	15	13%
South Vancouver	93	4	4%
Victoria	59	7	12%
TOTAL*	813	98	12%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 78% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$3 mil, South Vancouver and minimum 5 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Main and up to 4 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	8	6	75%
400,001 – 500,000	49	28	57%
500,001 – 600,000	80	49	61%
600,001 – 700,000	66	27	41%
700,001 – 800,000	47	13	28%
800,001 – 900,000	48	21	44%
900,001 – 1,000,000	36	7	19%
1,000,001 – 1,250,000	51	16	31%
1,250,001 – 1,500,000	17	2	12%
1,500,001 – 1,750,000	5	1	20%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	2	1	50%
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	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	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	419	171	41%

0 to 1 Bedroom	149	85	57%
2 Bedrooms	181	64	35%
3 Bedrooms	83	21	25%
4 Bedrooms & Greater	6	1	17%
TOTAL*	419	171	41%

SnapStats®	May	June	Variance
Inventory	399	419	5%
Solds	204	171	-16%
Sale Price	\$692,500	\$617,000	-11%
Sale Price SQFT	\$936	\$809	-14%
Sale to List Price Ratio	100%	103%	3%
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 CONDOS & TOWNHOMES

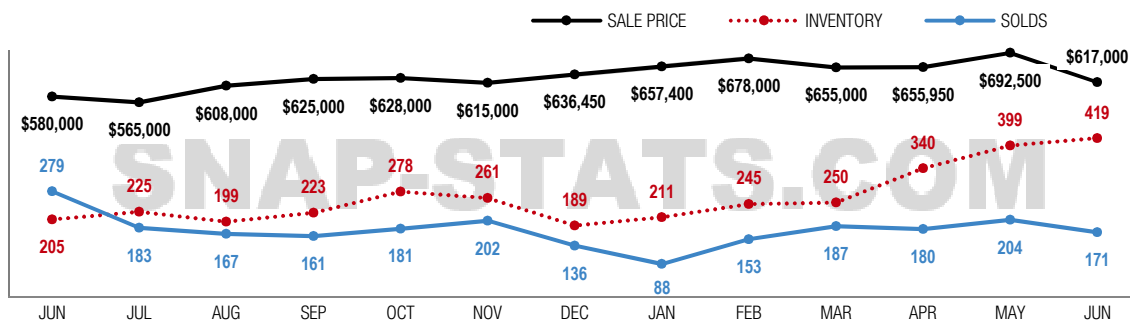
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	45	12	27%
Collingwood	96	35	36%
Downtown	26	5	19%
Fraser	9	10	111%*
Fraserview	20	6	30%
Grandview	17	13	76%
Hastings	24	18	75%
Hastings East	8	0	NA
Killarney	17	1	6%
Knight	8	3	38%
Main	15	3	20%
Mount Pleasant	108	44	41%
Renfrew Heights	0	0	NA
Renfrew	8	6	75%
South Vancouver	14	12	86%
Victoria	4	3	75%
TOTAL*	419	171	41%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE ATTACHED**: Sellers Market at 41% Sales Ratio average (4.1 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$300,000 to \$400,000 with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Downtown, Killarney, Main and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, 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	1	1	100%
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	2	1	50%
1,000,001 – 1,250,000	3	3	100%
1,250,001 – 1,500,000	54	20	37%
1,500,001 – 1,750,000	58	18	31%
1,750,001 – 2,000,000	66	10	15%
2,000,001 – 2,250,000	37	7	19%
2,250,001 – 2,500,000	61	4	7%
2,500,001 – 2,750,000	32	9	28%
2,750,001 – 3,000,000	37	3	8%
3,000,001 – 3,500,000	27	2	7%
3,500,001 – 4,000,000	31	0	NA
4,000,001 – 4,500,000	9	1	11%
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	5	1	20%
TOTAL*	429	80	19%

2 Bedrooms & Less	12	4	33%
3 to 4 Bedrooms	200	44	22%
5 to 6 Bedrooms	186	27	15%
7 Bedrooms & More	31	5	16%
TOTAL*	429	80	19%

SnapStats®	May	June	Variance
Inventory	430	429	0%
Solds	89	80	-10%
Sale Price	\$1,685,000	\$1,638,000	-3%
Sale Price SQFT	\$648	\$645	0%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	15	19	27%

