

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

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connect@dawsonrealtyexperts.com  
DawsonRealtyExperts.com

Royal Pacific Realty Corp. - Head Office  
550 North Tower Oakridge Ctr 650 West 41st Ave  
Vancouver, BC V5Z 2M9



Mark Sheryl Alice

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info@snap-stats.com | snap-stats.com



METRO

Downtown  
Westside  
Eastside  
North Vancouver  
West Vancouver  
Richmond  
Tsawwassen  
Ladner

VANCOUVER

EDITION



## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	11	6	55%
400,001 – 500,000	14	5	36%
500,001 – 600,000	47	15	32%
600,001 – 700,000	64	39	61%
700,001 – 800,000	53	30	57%
800,001 – 900,000	74	17	23%
900,001 – 1,000,000	45	16	36%
1,000,001 – 1,250,000	86	23	27%
1,250,001 – 1,500,000	78	10	13%
1,500,001 – 1,750,000	57	7	12%
1,750,001 – 2,000,000	54	6	11%
2,000,001 – 2,250,000	19	5	26%
2,250,001 – 2,500,000	35	2	6%
2,500,001 – 2,750,000	34	1	3%
2,750,001 – 3,000,000	21	2	10%
3,000,001 – 3,500,000	23	1	4%
3,500,001 – 4,000,000	24	2	8%
4,000,001 – 4,500,000	12	1	8%
4,500,001 – 5,000,000	12	0	NA
5,000,001 & Greater	40	1	3%
<b>TOTAL*</b>	<b>805</b>	<b>189</b>	<b>23%</b>

0 to 1 Bedroom	284	101	36%
2 Bedrooms	395	76	19%
3 Bedrooms	112	11	10%
4 Bedrooms & Greater	14	1	7%
<b>TOTAL*</b>	<b>805</b>	<b>189</b>	<b>23%</b>

SnapStats®	March	April	Variance
Inventory	795	805	1%
Solds	160	189	18%
Sale Price	\$825,000	\$800,000	-3%
Sale Price SQFT	\$1,093	\$1,064	-3%
Sale to List Price Ratio	100%	100%	0%
Days on Market	14	14	0%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour	119	13	11%
Downtown	283	76	27%
Westend	194	48	25%
Yaletown	209	52	25%
<b>TOTAL*</b>	<b>805</b>	<b>189</b>	<b>23%</b>

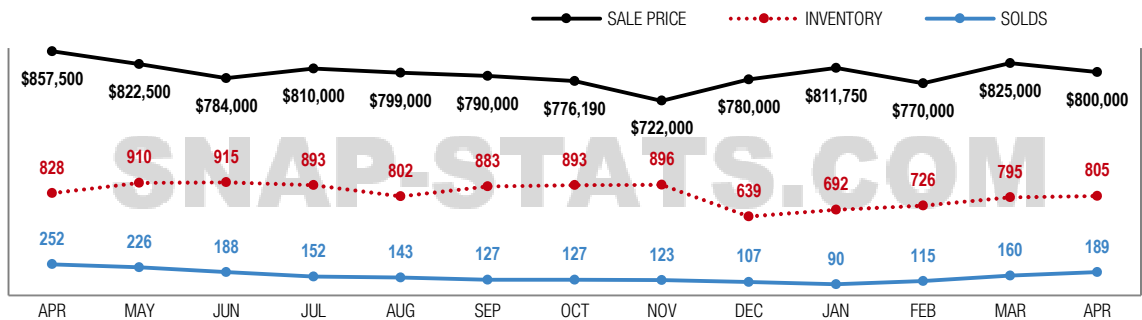
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 61% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.5 mil to \$2.75 mil, Coal Harbour and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Downtown 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	3	0	NA
1,750,001 - 2,000,000	3	5	167%*
2,000,001 - 2,250,000	1	3	300%*
2,250,001 - 2,500,000	9	4	44%
2,500,001 - 2,750,000	13	10	77%
2,750,001 - 3,000,000	25	4	16%
3,000,001 - 3,500,000	36	22	61%
3,500,001 - 4,000,000	43	10	23%
4,000,001 - 4,500,000	52	12	23%
4,500,001 - 5,000,000	50	7	14%
5,000,001 - 5,500,000	30	8	27%
5,500,001 - 6,000,000	46	2	4%
6,000,001 - 6,500,000	15	1	7%
6,500,001 - 7,000,000	30	1	3%
7,000,001 - 7,500,000	11	2	18%
7,500,001 & Greater	111	4	4%
<b>TOTAL*</b>	<b>478</b>	<b>95</b>	<b>20%</b>

2 Bedrooms & Less	13	5	38%
3 to 4 Bedrooms	144	38	26%
5 to 6 Bedrooms	246	43	17%
7 Bedrooms & More	75	9	12%
<b>TOTAL*</b>	<b>478</b>	<b>95</b>	<b>20%</b>

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	16	8	50%
Cambie	44	3	7%
Dunbar	40	16	40%
Fairview	1	0	NA
Falsecreek	0	0	NA
Kerrisdale	30	6	20%
Kitsilano	21	7	33%
Mackenzie Heights	21	4	19%
Marpole	23	7	30%
Mount Pleasant	2	0	NA
Oakridge	18	2	11%
Point Grey	56	20	36%
Quilchena	16	3	19%
SW Marine	21	3	14%
Shaughnessy	63	5	8%
South Cambie	3	0	NA
South Granville	61	6	10%
Southlands	29	4	14%
University	13	1	8%
<b>TOTAL*</b>	<b>478</b>	<b>95</b>	<b>20%</b>

SnapStats®	March	April	Variance
Inventory	476	478	0%
Solds	95	95	0%
Sale Price	\$3,480,000	\$3,486,000	0%
Sale Price SQFT	\$1,191	\$1,170	-2%
Sale to List Price Ratio	99%	100%	1%
Days on Market	21	19	-10%

