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

Compliments of:
Sterling Wong
Personal Real Estate Corporation
604.836.0506
wong.sterling@gmail.com
SterlingWong.ca

Oakwyn Realty
3195 Oak Street
Vancouver, BC V6H 2L2

# Snapstats 

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Downtown
Westside
Eastside
North Vancouver West Vancouver
Richmond
Tsamwassen
Ladner


# SnapStałs vancouver downtown 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| (3) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 2 | 2 | 100\% |
| 400,001-500,000 | 7 | 1 | 14\% |
| 500,001-600,000 | 9 | 7 | 78\% |
| 600,001-700,000 | 32 | 15 | 47\% |
| 700,001-800,000 | 31 | 27 | 87\% |
| 800,001-900,000 | 29 | 13 | 45\% |
| 900,001-1,000,000 | 20 | 10 | 50\% |
| 1,000,001-1,250,000 | 36 | 17 | 47\% |
| 1,250,001-1,500,000 | 27 | 16 | 59\% |
| 1,500,001-1,750,000 | 25 | 4 | 16\% |
| 1,750,001-2,000,000 | 8 | 9 | 113\%* |
| 2,000,001-2,250,000 | 5 | 4 | 80\% |
| 2,250,001-2,500,000 | 11 | 0 | NA |
| 2,500,001-2,750,000 | 11 | 1 | 9\% |
| 2,750,001-3,000,000 | 8 | 1 | 13\% |
| 3,000,001-3,500,000 | 16 | 2 | 13\% |
| 3,500,001-4,000,000 | 18 | 0 | NA |
| 4,000,001-4,500,000 | 3 | 0 | NA |
| 4,500,001-5,000,000 | 3 | 0 | NA |
| 5,000,001 \& Greater | 26 | 6 | 23\% |
| TOTAL* | 327 | 135 | 41\% |
| 0 to 1 Bedroom | 108 | 55 | 51\% |
| 2 Bedrooms | 153 | 67 | 44\% |
| 3 Bedrooms | 57 | 13 | 23\% |
| 4 Bedrooms \& Greater | 9 | 0 | NA |
| TOTAL* | 327 | 135 | 41\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 278 | 327 | 18\% |
| Solds | 148 | 135 | -9\% |
| Sale Price | \$821,500 | \$950,000 | 16\% |
| Sale Price SQFT | \$1,101 | \$1,145 | 4\% |
| Sale to List Price Ratio | 99\% | 100\% | 1\% |
| Days on Market | 12 | 11 | -8\% |

Community ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Coal Harbour | 48 | 14 | $29 \%$ |
| Downtown | 142 | 56 | $39 \%$ |
| Westend | 46 | 20 | $43 \%$ |
| Yaletown | 91 | 45 | $49 \%$ |
| TOTAL* | 327 | 135 | $41 \%$ |


|  |  |  |  |  |  |  |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |





|  |  |
| :--- | :--- |




## Market Summary - Market Type Indicator DOWNTOWN: Sellers market at 41\% Sales Ratio average (4.1 in 10 homes selling rate) <br> - Homes are selling on average at list price

- Most Active Price Band** +/- \$1 mil: \$500k to \$600k (78\% Sales Ratio) / \$1.75 mil to \$2 mil (>100\% Sales Ratio)
- Buyers Best Bet** $+/-\$ 1$ mil: Homes between $\$ 800 \mathrm{k}$ to $\$ 900 \mathrm{k} / \$ 2.5$ mil to $\$ 2.75$ mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Yaletown and up to 1 bedroom properties
** With a minimum inventory of 10 in most instances


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Oakwyn Realty 604.836.0506

SterlingWong.ca wong.sterling@gmail.com

## SnapStats vancouver westside

Price Band \& Bedroom DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 1 | 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 | 0 | 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 | 1 | 0 | NA |
| 1,500,001-1,750,000 | 2 | 0 | NA |
| 1,750,001-2,000,000 | 6 | 0 | NA |
| 2,000,001-2,250,000 | 5 | 2 | 40\% |
| 2,250,001-2,500,000 | 24 | 3 | 13\% |
| 2,500,001-2,750,000 | 11 | 2 | 18\% |
| 2,750,001-3,000,000 | 44 | 6 | 14\% |
| 3,000,001-3,500,000 | 64 | 5 | 8\% |
| 3,500,001-4,000,000 | 81 | 12 | 15\% |
| 4,000,001-4,500,000 | 52 | 4 | 8\% |
| 4,500,001-5,000,000 | 63 | 2 | 3\% |
| 5,000,001 \& Greater | 242 | 7 | 3\% |
| TOTAL* | 597 | 45 | 8\% |
| 2 Bedrooms \& Less | 22 | 2 | 9\% |
| 3 to 4 Bedrooms | 209 | 13 | 6\% |
| 5 to 6 Bedrooms | 295 | 26 | 9\% |
| 7 Bedrooms \& More | 71 | 4 | 6\% |
| TOTAL* | 597 | 45 | 8\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 480 | 597 | 24\% |
| Solds | 37 | 45 | 22\% |
| Sale Price | \$3,200,000 | \$3,600,000 | 13\% |
| Sale Price SQFT | \$1,160 | \$1,238 | 7\% |
| Sale to List Price Ratio | 100\% | 93\% | -7\% |
| Days on Market | 64 | 47 | -27\% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Arbutus | 31 | 4 | 13\% |
| Cambie | 29 | 3 | 10\% |
| Dunbar | 86 | 8 | 9\% |
| Fairview | 0 | 0 | NA |
| Falsecreek | 0 | 0 | NA |
| Kerrisdale | 45 | 3 | 7\% |
| Kitsilano | 34 | 3 | 9\% |
| Mackenzie Heights | 15 | 1 | 7\% |
| Marpole | 47 | 3 | 6\% |
| Mount Pleasant | 3 | 0 | NA |
| Oakridge | 12 | 0 | NA |
| Point Grey | 48 | 8 | 17\% |
| Quilchena | 28 | 3 | 11\% |
| SW Marine | 29 | 1 | 3\% |
| Shaughnessy | 75 | 1 | 1\% |
| South Cambie | 10 | 0 | NA |
| South Granville | 63 | 5 | 8\% |
| Southlands | 26 | 0 | NA |
| University | 16 | 2 | 13\% |
| TOTAL* | 597 | 45 | 8\% |


*Sales Ratio total suggests market speed and market type (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 WESTSIDE DETACHED: Buyers market at 8\% Sales Ratio average (8 in 100 homes selling rate)