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Community DETACHED HOUSES

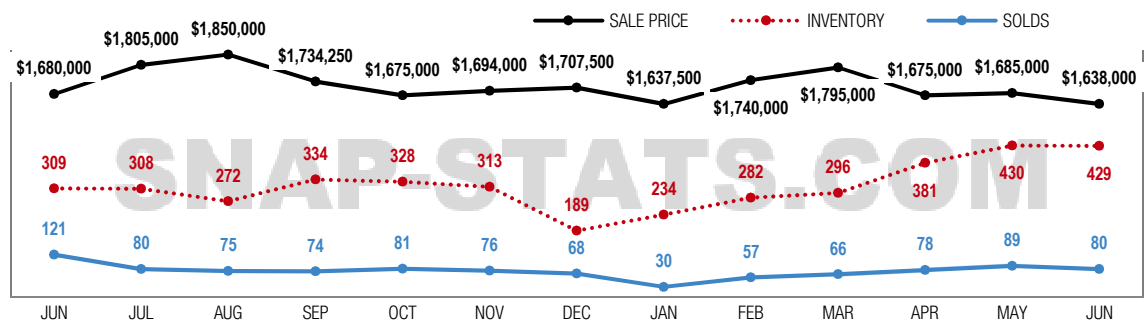
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	12	5	42%
Boulevard	12	6	50%
Braemar	4	0	NA
Calverhall	10	2	20%
Canyon Heights	56	8	14%
Capilano	5	0	NA
Central Lonsdale	19	7	37%
Deep Cove	14	3	21%
Delbrook	7	1	14%
Dollarton	17	2	12%
Edgemont	35	6	17%
Forest Hills	19	1	5%
Grouse Woods	4	1	25%
Hamilton	7	0	NA
Hamilton Heights	1	0	NA
Indian Arm	1	0	NA
Indian River	8	2	25%
Lower Lonsdale	9	2	22%
Lynn Valley	39	9	23%
Lynnmoor	6	0	NA
Norgate	7	0	NA
Northlands	2	0	NA
Pemberton Heights	15	3	20%
Pemberton	10	0	NA
Princess Park	6	0	NA
Queensbury	6	3	50%
Roche Point	2	1	50%
Seymour	6	0	NA
Tempe	2	0	NA
Upper Delbrook	26	1	4%
Upper Lonsdale	43	10	23%
Westlynn	10	5	50%
Westlynn Terrace	2	2	100%
Windsor Park	3	0	NA
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	429	80	19%

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced Market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 to \$2.5 mil / \$2.75 to \$3.5 mil, Forest Hills, Upper Delbrook and minimum 5 bedrooms
- Sellers Best Bet** Selling homes in Blueridge, Boulevard and up to 2 bedrooms

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	2	100%
400,001 – 500,000	11	10	91%
500,001 – 600,000	31	24	77%
600,001 – 700,000	48	17	35%
700,001 – 800,000	42	16	38%
800,001 – 900,000	28	12	43%
900,001 – 1,000,000	36	10	28%
1,000,001 – 1,250,000	41	15	37%
1,250,001 – 1,500,000	42	6	14%
1,500,001 – 1,750,000	5	1	20%
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	1	1	100%
2,250,001 – 2,500,000	2	0	NA
2,500,001 – 2,750,000	3	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*	294	114	39%

0 to 1 Bedroom	57	33	58%
2 Bedrooms	145	52	36%
3 Bedrooms	79	21	27%
4 Bedrooms & Greater	13	8	62%
TOTAL*	294	114	39%

SnapStats®	May	June	Variance
Inventory	288	294	2%
Solds	143	114	-20%
Sale Price	\$745,000	\$739,950	-1%
Sale Price SQFT	\$770	\$781	1%
Sale to List Price Ratio	101%	99%	-2%
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 CONDOS & TOWNHOMES

