

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

Compliments of:

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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	1	50%
300,001 – 400,000	6	2	33%
400,001 – 500,000	15	2	13%
500,001 – 600,000	39	16	41%
600,001 – 700,000	97	18	19%
700,001 – 800,000	82	5	6%
800,001 – 900,000	80	12	15%
900,001 – 1,000,000	57	3	5%
1,000,001 – 1,250,000	84	12	14%
1,250,001 – 1,500,000	77	6	8%
1,500,001 – 1,750,000	49	0	NA
1,750,001 – 2,000,000	58	4	7%
2,000,001 – 2,250,000	21	5	24%
2,250,001 – 2,500,000	32	3	9%
2,500,001 – 2,750,000	11	0	NA
2,750,001 – 3,000,000	17	1	6%
3,000,001 – 3,500,000	25	0	NA
3,500,001 – 4,000,000	16	1	6%
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	4	1	25%
5,000,001 & Greater	44	0	NA
TOTAL*	823	92	11%

0 to 1 Bedroom	299	46	15%
2 Bedrooms	431	40	9%
3 Bedrooms	83	6	7%
4 Bedrooms & Greater	10	0	NA
TOTAL*	823	92	11%

SnapStats®	January	February	Variance
Inventory	708	823	16%
Solds	85	92	8%
Sale Price	\$736,000	\$845,000	15%
Sale Price SQFT	\$1,059	\$1,099	4%
Sale to List Price Ratio	95%	97%	2%
Days on Market	30	17	-43%

*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

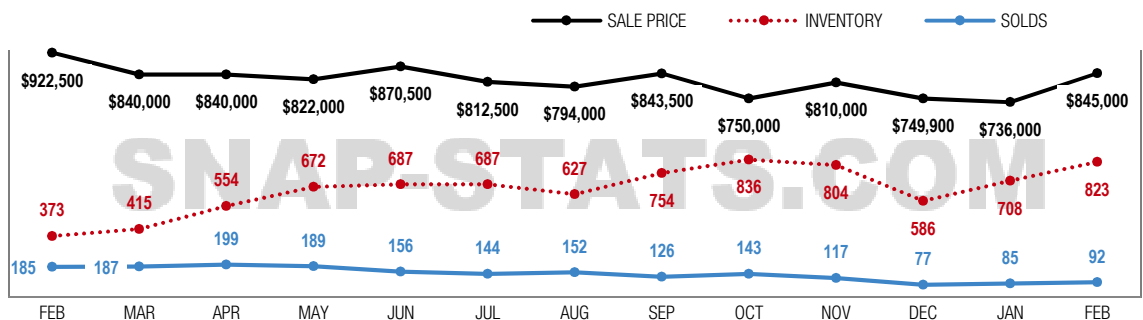
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	130	7	5%
Downtown	302	37	12%
Westend	149	17	11%
Yaletown	242	31	13%
TOTAL*	823	92	11%

Market Summary

- Market Type Indicator **VANCOUVER DOWNTOWN ATTACHED**: Buyers Market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, Westend, Yaletown 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	1	1	100%
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	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	1	0	NA
1,500,001 – 1,750,000	4	5	125%*
1,750,001 – 2,000,000	12	5	42%
2,000,001 – 2,250,000	19	6	32%
2,250,001 – 2,500,000	36	3	8%
2,500,001 – 2,750,000	25	3	12%
2,750,001 – 3,000,000	60	7	12%
3,000,001 – 3,500,000	73	2	3%
3,500,001 – 4,000,000	99	4	4%
4,000,001 – 4,500,000	67	0	NA
4,500,001 – 5,000,000	63	6	10%
5,000,001 & Greater	222	2	1%
TOTAL*	683	44	6%

2 Bedrooms & Less	22	2	9%
3 to 4 Bedrooms	233	15	6%
5 to 6 Bedrooms	346	20	6%
7 Bedrooms & More	82	7	9%
TOTAL*	683	44	6%

SnapStats®	January	February	Variance
Inventory	634	683	8%
Solds	35	44	26%
Sale Price	\$2,705,000	\$2,700,000	0%
Sale Price SQFT	\$887	\$926	4%
Sale to List Price Ratio	90%	92%	2%
Days on Market	53	16	-70%

*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

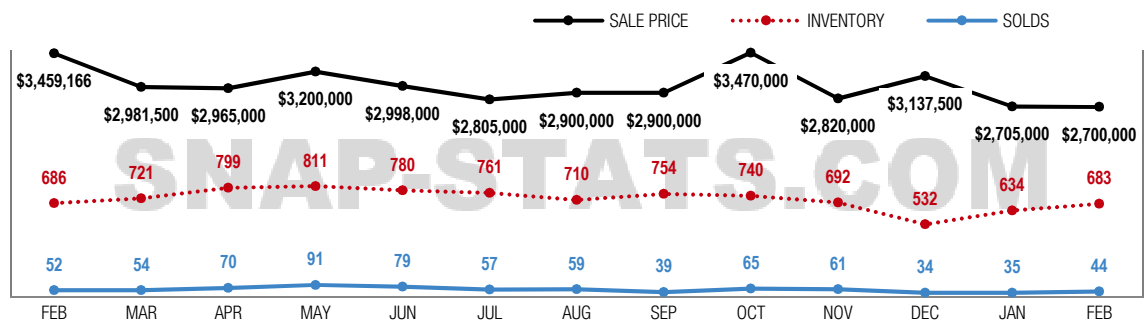
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	31	2	6%
Cambie	38	5	13%
Dunbar	103	7	7%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	54	0	NA
Kitsilano	43	10	23%
Mackenzie Heights	29	2	7%
Marpole	57	1	2%
Mount Pleasant	3	0	NA
Oakridge	14	1	7%
Point Grey	67	6	9%
Quilchena	16	3	19%
SW Marine	24	4	17%
Shaughnessy	66	1	2%
South Cambie	13	0	NA
South Granville	75	1	1%
Southlands	26	0	NA
University	23	1	4%
TOTAL*	683	44	6%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$1.75 mil to \$2 mil with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$5 mil, Marpole, Shaughnessy, South Granville, University and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, up to 2 bedrooms / minimum 7 bedroom properties

