

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

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**SnapStats**

604.229.0521  
snapstatsinfo@gmail.com  
www.snap-stats.com

**SnapStats Publishing Company**  
2512 Yukon Street  
Vancouver, BC V5Y 0H2

**SnapStats**<sup>®</sup>

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

# METRO VANCOUVER EDITION



## Price Band & Bedroom STATS CONDO & TH (ATTACHED)

| SnapStats®            | Inventory  | Sales      | Sales Ratio |
|-----------------------|------------|------------|-------------|
| \$0 – 300,000         | 4          | 0          | NA          |
| 300,001 – 400,000     | 11         | 3          | 27%         |
| 400,001 – 500,000     | 27         | 27         | 100%        |
| 500,001 – 600,000     | 61         | 50         | 82%         |
| 600,001 – 700,000     | 42         | 37         | 88%         |
| 700,001 – 800,000     | 50         | 27         | 54%         |
| 800,001 – 900,000     | 23         | 13         | 57%         |
| 900,001 – 1,000,000   | 21         | 10         | 48%         |
| 1,000,001 – 1,250,000 | 33         | 18         | 55%         |
| 1,250,001 – 1,500,000 | 39         | 12         | 31%         |
| 1,500,001 – 1,750,000 | 28         | 5          | 18%         |
| 1,750,001 – 2,000,000 | 14         | 5          | 36%         |
| 2,000,001 – 2,250,000 | 6          | 0          | NA          |
| 2,250,001 – 2,500,000 | 6          | 6          | 100%        |
| 2,500,001 – 2,750,000 | 6          | 3          | 50%         |
| 2,750,001 – 3,000,000 | 10         | 1          | 10%         |
| 3,000,001 – 3,500,000 | 16         | 1          | 6%          |
| 3,500,001 – 4,000,000 | 6          | 4          | 67%         |
| 4,000,001 – 4,500,000 | 1          | 2          | 200%*       |
| 4,500,001 – 5,000,000 | 3          | 0          | NA          |
| 5,000,001 & Greater   | 22         | 5          | 23%         |
| <b>TOTAL</b>          | <b>429</b> | <b>229</b> | <b>53%</b>  |

|                      |            |            |            |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom       | 174        | 116        | 67%        |
| 2 Bedrooms           | 207        | 100        | 48%        |
| 3 Bedrooms           | 42         | 12         | 29%        |
| 4 Bedrooms & Greater | 6          | 1          | 17%        |
| <b>TOTAL</b>         | <b>429</b> | <b>229</b> | <b>53%</b> |

| SnapStats® Median Data   | June      | July      | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 357       | 429       | 20%      |
| Solds                    | 339       | 229       | -32%     |
| Sale Price               | \$699,000 | \$690,000 | -1%      |
| Sale Price SQFT          | \$920     | \$887     | -4%      |
| Sale to List Price Ratio | 103%      | 104%      | 1%       |
| Days on Market           | 8         | 8         | NA       |

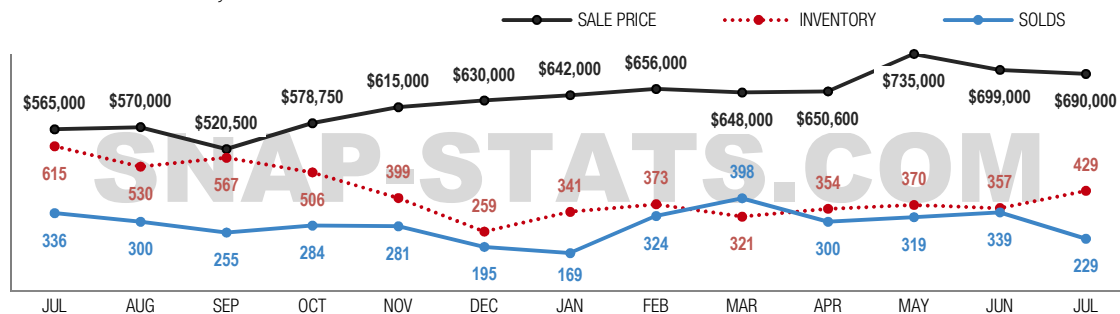
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 53% Sales Ratio average (5.3 in 10 homes selling rate)
- Homes are selling on average 4% above list price
- Most Active Price Band\*\* +/- \$1 mil: \$400k to \$500k (100% Sales Ratio) / \$1 mil to \$1.25 mil (55% Sales Ratio)
- Buyers Best Bet\*\* +/- \$1 mil: Homes between \$300k to \$400k / \$3 mil to \$3.5 mil, Westend, Yaletown and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Coal Harbour, Downtown 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 STATS HOUSES (DETACHED)

