

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

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SnapStats®

METRO

VANCOUVER

EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	13	3	23%
400,001 – 500,000	17	4	24%
500,001 – 600,000	46	18	39%
600,001 – 700,000	76	20	26%
700,001 – 800,000	83	23	28%
800,001 – 900,000	57	9	16%
900,001 – 1,000,000	53	9	17%
1,000,001 – 1,250,000	69	13	19%
1,250,001 – 1,500,000	103	10	10%
1,500,001 – 1,750,000	59	3	5%
1,750,001 – 2,000,000	65	6	9%
2,000,001 – 2,250,000	33	2	6%
2,250,001 – 2,500,000	34	1	3%
2,500,001 – 2,750,000	16	1	6%
2,750,001 – 3,000,000	29	0	NA
3,000,001 – 3,500,000	28	1	4%
3,500,001 – 4,000,000	24	0	NA
4,000,001 – 4,500,000	16	1	6%
4,500,001 – 5,000,000	20	1	5%
5,000,001 & Greater	50	2	4%
TOTAL*	893	127	14%

0 to 1 Bedroom	305	70	23%
2 Bedrooms	441	49	11%
3 Bedrooms	133	7	5%
4 Bedrooms & Greater	14	1	7%
TOTAL*	893	127	14%

SnapStats®	September	October	Variance
Inventory	883	893	1%
Solds	127	127	0%
Sale Price	\$790,000	\$776,190	-2%
Sale Price SQFT	\$1,093	\$1,071	-2%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	20	14	-30%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	124	12	10%
Downtown	337	49	15%
Westend	203	28	14%
Yaletown	229	38	17%
TOTAL*	893	127	14%

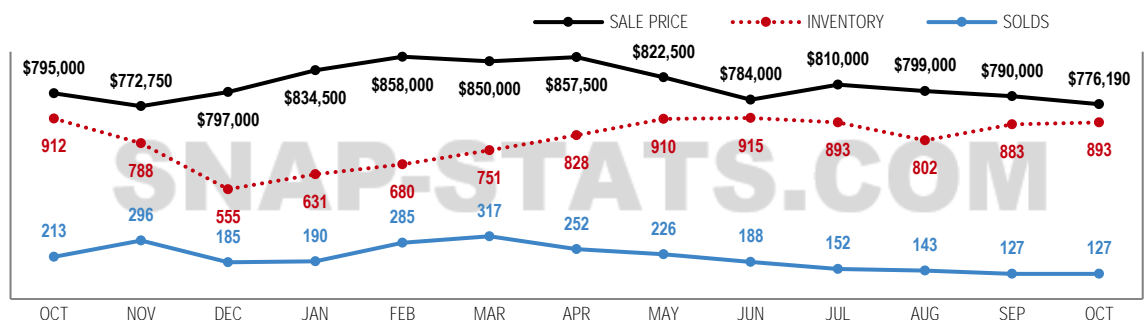
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 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 39% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in 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 - 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	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	4	0	NA
1,750,001 - 2,000,000	5	2	40%
2,000,001 - 2,250,000	7	7	100%
2,250,001 - 2,500,000	10	11	110%*
2,500,001 - 2,750,000	11	6	55%
2,750,001 - 3,000,000	38	8	21%
3,000,001 - 3,500,000	51	12	24%
3,500,001 - 4,000,000	55	8	15%
4,000,001 - 4,500,000	49	6	12%
4,500,001 - 5,000,000	47	2	4%
5,000,001 - 5,500,000	38	4	11%
5,500,001 - 6,000,000	49	1	2%
6,000,001 - 6,500,000	28	0	NA
6,500,001 - 7,000,000	32	1	3%
7,000,001 - 7,500,000	10	2	20%
7,500,001 & Greater	118	3	3%
TOTAL*	552	73	13%

2 Bedrooms & Less	14	3	21%
3 to 4 Bedrooms	167	31	19%
5 to 6 Bedrooms	275	32	12%
7 Bedrooms & More	96	7	7%
TOTAL*	552	73	13%

SnapStats®	September	October	Variance
Inventory	621	552	-11%
Solds	54	73	35%
Sale Price	\$3,395,000	\$3,103,500	-9%
Sale Price SQFT	\$1,080	\$1,145	6%
Sale to List Price Ratio	93%	98%	5%
Days on Market	21	19	-10%

*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

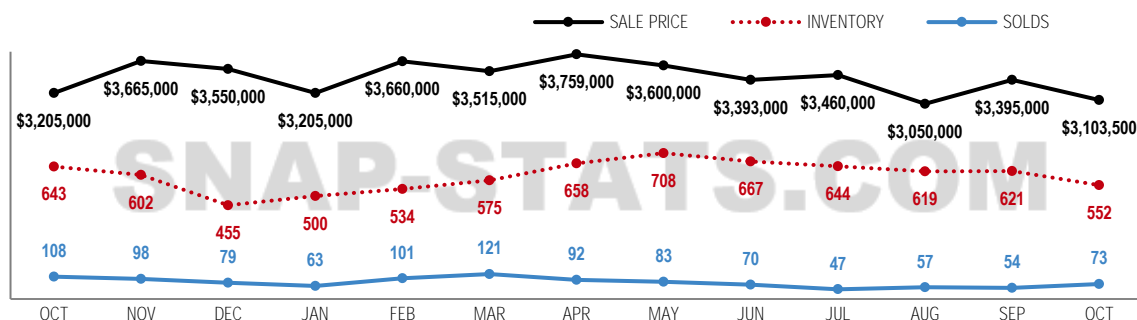
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	32	3	9%
Cambie	41	3	7%
Dunbar	55	10	18%
Fairview	0	0	NA
Falsecreek	1	0	NA
Kerrisdale	33	7	21%
Kitsilano	34	6	18%
Mackenzie Heights	21	2	10%
Marpole	33	2	6%
Mount Pleasant	2	2	100%
Oakridge	17	3	18%
Point Grey	66	16	24%
Quilchena	22	3	14%
SW Marine	21	3	14%
Shaughnessy	72	3	4%
South Cambie	5	1	20%
South Granville	62	3	5%
Southlands	24	6	25%
University	11	0	NA
TOTAL*	552	73	13%