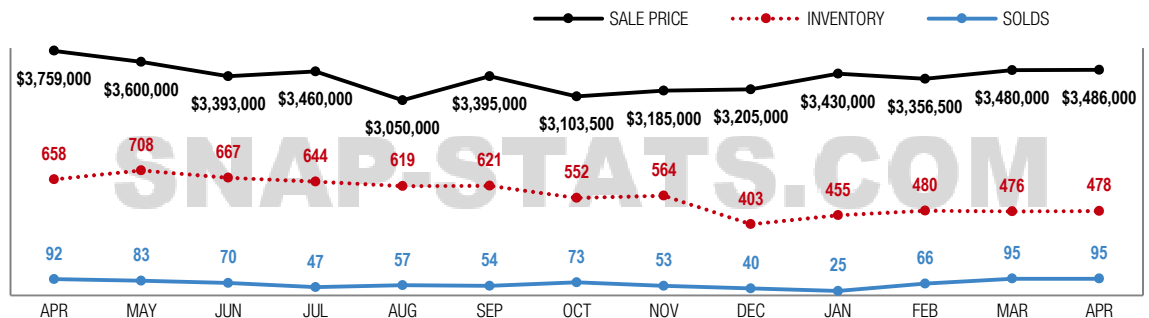
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Balanced Market at 20% Sales Ratio average (2 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$2.5 mil to \$2.75 mil with average 77% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$6.5 mil to \$7 mil, Cambie, Shaughnessy, University and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Arbutus, Dunbar 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	5	3	60%
500,001 – 600,000	13	19	146%*
600,001 – 700,000	39	15	38%
700,001 – 800,000	59	32	54%
800,001 – 900,000	52	22	42%
900,001 – 1,000,000	47	13	28%
1,000,001 – 1,250,000	77	26	34%
1,250,001 – 1,500,000	81	23	28%
1,500,001 – 1,750,000	59	11	19%
1,750,001 – 2,000,000	79	5	6%
2,000,001 – 2,250,000	24	3	13%
2,250,001 – 2,500,000	23	2	9%
2,500,001 – 2,750,000	17	0	NA
2,750,001 – 3,000,000	13	0	NA
3,000,001 – 3,500,000	5	0	NA
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	4	0	NA
<b>TOTAL*</b>	<b>603</b>	<b>175</b>	<b>29%</b>

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	163	70	43%
2 Bedrooms	266	84	32%
3 Bedrooms	158	20	13%
4 Bedrooms & Greater	16	1	6%
<b>TOTAL*</b>	<b>603</b>	<b>175</b>	<b>29%</b>

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	1	0	NA
Cambie	97	10	10%
Dunbar	8	1	13%
Fairview	46	30	65%
Falsecreek	84	23	27%
Kerrisdale	26	8	31%
Kitsilano	56	25	45%
Mackenzie Heights	3	0	NA
Marpole	72	20	28%
Mount Pleasant	3	4	133%*
Oakridge	23	5	22%
Point Grey	14	5	36%
Quilchena	16	4	25%
SW Marine	7	1	14%
Shaughnessy	9	1	11%
South Cambie	44	5	11%
South Granville	25	0	NA
Southlands	0	1	NA*
University	69	32	46%
<b>TOTAL*</b>	<b>603</b>	<b>175</b>	<b>29%</b>

SnapStats®	March	April	Variance
Inventory	563	603	7%
Solds	186	175	-6%
Sale Price	\$929,000	\$890,000	-4%
Sale Price SQFT	\$1,030	\$989	-4%
Sale to List Price Ratio	102%	99%	-3%
Days on Market	11	12	9%

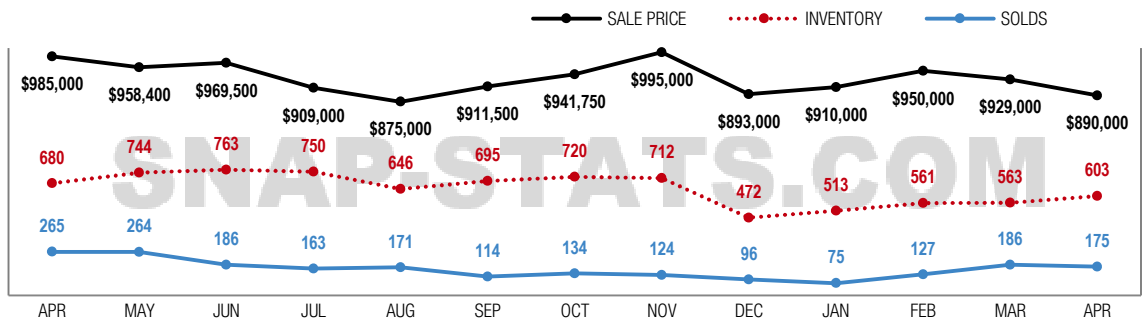
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Sellers Market at 29% Sales Ratio average (2.9 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)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Cambie, Dunbar, Shaughnessy South Cambie and minimum 4 bedrooms
- Sellers Best Bet\*\* Selling homes in Fairview, Kitsilano, University and up to 1 bedroom

\*\*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	1	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	15	5	33%
1,500,001 - 1,750,000	39	14	36%
1,750,001 - 2,000,000	60	22	37%
2,000,001 - 2,250,000	46	14	30%
2,250,001 - 2,500,000	49	9	18%
2,500,001 - 2,750,000	30	8	27%
2,750,001 - 3,000,000	32	1	3%
3,000,001 - 3,500,000	36	2	6%
3,500,001 - 4,000,000	13	0	NA
4,000,001 - 4,500,000	8	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	1	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	0	0	NA
<b>TOTAL*</b>	<b>335</b>	<b>75</b>	<b>22%</b>

2 Bedrooms & Less	17	6	35%
3 to 4 Bedrooms	118	27	23%
5 to 6 Bedrooms	148	37	25%
7 Bedrooms & More	52	5	10%
<b>TOTAL*</b>	<b>335</b>	<b>75</b>	<b>22%</b>

SnapStats®	March	April	Variance
Inventory	313	335	7%
Solds	92	75	-18%
Sale Price	\$1,800,000	\$1,950,000	8%
Sale Price SQFT	\$864	\$833	-4%
Sale to List Price Ratio	102%	103%	1%
Days on Market	9	8	-11%