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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	5	0	NA
400,001 – 500,000	23	9	39%
500,001 – 600,000	54	14	26%
600,001 – 700,000	75	14	19%
700,001 – 800,000	61	21	34%
800,001 – 900,000	56	10	18%
900,001 – 1,000,000	61	6	10%
1,000,001 – 1,250,000	104	24	23%
1,250,001 – 1,500,000	76	10	13%
1,500,001 – 1,750,000	61	2	3%
1,750,001 – 2,000,000	54	0	NA
2,000,001 – 2,250,000	8	1	13%
2,250,001 – 2,500,000	24	2	8%
2,500,001 – 2,750,000	9	1	11%
2,750,001 – 3,000,000	13	1	8%
3,000,001 – 3,500,000	6	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	4	0	NA
TOTAL*	700	115	16%

0 to 1 Bedroom	196	51	26%
2 Bedrooms	338	54	16%
3 Bedrooms	143	7	5%
4 Bedrooms & Greater	23	3	13%
TOTAL*	700	115	16%

SnapStats®	January	February	Variance
Inventory	615	700	14%
Solds	63	115	83%
Sale Price	\$828,000	\$795,000	-4%
Sale Price SQFT	\$888	\$946	7%
Sale to List Price Ratio	96%	98%	2%
Days on Market	35	14	-60%

*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

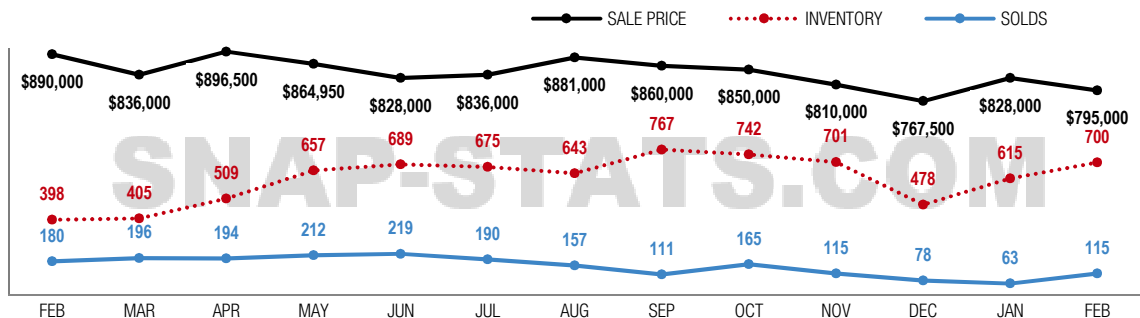
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	68	5	7%
Dunbar	4	0	NA
Fairview	83	12	14%
Falsecreek	89	15	17%
Kerrisdale	32	6	19%
Kitsilano	90	33	37%
Mackenzie Heights	1	0	NA
Marpole	87	5	6%
Mount Pleasant	15	4	27%
Oakridge	24	0	NA
Point Grey	12	5	42%
Quilchena	18	1	6%
SW Marine	16	0	NA
Shaughnessy	8	1	13%
South Cambie	15	2	13%
South Granville	18	0	NA
Southlands	2	0	NA
University	117	26	22%
TOTAL*	700	115	16%

Market Summary

- Market Type Indicator **VANCOUVER WESTSIDE ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 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 39% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Cambie, Marpole, Quilchena and 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, Point Grey 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	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	1	NA*
900,001 – 1,000,000	2	2	100%
1,000,001 – 1,250,000	35	23	66%
1,250,001 – 1,500,000	101	12	12%
1,500,001 – 1,750,000	110	10	9%
1,750,001 – 2,000,000	88	2	2%
2,000,001 – 2,250,000	45	2	4%
2,250,001 – 2,500,000	64	2	3%
2,500,001 – 2,750,000	39	0	NA
2,750,001 – 3,000,000	48	0	NA
3,000,001 – 3,500,000	21	0	NA
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	7	0	NA
TOTAL*	569	54	9%

2 Bedrooms & Less	23	7	30%
3 to 4 Bedrooms	197	23	12%
5 to 6 Bedrooms	259	21	8%
7 Bedrooms & More	90	3	3%
TOTAL*	569	54	9%

SnapStats®	January	February	Variance
Inventory	562	569	1%
Solds	45	54	20%
Sale Price	\$1,400,000	\$1,269,400	-9%
Sale Price SQFT	\$592	\$594	0%
Sale to List Price Ratio	97%	98%	1%
Days on Market	50	17	-66%

*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

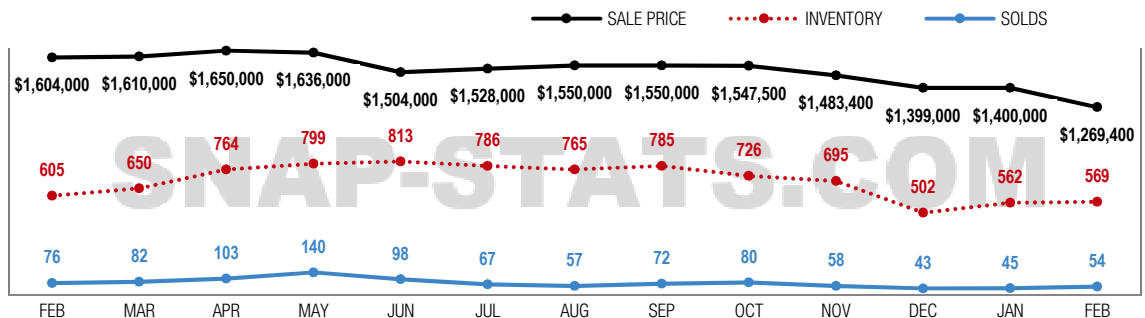
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	90	10	11%
Downtown	0	0	NA
Fraser	38	5	13%
Fraserview	21	0	NA
Grandview	46	2	4%
Hastings	6	1	17%
Hastings East	29	1	3%
Killarney	51	6	12%
Knight	53	5	9%
Main	16	7	44%
Mount Pleasant	12	1	8%
Renfrew Heights	43	6	14%
Renfrew	84	5	6%
South Vancouver	53	1	2%
Victoria	25	4	16%
TOTAL*	569	54	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 2% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 66% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2.5 mil, Grandview, Hastings East, South Vancouver and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Main and up to 2 bedrooms