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$2.25 mil to \$2.5 mil with average >110% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$5.5 mil to \$6 mil, Cambie, Marpole, Shaughnessy and South Granville
- Sellers Best Bet** Selling homes in Point Grey, Southlands and up to 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	7	3	43%
500,001 – 600,000	24	10	42%
600,001 – 700,000	41	14	34%
700,001 – 800,000	56	17	30%
800,001 – 900,000	70	20	29%
900,001 – 1,000,000	56	10	18%
1,000,001 – 1,250,000	86	25	29%
1,250,001 – 1,500,000	117	17	15%
1,500,001 – 1,750,000	75	7	9%
1,750,001 – 2,000,000	69	6	9%
2,000,001 – 2,250,000	34	2	6%
2,250,001 – 2,500,000	34	1	3%
2,500,001 – 2,750,000	12	0	NA
2,750,001 – 3,000,000	14	2	14%
3,000,001 – 3,500,000	12	0	NA
3,500,001 – 4,000,000	7	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*	720	134	19%

0 to 1 Bedroom	167	47	28%
2 Bedrooms	355	71	20%
3 Bedrooms	174	14	8%
4 Bedrooms & Greater	24	2	8%
TOTAL*	720	134	19%

SnapStats®	September	October	Variance
Inventory	695	720	4%
Solds	114	134	18%
Sale Price	\$911,500	\$941,750	3%
Sale Price SQFT	\$995	\$1,053	6%
Sale to List Price Ratio	97%	99%	2%
Days on Market	15	16	7%

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

Community CONDOS & TOWNHOMES

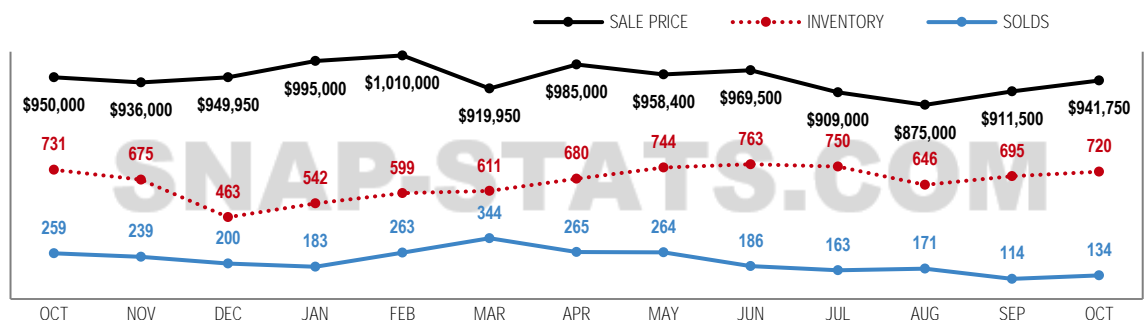
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	82	9	11%
Dunbar	15	0	NA
Fairview	84	25	30%
Falsecreek	85	14	16%
Kerrisdale	43	5	12%
Kitsilano	87	35	40%
Mackenzie Heights	0	0	NA
Marpole	68	10	15%
Mount Pleasant	7	3	43%
Oakridge	35	1	3%
Point Grey	19	3	16%
Quilchena	14	1	7%
SW Marine	9	2	22%
Shaughnessy	12	0	NA
South Cambie	39	2	5%
South Granville	25	3	12%
Southlands	2	0	NA
University	94	21	22%
TOTAL*	720	134	19%

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Balanced Market at 19% Sales Ratio average (1.9 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 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Oakridge, Quilchena, South Cambie and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	3	3	100%
1,250,001 - 1,500,000	20	11	55%
1,500,001 - 1,750,000	59	19	32%
1,750,001 - 2,000,000	89	12	13%
2,000,001 - 2,250,000	56	2	4%
2,250,001 - 2,500,000	64	5	8%
2,500,001 - 2,750,000	34	1	3%
2,750,001 - 3,000,000	45	1	2%
3,000,001 - 3,500,000	37	2	5%
3,500,001 - 4,000,000	11	0	NA
4,000,001 - 4,500,000	6	0	NA
4,500,001 - 5,000,000	2	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	429	56	13%

2 Bedrooms & Less	24	3	13%
3 to 4 Bedrooms	128	26	20%
5 to 6 Bedrooms	200	25	13%
7 Bedrooms & More	77	2	3%
TOTAL*	429	56	13%

SnapStats®	September	October	Variance
Inventory	457	429	-6%
Solds	66	56	-15%
Sale Price	\$1,660,000	\$1,702,500	3%
Sale Price SQFT	\$731	\$760	4%
Sale to List Price Ratio	94%	96%	2%
Days on Market	15	18	20%

*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

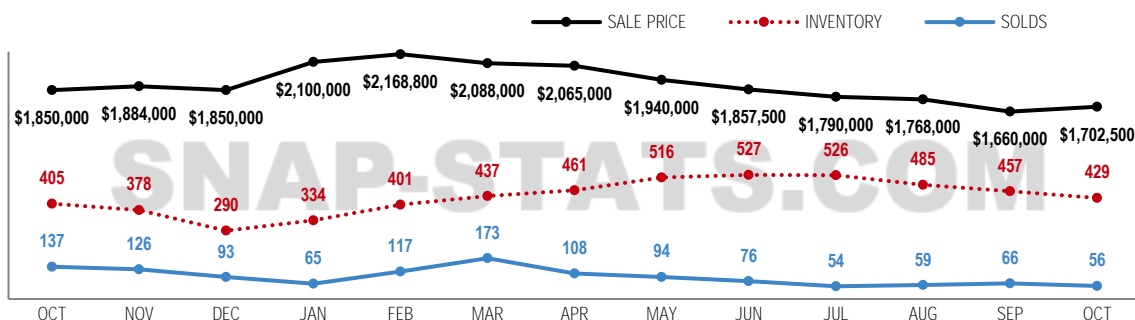
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	0	NA
Collingwood	72	3	4%
Downtown	0	0	NA
Fraser	25	5	20%
Fraserview	22	3	14%
Grandview Woodland	33	3	9%
Hastings	8	2	25%
Hastings Sunrise	17	5	29%
Killarney	31	10	32%
Knight	33	1	3%
Main	25	3	12%
Mount Pleasant	14	2	14%
Renfrew Heights	40	3	8%
Renfrew	43	11	26%
South Marine	3	1	33%
South Vancouver	41	3	7%
Strathcona	3	0	NA
Victoria	19	1	5%
TOTAL*	429	56	13%