- Homes are selling on average 7\% below list price
- Most Active Price Band ${ }^{\star \star}+/-\$ 3$ mil: $\$ 2.5$ mil to $\$ 2.75$ mil ( $18 \%$ Sales Ratio) / $\$ 3.5$ mil to $\$ 4$ mil ( $15 \%$ Sales Ratio)
- Buyers Best Bet** +/-\$3 mil: Homes between $\$ 2.25$ to $\$ 2.5$ mil / $\$ 4.5$ mil plus, SW Marine and Shaughnessy
- Sellers Best Bet** Selling homes in Point Grey and up to 2 bedrooms/ 5 to 6 bedroom properties
** With a minimum inventory of 10 in most instances


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SterlingWong.ca
wong.sterling@gmail.com

# SnapStats vancouver westside 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 1 | 1 | 100\% |
| 400,001-500,000 | 5 | 6 | 120\%* |
| 500,001-600,000 | 13 | 16 | 123\%* |
| 600,001-700,000 | 31 | 20 | 65\% |
| 700,001-800,000 | 25 | 13 | 52\% |
| 800,001-900,000 | 23 | 8 | 35\% |
| 900,001-1,000,000 | 27 | 17 | 63\% |
| 1,000,001-1,250,000 | 39 | 14 | 36\% |
| 1,250,001-1,500,000 | 41 | 14 | 34\% |
| 1,500,001-1,750,000 | 32 | 5 | 16\% |
| 1,750,001-2,000,000 | 39 | 4 | 10\% |
| 2,000,001-2,250,000 | 13 | 3 | 23\% |
| 2,250,001-2,500,000 | 13 | 3 | 23\% |
| 2,500,001-2,750,000 | 9 | 1 | 11\% |
| 2,750,001-3,000,000 | 9 | 0 | NA |
| 3,000,001-3,500,000 | 3 | 1 | 33\% |
| 3,500,001-4,000,000 | 2 | 1 | 50\% |
| 4,000,001-4,500,000 | 1 | 0 | NA |
| 4,500,001-5,000,000 | 2 | 1 | 50\% |
| 5,000,001 \& Greater | 3 | 0 | NA |
| TOTAL* | 331 | 128 | 39\% |
| 0 to 1 Bedroom | 76 | 51 | 67\% |
| 2 Bedrooms | 153 | 60 | 39\% |
| 3 Bedrooms | 86 | 15 | 17\% |
| 4 Bedrooms \& Greater | 16 | 2 | 13\% |
| TOTAL* | 331 | 128 | 39\% |
| SnapStats(2) Median Data | December | January | Variance |
| Inventory | 288 | 331 | 15\% |
| Solds | 127 | 128 | 1\% |
| Sale Price | \$820,000 | \$909,400 | 11\% |
| Sale Price SQFT | \$943 | \$986 | 5\% |
| Sale to List Price Ratio | 101\% | 99\% | -2\% |
| Days on Market | 10 | 11 | 10\% |

Community ATTACHED CONDOS \& TOWNHOMES

| Snapstats® | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Arbutus | 1 | 0 | NA |
| Cambie | 34 | 12 | $35 \%$ |
| Dunbar | 2 | 3 | $150 \%^{*}$ |
| Fairview | 39 | 16 | $41 \%$ |
| Falsecreek | 54 | 18 | $33 \%$ |
| Kerrisdale | 14 | 1 | $7 \%$ |
| Kitsilano | 37 | 17 | $46 \%$ |
| Mackenzie Heights | 0 | 0 | NA |
| Marpole | 36 | 13 | $36 \%$ |
| Mount Pleasant | 7 | 3 | $43 \%$ |
| Oakridge | 8 | 3 | $38 \%$ |
| Point Grey | 3 | 4 | $133 \%^{*}$ |
| Quilchena | 8 | 3 | $38 \%$ |
| SW Marine | 5 | 3 | $60 \%$ |
| Shaughnessy | 7 | 0 | NA |
| South Cambie | 10 | 0 | NA |
| South Granville | 14 | 2 | $14 \%$ |
| Southlands | 0 | 1 | NA* |
| University | 52 | 29 | $56 \%$ |
| TOTAL* | 331 | 128 | $39 \%$ |

*Sales Ratio total suggests market speed and market type (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 $\quad$ - Market Type Indicator WESTSIDE ATTACHED: Sellers market at 39\% Sales Ratio average (3.9 in 10 homes selling rate)

- Most Active Price Band** $\$ 500,000$ to $\$ 600,000$ with average $>100 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 1.75$ mil to $\$ 2$ mil, Kerrisdale, South Granville and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, University and up to 1 bedroom properties
** With a minimum inventory of 10 in most instances


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604.836.0506

SterlingWong.ca wong.sterling@gmail.com

## SnapStats Vancouver eastside

## Price Band \& Bedroom DETACHED HOUSES

| SnapStats ${ }^{\text {a }}$ | 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 | 3 | 0 | NA |
| 1,000,001-1,250,000 | 16 | 6 | 38\% |
| 1,250,001-1,500,000 | 68 | 9 | 13\% |
| 1,500,001-1,750,000 | 100 | 14 | 14\% |
| 1,750,001-2,000,000 | 109 | 9 | 8\% |
| 2,000,001-2,250,000 | 39 | 2 | 5\% |
| 2,250,001-2,500,000 | 76 | 2 | 3\% |
| 2,500,001-2,750,000 | 45 | 1 | 2\% |
| 2,750,001-3,000,000 | 57 | 0 | NA |
| 3,000,001-3,500,000 | 42 | 1 | 2\% |
| 3,500,001-4,000,000 | 11 | 0 | NA |
| 4,000,001-4,500,000 | 3 | 0 | NA |
| 4,500,001-5,000,000 | 0 | 0 | NA |
| 5,000,001 \& Greater | 1 | 0 | NA |
| TOTAL* | 570 | 44 | 8\% |
| 2 Bedrooms \& Less | 40 | 3 | 8\% |
| 3 to 4 Bedrooms | 183 | 20 | 11\% |
| 5 to 6 Bedrooms | 257 | 15 | 6\% |
| 7 Bedrooms \& More | 90 | 6 | 7\% |
| TOTAL* | 570 | 44 | 8\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 527 | 570 | 8\% |
| Solds | 87 | 44 | -49\% |
| Sale Price | \$1,650,000 | \$1,597,444 | -3\% |
| Sale Price SQFT | \$748 | \$681 | -9\% |
| Sale to List Price Ratio | 98\% | 99\% | 1\% |
| Days on Market | 24 | 33 | 38\% |