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	12	5	42%
400,001 – 500,000	70	23	33%
500,001 – 600,000	95	18	19%
600,001 – 700,000	56	20	36%
700,001 – 800,000	62	9	15%
800,001 – 900,000	41	11	27%
900,001 – 1,000,000	25	4	16%
1,000,001 – 1,250,000	26	4	15%
1,250,001 – 1,500,000	13	5	38%
1,500,001 – 1,750,000	7	0	NA
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	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	419	99	24%

0 to 1 Bedroom	162	41	25%
2 Bedrooms	178	40	22%
3 Bedrooms	70	16	23%
4 Bedrooms & Greater	9	2	22%
TOTAL*	419	99	24%

SnapStats®	January	February	Variance
Inventory	388	419	8%
Solds	56	99	77%
Sale Price	\$607,000	\$625,000	3%
Sale Price SQFT	\$834	\$789	-5%
Sale to List Price Ratio	95%	100%	5%
Days on Market	28	13	-54%

*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

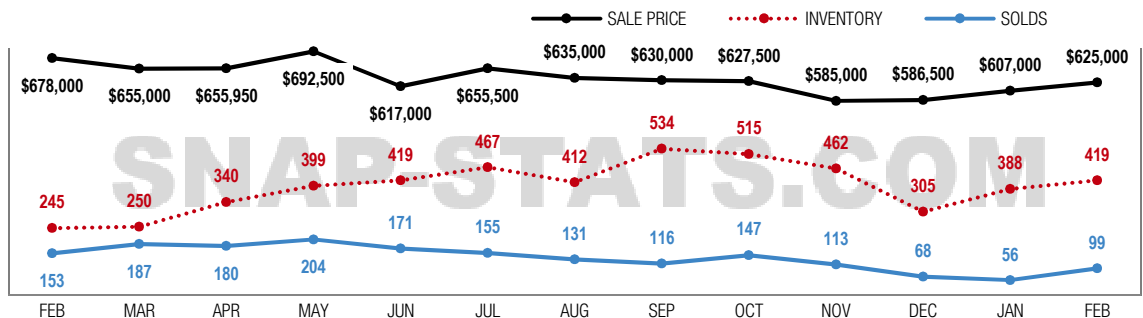
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	44	3	7%
Collingwood	76	17	22%
Downtown	26	2	8%
Fraser	7	5	71%
Fraserview	36	3	8%
Grandview	18	8	44%
Hastings	26	14	54%
Hastings East	8	3	38%
Killarney	11	2	18%
Knight	8	2	25%
Main	10	3	30%
Mount Pleasant	96	28	29%
Renfrew Heights	1	1	100%
Renfrew	25	3	12%
South Vancouver	0	0	NA
Victoria	27	5	19%
TOTAL*	419	99	24%

Market Summary

- Market Type Indicator **VANCOUVER EASTSIDE 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** \$300,000 to \$400,000 with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000, \$1 mil to \$1.25 mil, Champlain Heights, Downtown and Fraserview
- Sellers Best Bet** Selling homes in Grandview, Hastings, Hastings East 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	0	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	19	6	32%
1,250,001 – 1,500,000	52	15	29%
1,500,001 – 1,750,000	45	6	13%
1,750,001 – 2,000,000	59	3	5%
2,000,001 – 2,250,000	33	2	6%
2,250,001 – 2,500,000	37	1	3%
2,500,001 – 2,750,000	21	3	14%
2,750,001 – 3,000,000	22	1	5%
3,000,001 – 3,500,000	18	0	NA
3,500,001 – 4,000,000	17	0	NA
4,000,001 – 4,500,000	5	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	337	37	11%

2 Bedrooms & Less	11	2	18%
3 to 4 Bedrooms	160	22	14%
5 to 6 Bedrooms	136	12	9%
7 Bedrooms & More	30	1	3%
TOTAL*	337	37	11%

SnapStats®	January	February	Variance
Inventory	306	337	10%
Solds	35	37	6%
Sale Price	\$1,618,000	\$1,470,000	-9%
Sale Price SQFT	\$612	\$556	-9%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	50	21	-58%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	8	2	25%
Boulevard	12	2	17%
Braemar	0	0	NA
Calverhall	13	0	NA
Canyon Heights	40	4	10%
Capilano	6	0	NA
Central Lonsdale	14	3	21%
Deep Cove	11	1	9%
Delbrook	2	0	NA
Dollarton	11	2	18%
Edgemont	26	0	NA
Forest Hills	15	2	13%
Grouse Woods	1	2	200%*
Hamilton	7	0	NA
Hamilton Heights	2	0	NA
Indian Arm	4	0	NA
Indian River	3	0	NA
Lower Lonsdale	10	2	20%
Lynn Valley	31	3	10%
Lynn timer	2	0	NA
Norgate	7	1	14%
Northlands	2	0	NA
Pemberton Heights	13	1	8%
Pemberton	10	1	10%
Princess Park	4	0	NA
Queensbury	4	0	NA
Roche Point	1	1	100%
Seymour	5	1	20%
Tempe	3	0	NA
Upper Delbrook	19	2	11%
Upper Lonsdale	35	3	9%
Westlynn	7	4	57%
Westlynn Terrace	1	0	NA
Windsor Park	5	0	NA
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	337	37	11%