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Balanced Market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 55% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Collingwood, Knight, Victoria and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Hastings Sunrise, Killarney and 3 to 4 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	1	0	NA
300,001 – 400,000	5	0	NA
400,001 – 500,000	26	11	42%
500,001 – 600,000	60	25	42%
600,001 – 700,000	67	27	40%
700,001 – 800,000	63	18	29%
800,001 – 900,000	58	14	24%
900,001 – 1,000,000	59	9	15%
1,000,001 – 1,250,000	48	5	10%
1,250,001 – 1,500,000	31	3	10%
1,500,001 – 1,750,000	19	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	1	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	2	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	1	0	NA
TOTAL*	465	112	24%

0 to 1 Bedroom	167	55	33%
2 Bedrooms	202	49	24%
3 Bedrooms	83	8	10%
4 Bedrooms & Greater	13	0	NA
TOTAL*	465	112	24%

SnapStats®	September	October	Variance
Inventory	433	465	7%
Solds	98	112	14%
Sale Price	\$638,500	\$669,000	5%
Sale Price SQFT	\$894	\$870	-3%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	12	11	-8%

*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

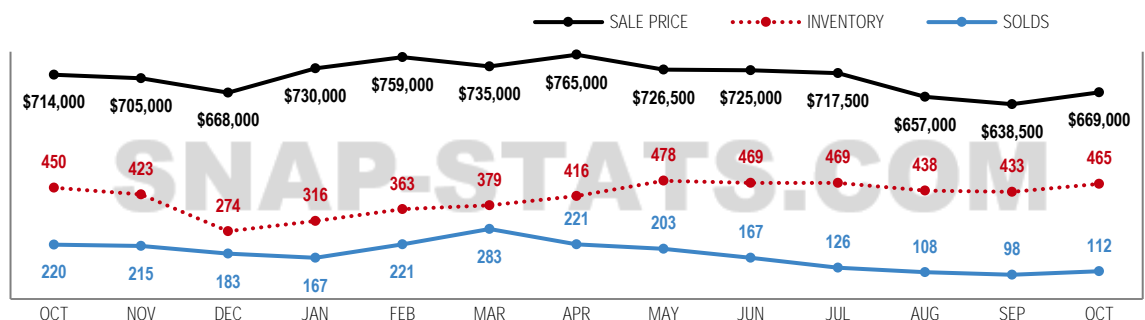
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	4	2	50%
Collingwood	112	23	21%
Downtown	34	5	15%
Fraser	11	5	45%
Fraserview	0	1	NA*
Grandview Woodland	32	11	34%
Hastings	21	3	14%
Hastings Sunrise	4	0	NA
Killarney	8	1	13%
Knight	8	2	25%
Main	4	3	75%
Mount Pleasant	83	31	37%
Renfrew Heights	3	0	NA
Renfrew	5	5	100%
South Marine	76	10	13%
South Vancouver	15	0	NA
Strathcona	28	6	21%
Victoria	17	4	24%
TOTAL*	465	112	24%

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$400,000 to \$600,000 with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.5 mil, Downtown, Hastings, Killarney, South Marine and 3 bedroom properties
- Sellers Best Bet** Selling homes in Fraser, Mount Pleasant 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 - 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	12	4	33%
1,500,001 - 1,750,000	21	9	43%
1,750,001 - 2,000,000	37	15	41%
2,000,001 - 2,250,000	20	11	55%
2,250,001 - 2,500,000	26	7	27%
2,500,001 - 2,750,000	13	4	31%
2,750,001 - 3,000,000	18	3	17%
3,000,001 - 3,500,000	17	1	6%
3,500,001 - 4,000,000	20	2	10%
4,000,001 - 4,500,000	6	1	17%
4,500,001 - 5,000,000	9	2	22%
5,000,001 - 5,500,000	0	1	NA*
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	2	0	NA
7,500,001 & Greater	1	0	NA
TOTAL*	202	61	30%

2 Bedrooms & Less	6	2	33%
3 to 4 Bedrooms	105	31	30%
5 to 6 Bedrooms	73	25	34%
7 Bedrooms & More	18	3	17%
TOTAL*	202	61	30%

SnapStats®	September	October	Variance
Inventory	227	202	-11%
Solds	50	61	22%
Sale Price	\$1,849,500	\$2,015,000	9%
Sale Price SQFT	\$726	\$764	5%
Sale to List Price Ratio	97%	96%	-1%
Days on Market	10	13	30%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	3	6	200%*
Boulevard	10	3	30%
Braemar	1	1	100%
Calverhall	3	4	133%*
Canyon Heights	27	1	4%
Capilano	4	0	NA
Central Lonsdale	17	3	18%
Deep Cove	5	3	60%
Delbrook	1	1	100%
Dollarton	3	2	67%
Edgemont	10	3	30%
Forest Hills	9	0	NA
Grouse Woods	6	0	NA
Harbourside	0	0	NA
Indian Arm	1	1	100%
Indian River	0	0	NA
Lower Lonsdale	4	0	NA
Lynn Valley	17	8	47%
Lynnmoor	5	0	NA
Mosquito Creek	1	1	100%
Norqate	5	0	NA
Northlands	0	1	NA*
Pemberton Heights	6	5	83%
Pemberton	2	1	50%
Princess Park	4	2	50%
Queensbury	2	1	50%
Roche Point	2	1	50%
Seymour	4	0	NA
Tempe	1	0	NA
Upper Delbrook	7	2	29%
Upper Lonsdale	25	7	28%
Westlynn	13	1	8%
Westlynn Terrace	0	1	NA*
Windsor Park	1	1	100%
Woodlands-Sunshine Cascade	3	1	33%
TOTAL*	202	61	30%