## Community DETACHED HOUSES

| Snapstats@ | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Champlain Heights | 2 | 0 | NA |
| Collingwood | 66 | 4 | $6 \%$ |
| Downtown | 0 | 0 | NA |
| Fraser | 39 | 5 | $13 \%$ |
| Fraserview | 42 | 2 | $5 \%$ |
| Grandview | 43 | 9 | $21 \%$ |
| Hastings | 19 | 0 | NA |
| Hastings East | 19 | 4 | $21 \%$ |
| Killarney | 47 | 3 | $6 \%$ |
| Knight | 41 | 5 | $12 \%$ |
| Main | 29 | 2 | $7 \%$ |
| Mount Pleasant | 11 | 2 | $18 \%$ |
| Renfrew Heights | 28 | 1 | $4 \%$ |
| Renfrew | 89 | 4 | $4 \%$ |
| South Vancouver | 67 | 2 | $3 \%$ |
| Victoria | 28 | 1 | $4 \%$ |
| TOTAL* | 570 | 44 | $8 \%$ |

$\square$

*Sales Ratio total suggests market speed and market type (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 EASTSIDE DETACHED: Buyers market at $8 \%$ Sales Ratio average (8 in 100 homes seling rate)

- Homes are selling on average 1\% below list price
- Most Active Price Band** $\$ 1$ mil to $\$ 1.25$ mil with average $38 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 2.5$ mil to $\$ 2.75 \mathrm{mil} / \$ 3$ mil to $\$ 3.5$ mil, South Vancouver and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Grandview, Hastings East and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE
....e.... INVENTORY
$\longrightarrow$ SOLDS
13 Month Market Trend

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Oakwyn Realty
604.836.0506

SterlingWong.ca wong.sterling@gmail.com

# SnapStats Vancouver eastside 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| SnapStats ${ }^{\text {a }}$ | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 1 | NA* |
| 300,001-400,000 | 3 | 1 | 33\% |
| 400,001-500,000 | 22 | 9 | 41\% |
| 500,001-600,000 | 27 | 24 | 89\% |
| 600,001-700,000 | 29 | 17 | 59\% |
| 700,001-800,000 | 34 | 12 | 35\% |
| 800,001-900,000 | 18 | 9 | 50\% |
| 900,001-1,000,000 | 13 | 2 | 15\% |
| 1,000,001-1,250,000 | 39 | 5 | 13\% |
| 1,250,001-1,500,000 | 12 | 3 | 25\% |
| 1,500,001-1,750,000 | 6 | 4 | 67\% |
| 1,750,001-2,000,000 | 2 | 1 | 50\% |
| 2,000,001-2,250,000 | 1 | 0 | NA |
| 2,250,001-2,500,000 | 4 | 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* | 211 | 88 | 42\% |
| 0 to 1 Bedroom | 55 | 44 | 80\% |
| 2 Bedrooms | 108 | 28 | 26\% |
| 3 Bedrooms | 44 | 14 | 32\% |
| 4 Bedrooms \& Greater | 4 | 2 | 50\% |
| TOTAL* | 211 | 88 | 42\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 189 | 211 | 12\% |
| Solds | 136 | 88 | -35\% |
| Sale Price | \$636,450 | \$657,400 | 3\% |
| Sale Price SQFT | \$787 | \$863 | 10\% |
| Sale to List Price Ratio | 101\% | 102\% | 1\% |
| Days on Market | 9 | 10 | 11\% |

Community ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Champlain Heights | 31 | 18 | $58 \%$ |
| Collingwood | 23 | 9 | $39 \%$ |
| Downtown | 5 | 5 | $100 \%$ |
| Fraser | 12 | 3 | $25 \%$ |
| Fraserview | 2 | 3 | $150 \%^{*}$ |
| Grandview | 8 | 6 | $75 \%$ |
| Hastings | 10 | 7 | $70 \%$ |
| Hastings East | 4 | 1 | $25 \%$ |
| Killarney | 11 | 4 | $36 \%$ |
| Knight | 7 | 3 | $43 \%$ |
| Main | 8 | 3 | $38 \%$ |
| Mt Pleasant | 48 | 18 | $38 \%$ |
| Renfrew Heights | 0 | 0 | NA |
| Renfrew | 8 | 3 | $38 \%$ |
| South Vancouver | 0 | 0 | NA |
| Victoria | 34 | 5 | $15 \%$ |
| TOTAL* | 211 | 88 | $42 \%$ |

$\square$




 |  |  |  |
| :---: | :---: | :---: | $\square$

*Sales Ratio total suggests market speed and market type (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 EASTSIDE ATTACHED: Sellers market at $42 \%$ Sales Ratio average ( 4.2 in 10 homes selling rate)

- Most Active Price Band ${ }^{* *} \$ 500,000$ to $\$ 600,000$ with average $89 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 1$ mil to $\$ 1.25$ mil, Fraser, Victoria and 2 bedroom properties
- Sellers Best Bet** Selling homes in Grandview, Hastings and up to 1 bedroom properties
** With a minimum inventory of 10 in most instances



# SnapStats NORTH VANCOUVER 

Price Band \& Bedroom DETACHED HOUSES

|  | 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 | 1 | NA* |
| 1,000,001-1,250,000 | 1 | 5 | 500\%* |
| 1,250,001-1,500,000 | 22 | 7 | 32\% |
| 1,500,001-1,750,000 | 27 | 6 | 22\% |
| 1,750,001-2,000,000 | 41 | 6 | 15\% |
| 2,000,001-2,250,000 | 15 | 0 | NA |
| 2,250,001-2,500,000 | 23 | 4 | 17\% |
| 2,500,001-2,750,000 | 19 | 1 | 5\% |
| 2,750,001-3,000,000 | 21 | 0 | NA |
| 3,000,001-3,500,000 | 23 | 0 | NA |
| 3,500,001-4,000,000 | 19 | 0 | NA |
| 4,000,001-4,500,000 | 16 | 0 | NA |
| 4,500,001-5,000,000 | 4 | 0 | NA |
| 5,000,001 \& Greater | 3 | 0 | NA |
| TOTAL* | 234 | 30 | 13\% |
| 2 Bedrooms \& Less | 10 | 3 | 30\% |
| 3 to 4 Bedrooms | 96 | 20 | 21\% |
| 5 to 6 Bedrooms | 105 | 7 | 7\% |
| 7 Bedrooms \& More | 23 | 0 | NA |
| TOTAL* | 234 | 30 | 13\% |
| SnapStats ${ }_{\text {® }}$ Median Data | December | January | Variance |
| Inventory | 189 | 234 | 24\% |
| Solds | 68 | 30 | -56\% |
| Sale Price | \$1,707,500 | \$1,637,500 | -4\% |
| Sale Price SQFT | \$639 | \$732 | 15\% |
| Sale to List Price Ratio | 97\% | 100\% | 3\% |
| Days on Market | 24 | 26 | 8\% |