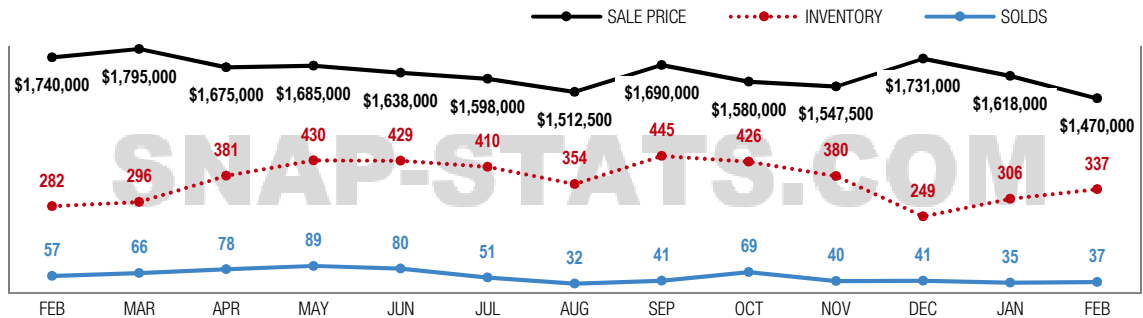
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 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 32% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Deep Cove, Pemberton Heights, Upper Lonsdale and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Blueridge, Central Lonsdale, Lower Lonsdale and up to 2 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	8	4	50%
400,001 – 500,000	31	8	26%
500,001 – 600,000	59	14	24%
600,001 – 700,000	56	16	29%
700,001 – 800,000	51	10	20%
800,001 – 900,000	54	6	11%
900,001 – 1,000,000	47	8	17%
1,000,001 – 1,250,000	55	16	29%
1,250,001 – 1,500,000	22	0	NA
1,500,001 – 1,750,000	12	0	NA
1,750,001 – 2,000,000	1	1	100%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	404	83	21%

0 to 1 Bedroom	110	29	26%
2 Bedrooms	199	38	19%
3 Bedrooms	77	13	17%
4 Bedrooms & Greater	18	3	17%
TOTAL*	404	83	21%

SnapStats®	January	February	Variance
Inventory	363	404	11%
Solds	53	83	57%
Sale Price	\$619,000	\$700,000	13%
Sale Price SQFT	\$726	\$745	3%
Sale to List Price Ratio	95%	98%	3%
Days on Market	54	12	-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

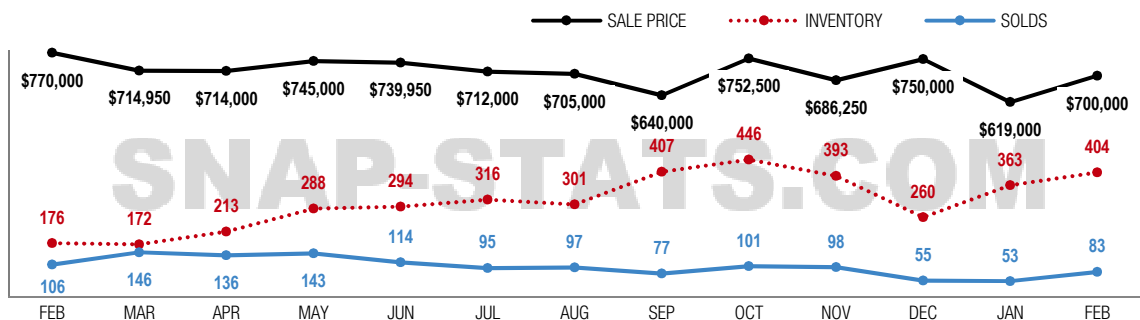
SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	2	0	NA
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	2	0	NA
Capilano	4	0	NA
Central Lonsdale	88	10	11%
Deep Cove	1	0	NA
Delbrook	0	0	NA
Dollarton	2	0	NA
Edgemont	3	1	33%
Forest Hills	0	0	NA
Grouse Woods	1	0	NA
Hamilton	30	4	13%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	1	3	300%*
Lower Lonsdale	96	27	28%
Lynn Valley	24	8	33%
Lynn timer	43	5	12%
Norgate	13	2	15%
Northlands	6	2	33%
Pemberton Heights	1	0	NA
Pemberton	32	5	16%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	37	10	27%
Seymour	4	3	75%
Tempe	0	0	NA
Upper Delbrook	2	3	150%*
Upper Lonsdale	5	0	NA
Westlynn	7	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	404	83	21%

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 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 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$800,000 to \$900,000, Central Lonsdale, Hamilton and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Lower Lonsdale, Lynn Valley, Roche Point and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

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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	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	1	1	100%
1,250,001 – 1,500,000	3	1	33%
1,500,001 – 1,750,000	8	5	63%
1,750,001 – 2,000,000	21	3	14%
2,000,001 – 2,250,000	13	5	38%
2,250,001 – 2,500,000	35	0	NA
2,500,001 – 2,750,000	39	2	5%
2,750,001 – 3,000,000	27	2	7%
3,000,001 – 3,500,000	36	4	11%
3,500,001 – 4,000,000	40	1	3%
4,000,001 – 4,500,000	24	0	NA
4,500,001 – 5,000,000	30	1	3%
5,000,001 & Greater	168	0	NA
TOTAL*	445	25	6%