| 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     | 1          | 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          | 0          | 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          | 3          | 50%         |
| 2,000,001 – 2,250,000 | 15         | 6          | 40%         |
| 2,250,001 – 2,500,000 | 27         | 5          | 19%         |
| 2,500,001 – 2,750,000 | 15         | 8          | 53%         |
| 2,750,001 – 3,000,000 | 46         | 14         | 30%         |
| 3,000,001 – 3,500,000 | 58         | 18         | 31%         |
| 3,500,001 – 4,000,000 | 64         | 16         | 25%         |
| 4,000,001 – 4,500,000 | 54         | 8          | 15%         |
| 4,500,001 – 5,000,000 | 66         | 5          | 8%          |
| 5,000,001 & Greater   | 232        | 25         | 11%         |
| <b>TOTAL</b>          | <b>587</b> | <b>108</b> | <b>18%</b>  |

|                   |            |            |            |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 20         | 3          | 15%        |
| 3 to 4 Bedrooms   | 208        | 49         | 24%        |
| 5 to 6 Bedrooms   | 288        | 48         | 17%        |
| 7 Bedrooms & More | 71         | 8          | 11%        |
| <b>TOTAL</b>      | <b>587</b> | <b>108</b> | <b>18%</b> |

| SnapStats® Median Data   | June        | July        | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 557         | 587         | 5%       |
| Solds                    | 152         | 108         | -29%     |
| Sale Price               | \$3,675,000 | \$3,519,000 | -4%      |
| Sale Price SQFT          | \$1,232     | \$1,213     | -2%      |
| Sale to List Price Ratio | 102%        | 101%        | -1%      |
| Days on Market           | 12          | 15          | 25%      |

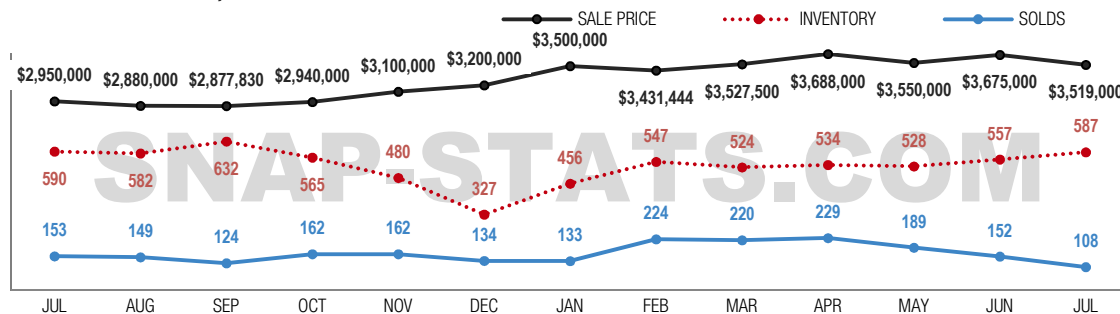
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **WESTSIDE DETACHED**: Balanced market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band\*\* +/--\$3 mil: \$2.5 mil to \$2.75 mil (53% Sales Ratio) / \$3 to \$3.5 mil (31% Sales Ratio)
- Buyers Best Bet\*\* +/--\$3 mil: \$2.25 mil to \$2.5 mil / \$4.5 mil to \$5 mil, SW Marine, University and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Cambie, Dunbar, Kitsilano 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 STATS CONDO & TH (ATTACHED)