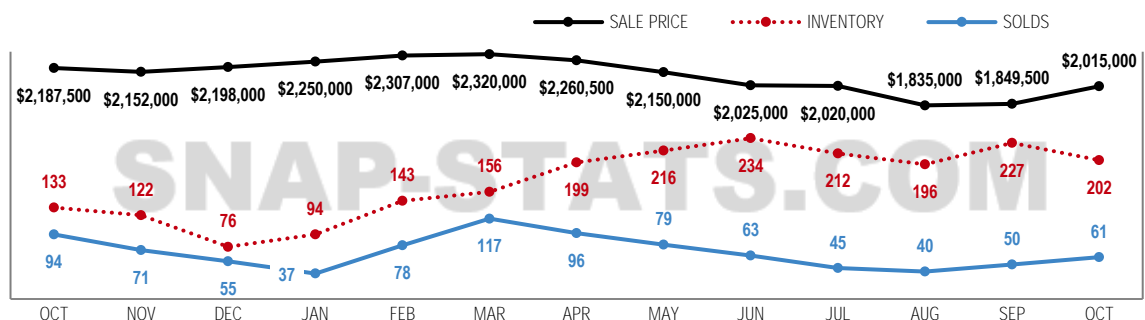
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 55% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$3 mil to \$3.5 mil, Canyon Heights, Westlynn and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley and 5 to 6 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	3	2	67%
400,001 – 500,000	18	14	78%
500,001 – 600,000	24	20	83%
600,001 – 700,000	26	19	73%
700,001 – 800,000	41	14	34%
800,001 – 900,000	48	10	21%
900,001 – 1,000,000	31	5	16%
1,000,001 – 1,250,000	51	19	37%
1,250,001 – 1,500,000	48	18	38%
1,500,001 – 1,750,000	24	5	21%
1,750,001 – 2,000,000	18	0	NA
2,000,001 – 2,250,000	5	1	20%
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	3	0	NA
2,750,001 – 3,000,000	3	1	33%
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	2	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*	354	128	36%

0 to 1 Bedroom	76	54	71%
2 Bedrooms	188	40	21%
3 Bedrooms	71	32	45%
4 Bedrooms & Greater	19	2	11%
TOTAL*	354	128	36%

SnapStats®	September	October	Variance
Inventory	352	354	1%
Solds	77	128	66%
Sale Price	\$850,000	\$782,500	-8%
Sale Price SQFT	\$902	\$876	-3%
Sale to List Price Ratio	98%	98%	0%
Days on Market	12	9	-25%

Community 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	1	0	NA
Capilano	1	0	NA
Central Lonsdale	59	17	29%
Deep Cove	2	0	NA
Delbrook	2	2	100%
Dollarton	0	0	NA
Edgemont	8	3	38%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	7	1	14%
Indian Arm	0	0	NA
Indian River	4	1	25%
Lower Lonsdale	89	35	39%
Lynn Valley	19	10	53%
Lynn timer	56	13	23%
Mosquito Creek	6	6	100%
Norgate	2	1	50%
Northlands	5	2	40%
Pemberton Heights	0	1	NA*
Pemberton	51	19	37%
Princess Park	0	1	NA*
Queensbury	3	0	NA
Roche Point	17	5	29%
Seymour	3	0	NA
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	11	4	36%
Westlynn	5	0	NA
Westlynn Terrace	0	0	NA
Windsor Park	3	7	233%*
Woodlands-Sunshine Cascade	0	0	NA
TOTAL*	354	128	36%

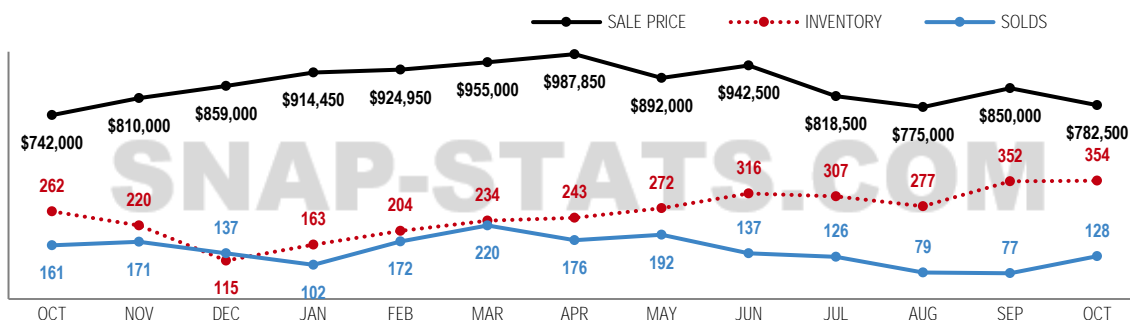
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 83% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Central Lonsdale, Lynn timer, Roche Point and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Lynn Valley 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 - 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	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	8	2	25%
2,000,001 - 2,250,000	5	1	20%
2,250,001 - 2,500,000	22	5	23%
2,500,001 - 2,750,000	21	3	14%
2,750,001 - 3,000,000	34	2	6%
3,000,001 - 3,500,000	40	5	13%
3,500,001 - 4,000,000	36	2	6%
4,000,001 - 4,500,000	25	4	16%
4,500,001 - 5,000,000	39	0	NA
5,000,001 - 5,500,000	10	1	10%
5,500,001 - 6,000,000	30	1	3%
6,000,001 - 6,500,000	8	0	NA
6,500,001 - 7,000,000	22	0	NA
7,000,001 - 7,500,000	9	1	11%
7,500,001 & Greater	79	1	1%
TOTAL*	390	28	7%