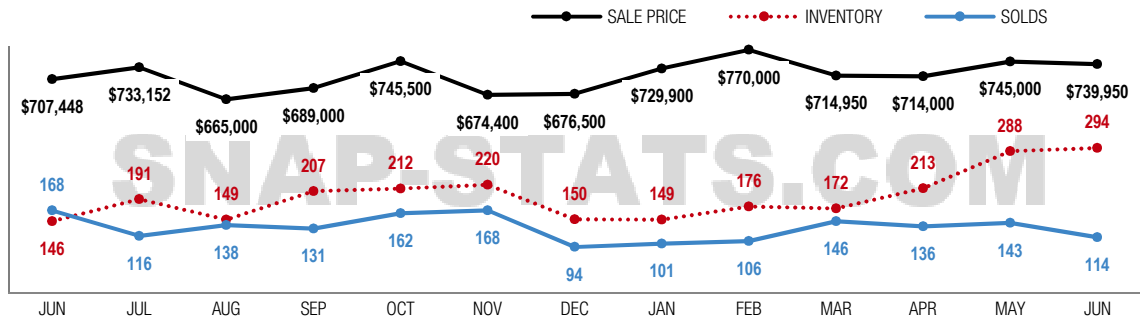
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	0	NA
Capilano	4	2	50%
Central Lonsdale	49	22	45%
Deep Cove	3	0	NA
Delbrook	0	3	NA*
Dollarton	7	0	NA
Edgemont	5	0	NA
Forest Hills	0	0	NA
Grouse Woods	0	1	NA*
Hamilton	18	8	44%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	6	1	17%
Lower Lonsdale	72	35	49%
Lynn Valley	18	12	67%
Lynn timer	33	8	24%
Norgate	9	3	33%
Northlands	9	8	89%
Pemberton Heights	3	0	NA
Pemberton	16	1	6%
Princess Park	0	0	NA
Queensbury	2	0	NA
Roche Point	25	6	24%
Seymour	3	1	33%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	4	3	75%
Westlynn	5	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	294	114	39%

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 39% Sales Ratio average (3.9 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 91% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynn timer, Pemberton, Roche Point and 3 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley, Northlands and minimum 4 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	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	5	1	20%
1,500,001 – 1,750,000	11	3	27%
1,750,001 – 2,000,000	28	4	14%
2,000,001 – 2,250,000	13	3	23%
2,250,001 – 2,500,000	40	3	8%
2,500,001 – 2,750,000	33	1	3%
2,750,001 – 3,000,000	68	3	4%
3,000,001 – 3,500,000	63	4	6%
3,500,001 – 4,000,000	55	4	7%
4,000,001 – 4,500,000	45	3	7%
4,500,001 – 5,000,000	47	2	4%
5,000,001 & Greater	172	2	1%
TOTAL*	583	33	6%

2 Bedrooms & Less	15	1	7%
3 to 4 Bedrooms	286	19	7%
5 to 6 Bedrooms	254	13	5%
7 Bedrooms & More	28	0	NA
TOTAL*	583	33	6%

SnapStats®	May	June	Variance
Inventory	573	583	2%
Solds	39	33	-15%
Sale Price	\$2,850,000	\$2,880,000	1%
Sale Price SQFT	\$709	\$951	34%
Sale to List Price Ratio	93%	93%	0%
Days on Market	50	35	-30%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	23	0	NA
Ambleside	64	6	9%
Bayridge	15	1	7%
British Properties	94	4	4%
Canterbury	10	0	NA
Caulfield	31	3	10%
Cedardale	7	0	NA
Chartwell	32	0	NA
Chelsea Park	4	0	NA
Cypress	11	0	NA
Cypress Park Estates	19	0	NA
Deer Ridge	1	0	NA
Dundarave	37	3	8%
Eagle Harbour	23	4	17%
Eagleridge	9	1	11%
Furry Creek	2	0	NA
Gleneagles	11	1	9%
Glenmore	22	2	9%
Horseshoe Bay	7	1	14%
Howe Sound	9	0	NA
Lions Bay	24	0	NA
Old Caulfield	4	1	25%
Panorama Village	1	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	19	1	5%
Rockridge	4	1	25%
Sandy Cove	5	0	NA
Sentinel Hill	23	0	NA
Upper Caulfield	9	1	11%
West Bay	12	2	17%
Westhill	10	1	10%
Westmount	17	0	NA
Whitby Estates	12	0	NA
Whytecliff	10	0	NA
TOTAL*	583	33	6%