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

## Community DETACHED HOUSES

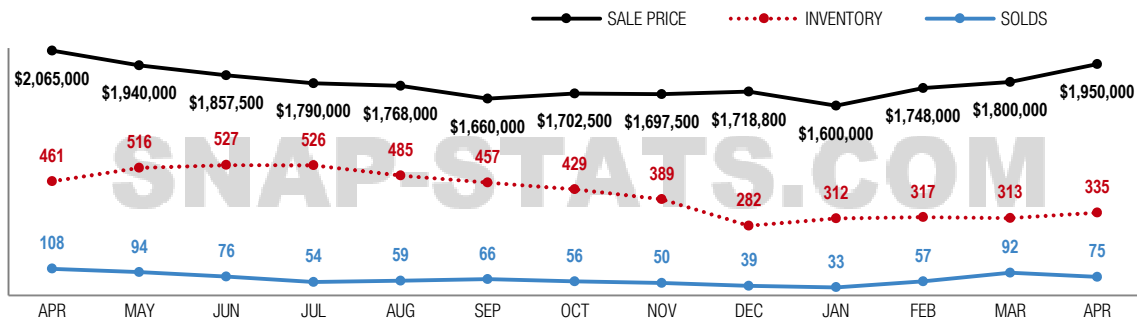
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	0	1	NA*
Collingwood	61	6	10%
Downtown	0	0	NA
Fraser	17	6	35%
Fraserview	14	4	29%
Grandview Woodland	36	5	14%
Hastings	9	4	44%
Hastings Sunrise	9	3	33%
Killarney	17	14	82%
Knight	24	4	17%
Main	16	8	50%
Mount Pleasant	11	0	NA
Renfrew Heights	36	5	14%
Renfrew	39	7	18%
South Marine	0	1	NA*
South Vancouver	25	2	8%
Strathcona	5	0	NA
Victoria	16	5	31%
<b>TOTAL*</b>	<b>335</b>	<b>75</b>	<b>22%</b>

## Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Sellers Market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$1.75 mil to \$2 mil with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Collingwood, South Vancouver and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Killarney, Main 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	5	3	60%
400,001 – 500,000	15	10	67%
500,001 – 600,000	48	30	63%
600,001 – 700,000	65	27	42%
700,001 – 800,000	60	19	32%
800,001 – 900,000	53	12	23%
900,001 – 1,000,000	52	12	23%
1,000,001 – 1,250,000	55	17	31%
1,250,001 – 1,500,000	34	9	26%
1,500,001 – 1,750,000	15	2	13%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	2	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	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	1	0	NA
<b>TOTAL*</b>	<b>422</b>	<b>141</b>	<b>33%</b>

0 to 1 Bedroom	150	64	43%
2 Bedrooms	185	55	30%
3 Bedrooms	74	17	23%
4 Bedrooms & Greater	13	5	38%
<b>TOTAL*</b>	<b>422</b>	<b>141</b>	<b>33%</b>

SnapStats®	March	April	Variance
Inventory	385	422	10%
Solds	148	141	-5%
Sale Price	\$734,750	\$715,000	-3%
Sale Price SQFT	\$906	\$924	2%
Sale to List Price Ratio	101%	102%	1%
Days on Market	12	9	-25%

\*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

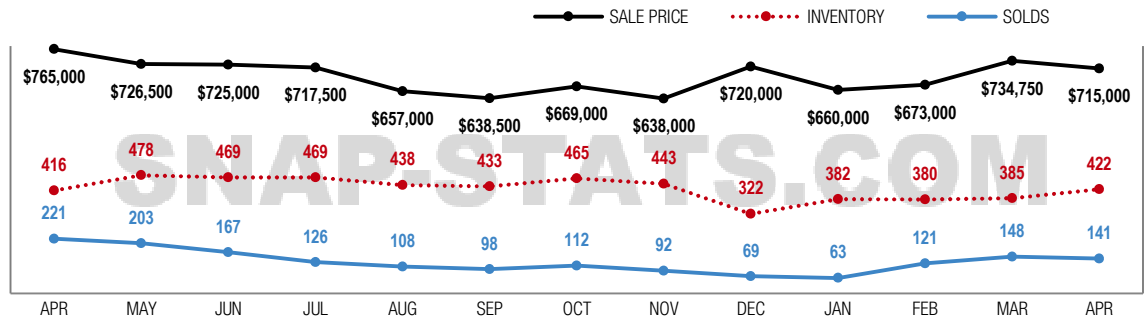
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	8	4	50%
Collingwood	80	29	36%
Downtown	36	5	14%
Fraser	6	5	83%
Fraserview	1	1	100%
Grandview Woodland	17	8	47%
Hastings	14	13	93%
Hastings Sunrise	2	0	NA
Killarney	10	4	40%
Knight	14	2	14%
Main	8	8	100%
Mount Pleasant	102	30	29%
Renfrew Heights	2	1	50%
Renfrew	5	3	60%
South Marine	67	17	25%
South Vancouver	14	4	29%
Strathcona	24	3	13%
Victoria	12	4	33%
<b>TOTAL*</b>	<b>422</b>	<b>141</b>	<b>33%</b>

## Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers Market at 33% Sales Ratio average (3.3 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band\*\* \$400,000 to \$500,000 with average 67% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$1.75 mil, Downtown, Knight, Strathcona and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hastings, Main and up to 1 bedroom properties

\*\*With minimum inventory of 10 in most instances

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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	1	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	1	0	NA
1,000,001 - 1,250,000	0	0	NA
1,250,001 - 1,500,000	4	4	100%
1,500,001 - 1,750,000	11	6	55%
1,750,001 - 2,000,000	27	19	70%
2,000,001 - 2,250,000	19	16	84%
2,250,001 - 2,500,000	33	5	15%
2,500,001 - 2,750,000	14	11	79%
2,750,001 - 3,000,000	14	4	29%
3,000,001 - 3,500,000	11	8	73%
3,500,001 - 4,000,000	14	3	21%
4,000,001 - 4,500,000	11	1	9%
4,500,001 - 5,000,000	6	0	NA
5,000,001 - 5,500,000	0	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	1	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*	168	78	46%

2 Bedrooms & Less	7	2	29%
3 to 4 Bedrooms	92	46	50%
5 to 6 Bedrooms	55	27	49%
7 Bedrooms & More	14	3	21%
TOTAL*	168	78	46%