2 Bedrooms & Less	13	1	8%
3 to 4 Bedrooms	168	11	7%
5 to 6 Bedrooms	176	14	8%
7 Bedrooms & More	33	2	6%
TOTAL*	390	28	7%

SnapStats®	September	October	Variance
Inventory	418	390	-7%
Solds	24	28	17%
Sale Price	\$2,860,000	\$3,096,250	8%
Sale Price SQFT	\$905	\$794	-12%
Sale to List Price Ratio	99%	92%	-7%
Days on Market	37	23	-38%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	15	1	7%
Ambleside	32	4	13%
Bayridge	9	1	11%
British Properties	78	4	5%
Canterbury	4	0	NA
Caulfield	30	4	13%
Cedardale	3	0	NA
Chartwell	25	2	8%
Chelsea Park	2	0	NA
Cypress	9	1	11%
Cypress Park Estates	17	0	NA
Deer Ridge	0	0	NA
Dundarave	29	2	7%
Eagle Harbour	13	0	NA
Eagleridge	4	1	25%
Furry Creek	4	0	NA
Gleneagles	6	1	17%
Glenmore	10	2	20%
Horseshoe Bay	6	0	NA
Howe Sound	1	0	NA
Lions Bay	13	1	8%
Olde Caulfield	3	1	33%
Panorama Village	3	0	NA
Park Royal	4	0	NA
Porteau Cove	0	0	NA
Queens	8	1	13%
Rockridge	3	0	NA
Sandy Cove	1	0	NA
Sentinel Hill	14	1	7%
Upper Caulfield	4	1	25%
West Bay	7	0	NA
Westhill	8	0	NA
Westmount	9	0	NA
Whitby Estates	12	0	NA
Whytecliff	4	0	NA
TOTAL*	390	28	7%

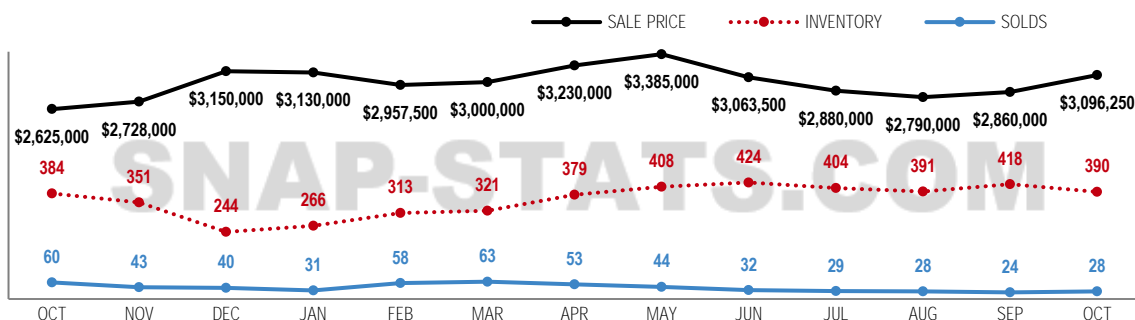
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 7% Sales Ratio average (7 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 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes minimum \$7.5 mil, Altamont, British Properties, Chartwell, Dundarave, Lions Bay and Sentinel Hill
- Sellers Best Bet** Selling homes in Glenmore and up to 2 / and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	3	2	67%
500,001 – 600,000	2	0	NA
600,001 – 700,000	5	2	40%
700,001 – 800,000	4	0	NA
800,001 – 900,000	4	3	75%
900,001 – 1,000,000	4	3	75%
1,000,001 – 1,250,000	16	2	13%
1,250,001 – 1,500,000	16	2	13%
1,500,001 – 1,750,000	11	3	27%
1,750,001 – 2,000,000	10	0	NA
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	6	0	NA
2,750,001 – 3,000,000	13	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	3	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	118	17	14%

0 to 1 Bedroom	23	4	17%
2 Bedrooms	74	11	15%
3 Bedrooms	20	2	10%
4 Bedrooms & Greater	1	0	NA
TOTAL*	118	17	14%

SnapStats®	September	October	Variance
Inventory	113	118	4%
Solds	14	17	21%
Sale Price	\$1,332,500	\$930,000	-30%
Sale Price SQFT	\$1,013	\$877	-13%
Sale to List Price Ratio	100%	93%	-7%
Days on Market	31	14	-55%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	34	7	21%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	4	2	50%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	8	0	NA
Deer Ridge	1	0	NA
Dundarave	18	5	28%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	20	0	NA
Howe Sound	1	1	100%
Lions Bay	0	0	NA
Olde Caulfield	0	0	NA
Panorama Village	7	0	NA
Park Royal	20	2	10%
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	4	0	NA
Whytecliff	0	0	NA
TOTAL*	118	17	14%

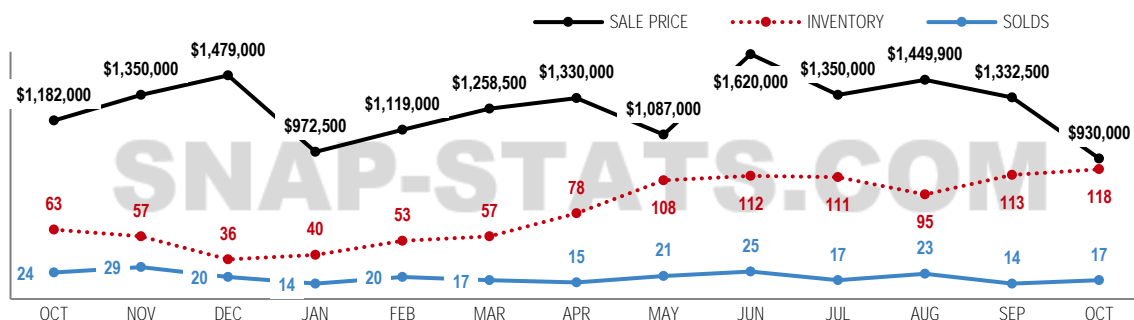
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 27% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.5 mil, Park Royal and 3 bedroom properties
- Sellers Best Bet** Selling homes in Dundarave and up to 1 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	4	1	25%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	3	1	33%
1,250,001 - 1,500,000	12	5	42%
1,500,001 - 1,750,000	43	23	53%
1,750,001 - 2,000,000	71	11	15%
2,000,001 - 2,250,000	37	4	11%
2,250,001 - 2,500,000	52	2	4%
2,500,001 - 2,750,000	31	4	13%
2,750,001 - 3,000,000	41	2	5%
3,000,001 - 3,500,000	41	4	10%
3,500,001 - 4,000,000	36	0	NA
4,000,001 - 4,500,000	12	0	NA
4,500,001 - 5,000,000	17	0	NA
5,000,001 - 5,500,000	4	0	NA
5,500,001 - 6,000,000	4	0	NA
6,000,001 - 6,500,000	3	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	4	0	NA
TOTAL*	417	57	14%