2 Bedrooms & Less	14	0	NA
3 to 4 Bedrooms	188	16	9%
5 to 6 Bedrooms	210	8	4%
7 Bedrooms & More	33	1	3%
TOTAL*	445	25	6%

SnapStats®	January	February	Variance
Inventory	422	445	5%
Solds	18	25	39%
Sale Price	\$2,307,500	\$2,043,800	-11%
Sale Price SQFT	\$714	\$638	-11%
Sale to List Price Ratio	90%	85%	-6%
Days on Market	64	59	-8%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	13	0	NA
Ambleside	55	2	4%
Bayridge	12	1	8%
British Properties	83	3	4%
Canterbury	9	0	NA
Caulfield	23	3	13%
Cedardale	5	0	NA
Chartwell	35	2	6%
Chelsea Park	5	0	NA
Cypress	6	0	NA
Cypress Park Estates	11	2	18%
Deer Ridge	1	0	NA
Dundarave	32	1	3%
Eagle Harbour	14	0	NA
Eagleridge	5	0	NA
Furry Creek	1	0	NA
Gleneagles	5	1	20%
Glenmore	21	1	5%
Horseshoe Bay	3	0	NA
Howe Sound	3	0	NA
Lions Bay	13	3	23%
Old Caulfield	6	0	NA
Panorama Village	0	0	NA
Park Royal	2	1	50%
Porteau Cove	0	0	NA
Queens	13	1	8%
Rockridge	2	1	50%
Sandy Cove	2	0	NA
Sentinel Hill	14	1	7%
Upper Caulfield	10	1	10%
West Bay	8	0	NA
Westhill	2	0	NA
Westmount	18	0	NA
Whitby Estates	6	0	NA
Whytecliff	7	1	14%
TOTAL*	445	25	6%

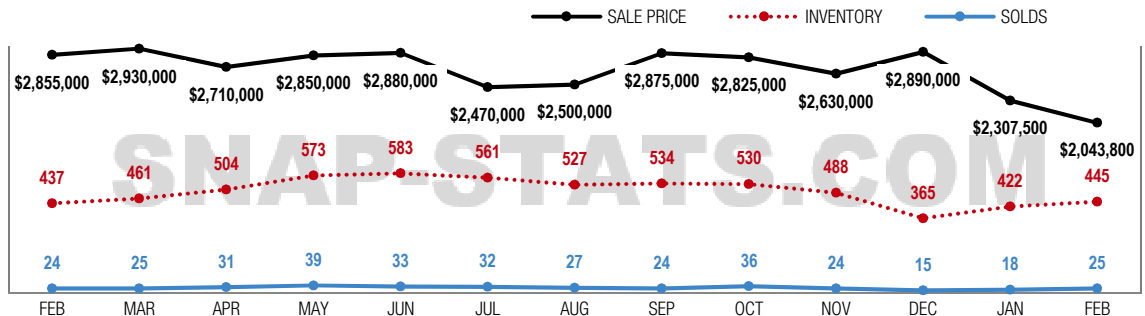
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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 15% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 63% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil, \$4.5 mil to \$5 mil, Dundarave and minimum 5 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	1	0	NA
400,001 – 500,000	3	0	NA
500,001 – 600,000	6	5	83%
600,001 – 700,000	1	0	NA
700,001 – 800,000	5	0	NA
800,001 – 900,000	6	0	NA
900,001 – 1,000,000	5	1	20%
1,000,001 – 1,250,000	11	0	NA
1,250,001 – 1,500,000	14	3	21%
1,500,001 – 1,750,000	14	1	7%
1,750,001 – 2,000,000	14	0	NA
2,000,001 – 2,250,000	11	1	9%
2,250,001 – 2,500,000	8	0	NA
2,500,001 – 2,750,000	4	1	25%
2,750,001 – 3,000,000	8	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	126	12	10%

0 to 1 Bedroom	23	3	13%
2 Bedrooms	75	7	9%
3 Bedrooms	27	2	7%
4 Bedrooms & Greater	1	0	NA
TOTAL*	126	12	10%

SnapStats®	January	February	Variance
Inventory	111	126	14%
Solds	8	12	50%
Sale Price	\$3,069,450	\$1,397,500	-54%
Sale Price SQFT	\$1,704	\$1,089	-36%
Sale to List Price Ratio	104%	92%	-12%
Days on Market	10	32	220%

*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

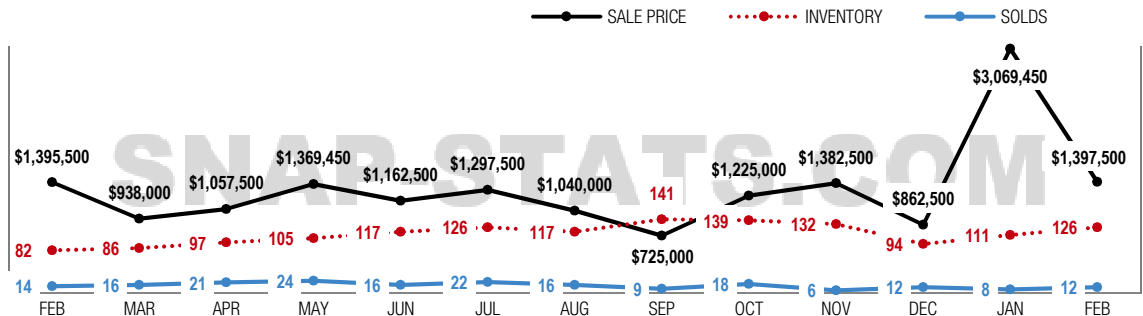
SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	30	4	13%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	6	1	17%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	7	0	NA
Deer Ridge	6	0	NA
Dundarave	29	3	10%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	0	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	6	0	NA
Howe Sound	2	0	NA
Lions Bay	1	0	NA
Old Caulfield	1	1	100%
Panorama Village	12	2	17%
Park Royal	18	1	6%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	1	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	7	0	NA
Whytecliff	0	0	NA
TOTAL*	126	12	10%

