

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

Compliments of:

Sterling Wong

Personal Real Estate Corporation

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METRO

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner

VANCOUVER

EDITION



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	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%

*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.

Community ATTACHED CONDOS & TOWNHOMES

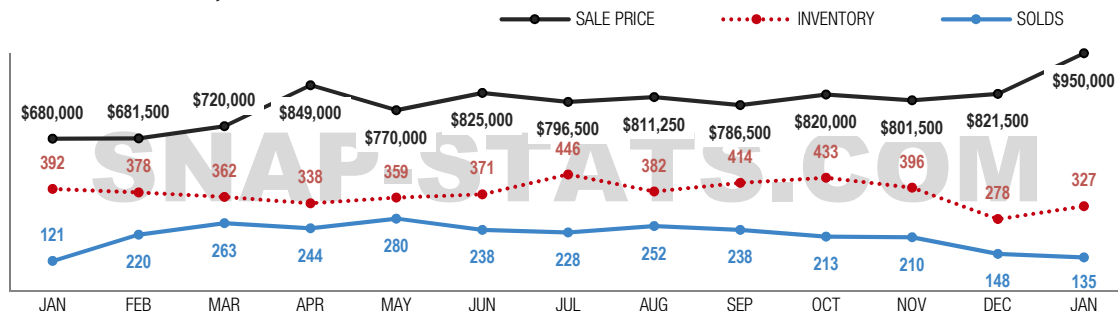
SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	48	14	29%
Downtown	142	56	39%
Westend	46	20	43%
Yaletown	91	45	49%
TOTAL*	327	135	41%

Market Summary

- Market Type Indicator **DOWNTOWN**: Sellers market at 41% Sales Ratio average (4.1 in 10 homes selling rate)
- 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 \$800k to \$900k / \$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

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	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%

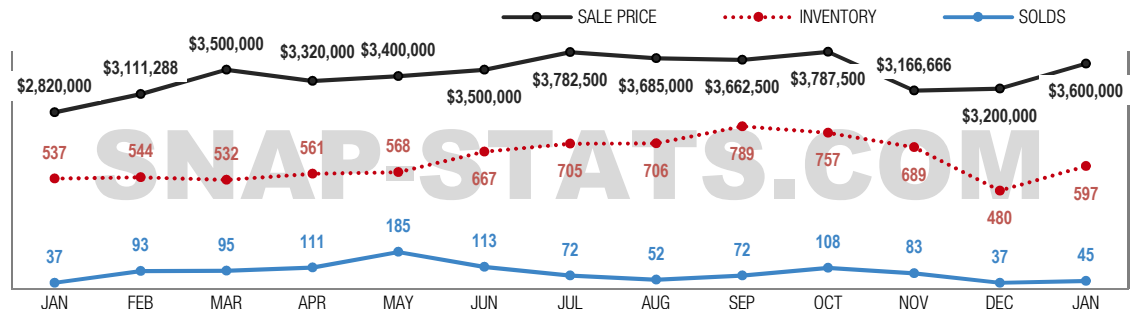
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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** +/--\$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

13 Month Market Trend



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Price Band & Bedroom ATTACHED 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	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® 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%

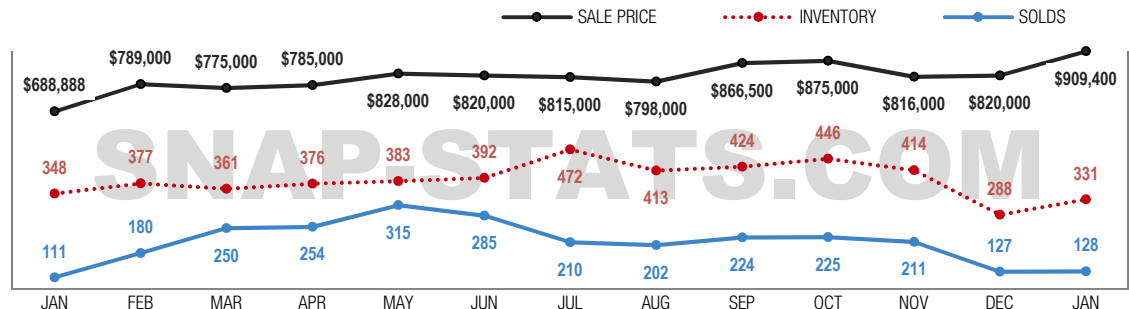
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE 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** \$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