2 Bedrooms & Less	18	1	6%
3 to 4 Bedrooms	147	31	21%
5 to 6 Bedrooms	228	22	10%
7 Bedrooms & More	24	3	13%
TOTAL*	417	57	14%

SnapStats®	September	October	Variance
Inventory	424	417	-2%
Solds	53	57	8%
Sale Price	\$2,058,800	\$1,745,000	-15%
Sale Price SQFT	\$795	\$686	-14%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	20	17	-15%

*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

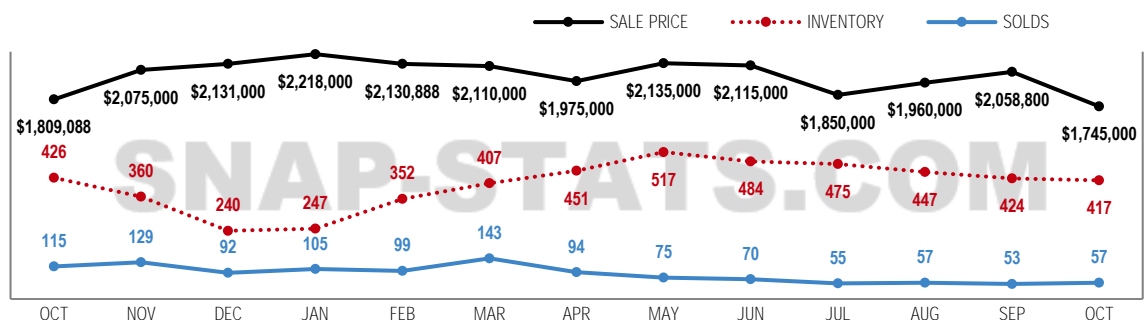
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	11	0	NA
Bridgeport	10	2	20%
Brighthouse	9	1	11%
Brighthouse South	2	0	NA
Broadmoor	42	3	7%
East Cambie	6	3	50%
East Richmond	5	0	NA
Garden City	13	7	54%
Gilmore	1	0	NA
Granville	31	2	6%
Hamilton	13	0	NA
Ironwood	10	1	10%
Lackner	25	1	4%
McLennan	10	1	10%
McLennan North	3	0	NA
McNair	20	2	10%
Quilchena	25	6	24%
Riverdale	22	1	5%
Saunders	25	1	4%
Sea Island	3	0	NA
Seafair	22	5	23%
South Arm	14	2	14%
Steveston North	27	6	22%
Steveston South	7	2	29%
Steveston Village	3	0	NA
Terra Nova	10	0	NA
West Cambie	17	3	18%
Westwind	8	6	75%
Woodwards	23	2	9%
TOTAL*	417	57	14%

Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 53% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Broadmoor, Granville, Lackner, Riverdale, Saunders and up to 2 bedrooms
- Sellers Best Bet** Selling homes in Garden City, Westwind and 3 to 4 bedrooms

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	15	2	13%
300,001 – 400,000	15	9	60%
400,001 – 500,000	29	10	34%
500,001 – 600,000	72	29	40%
600,001 – 700,000	71	24	34%
700,001 – 800,000	83	23	28%
800,001 – 900,000	89	23	26%
900,001 – 1,000,000	71	12	17%
1,000,001 – 1,250,000	149	23	15%
1,250,001 – 1,500,000	70	19	27%
1,500,001 – 1,750,000	29	4	14%
1,750,001 – 2,000,000	11	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	3	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	713	178	25%

0 to 1 Bedroom	127	36	28%
2 Bedrooms	304	79	26%
3 Bedrooms	224	44	20%
4 Bedrooms & Greater	58	19	33%
TOTAL*	713	178	25%

SnapStats®	September	October	Variance
Inventory	706	713	1%
Solds	156	178	14%
Sale Price	\$696,616	\$768,000	10%
Sale Price SQFT	\$750	\$803	7%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	18	12	-33%

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

Community CONDOS & TOWNHOMES

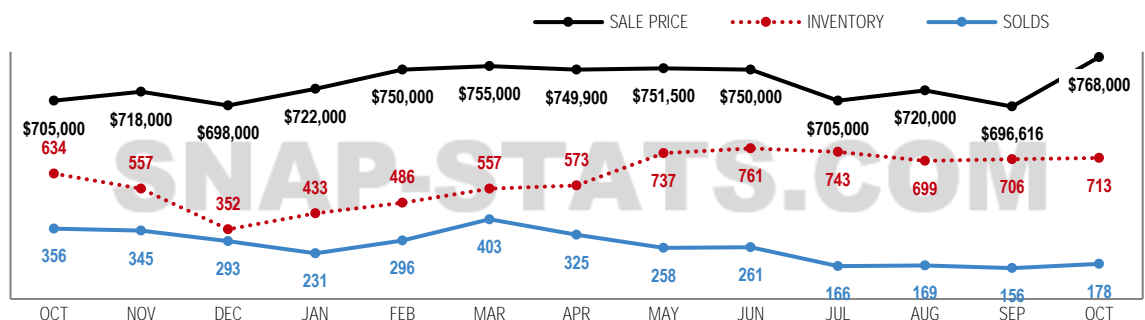
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	8	4	50%
Bridgeport	30	4	13%
Brighthouse	259	52	20%
Brighthouse South	67	24	36%
Broadmoor	8	4	50%
East Cambie	12	3	25%
East Richmond	3	0	NA
Garden City	3	0	NA
Gilmore	0	0	NA
Granville	14	1	7%
Hamilton	18	5	28%
Ironwood	14	3	21%
Lackner	3	1	33%
McLennan	0	0	NA
McLennan North	46	17	37%
McNair	0	0	NA
Quilchena	2	1	50%
Riverdale	15	5	33%
Saunders	6	2	33%
Sea Island	0	0	NA
Seafair	2	1	50%
South Arm	22	2	9%
Steveston North	2	5	250%*
Steveston South	31	11	35%
Steveston Village	4	0	NA
Terra Nova	5	4	80%
West Cambie	130	26	20%
Westwind	1	0	NA
Woodwards	8	3	38%
TOTAL*	713	178	25%