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 10% Sales Ratio average (1 in 10 homes selling rate)
- Homes are selling on average 8% below list price
- Most Active Price Band** \$1.25 mil to \$1.75 mil with average 21% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Panorama Village 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	1	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	1	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	3	0	NA
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	33	3	9%
1,250,001 – 1,500,000	114	15	13%
1,500,001 – 1,750,000	100	5	5%
1,750,001 – 2,000,000	107	7	7%
2,000,001 – 2,250,000	40	2	5%
2,250,001 – 2,500,000	67	2	3%
2,500,001 – 2,750,000	64	1	2%
2,750,001 – 3,000,000	87	1	1%
3,000,001 – 3,500,000	54	0	NA
3,500,001 – 4,000,000	40	0	NA
4,000,001 – 4,500,000	13	0	NA
4,500,001 – 5,000,000	11	0	NA
5,000,001 & Greater	11	0	NA
TOTAL*	753	36	5%

2 Bedrooms & Less	38	0	NA
3 to 4 Bedrooms	296	16	5%
5 to 6 Bedrooms	389	19	5%
7 Bedrooms & More	30	1	3%
TOTAL*	753	36	5%

SnapStats®	January	February	Variance
Inventory	710	753	6%
Solds	30	36	20%
Sale Price	\$1,439,000	\$1,517,500	5%
Sale Price SQFT	\$644	\$574	-11%
Sale to List Price Ratio	95%	93%	-2%
Days on Market	52	53	2%

*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

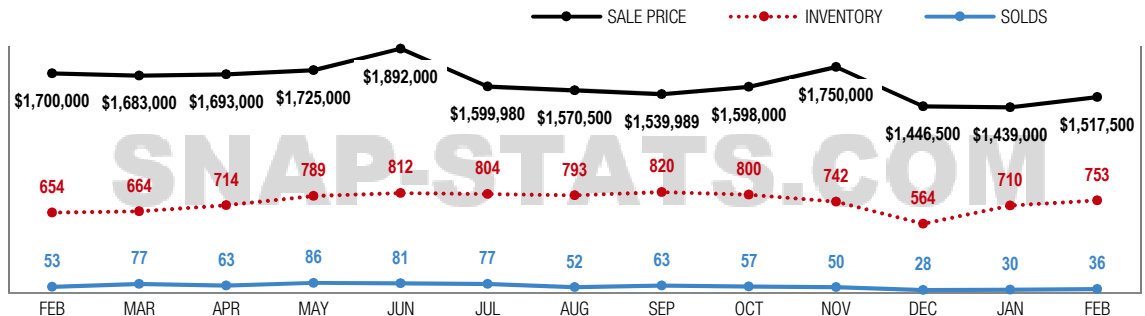
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	27	1	4%
Bridgeport	18	0	NA
Brighthouse	26	0	NA
Brighthouse South	2	0	NA
Broadmoor	61	3	5%
East Cambie	25	0	NA
East Richmond	3	0	NA
Garden City	28	1	4%
Gilmore	3	0	NA
Granville	58	3	5%
Hamilton	16	0	NA
Ironwood	33	2	6%
Lackner	36	3	8%
McLennan	7	0	NA
McLennan North	7	0	NA
McNair	19	2	11%
Quilchena	39	0	NA
Riverdale	34	2	6%
Saunders	36	0	NA
Sea Island	3	0	NA
Seafair	47	2	4%
South Arm	25	3	12%
Steveston North	41	2	5%
Steveston South	27	2	7%
Steveston Village	15	0	NA
Terra Nova	15	2	13%
West Cambie	26	4	15%
Westwind	17	2	12%
Woodwards	59	2	3%
TOTAL*	753	36	5%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 13% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$2.25 mil to \$3 mil, Woodwards and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in West Cambie and 3 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	8	3	38%
300,001 – 400,000	27	11	41%
400,001 – 500,000	92	21	23%
500,001 – 600,000	135	22	16%
600,001 – 700,000	164	22	13%
700,001 – 800,000	165	15	9%
800,001 – 900,000	113	16	14%
900,001 – 1,000,000	105	3	3%
1,000,001 – 1,250,000	107	2	2%
1,250,001 – 1,500,000	31	2	6%
1,500,001 – 1,750,000	15	0	NA
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	2	0	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	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	976	117	12%

0 to 1 Bedroom	158	26	16%
2 Bedrooms	439	60	14%
3 Bedrooms	282	24	9%
4 Bedrooms & Greater	97	7	7%
TOTAL*	976	117	12%

SnapStats®	January	February	Variance
Inventory	886	976	10%
Solds	92	117	27%
Sale Price	\$575,750	\$620,000	8%
Sale Price SQFT	\$610	\$667	9%
Sale to List Price Ratio	97%	97%	0%
Days on Market	52	29	-44%