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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	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%

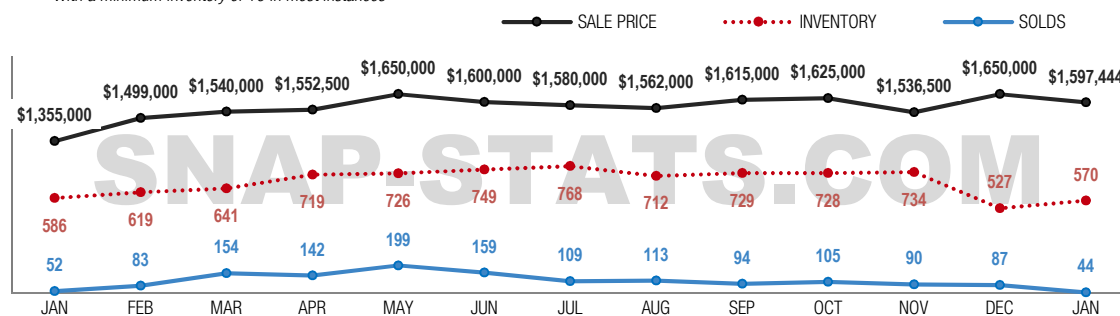
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Buyers market at 8% Sales Ratio average (8 in 100 homes selling 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 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

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13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	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%

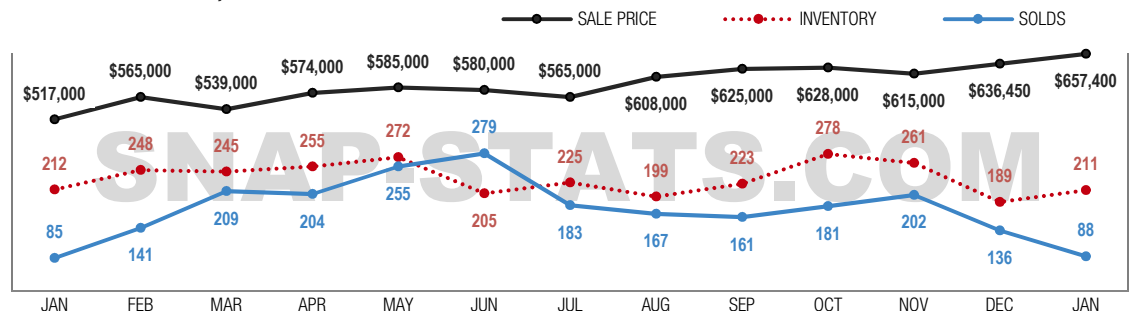
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Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers market at 42% Sales Ratio average (4.2 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- 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

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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	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® 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

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	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%

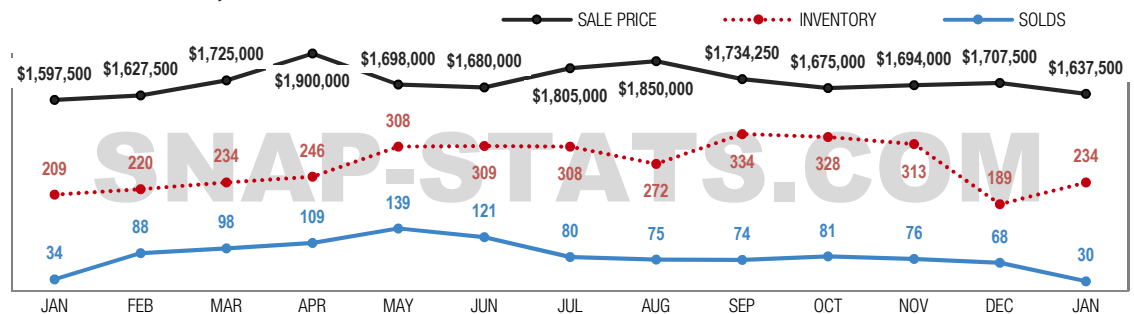
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Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Balanced market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- 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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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	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%