## Community DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Blueriatge | 7 | 1 | $14 \%$ |
| Boulevard | 9 | 1 | $11 \%$ |
| Braemar | 2 | 0 | NA |
| Calverhall | 4 | 0 | NA |
| Canyon Heights | 30 | 3 | $10 \%$ |
| Capilano | 5 | 0 | NA |
| Central Lonsdale | 11 | 1 | $9 \%$ |
| Deep Cove | 5 | 2 | $40 \%$ |
| Delbrook | 2 | 2 | $100 \%$ |
| Dollarton | 7 | 0 | NA |
| Edgemont | 20 | 1 | $5 \%$ |
| Forest Hills | 14 | 2 | $14 \%$ |
| Grouse Woods | 2 | 0 | NA |
| Hamilton | 1 | 3 | $300 \%{ }^{*}$ |
| Hamilton Heights | 1 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 0 | 0 | NA |
| Lower Lonsdale | 7 | 0 | NA |
| Lynn Valley | 25 | 4 | $16 \%$ |
| Lynnmour | 2 | 1 | $50 \%$ |
| Norgate | 1 | 0 | NA |
| Northlands | 1 | 0 | NA |
| Pemberton Heights | 8 | 0 | NA |
| Pemberton | 11 | 1 | $9 \%$ |
| Princess Park | 3 | 0 | NA |
| Queensbury | 3 | 0 | NA |
| Roche Point | 2 | 1 | $50 \%$ |
| Seymour | 6 | 0 | NA |
| Tempe | 1 | 1 | $100 \%$ |
| Upper Delbrook | 7 | 0 | NA |
| Upper Lonsdale | 25 | 6 | $24 \%$ |
| Westlynn | 5 | 0 | NA |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 3 | 0 | NA |
| Woodlands-Sunshine Cascade | 4 | 0 | NA |
| TOTAL* | 234 | 30 | $13 \%$ |
|  |  |  |  |

*Sales Ratio total suggests market speed and market type (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: Balanced market at $13 \%$ Sales Ratio average ( 1.3 in 10 homes selling rate) <br> - Homes are selling on average at list price

- Most Active Price Band** $\$ 1.25$ mil to $\$ 1.5$ mil with average $32 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 2.5$ mil to $\$ 2.75$ mil, Edgemont and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Upper Lonsdale and up to 2 bedroom properties
** With a minimum inventory of 10 in most instances

13 Month
Market Trend

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wong.sterling@gmail.com

# SnapStats NORTH VANCOUVER 

Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| is(3) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 1 | NA* |
| 300,001-400,000 | 1 | 1 | 100\% |
| 400,001-500,000 | 10 | 11 | 110\%* |
| 500,001-600,000 | 19 | 19 | 100\% |
| 600,001-700,000 | 11 | 14 | 127\%* |
| 700,001-800,000 | 17 | 13 | 76\% |
| 800,001-900,000 | 21 | 15 | 71\% |
| 900,001-1,000,000 | 13 | 9 | 69\% |
| 1,000,001-1,250,000 | 28 | 9 | 32\% |
| 1,250,001-1,500,000 | 19 | 7 | 37\% |
| 1,500,001-1,750,000 | 1 | 1 | 100\% |
| 1,750,001-2,000,000 | 4 | 1 | 25\% |
| 2,000,001-2,250,000 | 2 | 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 | 2 | 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* | 149 | 101 | 68\% |
| 2 Bedrooms \& Less | 27 | 26 | 96\% |
| 3 to 4 Bedrooms | 84 | 54 | 64\% |
| 5 to 6 Bedrooms | 34 | 20 | 59\% |
| 7 Bedrooms \& More | 4 | 1 | 25\% |
| TOTAL* | 149 | 101 | 68\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 150 | 149 | -1\% |
| Solds | 94 | 101 | 7\% |
| Sale Price | \$676,500 | \$729,900 | 8\% |
| Sale Price SQFT | \$802 | \$746 | -7\% |
| Sale to List Price Ratio | 99\% | 99\% | NA |
| Days on Market | 16 | 19 | 19\% |

Community ATTACHED CONDOS \& TOWNHOMES

| Snapstats@ | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Blueridge | 0 | 0 | NA |
| Boulevard | 0 | 0 | NA |
| Braemar | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 0 | 0 | NA |
| Capilano | 1 | 0 | NA |
| Central Lonsdale | 29 | 20 | $69 \%$ |
| Deep Cove | 0 | 0 | NA |
| Delbrook | 0 | 0 | NA |
| Dollarton | 3 | 1 | $33 \%$ |
| Edgemont | 3 | 1 | $33 \%$ |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Hamilton | 10 | 6 | $60 \%$ |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 0 | 1 | NA |
| Lower Lonsdale | 37 | 25 | $68 \%$ |
| Lynn Valley | 16 | 15 | $94 \%$ |
| Lynnmour | 15 | 10 | $67 \%$ |
| Norgate | 1 | 2 | $200 \%{ }^{*}$ |
| Northlands | 8 | 2 | $25 \%$ |
| Pemberton Heights | 0 | 2 | NA* |
| Pemberton | 7 | 3 | $43 \%$ |
| Princess Park | 0 | 0 | NA |
| Queensbury | 2 | 2 | $100 \%$ |
| Roche Point | 7 | 4 | $57 \%$ |
| Seymour | 2 | 1 | $50 \%$ |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 1 | 1 | $100 \%$ |
| Upper Lonsdale | 5 | 4 | $80 \%$ |
| Westlynn | 2 | 1 | $50 \%$ |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 149 | 101 | $68 \%$ |
|  |  |  |  |

*Sales Ratio total suggests market speed and market type (ie Balanced 12-20\%.) Refer to YTD reports for sustained periods. If $>100 \%$ MLS® data reported previous month's sales exceeded current inventory count.
Market Summary - Market Type Indicator NORTH VANCOUVER ATTACHED: Sellers market at $68 \%$ Sales Ratio average ( 6.8 in 10 homes selling rate)