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 25% Sales Ratio average (2.5 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 60% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$0 mil to \$300,000, Granville, South Arm and 3 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park, Broadmoor and minimum 4 bedroom properties

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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	1	100%
1,000,001 - 1,250,000	3	0	NA
1,250,001 - 1,500,000	24	8	33%
1,500,001 - 1,750,000	22	2	9%
1,750,001 - 2,000,000	26	0	NA
2,000,001 - 2,250,000	3	1	33%
2,250,001 - 2,500,000	9	0	NA
2,500,001 - 2,750,000	1	0	NA
2,750,001 - 3,000,000	10	0	NA
3,000,001 - 3,500,000	4	0	NA
3,500,001 - 4,000,000	3	0	NA
4,000,001 - 4,500,000	1	1	100%
4,500,001 - 5,000,000	1	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	110	13	12%

2 Bedrooms & Less	6	0	NA
3 to 4 Bedrooms	75	10	13%
5 to 6 Bedrooms	28	3	11%
7 Bedrooms & More	1	0	NA
TOTAL*	110	13	12%

SnapStats®	September	October	Variance
Inventory	105	110	5%
Solds	12	13	8%
Sale Price	\$1,827,500	\$1,390,000	-24%
Sale Price SQFT	\$565	\$556	-2%
Sale to List Price Ratio	91%	96%	5%
Days on Market	26	32	23%

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

Community DETACHED HOUSES

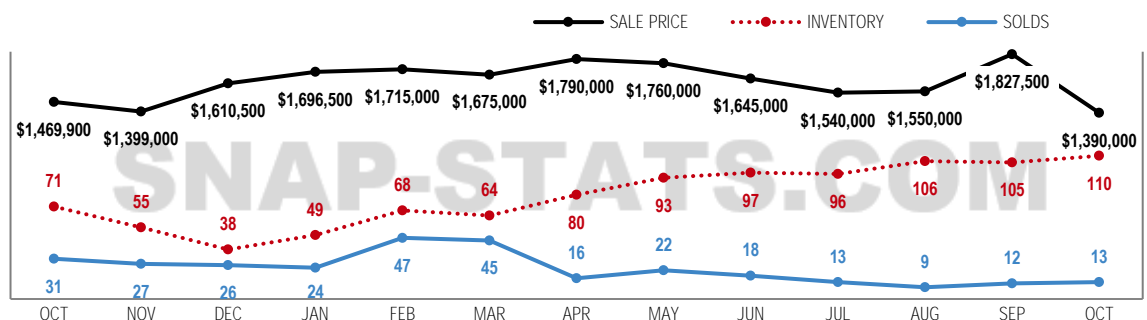
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	12	1	8%
Boundary Beach	8	2	25%
Cliff Drive	16	0	NA
English Bluff	17	1	6%
Pebble Hill	18	4	22%
Tsawwassen Central	21	2	10%
Tsawwassen East	12	1	8%
Tsawwassen North	6	2	33%
TOTAL*	110	13	12%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced Market at 12% Sales Ratio average (1.2 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Beach Grove, English Bluff, Tsawwassen East and 5 to 6 bedrooms
- Sellers Best Bet** Selling homes in Boundary Beach, Pebble Hill and 3 to 4 bedrooms

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	2	200%*
500,001 – 600,000	5	0	NA
600,001 – 700,000	8	3	38%
700,001 – 800,000	12	3	25%
800,001 – 900,000	6	3	50%
900,001 – 1,000,000	8	3	38%
1,000,001 – 1,250,000	6	0	NA
1,250,001 – 1,500,000	5	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	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	14	27%

0 to 1 Bedroom	6	3	50%
2 Bedrooms	31	6	19%
3 Bedrooms	12	5	42%
4 Bedrooms & Greater	3	0	NA
TOTAL*	52	14	27%

SnapStats®	September	October	Variance
Inventory	52	52	0%
Solds	9	14	56%
Sale Price	\$765,000	\$779,950	2%
Sale Price SQFT	\$569	\$621	9%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	20	20	0%