SnapStats®	March	April	Variance
Inventory	157	168	7%
Solds	64	78	22%
Sale Price	\$1,992,500	\$2,140,000	7%
Sale Price SQFT	\$764	\$829	8%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	7	8	14%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	4	4	100%
Boulevard	5	5	100%
Braemar	0	1	NA*
Calverhall	4	0	NA
Canyon Heights	31	4	13%
Capilano	1	2	200%*
Central Lonsdale	16	5	31%
Deep Cove	9	4	44%
Delbrook	0	0	NA
Dollarton	7	1	14%
Edgemont	5	10	200%*
Forest Hills	1	2	200%*
Grouse Woods	1	0	NA
Harbourside	0	0	NA
Indian Arm	2	0	NA
Indian River	2	2	100%
Lower Lonsdale	6	2	33%
Lynn Valley	13	8	62%
Lynnmour	5	0	NA
Mosquito Creek	1	0	NA
Norgate	1	3	300%*
Northlands	2	0	NA
Pemberton Heights	6	1	17%
Pemberton	4	2	50%
Princess Park	4	1	25%
Queensbury	7	0	NA
Roche Point	3	2	67%
Seymour	6	1	17%
Tempe	0	0	NA
Upper Delbrook	4	4	100%
Upper Lonsdale	14	6	43%
Westlynn	1	6	600%*
Westlynn Terrace	0	1	NA*
Windsor Park	0	1	NA*
Woodlands-Sunshine Cascade	3	0	NA
TOTAL*	168	78	46%

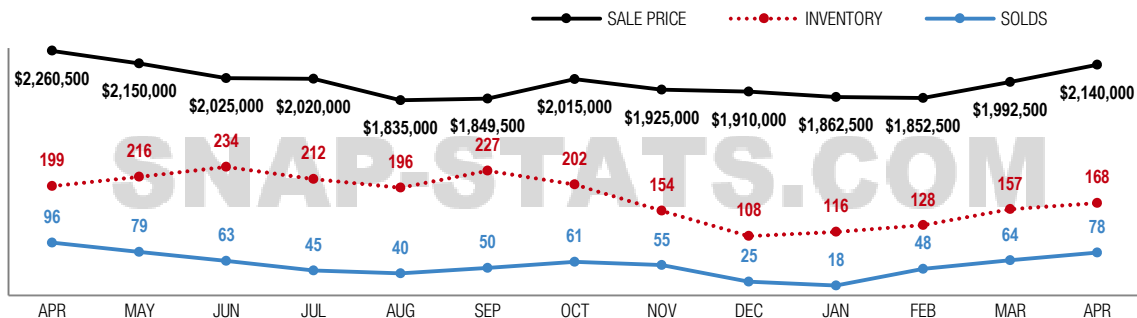
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 46% Sales Ratio average (4.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$2 mil to \$2.25 mil with average 84% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$4 mil to \$4.5 mil, Canyon Heights and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Edgemont, Lynn Valley and 3 to 6 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	1	0	NA
400,001 – 500,000	13	6	46%
500,001 – 600,000	16	12	75%
600,001 – 700,000	31	17	55%
700,001 – 800,000	26	29	112%*
800,001 – 900,000	24	13	54%
900,001 – 1,000,000	23	8	35%
1,000,001 – 1,250,000	35	19	54%
1,250,001 – 1,500,000	41	19	46%
1,500,001 – 1,750,000	28	7	25%
1,750,001 – 2,000,000	8	2	25%
2,000,001 – 2,250,000	3	0	NA
2,250,001 – 2,500,000	5	2	40%
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	3	0	NA
3,000,001 – 3,500,000	5	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	1	0	NA
5,000,001 & Greater	1	0	NA
<b>TOTAL*</b>	<b>269</b>	<b>134</b>	<b>50%</b>

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	75	49	65%
2 Bedrooms	123	61	50%
3 Bedrooms	52	21	40%
4 Bedrooms & Greater	19	3	16%
<b>TOTAL*</b>	<b>269</b>	<b>134</b>	<b>50%</b>

SnapStats®	March	April	Variance
Inventory	263	269	2%
Solds	143	134	-6%
Sale Price	\$868,000	\$825,000	-5%
Sale Price SQFT	\$916	\$923	1%
Sale to List Price Ratio	98%	100%	2%
Days on Market	8	7	-13%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	1	0	NA
Boulevard	0	1	NA*
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	0	1	NA*
Capilano	1	0	NA
Central Lonsdale	55	26	47%
Deep Cove	0	2	NA*
Delbrook	0	1	NA*
Dollarton	0	0	NA
Edgemont	7	2	29%
Forest Hills	0	0	NA
Grouse Woods	0	0	NA
Harbourside	3	1	33%
Indian Arm	0	0	NA
Indian River	6	0	NA
Lower Lonsdale	61	48	79%
Lynn Valley	9	6	67%
Lynnmour	36	12	33%
Mosquito Creek	12	4	33%
Norgate	2	1	50%
Northlands	5	5	100%
Pemberton Heights	1	0	NA
Pemberton	45	12	27%
Princess Park	0	0	NA
Queensbury	2	2	100%
Roche Point	14	7	50%
Seymour	1	1	100%
Tempe	0	0	NA
Upper Delbrook	0	0	NA
Upper Lonsdale	6	1	17%
Westlynn	2	1	50%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
<b>TOTAL*</b>	<b>269</b>	<b>134</b>	<b>50%</b>

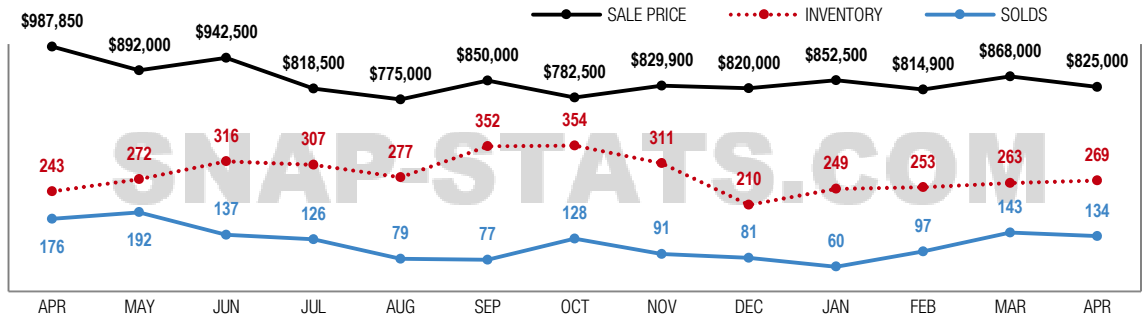
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 50% Sales Ratio average (5 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$700,000 to \$800,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$2 mil, Upper Lonsdale and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Lower Lonsdale, 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	1	100%
1,750,001 - 2,000,000	6	0	NA
2,000,001 - 2,250,000	7	3	43%
2,250,001 - 2,500,000	16	4	25%
2,500,001 - 2,750,000	18	4	22%
2,750,001 - 3,000,000	22	5	23%
3,000,001 - 3,500,000	27	6	22%
3,500,001 - 4,000,000	35	7	20%
4,000,001 - 4,500,000	26	3	12%
4,500,001 - 5,000,000	30	3	10%
5,000,001 - 5,500,000	9	5	56%
5,500,001 - 6,000,000	23	2	9%
6,000,001 - 6,500,000	10	2	20%
6,500,001 - 7,000,000	23	1	4%
7,000,001 - 7,500,000	4	0	NA
7,500,001 & Greater	61	0	NA
TOTAL*	319	46	14%