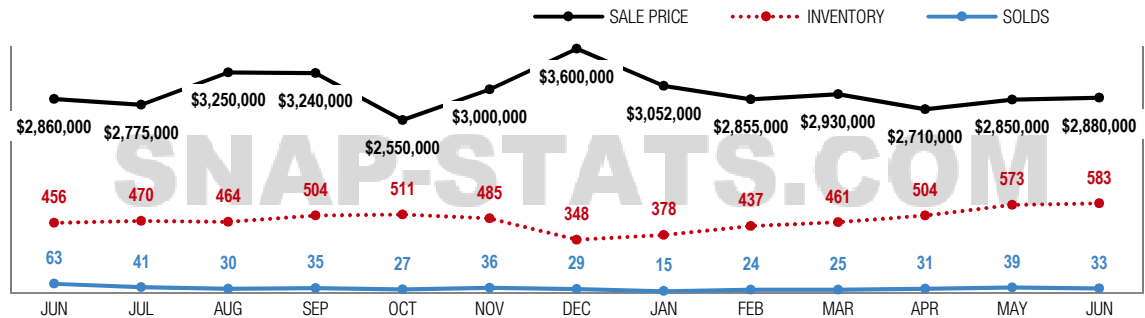
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil and British Properties
- Sellers Best Bet** Selling homes in Eagle Harbour and West Bay

**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	0	0	NA
500,001 – 600,000	4	1	25%
600,001 – 700,000	4	2	50%
700,001 – 800,000	3	3	100%
800,001 – 900,000	5	1	20%
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	14	2	14%
1,250,001 – 1,500,000	10	1	10%
1,500,001 – 1,750,000	13	2	15%
1,750,001 – 2,000,000	9	0	NA
2,000,001 – 2,250,000	9	0	NA
2,250,001 – 2,500,000	7	2	29%
2,500,001 – 2,750,000	7	0	NA
2,750,001 – 3,000,000	7	1	14%
3,000,001 – 3,500,000	4	1	25%
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	5	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	117	16	14%

0 to 1 Bedroom	22	3	14%
2 Bedrooms	68	11	16%
3 Bedrooms	24	2	8%
4 Bedrooms & Greater	3	0	NA
TOTAL*	117	16	14%

SnapStats®	May	June	Variance
Inventory	105	117	11%
Solds	24	16	-33%
Sale Price	\$1,369,450	\$1,162,500	-15%
Sale Price SQFT	\$1,167	\$855	-27%
Sale to List Price Ratio	98%	103%	5%
Days on Market	22	19	-14%

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

Community CONDOS & TOWNHOMES

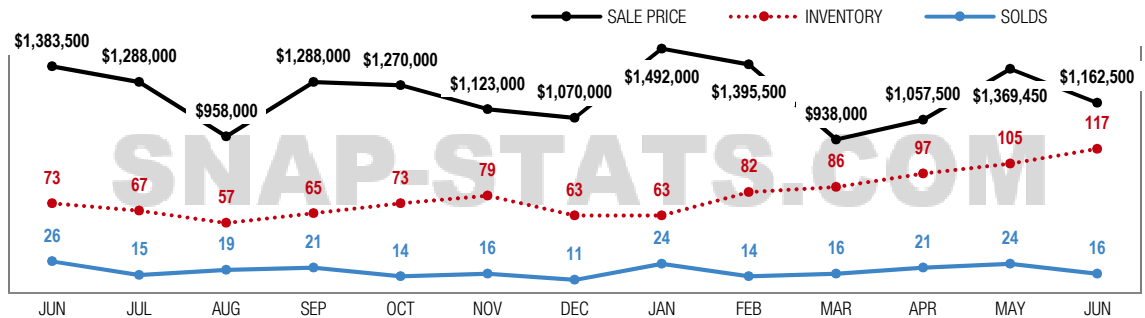
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	27	6	22%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	1	33%
Chartwell	0	0	NA
Chelsea Park	2	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	3	100%
Deer Ridge	4	0	NA
Dundarave	20	2	10%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	5	1	20%
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	7	1	14%
Howe Sound	1	0	NA
Lions Bay	1	0	NA
Old Caulfield	2	0	NA
Panorama Village	11	1	9%
Park Royal	21	1	5%
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	8	0	NA
Whytecliff	0	0	NA
TOTAL*	117	16	14%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 15% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes in Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside 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	3	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	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	1	1	100%
1,000,001 – 1,250,000	21	8	38%
1,250,001 – 1,500,000	96	17	18%
1,500,001 – 1,750,000	140	11	8%
1,750,001 – 2,000,000	125	15	12%
2,000,001 – 2,250,000	59	7	12%
2,250,001 – 2,500,000	81	8	10%
2,500,001 – 2,750,000	60	7	12%
2,750,001 – 3,000,000	78	0	NA
3,000,001 – 3,500,000	48	1	2%
3,500,001 – 4,000,000	45	3	7%
4,000,001 – 4,500,000	16	2	13%
4,500,001 – 5,000,000	15	1	7%
5,000,001 & Greater	19	0	NA
TOTAL*	812	81	10%