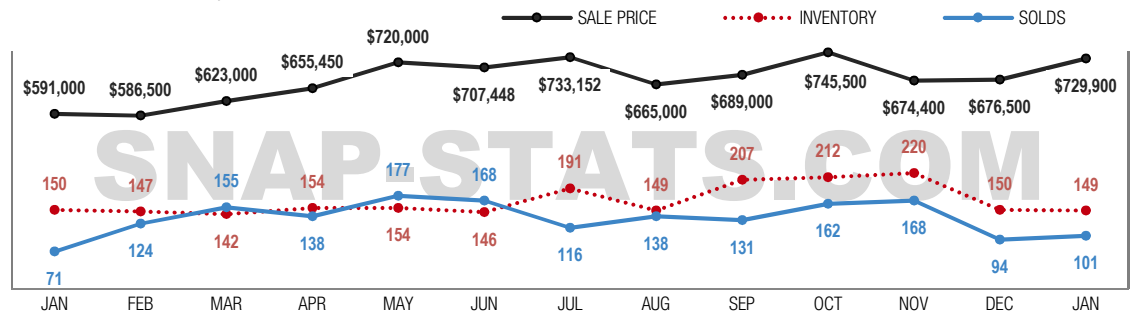
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Market Summary

- 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

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	0	0	NA
1,000,001 – 1,250,000	0	1	NA*
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® 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%

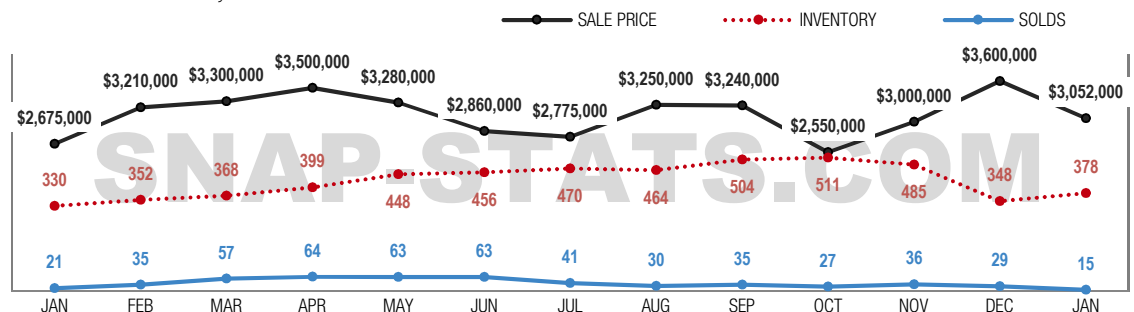
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

13 Month Market Trend



Compliments of...

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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	1	100%
500,001 – 600,000	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

SnapStats®	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	NA*
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%

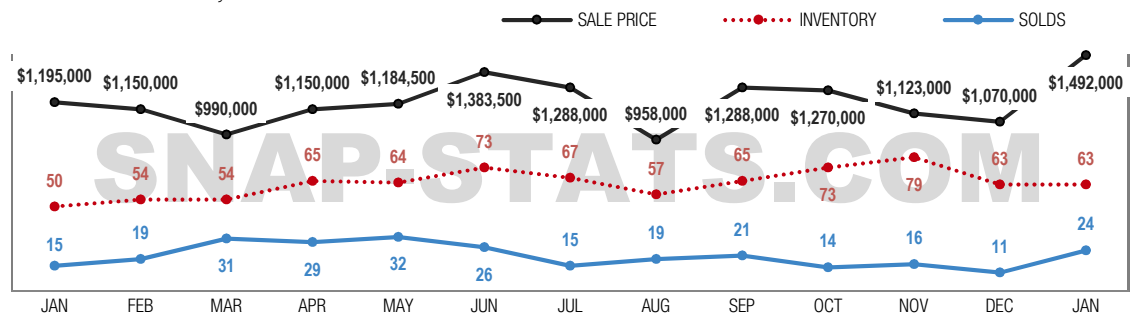
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