- Homes are selling on average $1 \%$ below list price
- Most Active Price Band** $\$ 400,000$ to $\$ 700,000$ with average $>100 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 1$ mil to $\$ 1.25$ mil, Northlands and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley and up to 2 bedroom properties
** With a minimum inventory of 10 in most instances


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wong.sterling@gmail.com

# SnapStałs ${ }^{\circ}$ WEST vancouver 

Price Band \& Bedroom DETACHED HOUSES

| SnapStats(3) | 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 | 0 | 1 | $N A^{*}$ |
| 1,250,001-1,500,000 | 1 | 1 | 100\% |
| 1,500,001-1,750,000 | 5 | 1 | 20\% |
| 1,750,001-2,000,000 | 9 | 1 | 11\% |
| 2,000,001-2,250,000 | 13 | 1 | 8\% |
| 2,250,001-2,500,000 | 23 | 1 | 4\% |
| 2,500,001-2,750,000 | 21 | 1 | 5\% |
| 2,750,001-3,000,000 | 30 | 0 | NA |
| 3,000,001-3,500,000 | 33 | 2 | 6\% |
| 3,500,001-4,000,000 | 55 | 1 | 2\% |
| 4,000,001-4,500,000 | 21 | 1 | 5\% |
| 4,500,001-5,000,000 | 31 | 1 | 3\% |
| 5,000,001 \& Greater | 136 | 3 | 2\% |
| TOTAL* | 378 | 15 | 4\% |
| 2 Bedrooms \& Less | 14 | 0 | NA |
| 3 to 4 Bedrooms | 167 | 9 | 5\% |
| 5 to 6 Bedrooms | 176 | 6 | 3\% |
| 7 Bedrooms \& More | 21 | 0 | NA |
| TOTAL* | 378 | 15 | 4\% |
| SnapStats(1) Median Data | December | January | Variance |
| Inventory | 348 | 378 | 9\% |
| Solds | 29 | 15 | -48\% |
| Sale Price | \$3,600,000 | \$3,052,000 | -15\% |
| Sale Price SQFT | \$954 | \$826 | -13\% |
| Sale to List Price Ratio | 90\% | 94\% | 4\% |
| Days on Market | 57 | 56 | -2\% |

Community DETACHED HOUSES

| SnapStats(1) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Altamont | 14 | 0 | NA |
| Ambleside | 39 | 0 | NA |
| Bayridge | 11 | 1 | 9\% |
| British Properties | 64 | 3 | 5\% |
| Canterbury | 5 | 0 | NA |
| Caulfield | 23 | 3 | 13\% |
| Cedardale | 7 | 2 | 29\% |
| Chartwell | 22 | 1 | 5\% |
| Chelsea Park | 5 | 0 | NA |
| Cypress | 4 | 0 | NA |
| Cypress Park Estates | 12 | 0 | NA |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 24 | 0 | NA |
| Eagle Harbour | 14 | 0 | NA |
| Eagleridge | 3 | 0 | NA |
| Fury Creek | 1 | 1 | 100\% |
| Gleneagles | 6 | 0 | NA |
| Glenmore | 12 | 1 | 8\% |
| Horseshoe Bay | 7 | 0 | NA |
| Howe Sound | 3 | 0 | NA |
| Lions Bay | 12 | 2 | 17\% |
| Old Caulfield | 4 | 0 | NA |
| Panorama Village | 0 | 0 | NA |
| Park Royal | 2 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 10 | 1 | 10\% |
| Rockridge | 5 | 0 | NA |
| Sandy Cove | 2 | 0 | NA |
| Sentinel Hill | 16 | 0 | NA |
| Upper Caulfield | 7 | 0 | NA |
| West Bay | 13 | 0 | NA |
| Westhill | 7 | 0 | NA |
| Westmount | 13 | 0 | NA |
| Whitby Estates | 8 | 0 | NA |
| Whytecliff | 3 | 0 | NA |
| TOTAL* | 378 | 15 | 4\% |

*Sales Ratio total suggests market speed and market type (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 $4 \%$ Sales Ratio average ( 4 in 100 homes selling rate)

- Homes are selling on average 6\% below list price
- Most Active Price Band** $\$ 1.75$ mil to $\$ 2$ mil with average $11 \%$ Sales Ratio (Buyers market speed)
- Buyers Best Bet** Homes $\$ 3.5$ mil to $\$ 4$ mil \& $\$ 5$ mil plus, British Properties, Chartwell and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Lions Bay and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances
......... INVENTORY $\quad$ SOLDS
13 Month Market Trend

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SterlingWong.ca wong.sterling@gmail.com

# SnapStałs west vancouver 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| is(3) | 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 | 2 | 100\% |
| 600,001-700,000 | 0 | 2 | NA* |
| 700,001-800,000 | 3 | 1 | 33\% |
| 800,001-900,000 | 3 | 0 | NA |
| 900,001-1,000,000 | 3 | 1 | 33\% |
| 1,000,001-1,250,000 | 6 | 1 | 17\% |
| 1,250,001-1,500,000 | 10 | 4 | 40\% |
| 1,500,001-1,750,000 | 10 | 6 | 60\% |
| 1,750,001-2,000,000 | 3 | 1 | 33\% |
| 2,000,001-2,250,000 | 4 | 0 | NA |
| 2,250,001-2,500,000 | 5 | 1 | 20\% |
| 2,500,001-2,750,000 | 0 | 2 | NA* |
| 2,750,001-3,000,000 | 1 | 1 | 100\% |
| 3,000,001-3,500,000 | 2 | 0 | NA |
| 3,500,001-4,000,000 | 1 | 0 | NA |
| 4,000,001-4,500,000 | 3 | 0 | NA |
| 4,500,001-5,000,000 | 4 | 1 | 25\% |
| 5,000,001 \& Greater | 2 | 0 | NA |
| TOTAL* | 63 | 24 | 38\% |
| 0 to 1 Bedroom | 10 | 4 | 40\% |
| 2 Bedrooms | 37 | 18 | 49\% |
| 3 Bedrooms | 14 | 2 | 14\% |
| 4 Bedrooms \& Greater | 2 | 0 | NA |
| TOTAL* | 63 | 24 | 38\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 63 | 63 | NA |
| Solds | 11 | 24 | 118\% |
| Sale Price | \$1,070,000 | \$1,492,000 | 39\% |
| Sale Price SQFT | \$1,038 | \$1,134 | 9\% |
| Sale to List Price Ratio | 87\% | 93\% | 7\% |
| Days on Market | 23 | 45 | 96\% |