2 Bedrooms & Less	40	7	18%
3 to 4 Bedrooms	329	35	11%
5 to 6 Bedrooms	403	39	10%
7 Bedrooms & More	40	0	NA
TOTAL*	812	81	10%

SnapStats®	May	June	Variance
Inventory	789	812	3%
Solds	86	81	-6%
Sale Price	\$1,725,000	\$1,892,000	10%
Sale Price SQFT	\$655	\$725	11%
Sale to List Price Ratio	94%	95%	1%
Days on Market	24	33	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

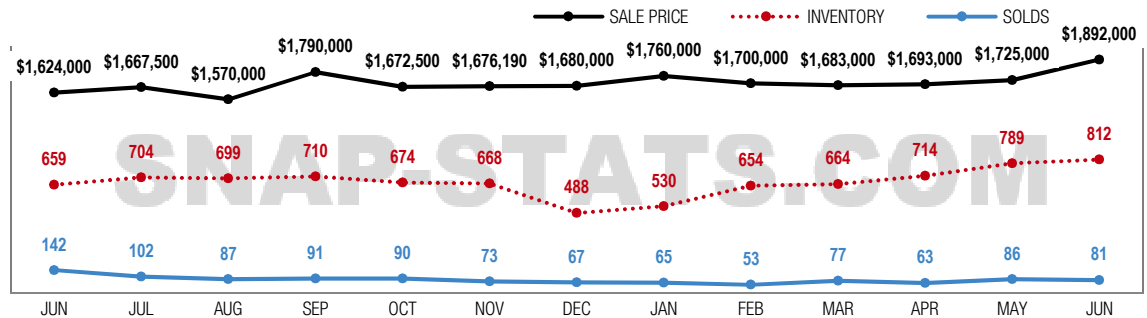
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	26	0	NA
Bridgeport	23	1	4%
Brighthouse	25	0	NA
Brighthouse South	1	0	NA
Broadmoor	64	5	8%
East Cambie	24	2	8%
East Richmond	5	1	20%
Garden City	37	6	16%
Gilmore	2	0	NA
Granville	77	3	4%
Hamilton	14	0	NA
Ironwood	27	2	7%
Lackner	40	3	8%
McLennan	14	0	NA
McLennan North	8	1	13%
McNair	27	4	15%
Quilchena	31	1	3%
Riverdale	36	9	25%
Saunders	52	4	8%
Sea Island	7	1	14%
Seafair	56	4	7%
South Arm	19	2	11%
Steveston North	53	5	9%
Steveston South	26	5	19%
Steveston Village	14	2	14%
Terra Nova	14	5	36%
West Cambie	26	9	35%
Westwind	14	2	14%
Woodwards	50	4	8%
TOTAL*	812	81	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 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Bridgeport, Granville, Quilchena and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Terra Nova, West Cambie 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	8	5	63%
300,001 – 400,000	20	15	75%
400,001 – 500,000	69	40	58%
500,001 – 600,000	102	45	44%
600,001 – 700,000	135	38	28%
700,001 – 800,000	121	26	21%
800,001 – 900,000	101	19	19%
900,001 – 1,000,000	106	10	9%
1,000,001 – 1,250,000	99	23	23%
1,250,001 – 1,500,000	31	6	19%
1,500,001 – 1,750,000	17	0	NA
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	1	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	2	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	824	227	28%

0 to 1 Bedroom	131	63	48%
2 Bedrooms	355	96	27%
3 Bedrooms	248	48	19%
4 Bedrooms & Greater	90	20	22%
TOTAL*	824	227	28%

SnapStats®	May	June	Variance
Inventory	780	824	6%
Solds	265	227	-14%
Sale Price	\$675,000	\$635,000	-6%
Sale Price SQFT	\$711	\$676	-5%
Sale to List Price Ratio	98%	98%	0%
Days on Market	13	16	23%