*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

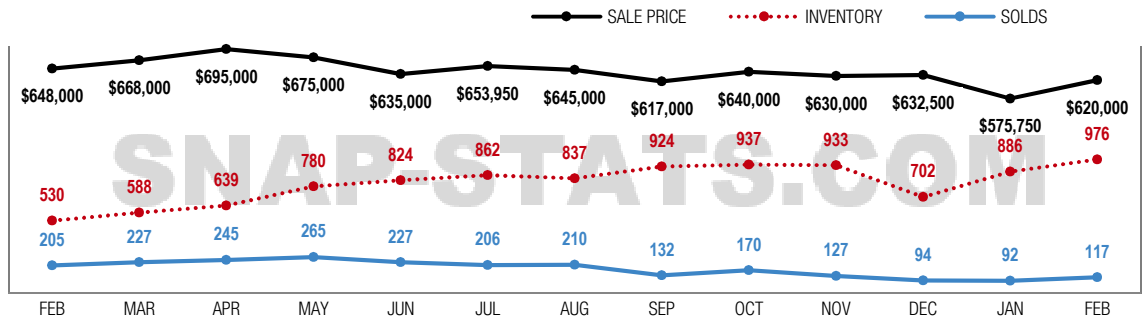
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	22	1	5%
Bridgeport	25	0	NA
Brighthouse	292	38	13%
Brighthouse South	96	18	19%
Broadmoor	9	1	11%
East Cambie	14	2	14%
East Richmond	6	0	NA
Garden City	10	1	10%
Gilmore	0	0	NA
Granville	16	1	6%
Hamilton	22	0	NA
Ironwood	39	5	13%
Lackner	4	1	25%
McLennan	0	0	NA
McLennan North	101	9	9%
McNair	1	1	100%
Quilchena	2	1	50%
Riverdale	19	5	26%
Saunders	10	1	10%
Sea Island	0	0	NA
Seafair	4	1	25%
South Arm	7	2	29%
Steveston North	10	1	10%
Steveston South	52	6	12%
Steveston Village	5	1	20%
Terra Nova	18	1	6%
West Cambie	159	19	12%
Westwind	2	0	NA
Woodwards	31	1	3%
TOTAL*	976	117	12%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: 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** \$300,000 to \$400,000 with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 mil to \$1.25 mil, Boyd Park, Granville, Terra Nova, Woodward and 4 plus bedrooms
- Sellers Best Bet** Selling homes in Riverdale 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	2	1	50%
900,001 – 1,000,000	9	1	11%
1,000,001 – 1,250,000	37	5	14%
1,250,001 – 1,500,000	33	0	NA
1,500,001 – 1,750,000	15	1	7%
1,750,001 – 2,000,000	9	0	NA
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	7	0	NA
2,500,001 – 2,750,000	5	0	NA
2,750,001 – 3,000,000	5	0	NA
3,000,001 – 3,500,000	0	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	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	129	8	6%

2 Bedrooms & Less	9	0	NA
3 to 4 Bedrooms	79	8	10%
5 to 6 Bedrooms	36	0	NA
7 Bedrooms & More	5	0	NA
TOTAL*	129	8	6%

SnapStats®	January	February	Variance
Inventory	118	129	9%
Solds	9	8	-11%
Sale Price	\$1,050,000	\$1,086,500	3%
Sale Price SQFT	\$470	\$451	-4%
Sale to List Price Ratio	91%	97%	7%
Days on Market	127	115	-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

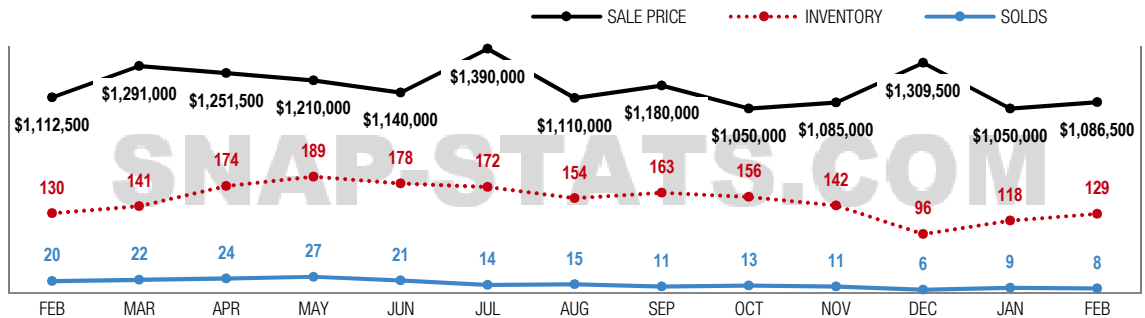
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	14	1	7%
Boundary Beach	12	0	NA
Cliff Drive	21	2	10%
English Bluff	15	1	7%
Pebble Hill	31	2	6%
Tsawwassen Central	25	1	4%
Tsawwassen East	11	1	9%
TOTAL*	129	8	6%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 14% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil and Tsawwassen Central
- Sellers Best Bet** Selling homes in Cliff Drive and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	0	NA
300,001 – 400,000	5	2	40%
400,001 – 500,000	5	1	20%
500,001 – 600,000	11	3	27%
600,001 – 700,000	14	6	43%
700,001 – 800,000	4	0	NA
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	5	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	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	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*	52	12	23%

0 to 1 Bedroom	7	2	29%
2 Bedrooms	25	6	24%
3 Bedrooms	18	4	22%
4 Bedrooms & Greater	2	0	NA
TOTAL*	52	12	23%

SnapStats®	January	February	Variance
Inventory	55	52	-5%
Solds	4	12	200%
Sale Price	\$439,500	\$589,250	34%
Sale Price SQFT	\$411	\$446	9%
Sale to List Price Ratio	94%	94%	0%
Days on Market	84	85	1%

*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

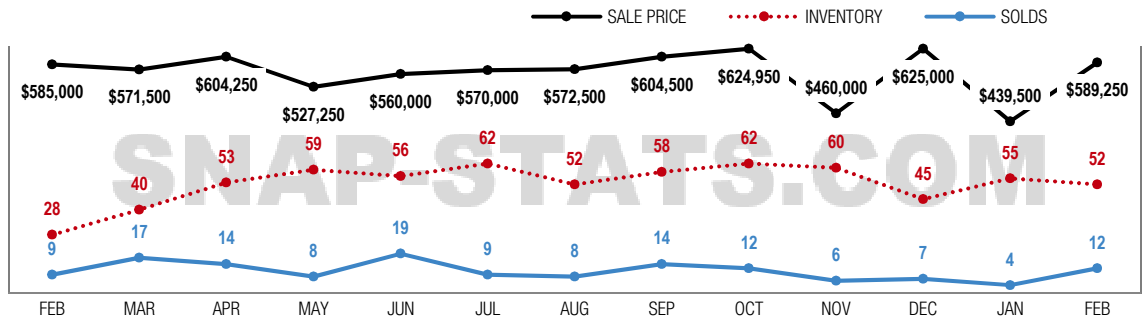
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	12	2	17%
Boundary Beach	1	0	NA
Cliff Drive	26	7	27%
English Bluff	1	0	NA
Pebble Hill	1	0	NA
Tsawwassen Central	9	3	33%
Tsawwassen East	2	0	NA
TOTAL*	52	12	23%