Community ATTACHED CONDOS \& TOWNHOMES

| (8) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Altamont | 0 | 0 | NA |
| Ambleside | 9 | 9 | 100\% |
| Bayridge | 0 | 0 | NA |
| British Properties | 1 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 2 | 1 | 50\% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 1 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 2 | 1 | 50\% |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 9 | 1 | 11\% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 3 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 0 | NA |
| Horseshoe Bay | 5 | 1 | 20\% |
| Howe Sound | 1 | 0 | NA |
| Lions Bay | 0 | 1 | $N A^{*}$ |
| Old Caulfield | 0 | 0 | NA |
| Panorama Village | 10 | 7 | 70\% |
| Park Royal | 14 | 3 | 21\% |
| Porteau Cove | 0 | 0 | NA |
| Queens | 0 | 0 | NA |
| Rockridge | 0 | 0 | NA |
| Sandy Cove | 0 | 0 | NA |
| Sentinel Hill | 0 | 0 | NA |
| Upper Caulfield | 0 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 5 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 63 | 24 | 38\% |

*Sales Ratio total suggests market speed and market type (ie Balanced 12-20\%.) Refer to YTD reports for sustained periods. If $>100 \%$ MLS® data reported previous month's sales exceeded current inventory count.
Market Summary • Market Type Indicator WEST VANCOUVER ATTACHED: Sellers market at $38 \%$ Sales Ratio average ( 3.8 in 10 homes selling rate)

- Homes are selling on average 7\% below list price
- Most Active Price Band** $\$ 1.5$ mil to $\$ 1.75$ mil with average $60 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes $\$ 1.25$ mil to $\$ 1.5$ mil, Dundarave and 3 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and 2 bedroom properties
** With a minimum inventory of 10 in most instances
....e.... INVENTORY $\longrightarrow$ SOLDS
13 Month
Market Trend

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604.836.0506

SterlingWong.ca wong.sterling@gmail.com

REALTOR*

# SnapStats RICHMOND 

JANUARY 2018

Price Band \& Bedroom DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 2 | 0 | NA |
| 300,001-400,000 | 0 | 0 | NA |
| 400,001-500,000 | 0 | 0 | NA |
| 500,001-600,000 | 1 | 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 | 2 | 0 | NA |
| 1,000,001-1,250,000 | 10 | 1 | 10\% |
| 1,250,001-1,500,000 | 37 | 17 | 46\% |
| 1,500,001-1,750,000 | 72 | 13 | 18\% |
| 1,750,001-2,000,000 | 80 | 12 | 15\% |
| 2,000,001-2,250,000 | 60 | 7 | 12\% |
| 2,250,001-2,500,000 | 65 | 5 | 8\% |
| 2,500,001-2,750,000 | 33 | 2 | 6\% |
| 2,750,001-3,000,000 | 56 | 5 | 9\% |
| 3,000,001-3,500,000 | 32 | 1 | 3\% |
| 3,500,001-4,000,000 | 41 | 1 | 2\% |
| 4,000,001-4,500,000 | 9 | 0 | NA |
| 4,500,001-5,000,000 | 16 | 0 | NA |
| 5,000,001 \& Greater | 14 | 0 | NA |
| TOTAL* | 530 | 65 | 12\% |
| 2 Bedrooms \& Less | 21 | 2 | 10\% |
| 3 to 4 Bedrooms | 209 | 30 | 14\% |
| 5 to 6 Bedrooms | 271 | 32 | 12\% |
| 7 Bedrooms \& More | 29 | 1 | 3\% |
| TOTAL* | 530 | 65 | 12\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 488 | 530 | 9\% |
| Solds | 67 | 65 | -3\% |
| Sale Price | \$1,680,000 | \$1,760,000 | 5\% |
| Sale Price SQFT | \$671 | \$677 | 1\% |
| Sale to List Price Ratio | 95\% | 98\% | 3\% |
| Days on Market | 43 | 38 | -12\% |

Community DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Boyd Park | 12 | 3 | 25\% |
| Bridgeport | 8 | 1 | 13\% |
| Brighouse | 6 | 0 | NA |
| Brighouse South | 0 | 0 | NA |
| Broadmoor | 50 | 2 | 4\% |
| East Cambie | 16 | 2 | 13\% |
| East Richmond | 2 | 0 | NA |
| Garden City | 31 | 3 | 10\% |
| Gilmore | 2 | 0 | NA |
| Granville | 53 | 4 | 8\% |
| Hamilton | 10 | 1 | 10\% |
| Ironwood | 11 | 0 | NA |
| Lackner | 27 | 3 | 11\% |
| McLennan | 13 | 1 | 8\% |
| McLennan North | 4 | 0 | NA |
| McNair | 29 | 2 | 7\% |
| Quilchena | 19 | 6 | 32\% |
| Riverdale | 31 | 5 | 16\% |
| Saunders | 37 | 5 | 14\% |
| Sea Island | 5 | 0 | NA |
| Seafair | 40 | 4 | 10\% |
| South Arm | 9 | 4 | 44\% |
| Steveston North | 34 | 5 | 15\% |
| Steveston South | 13 | 1 | 8\% |
| Steveston Village | 7 | 0 | NA |
| Terra Nova | 13 | 2 | 15\% |
| West Cambie | 17 | 2 | 12\% |
| Westwind | 5 | 3 | 60\% |
| Woodwards | 26 | 6 | 23\% |
| TOTAL* | 530 | 65 | 12\% |

*Sales Ratio total suggests market speed and market type (ie Balanced 12-20\%.) Refer to YTD reports for sustained periods. If $>100 \%$ MLS® data reported previous month's sales exceeded current inventory count.
Market Summary - Market Type Indicator RICHMOND DETACHED: Balanced market at $12 \%$ Sales Ratio average ( $11 \%$ is a Buyers market)

- Homes are selling on average 2\% below list price
- Most Active Price Band** $\$ 1.25$ mil to $\$ 1.5$ mil with average $46 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 3$ mil to $\$ 4$ mil, Broadmoor and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Quilchena, South Arm and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE
....e.... INVENTORY
$\longrightarrow$ SOLDS
13 Month
Market Trend