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

Community CONDOS & TOWNHOMES

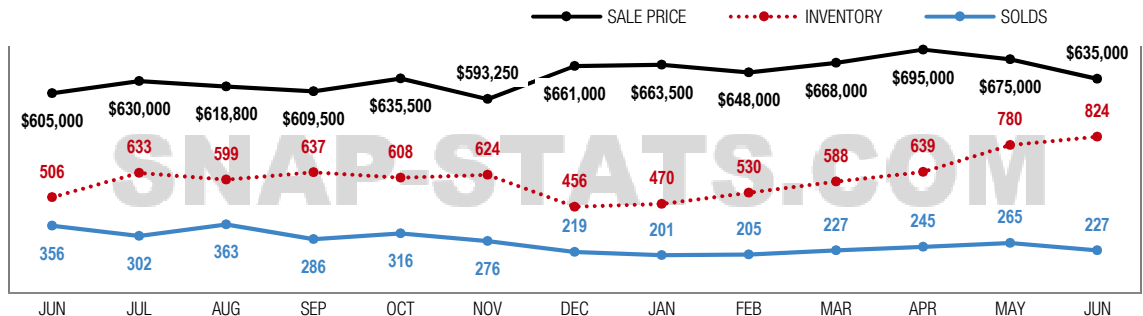
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	10	8	80%
Bridgeport	20	2	10%
Brighthouse	268	67	25%
Brighthouse South	101	32	32%
Broadmoor	13	3	23%
East Cambie	8	8	100%
East Richmond	3	2	67%
Garden City	5	1	20%
Gilmore	0	0	NA
Granville	16	4	25%
Hamilton	5	4	80%
Ironwood	17	5	29%
Lackner	3	1	33%
McLennan	0	0	NA
McLennan North	86	24	28%
McNair	4	0	NA
Quilchena	9	0	NA
Riverdale	17	3	18%
Saunders	10	2	20%
Sea Island	0	0	NA
Seafair	1	2	200%*
South Arm	7	5	71%
Steveston North	10	5	50%
Steveston South	34	17	50%
Steveston Village	15	0	NA
Terra Nova	14	4	29%
West Cambie	128	23	18%
Westwind	1	1	100%
Woodwards	19	4	21%
TOTAL*	824	227	28%

Market Summary

- Market Type Indicator **RICHMOND 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** \$300,000 to \$400,000 with average 75% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 mil to \$1 mil, Bridgeport and 3 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, East Cambie 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	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	0	1	NA*
900,001 – 1,000,000	7	1	14%
1,000,001 – 1,250,000	41	12	29%
1,250,001 – 1,500,000	52	3	6%
1,500,001 – 1,750,000	26	2	8%
1,750,001 – 2,000,000	15	0	NA
2,000,001 – 2,250,000	9	0	NA
2,250,001 – 2,500,000	8	1	13%
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	5	1	20%
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	5	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*	178	21	12%

2 Bedrooms & Less	10	2	20%
3 to 4 Bedrooms	128	16	13%
5 to 6 Bedrooms	39	3	8%
7 Bedrooms & More	1	0	NA
TOTAL*	178	21	12%

SnapStats®	May	June	Variance
Inventory	189	178	-6%
Solds	27	21	-22%
Sale Price	\$1,210,000	\$1,140,000	-6%
Sale Price SQFT	\$481	\$456	-5%
Sale to List Price Ratio	99%	93%	-6%
Days on Market	35	30	-14%