Market Summary

- Market Type Indicator **TSAAWASSEN ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$600,000 to \$700,000 with average 43% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$500,000 to \$600,000, Beach Grove and 3 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive, Tsawwassen Central 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	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	1	1	100%
700,001 – 800,000	1	2	200%*
800,001 – 900,000	7	2	29%
900,001 – 1,000,000	20	3	15%
1,000,001 – 1,250,000	27	2	7%
1,250,001 – 1,500,000	10	0	NA
1,500,001 – 1,750,000	6	0	NA
1,750,001 – 2,000,000	3	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	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	1	0	NA
TOTAL*	79	10	13%

2 Bedrooms & Less	9	2	22%
3 to 4 Bedrooms	48	6	13%
5 to 6 Bedrooms	20	2	10%
7 Bedrooms & More	2	0	NA
TOTAL*	79	10	13%

SnapStats®	January	February	Variance
Inventory	78	79	1%
Solds	7	10	43%
Sale Price	\$900,000	\$883,500	-2%
Sale Price SQFT	\$440	\$467	6%
Sale to List Price Ratio	91%	97%	7%
Days on Market	83	42	-49%

*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

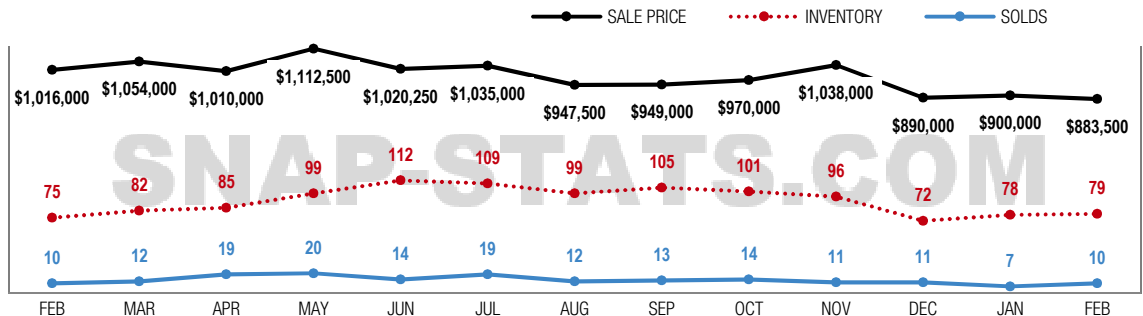
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	8	1	13%
East Delta	2	0	NA
Hawthorne	27	1	4%
Holly	11	2	18%
Ladner Elementary	13	2	15%
Ladner Rural	1	0	NA
Neilsen Grove	15	3	20%
Port Guichon	2	1	50%
Westham Island	0	0	NA
TOTAL*	79	10	13%

Market Summary

- Market Type Indicator **LADNER 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** \$900,000 to \$1 mil with average 15% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Hawthorne and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove 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	2	1	50%
400,001 – 500,000	4	4	100%
500,001 – 600,000	10	5	50%
600,001 – 700,000	12	0	NA
700,001 – 800,000	6	0	NA
800,001 – 900,000	7	0	NA
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	5	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*	50	10	20%

0 to 1 Bedroom	4	1	25%
2 Bedrooms	15	5	33%
3 Bedrooms	22	3	14%
4 Bedrooms & Greater	9	1	11%
TOTAL*	50	10	20%

SnapStats®	January	February	Variance
Inventory	51	50	-2%
Solds	9	10	11%
Sale Price	\$828,800	\$540,000	-35%
Sale Price SQFT	\$448	\$453	1%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	12	48	300%

*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

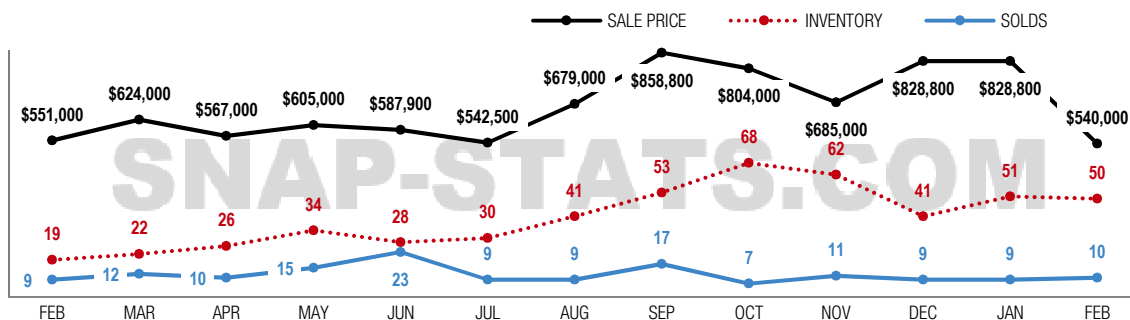
SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	10	2	20%
East Delta	1	0	NA
Hawthorne	8	3	38%
Holly	2	0	NA
Ladner Elementary	7	2	29%
Ladner Rural	0	0	NA
Neilsen Grove	22	3	14%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	50	10	20%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes in Neilsen Grove and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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