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	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%

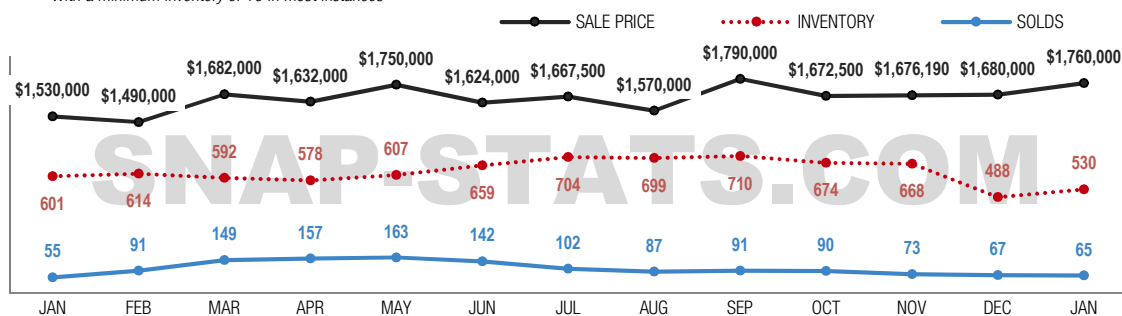
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	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® 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%

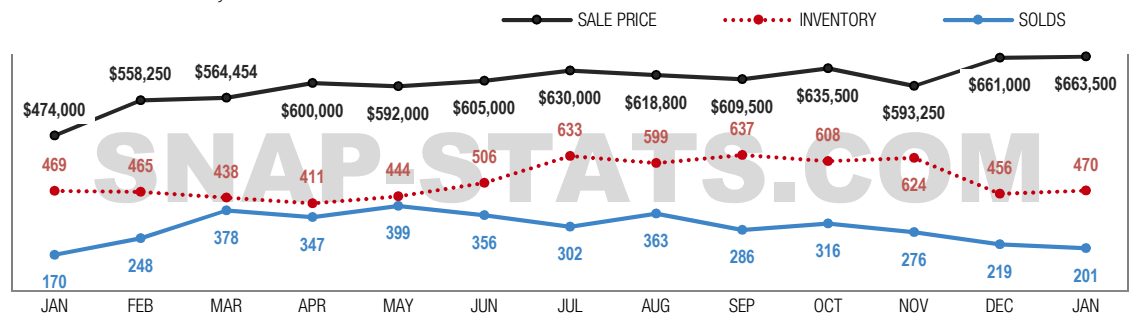
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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 Brighthouse South, West Cambie and up to 1 bedroom properties

** With a 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	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® 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%

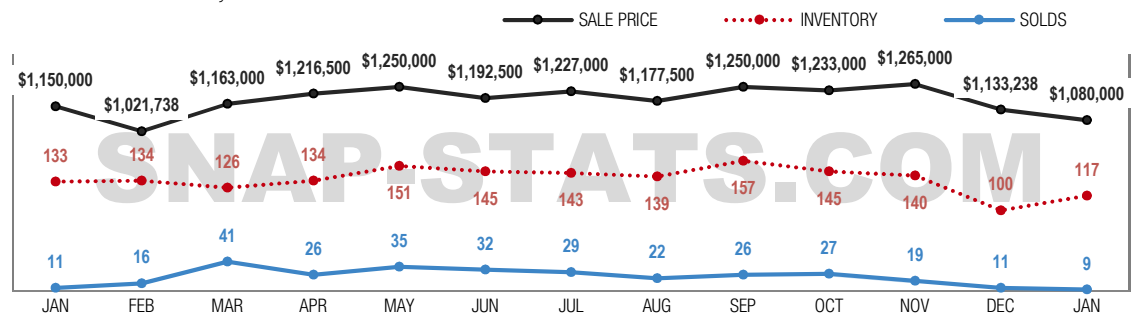
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	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%