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

Community DETACHED HOUSES

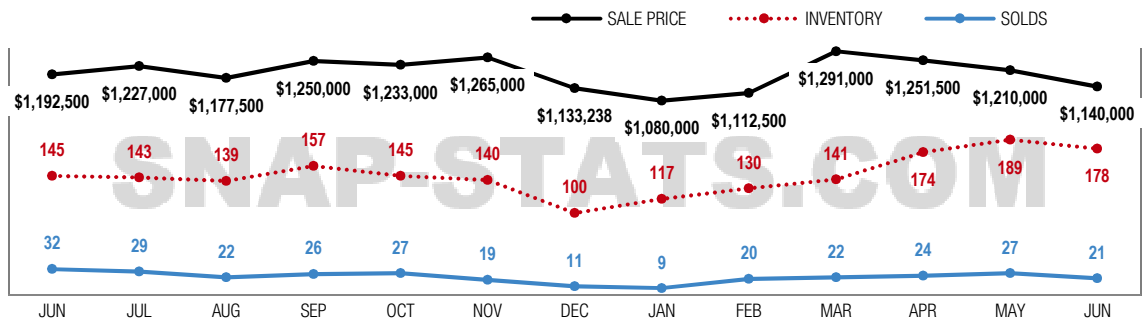
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	23	5	22%
Boundary Beach	19	2	11%
Cliff Drive	25	5	20%
English Bluff	19	3	16%
Pebble Hill	46	3	7%
Tsawwassen Central	38	2	5%
Tsawwassen East	8	1	13%
TOTAL*	178	21	12%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Pebble Hill, Tsawwassen Central and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, Cliff Drive and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	0	2	NA*
400,001 – 500,000	6	1	17%
500,001 – 600,000	12	8	67%
600,001 – 700,000	14	2	14%
700,001 – 800,000	3	1	33%
800,001 – 900,000	7	1	14%
900,001 – 1,000,000	6	2	33%
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	2	0	NA
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	2	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	1	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*	56	19	34%

0 to 1 Bedroom	6	4	67%
2 Bedrooms	36	14	39%
3 Bedrooms	13	1	8%
4 Bedrooms & Greater	1	0	NA
TOTAL*	56	19	34%

SnapStats®	May	June	Variance
Inventory	59	56	-5%
Solds	8	19	138%
Sale Price	\$527,250	\$560,000	6%
Sale Price SQFT	\$444	\$505	14%
Sale to List Price Ratio	98%	98%	0%
Days on Market	30	16	-47%

*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

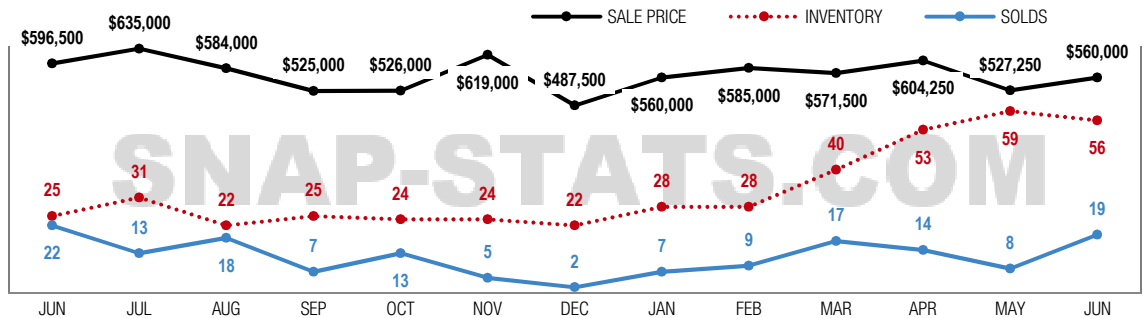
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	11	3	27%
Boundary Beach	2	0	NA
Cliff Drive	36	9	25%
English Bluff	2	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	4	3	75%
Tsawwassen East	1	4	400%*
TOTAL*	56	19	34%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 34% Sales Ratio average (3.4 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 67% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$600,000 to \$700,000 and 3 bedroom properties
- Sellers Best Bet** Selling homes in Beach Grove, Cliff Drive 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 – 300,000	2	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	0	1	NA*
600,001 – 700,000	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	5	3	60%
900,001 – 1,000,000	18	3	17%
1,000,001 – 1,250,000	50	6	12%
1,250,001 – 1,500,000	20	1	5%
1,500,001 – 1,750,000	7	0	NA
1,750,001 – 2,000,000	3	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	3	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	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	1	0	NA
TOTAL*	112	14	13%

2 Bedrooms & Less	12	3	25%
3 to 4 Bedrooms	80	9	11%
5 to 6 Bedrooms	18	2	11%
7 Bedrooms & More	2	0	NA
TOTAL*	112	14	13%

SnapStats®	May	June	Variance
Inventory	99	112	13%
Solds	20	14	-30%
Sale Price	\$1,112,500	\$1,020,250	-8%
Sale Price SQFT	\$487	\$424	-13%
Sale to List Price Ratio	101%	96%	-5%
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 DETACHED HOUSES