2 Bedrooms & Less	9	0	NA
3 to 4 Bedrooms	136	23	17%
5 to 6 Bedrooms	154	22	14%
7 Bedrooms & More	20	1	5%
TOTAL*	319	46	14%

SnapStats®	March	April	Variance
Inventory	294	319	9%
Solds	39	46	18%
Sale Price	\$2,780,000	\$3,500,500	26%
Sale Price SQFT	\$754	\$992	32%
Sale to List Price Ratio	95%	100%	5%
Days on Market	31	18	-42%

## Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	9	2	22%
Ambleside	21	3	14%
Bayridge	7	0	NA
British Properties	58	2	3%
Canterbury	4	1	25%
Caulfield	22	3	14%
Cedardale	1	0	NA
Chartwell	23	1	4%
Chelsea Park	3	1	33%
Cypress	6	2	33%
Cypress Park Estates	15	1	7%
Deer Ridge	0	0	NA
Dundarave	19	6	32%
Eagle Harbour	12	5	42%
Eagleridge	4	1	25%
Furry Creek	7	0	NA
Gleneagles	5	1	20%
Glenmore	16	2	13%
Horseshoe Bay	4	1	25%
Howe Sound	2	1	50%
Lions Bay	12	1	8%
Olde Caulfield	3	1	33%
Panorama Village	3	0	NA
Park Royal	1	2	200%*
Porteau Cove	0	0	NA
Queens	14	2	14%
Rockridge	5	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	9	2	22%
Upper Caulfield	5	0	NA
West Bay	6	1	17%
Westhill	6	0	NA
Westmount	9	1	11%
Whitby Estates	6	1	17%
Whytecliff	2	2	100%
TOTAL*	319	46	14%

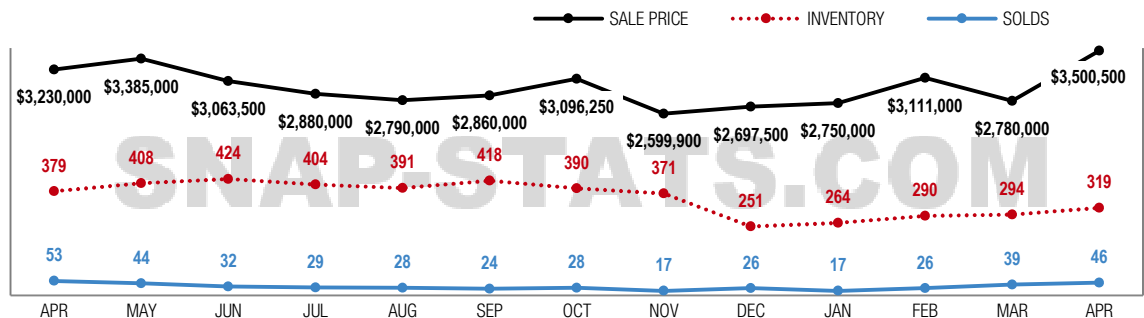
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$5,000,000 to \$5,500,000 with average 56% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$6.5 mil to \$7 mil, British Properties, Chartwell and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Eagle Harbour and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	2	1	50%
600,001 – 700,000	6	1	17%
700,001 – 800,000	5	0	NA
800,001 – 900,000	4	1	25%
900,001 – 1,000,000	6	1	17%
1,000,001 – 1,250,000	16	3	19%
1,250,001 – 1,500,000	9	7	78%
1,500,001 – 1,750,000	8	1	13%
1,750,001 – 2,000,000	15	2	13%
2,000,001 – 2,250,000	2	1	50%
2,250,001 – 2,500,000	8	1	13%
2,500,001 – 2,750,000	4	1	25%
2,750,001 – 3,000,000	9	0	NA
3,000,001 – 3,500,000	4	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	0	0	NA
5,000,001 & Greater	4	0	NA
TOTAL*	112	20	18%

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	30	1	3%
2 Bedrooms	61	16	26%
3 Bedrooms	21	3	14%
4 Bedrooms & Greater	0	0	NA
TOTAL*	112	20	18%

SnapStats®	March	April	Variance
Inventory	102	112	10%
Solds	23	20	-13%
Sale Price	\$998,000	\$1,473,000	48%
Sale Price SQFT	\$955	\$1,125	18%
Sale to List Price Ratio	98%	98%	0%
Days on Market	18	11	-39%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	29	8	28%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	2	1	50%
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	9	1	11%
Deer Ridge	1	0	NA
Dundarave	14	4	29%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	1	0	NA
Gleneagles	0	0	NA
Glenmore	0	0	NA
Horseshoe Bay	22	2	9%
Howe Sound	1	0	NA
Lions Bay	0	0	NA
Olde Caulfield	0	1	NA*
Panorama Village	5	2	40%
Park Royal	25	1	4%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	0	0	NA
Upper Caulfield	1	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	2	0	NA
Whytecliff	0	0	NA
TOTAL*	112	20	18%