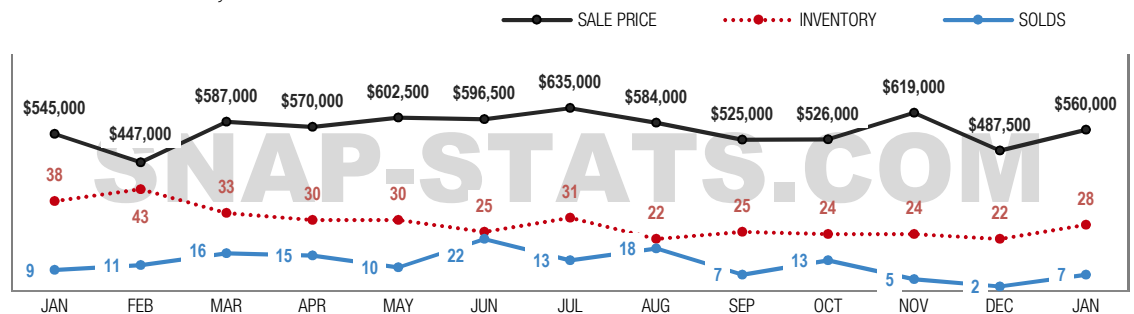
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

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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	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%

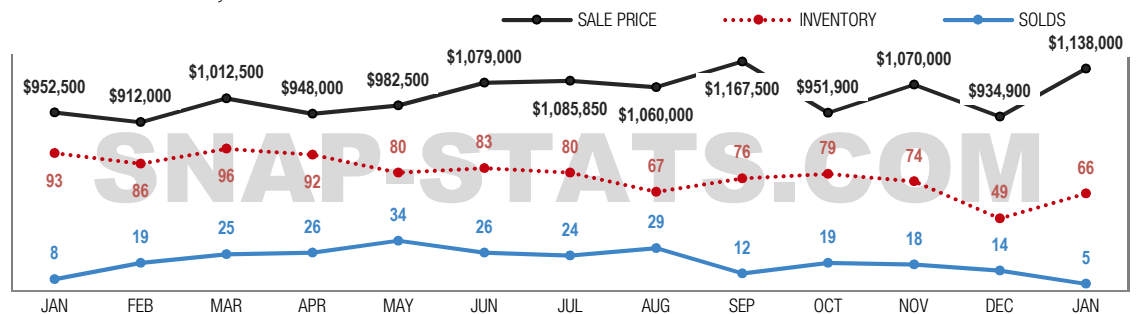
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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

13 Month Market Trend



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Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	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%

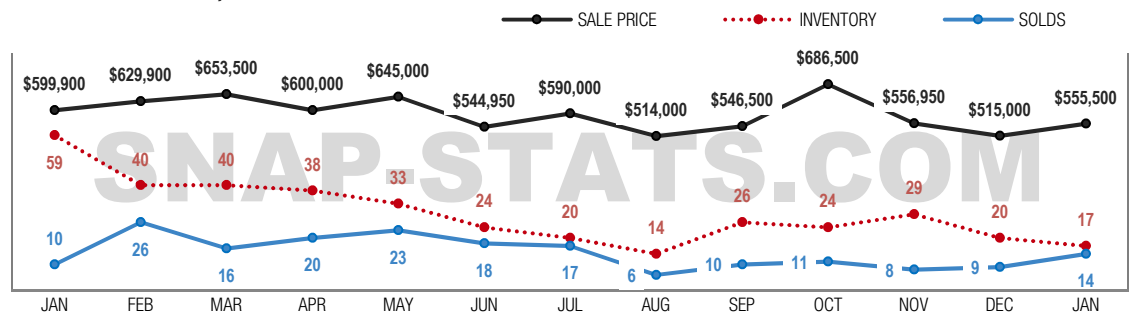
SnapStats® Median Data	December	January	Variance
Inventory	20	17	-15%
Solds	9	14	56%
Sale Price	\$515,000	\$555,500	8%
Sale Price SQFT	\$436	\$452	4%
Sale to List Price Ratio	101%	99%	-2%
Days on Market	9	6	-33%

*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

13 Month Market Trend



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