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# SnapStats RICHMOND 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| ts(3) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 4 | 3 | 75\% |
| 300,001-400,000 | 23 | 13 | 57\% |
| 400,001-500,000 | 32 | 30 | 94\% |
| 500,001-600,000 | 42 | 32 | 76\% |
| 600,001-700,000 | 59 | 41 | 69\% |
| 700,001-800,000 | 65 | 32 | 49\% |
| 800,001-900,000 | 71 | 16 | 23\% |
| 900,001-1,000,000 | 70 | 22 | 31\% |
| 1,000,001-1,250,000 | 52 | 10 | 19\% |
| 1,250,001-1,500,000 | 32 | 1 | 3\% |
| 1,500,001-1,750,000 | 11 | 1 | 9\% |
| 1,750,001-2,000,000 | 6 | 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 | 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 | 0 | 0 | NA |
| 4,500,001-5,000,000 | 0 | 0 | NA |
| 5,000,001 \& Greater | 0 | 0 | NA |
| TOTAL* | 470 | 201 | 43\% |
| 0 to 1 Bedroom | 62 | 43 | 69\% |
| 2 Bedrooms | 189 | 99 | 52\% |
| 3 Bedrooms | 157 | 51 | 32\% |
| 4 Bedrooms \& Greater | 62 | 8 | 13\% |
| TOTAL* | 470 | 201 | 43\% |
| SnapStats(2) Median Data | December | January | Variance |
| Inventory | 456 | 470 | 3\% |
| Solds | 219 | 201 | -8\% |
| Sale Price | \$661,000 | \$663,500 | NA |
| Sale Price SQFT | \$692 | \$698 | 1\% |
| Sale to List Price Ratio | 100\% | 99\% | -1\% |
| Days on Market | 12 | 23 | 92\% |

Community ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Sopstats@ | 5 | 3 | $60 \%$ |
| Bridgeport | 14 | 6 | $43 \%$ |
| Brighouse | 153 | 65 | $42 \%$ |
| Brighouse South | 49 | 30 | $61 \%$ |
| Broadmoor | 9 | 1 | $11 \%$ |
| East Cambie | 9 | 4 | $44 \%$ |
| East Richmond | 3 | 1 | $33 \%$ |
| Garden City | 4 | 3 | $75 \%$ |
| Gilmore | 0 | 0 | NA |
| Granville | 6 | 1 | $17 \%$ |
| Hamilton | 3 | 3 | $100 \%$ |
| Ironwood | 4 | 3 | $75 \%$ |
| Lackner | 3 | 0 | NA |
| McLennan | 0 | 0 | NA |
| McLennan North | 51 | 19 | $37 \%$ |
| McNair | 1 | 0 | NA |
| Quilchena | 10 | 0 | NA |
| Riverdale | 10 | 4 | $40 \%$ |
| Saunders | 10 | 0 | NA |
| Sea Island | 0 | 0 | NA |
| Seafair | 2 | 0 | NA |
| South Arm | 7 | 1 | $14 \%$ |
| Steveston North | 1 | 0 | NA |
| Steveston South | 28 | 7 | $25 \%$ |
| Steveston Village | 6 | 0 | NA |
| Terra Nova | 8 | 4 | $50 \%$ |
| West Cambie | 60 | 41 | $68 \%$ |
| Westwind | 1 | 0 | NA |
| Woodwards | 13 | 5 | $38 \%$ |
| TOTAL* | 470 | 201 | $43 \%$ |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

*Sales Ratio total suggests market speed and market type (ie Balanced 12-20\%.) Refer to YTD reports for sustained periods. If $>100 \%$ MLS® data reported previous month's sales exceeded current inventory count.
Market Summary - Market Type Indicator RICHMOND ATTACHED: Sellers market at $43 \%$ Sales Ratio average ( 4.3 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 94\% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 1.25$ mil to $\$ 1.5$ mil, Broadmoor and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Brighouse South, West Cambie and up to 1 bedroom properties
** With a minimum inventory of 10 in most instances


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## SnapStats TSAWWASSEN

## Price Band \& Bedroom DETACHED HOUSES

|  | 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 | 2 | 1 | 50\% |
| 1,000,001-1,250,000 | 24 | 7 | 29\% |
| 1,250,001-1,500,000 | 32 | 0 | NA |
| 1,500,001-1,750,000 | 15 | 0 | NA |
| 1,750,001-2,000,000 | 13 | 0 | NA |
| 2,000,001-2,250,000 | 6 | 0 | NA |
| 2,250,001-2,500,000 | 4 | 0 | NA |
| 2,500,001-2,750,000 | 1 | 0 | NA |
| 2,750,001-3,000,000 | 6 | 0 | NA |
| 3,000,001-3,500,000 | 5 | 0 | NA |
| 3,500,001-4,000,000 | 5 | 0 | NA |
| 4,000,001-4,500,000 | 3 | 0 | NA |
| 4,500,001-5,000,000 | 1 | 0 | NA |
| 5,000,001 \& Greater | 0 | 0 | NA |
| TOTAL* | 117 | 9 | 8\% |
| 2 Bedrooms \& Less | 5 | 0 | NA |
| 3 to 4 Bedrooms | 73 | 8 | 11\% |
| 5 to 6 Bedrooms | 38 | 1 | 3\% |
| 7 Bedrooms \& More | 1 | 0 | NA |
| TOTAL* | 117 | 9 | 8\% |
| SnapStats(2) Median Data | December | January | Variance |
| Inventory | 100 | 117 | 17\% |
| Solds | 11 | 9 | -18\% |
| Sale Price | \$1,133,238 | \$1,080,000 | -5\% |
| Sale Price SQFT | \$500 | \$474 | -5\% |
| Sale to List Price Ratio | 95\% | 98\% | 3\% |
| Days on Market | 55 | 84 | 53\% |

Community DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Beach Grove | 13 | 3 | $23 \%$ |
| Boundary Beach | 14 | 1 | $7 \%$ |
| Cliff Drive | 13 | 1 | $8 \%$ |
| English Bluff | 14 | 2 | $14 \%$ |
| Pebble Hill | 21 | 1 | $5 \%$ |
| Tsawwassen Central | 31 | 1 | $3 \%$ |
| Tsawwassen East | 11 | 0 | NA |
| TOTAL* | 117 | 9 | $\mathbf{8 \%}$ |




*Sales Ratio total suggests market speed and market type (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 TSAWWASSEN DETACHED: Buyers market at $8 \%$ Sales Ratio average ( 8 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 29\% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes in Boundary Beach, Cliff Drive, Pebble Hill and Tsawwassen Central
- Sellers Best Bet** Selling homes in Beach Grove and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE
....e.... INVENTORY $\longrightarrow$ SOLDS
13 Month Market Trend