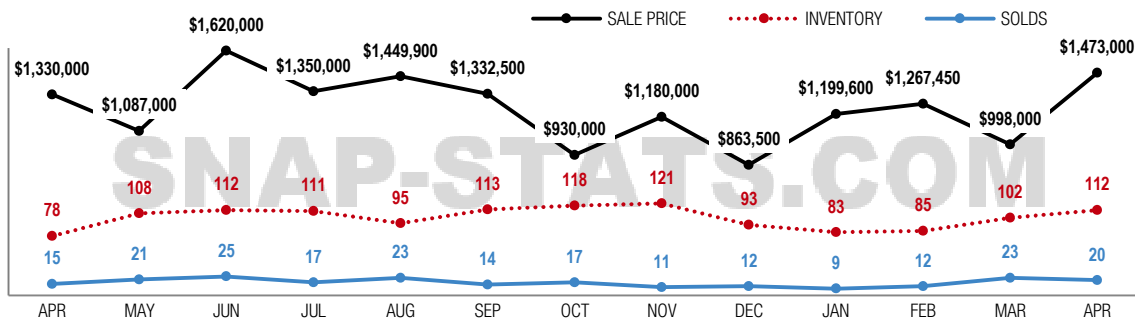
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 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 78% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.5 mil to \$2 mil / \$2.25 mil to \$2.5 mil, Park Royal and up to 1 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ambleside, Dundarave and 2 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	7	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	5	4	80%
1,500,001 - 1,750,000	31	19	61%
1,750,001 - 2,000,000	49	21	43%
2,000,001 - 2,250,000	25	14	56%
2,250,001 - 2,500,000	38	8	21%
2,500,001 - 2,750,000	12	4	33%
2,750,001 - 3,000,000	27	10	37%
3,000,001 - 3,500,000	51	5	10%
3,500,001 - 4,000,000	33	4	12%
4,000,001 - 4,500,000	15	1	7%
4,500,001 - 5,000,000	15	0	NA
5,000,001 - 5,500,000	4	0	NA
5,500,001 - 6,000,000	3	0	NA
6,000,001 - 6,500,000	2	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	4	0	NA
TOTAL*	323	91	28%

2 Bedrooms & Less	16	1	6%
3 to 4 Bedrooms	122	44	36%
5 to 6 Bedrooms	168	42	25%
7 Bedrooms & More	17	4	24%
TOTAL*	323	91	28%

SnapStats®	March	April	Variance
Inventory	315	323	3%
Solds	93	91	-2%
Sale Price	\$2,050,000	\$2,030,000	-1%
Sale Price SQFT	\$759	\$765	1%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	19	23	21%

\*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

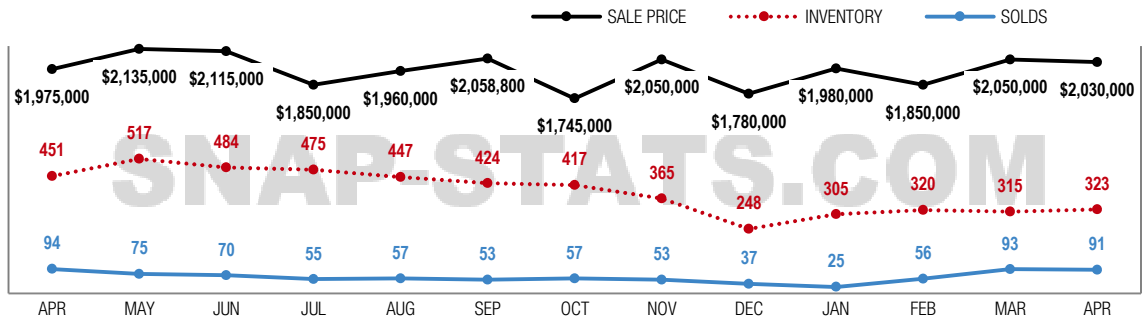
SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	4	3	75%
Bridgeport	9	1	11%
Brighthouse	9	0	NA
Brighthouse South	4	0	NA
Broadmoor	41	5	12%
East Cambie	4	2	50%
East Richmond	7	0	NA
Garden City	11	3	27%
Gilmore	2	0	NA
Granville	20	6	30%
Hamilton	19	3	16%
Ironwood	10	4	40%
Lackner	16	4	25%
McLennan	6	2	33%
McLennan North	2	0	NA
McNair	9	4	44%
Quilchena	13	5	38%
Riverdale	15	4	27%
Saunders	18	8	44%
Sea Island	0	0	NA
Seafair	22	4	18%
South Arm	14	4	29%
Steveston North	16	10	63%
Steveston South	8	3	38%
Steveston Village	3	4	133%*
Terra Nova	3	4	133%*
West Cambie	11	1	9%
Westwind	5	2	40%
Woodwards	22	5	23%
TOTAL*	323	91	28%

## Market Summary

- Market Type Indicator **RICHMOND DETACHED**: Sellers Market at 28% Sales Ratio average (2.8 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 61% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$4 mil to \$4.5 mil, Bridgeport, Broadmoor, West Cambie and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in McNair, Saunders, Steveston North and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	14	8	57%
300,001 – 400,000	11	2	18%
400,001 – 500,000	21	12	57%
500,001 – 600,000	54	29	54%
600,001 – 700,000	66	42	64%
700,001 – 800,000	71	34	48%
800,001 – 900,000	66	42	64%
900,001 – 1,000,000	68	16	24%
1,000,001 – 1,250,000	123	31	25%
1,250,001 – 1,500,000	81	15	19%
1,500,001 – 1,750,000	29	10	34%
1,750,001 – 2,000,000	12	1	8%
2,000,001 – 2,250,000	6	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	2	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
<b>TOTAL*</b>	<b>630</b>	<b>242</b>	<b>38%</b>

Bedroom	Inventory	Sales	Sales Ratio
0 to 1 Bedroom	118	50	42%
2 Bedrooms	290	105	36%
3 Bedrooms	166	71	43%
4 Bedrooms & Greater	56	16	29%
<b>TOTAL*</b>	<b>630</b>	<b>242</b>	<b>38%</b>

SnapStats®	March	April	Variance
Inventory	617	630	2%
Solds	251	242	-4%
Sale Price	\$760,000	\$791,250	4%
Sale Price SQFT	\$750	\$819	9%
Sale to List Price Ratio	100%	100%	0%
Days on Market	14	10	-29%

## Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	14	4	29%
Bridgeport	21	4	19%
Brighthouse	215	76	35%
Brighthouse South	37	36	97%
Broadmoor	4	5	125%*
East Cambie	8	5	63%
East Richmond	1	0	NA
Garden City	0	0	NA
Gilmore	0	0	NA
Granville	9	5	56%
Hamilton	26	6	23%
Ironwood	10	6	60%
Lackner	5	3	60%
McLennan	0	0	NA
McLennan North	29	15	52%
McNair	1	0	NA
Quilchena	1	1	100%
Riverdale	10	5	50%
Saunders	4	0	NA
Sea Island	0	0	NA
Seafair	0	2	NA*
South Arm	22	6	27%
Steveston North	5	6	120%*
Steveston South	15	16	107%*
Steveston Village	2	3	150%*
Terra Nova	3	3	100%
West Cambie	179	29	16%
Westwind	1	1	100%
Woodwards	8	5	63%
<b>TOTAL*</b>	<b>630</b>	<b>242</b>	<b>38%</b>