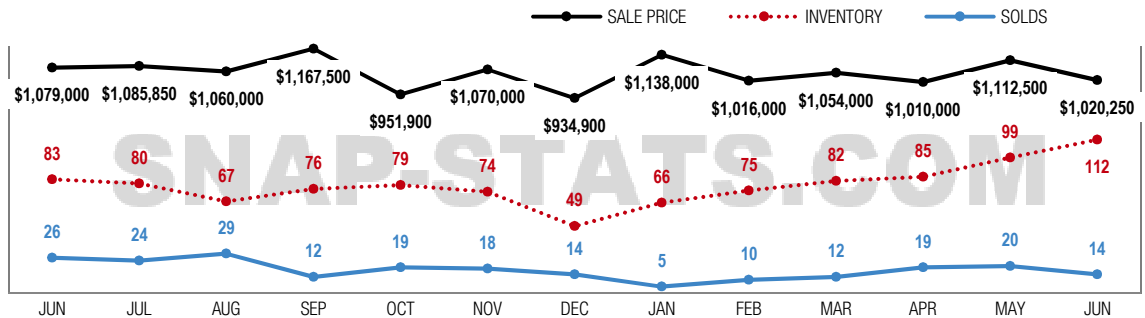
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	8	1	13%
East Delta	2	0	NA
Hawthorne	32	2	6%
Holly	20	2	10%
Ladner Elementary	26	6	23%
Ladner Rural	5	1	20%
Neilsen Grove	6	2	33%
Port Guichon	10	0	NA
Westham Island	3	0	NA
TOTAL*	112	14	13%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 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 17% Sales Ratio Balanced market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Hawthorne and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary and up to 2 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	1	1	100%
400,001 – 500,000	5	7	140%*
500,001 – 600,000	5	4	80%
600,001 – 700,000	7	2	29%
700,001 – 800,000	1	5	500%*
800,001 – 900,000	4	1	25%
900,001 – 1,000,000	3	2	67%
1,000,001 – 1,250,000	2	1	50%
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*	28	23	82%

0 to 1 Bedroom	5	3	60%
2 Bedrooms	9	10	111%*
3 Bedrooms	12	8	67%
4 Bedrooms & Greater	2	2	100%
TOTAL*	28	23	82%

SnapStats®	May	June	Variance
Inventory	34	28	-18%
Solds	15	23	53%
Sale Price	\$605,000	\$587,900	-3%
Sale Price SQFT	\$437	\$458	5%
Sale to List Price Ratio	98%	100%	2%
Days on Market	11	14	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 CONDOS & TOWNHOMES

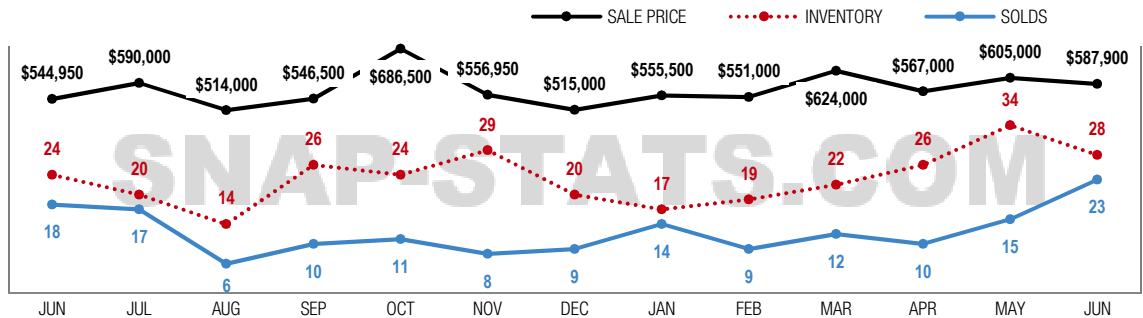
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	5	9	180%*
East Delta	1	0	NA
Hawthorne	9	7	78%
Holly	1	1	100%
Ladner Elementary	4	3	75%
Ladner Rural	0	0	NA
Neilsen Grove	8	3	38%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	28	23	82%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 82% Sales Ratio average (8.2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** Insufficient data but with 7 sales \$400,000 to \$500,000
- Buyers Best Bet** Homes in Neilsen Grove and 3 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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