Compliments of...
Sterling Wong Personal Real Estate Corporation
Oakwyn Realty
604.836.0506

SterlingWong.ca wong.sterling@gmail.com

# SnapStats TSAWWASSEN 

Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| (3) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 3 | 1 | 33\% |
| 400,001-500,000 | 4 | 1 | 25\% |
| 500,001-600,000 | 6 | 2 | 33\% |
| 600,001-700,000 | 4 | 3 | 75\% |
| 700,001-800,000 | 2 | 0 | NA |
| 800,001-900,000 | 0 | 0 | NA |
| 900,001-1,000,000 | 3 | 0 | NA |
| 1,000,001-1,250,000 | 2 | 0 | NA |
| 1,250,001-1,500,000 | 1 | 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* | 28 | 7 | 25\% |
| 0 to 1 Bedroom | 6 | 0 | NA |
| 2 Bedrooms | 16 | 5 | 31\% |
| 3 Bedrooms | 5 | 2 | 40\% |
| 4 Bedrooms \& Greater | 1 | 0 | NA |
| TOTAL* | 28 | 7 | 25\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 22 | 28 | 27\% |
| Solds | 2 | 7 | 250\% |
| Sale Price | \$487,500 | \$560,000 | 15\% |
| Sale Price SQFT | \$547 | \$456 | -17\% |
| Sale to List Price Ratio | 96\% | 95\% | -1\% |
| Days on Market | 110 | 26 | -76\% |

Community ATTACHED CONDOS \& TOWNHOMES

| SnapStats® | Inventory | Sales |
| :--- | :--- | :--- |
| Beach Grove | 4 | 3 |




*Sales Ratio total suggests market speed and market type (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 TSAWWASSEN ATTACHED: Sellers market at $25 \%$ Sales Ratio average ( 1 in 4 homes selling rate)

- Homes are selling on average 5\% below list price
- Most Active Price Band** Insufficient data but with 3 sales \$600,000 to \$700,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Homes with 2 bedrooms
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE
...e.... INVENTORY $\longrightarrow$ SOLDS
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# SnapStats LADNER 

Price Band \& Bedroom DETACHED HOUSES

| SnapStats ${ }^{\text {a }}$ | 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 | 0 | 0 | NA |
| 600,001-700,000 | 2 | 0 | NA |
| 700,001-800,000 | 2 | 0 | NA |
| 800,001-900,000 | 2 | 1 | 50\% |
| 900,001-1,000,000 | 8 | 1 | 13\% |
| 1,000,001-1,250,000 | 19 | 2 | 11\% |
| 1,250,001-1,500,000 | 10 | 1 | 10\% |
| 1,500,001-1,750,000 | 9 | 0 | NA |
| 1,750,001-2,000,000 | 6 | 0 | NA |
| 2,000,001-2,250,000 | 0 | 0 | NA |
| 2,250,001-2,500,000 | 1 | 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 | 2 | 0 | NA |
| TOTAL* | 66 | 5 | 8\% |
| 2 Bedrooms \& Less | 6 | 0 | NA |
| 3 to 4 Bedrooms | 46 | 4 | 9\% |
| 5 to 6 Bedrooms | 13 | 1 | 8\% |
| 7 Bedrooms \& More | 1 | 0 | NA |
| TOTAL* | 66 | 5 | 8\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 49 | 66 | 35\% |
| Solds | 14 | 5 | -64\% |
| Sale Price | \$934,900 | \$1,138,000 | 22\% |
| Sale Price SQFT | \$449 | \$482 | 7\% |
| Sale to List Price Ratio | 95\% | 99\% | 4\% |
| Days on Market | 29 | 6 | -79\% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales |
| :--- | :--- | :--- |
| Delta Manor | 4 | 0 |
| East Delta | 1 | 0 |
| Hawthorne | 24 | 1 |
| Holly | RA |  |
| Ladner Elementary | 11 | 1 |
| Ladner Rural | 5 | 2 |

## 

*Sales Ratio total suggests market speed and market type (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 LADNER DETACHED: Buyers market at $8 \%$ Sales Ratio average (8 in 100 homes selling rate)

- Homes are selling on average 1\% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 13\% Sales Ratio (Balanced market speed)
- Buyers Best Bet** Homes between $\$ 1.25$ mil to $\$ 1.5$ mil, Hawthorne and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances


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SterlingWong.ca wong.sterling@gmail.com

## SnapStats LADNER

Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| SnanStats ${ }^{\text {a }}$ | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 1 | 2 | 200\%* |
| 400,001-500,000 | 2 | 3 | 150\%* |
| 500,001-600,000 | 3 | 3 | 100\% |
| 600,001-700,000 | 1 | 4 | 400\%* |
| 700,001-800,000 | 5 | 0 | NA |
| 800,001-900,000 | 2 | 1 | 50\% |
| 900,001-1,000,000 | 2 | 1 | 50\% |
| 1,000,001-1,250,000 | 1 | 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* | 17 | 14 | 82\% |
| 0 to 1 Bedroom | 0 | 2 | NA* |
| 2 Bedrooms | 7 | 8 | 114\%* |
| 3 Bedrooms | 8 | 3 | 38\% |
| 4 Bedrooms \& Greater | 2 | 1 | 50\% |
| TOTAL* | 17 | 14 | 82\% |
| SnapStats® Median Data | December | January | Variance |
| Inventory | 20 | 17 | -15\% |
| Solds | 9 | 14 | 56\% |
| Sale Price | \$515,000 | \$555,500 | 8\% |
| Sale Price SQFT | \$436 | \$452 | 4\% |
| Sale to List Price Ratio | 101\% | 99\% | -2\% |
| Days on Market | 9 | 6 | -33\% |

Community ATTACHED CONDOS \& TOWNHOMES

| SnapStats® | Inventory | Sales |
| :--- | :--- | :--- |
| Delta Manor | 0 | 4 |
| East Delta | 0 | 1 |
| Hawthorne | 6 | 4 |
| Holly | 0 | 0 |
| NA | Ratio |  |
| Ladner Elementary | 2 | 2 |

组

*Sales Ratio total suggests market speed and market type (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 LADNER ATTACHED: Sellers market at $82 \%$ Sales Ratio average ( 8.2 in 10 homes selling rate)

- Homes are selling on average 1\% below list price
- Most Active Price Band** Insufficient data but with 4 sales \$600,000 to \$700,000
- Buyers Best Bet** Homes with 3 bedrooms
- Sellers Best Bet** Homes with 2 bedrooms
** With a minimum inventory of 10 in most instances
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