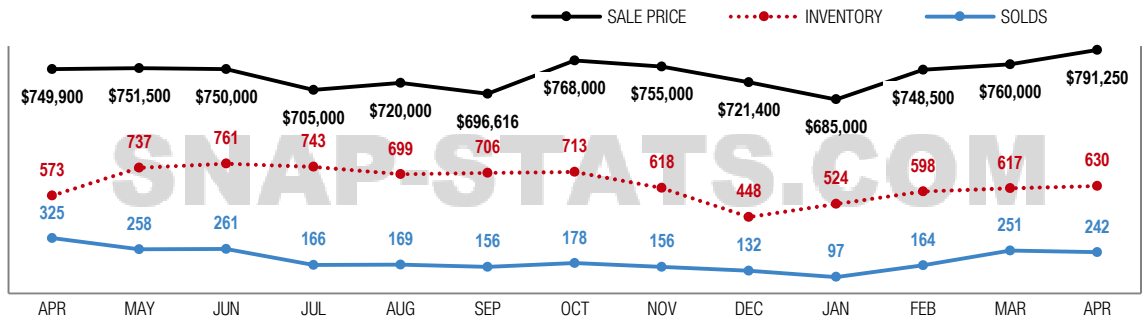
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

## Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Sellers Market at 38% Sales Ratio average (3.8 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band\*\* \$800,000 to \$900,000 with average 64% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Bridgeport, West Cambie and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Brighthouse South, Steveston South 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	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	3	0	NA
1,250,001 - 1,500,000	18	20	111%*
1,500,001 - 1,750,000	15	7	47%
1,750,001 - 2,000,000	25	0	NA
2,000,001 - 2,250,000	8	1	13%
2,250,001 - 2,500,000	5	1	20%
2,500,001 - 2,750,000	5	1	20%
2,750,001 - 3,000,000	9	1	11%
3,000,001 - 3,500,000	4	0	NA
3,500,001 - 4,000,000	0	0	NA
4,000,001 - 4,500,000	1	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	2	0	NA
6,000,001 - 6,500,000	1	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*	98	31	32%

2 Bedrooms & Less	4	1	25%
3 to 4 Bedrooms	57	21	37%
5 to 6 Bedrooms	32	9	28%
7 Bedrooms & More	5	0	NA
TOTAL*	98	31	32%

SnapStats®	March	April	Variance
Inventory	93	98	5%
Solds	15	31	107%
Sale Price	\$1,390,109	\$1,450,000	4%
Sale Price SQFT	\$655	\$588	-10%
Sale to List Price Ratio	100%	97%	-3%
Days on Market	51	16	-69%

\*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

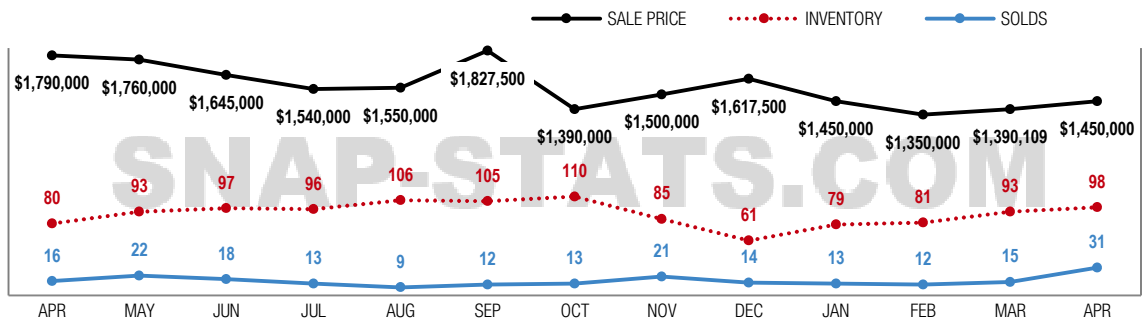
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	8	1	13%
Boundary Beach	3	2	67%
Cliff Drive	13	3	23%
English Bluff	18	4	22%
Pebble Hill	19	10	53%
Tsawwassen Central	17	8	47%
Tsawwassen East	9	0	NA
Tsawwassen North	11	3	27%
TOTAL*	98	31	32%

## Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.75 mil to \$3 mil, Beach Grove and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Pebble Hill, Tsawwassen Central and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	1	50%
500,001 – 600,000	5	1	20%
600,001 – 700,000	17	3	18%
700,001 – 800,000	5	4	80%
800,001 – 900,000	4	7	175%*
900,001 – 1,000,000	5	5	100%
1,000,001 – 1,250,000	6	0	NA
1,250,001 – 1,500,000	1	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*	45	21	47%

0 to 1 Bedroom	7	2	29%
2 Bedrooms	25	13	52%
3 Bedrooms	12	5	42%
4 Bedrooms & Greater	1	1	100%
TOTAL*	45	21	47%

SnapStats®	March	April	Variance
Inventory	50	45	-10%
Solds	18	21	17%
Sale Price	\$695,000	\$825,000	19%
Sale Price SQFT	\$586	\$642	10%
Sale to List Price Ratio	98%	99%	1%
Days on Market	24	9	-63%

\*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

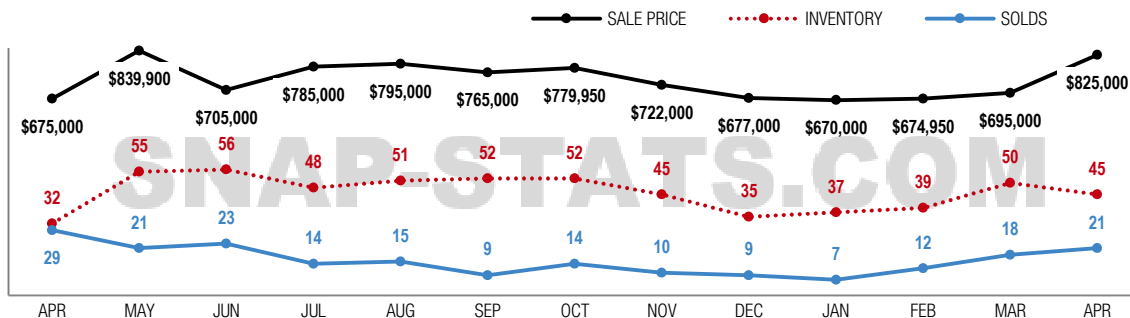
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	2	3	150%*
Boundary Beach	3	1	33%
Cliff Drive	8	2	25%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	6	2	33%
Tsawwassen East	2	0	NA
Tsawwassen North	24	13	54%
TOTAL*	45	21	47%

## Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Sellers Market at 47% Sales Ratio average (4.7 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* Insufficient data but with 7 sales price band of \$800,000 to \$900,000
- Buyers Best Bet\*\* Homes in Cliff Drive and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Tsawwassen North and 2 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	2	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	2	0	NA
1,000,001 - 1,250,000	5	4	80%
1,250,001 - 1,500,000	18	7	39%
1,500,001 - 1,750,000	7	7	100%
1,750,001 - 2,000,000	5	1	20%
2,000,001 - 2,250,000	3	0	NA
2,250,001 - 2,500,000	4	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	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	1	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	1	0	NA
TOTAL*	55	19	35%

2 Bedrooms & Less	6	0	NA
3 to 4 Bedrooms	31	15	48%
5 to 6 Bedrooms	16	4	25%
7 Bedrooms & More	2	0	NA
TOTAL*	55	19	35%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	6	2	33%
East Delta	2	0	NA
Hawthorne	17	4	24%
Holly	7	5	71%
Ladner Elementary	11	2	18%
Ladner Rural	0	0	NA
Neilsen Grove	7	3	43%
Port Guichon	4	3	75%
Tilbury	0	0	NA
Westham Island	1	0	NA
TOTAL*	55	19	35%

SnapStats®	March	April	Variance
Inventory	52	55	6%
Solds	16	19	19%
Sale Price	\$1,351,000	\$1,450,000	7%
Sale Price SQFT	\$551	\$605	10%
Sale to List Price Ratio	97%	104%	7%
Days on Market	18	7	-61%

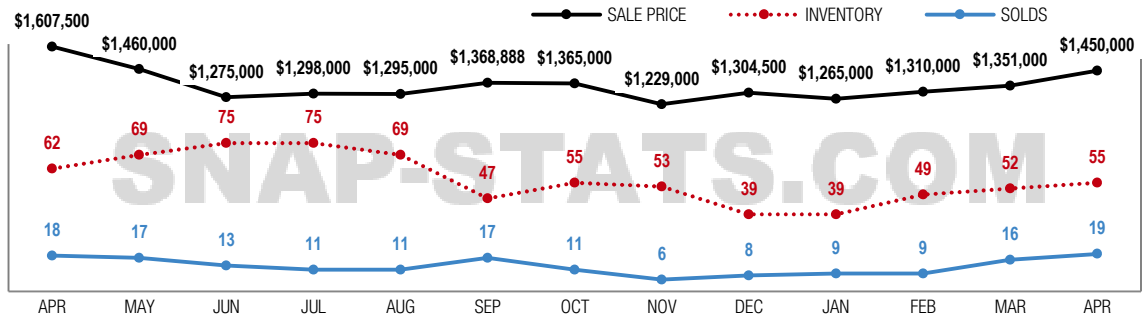
\*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator LADNER DETACHED: Sellers Market at 35% Sales Ratio average (3.5 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band\*\* \$1.25 mil to \$1.5 mil with average 39% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes in Ladner Elementary and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hawthorne and 3 to 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

13 Month Market Trend



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## Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	5	8	160%*
600,001 – 700,000	1	2	200%*
700,001 – 800,000	2	1	50%
800,001 – 900,000	6	3	50%
900,001 – 1,000,000	3	1	33%
1,000,001 – 1,250,000	5	5	100%
1,250,001 – 1,500,000	6	4	67%
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	28	24	86%

0 to 1 Bedroom	2	3	150%*
2 Bedrooms	10	9	90%
3 Bedrooms	11	3	27%
4 Bedrooms & Greater	5	9	180%*
TOTAL*	28	24	86%

SnapStats®	March	April	Variance
Inventory	33	28	-15%
Solds	22	24	9%
Sale Price	\$882,750	\$842,500	-5%
Sale Price SQFT	\$581	\$647	11%
Sale to List Price Ratio	104%	102%	-2%
Days on Market	7	6	-14%

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

## Community CONDOS & TOWNHOMES

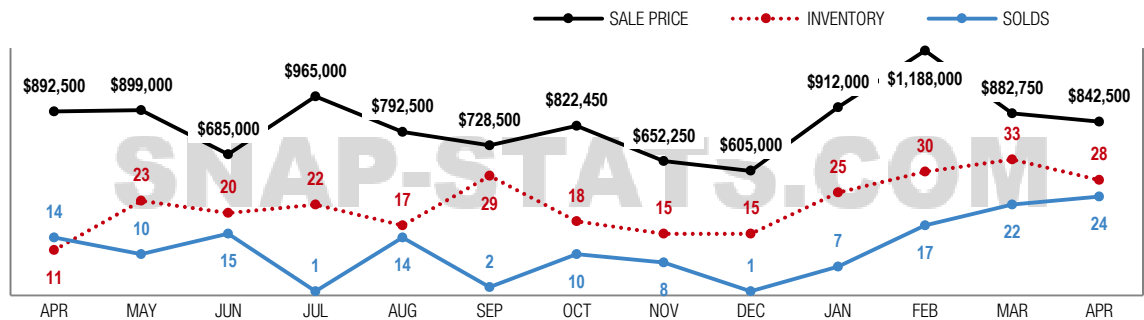
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	6	3	50%
East Delta	1	0	NA
Hawthorne	3	6	200%*
Holly	0	2	NA*
Ladner Elementary	5	3	60%
Ladner Rural	0	0	NA
Neilsen Grove	13	10	77%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	28	24	86%

## Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 86% Sales Ratio average (8.6 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Insufficient data except for homes with 3 bedrooms
- Sellers Best Bet\*\* Selling homes in Neilsen Grove and minimum 4 bedroom properties

\*\*With minimum inventory of 10 in most instances

## 13 Month Market Trend



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