*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

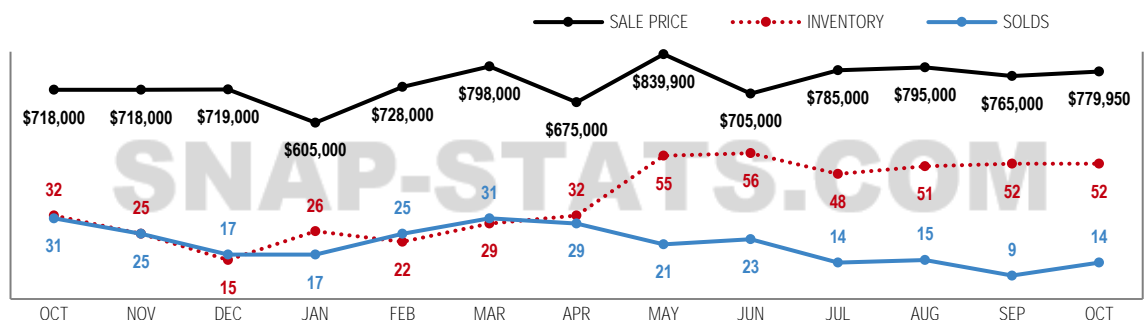
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	5	2	40%
Boundary Beach	4	1	25%
Cliff Drive	2	1	50%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	8	0	NA
Tsawwassen East	1	0	NA
Tsawwassen North	32	10	31%
TOTAL*	52	14	27%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 27% Sales Ratio average (2.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$600,000 to \$700,000 / \$900,000 to \$1 mil with average 38% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$700,000 to \$800,000 and 2 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen North and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	4	0	NA
800,001 - 900,000	1	0	NA
900,001 - 1,000,000	1	1	100%
1,000,001 - 1,250,000	12	2	17%
1,250,001 - 1,500,000	12	6	50%
1,500,001 - 1,750,000	6	2	33%
1,750,001 - 2,000,000	8	0	NA
2,000,001 - 2,250,000	5	0	NA
2,250,001 - 2,500,000	4	0	NA
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	0	0	NA
3,000,001 - 3,500,000	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 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	55	11	20%

2 Bedrooms & Less	10	1	10%
3 to 4 Bedrooms	33	6	18%
5 to 6 Bedrooms	12	3	25%
7 Bedrooms & More	0	1	NA*
TOTAL*	55	11	20%

SnapStats®	September	October	Variance
Inventory	47	55	17%
Solds	17	11	-35%
Sale Price	\$1,368,888	\$1,365,000	0%
Sale Price SQFT	\$589	\$633	8%
Sale to List Price Ratio	94%	98%	4%
Days on Market	19	34	79%

*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

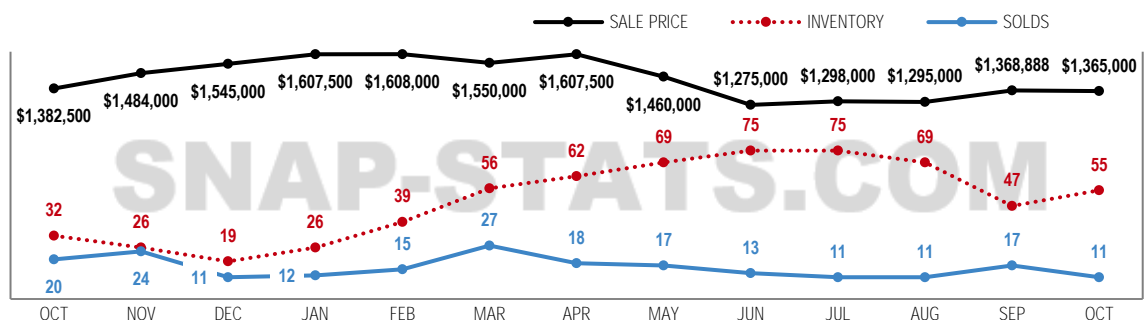
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	8	1	13%
East Delta	0	0	NA
Hawthorne	21	2	10%
Holly	7	3	43%
Ladner Elementary	5	3	60%
Ladner Rural	2	0	NA
Neilsen Grove	2	1	50%
Port Guichon	8	1	13%
Tilbury	0	0	NA
Westham Island	2	0	NA
TOTAL*	55	11	20%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Hawthorne and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Delta Manor, Port Guichon and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	1	NA*
400,001 – 500,000	0	0	NA
500,001 – 600,000	1	1	100%
600,001 – 700,000	7	1	14%
700,001 – 800,000	0	2	NA*
800,001 – 900,000	2	3	150%*
900,001 – 1,000,000	3	2	67%
1,000,001 – 1,250,000	3	0	NA
1,250,001 – 1,500,000	2	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*	18	10	56%

0 to 1 Bedroom	2	1	50%
2 Bedrooms	6	6	100%
3 Bedrooms	6	3	50%
4 Bedrooms & Greater	4	0	NA
TOTAL*	18	10	56%

SnapStats®	September	October	Variance
Inventory	29	18	-38%
Solds	2	10	400%
Sale Price	\$728,500	\$822,450	13%
Sale Price SQFT	\$741	\$634	-14%
Sale to List Price Ratio	97%	97%	0%
Days on Market	13	30	131%

*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

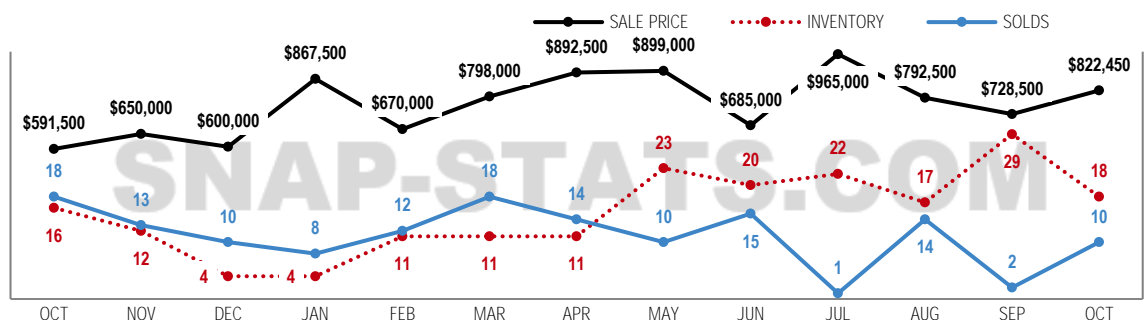
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	9	1	11%
East Delta	0	1	NA*
Hawthorne	1	1	100%
Holly	0	0	NA
Ladner Elementary	2	5	250%*
Ladner Rural	0	0	NA
Neilsen Grove	6	2	33%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	18	10	56%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 56% Sales Ratio average (5.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** Insufficient data but with 3 sales price band of \$800,000 to \$900,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data

**With minimum inventory of 10 in most instances

13 Month Market Trend



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