| SnapStats®            | Inventory  | Sales      | Sales Ratio |
|-----------------------|------------|------------|-------------|
| \$0 – 300,000         | 4          | 2          | 50%         |
| 300,001 – 400,000     | 12         | 16         | 133%*       |
| 400,001 – 500,000     | 34         | 29         | 85%         |
| 500,001 – 600,000     | 37         | 42         | 114%*       |
| 600,001 – 700,000     | 42         | 33         | 79%         |
| 700,001 – 800,000     | 40         | 39         | 98%         |
| 800,001 – 900,000     | 31         | 22         | 71%         |
| 900,001 – 1,000,000   | 31         | 14         | 45%         |
| 1,000,001 – 1,250,000 | 49         | 23         | 47%         |
| 1,250,001 – 1,500,000 | 44         | 14         | 32%         |
| 1,500,001 – 1,750,000 | 21         | 11         | 52%         |
| 1,750,001 – 2,000,000 | 25         | 3          | 12%         |
| 2,000,001 – 2,250,000 | 4          | 1          | 25%         |
| 2,250,001 – 2,500,000 | 4          | 1          | 25%         |
| 2,500,001 – 2,750,000 | 7          | 1          | 14%         |
| 2,750,001 – 3,000,000 | 3          | 1          | 33%         |
| 3,000,001 – 3,500,000 | 2          | 2          | 100%        |
| 3,500,001 – 4,000,000 | 3          | 0          | NA          |
| 4,000,001 – 4,500,000 | 2          | 0          | NA          |
| 4,500,001 – 5,000,000 | 1          | 0          | NA          |
| 5,000,001 & Greater   | 1          | 0          | NA          |
| <b>TOTAL</b>          | <b>397</b> | <b>254</b> | <b>64%</b>  |

|                      |            |            |            |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom       | 97         | 100        | 103%*      |
| 2 Bedrooms           | 213        | 122        | 57%        |
| 3 Bedrooms           | 78         | 31         | 40%        |
| 4 Bedrooms & Greater | 9          | 1          | 11%        |
| <b>TOTAL</b>         | <b>397</b> | <b>254</b> | <b>64%</b> |

| SnapStats® Median Data   | June      | July      | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 378       | 397       | 5%       |
| Solds                    | 304       | 254       | -16%     |
| Sale Price               | \$685,000 | \$715,000 | 4%       |
| Sale Price SQFT          | \$776     | \$813     | 5%       |
| Sale to List Price Ratio | 101%      | 102%      | 1%       |
| Days on Market           | 9         | 9         | NA       |

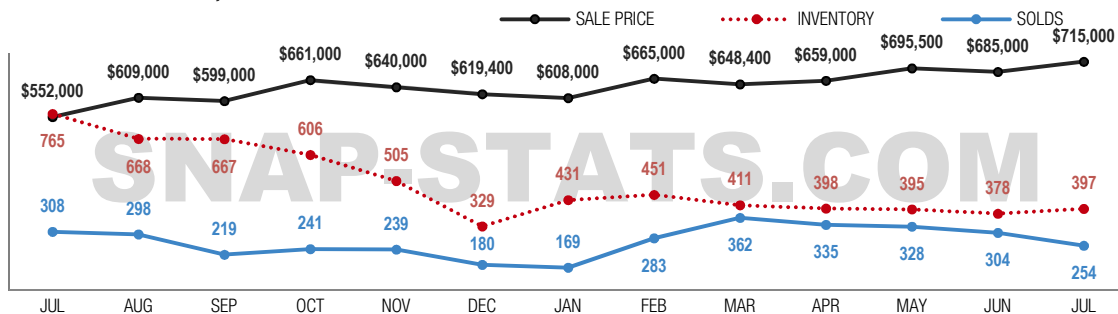
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 64% Sales Ratio average (6.4 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band\*\* \$300,000 to \$400,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.75 mil to \$2 mil, Oakridge, SW Marine and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fairview, Kitsilano and up to 1 bedroom properties

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

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## Price Band & Bedroom STATS HOUSES (DETACHED)

| 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     | 2          | 0          | NA          |
| 800,001 – 900,000     | 0          | 0          | NA          |
| 900,001 – 1,000,000   | 5          | 1          | 20%         |
| 1,000,001 – 1,250,000 | 27         | 11         | 41%         |
| 1,250,001 – 1,500,000 | 126        | 35         | 28%         |
| 1,500,001 – 1,750,000 | 103        | 28         | 27%         |
| 1,750,001 – 2,000,000 | 129        | 17         | 13%         |
| 2,000,001 – 2,250,000 | 41         | 11         | 27%         |
| 2,250,001 – 2,500,000 | 67         | 6          | 9%          |
| 2,500,001 – 2,750,000 | 16         | 3          | 19%         |
| 2,750,001 – 3,000,000 | 23         | 3          | 13%         |
| 3,000,001 – 3,500,000 | 9          | 1          | 11%         |
| 3,500,001 – 4,000,000 | 1          | 0          | NA          |
| 4,000,001 – 4,500,000 | 1          | 0          | NA          |
| 4,500,001 – 5,000,000 | 0          | 0          | NA          |
| 5,000,001 & Greater   | 1          | 0          | NA          |
| <b>TOTAL</b>          | <b>551</b> | <b>116</b> | <b>21%</b>  |

|                   |            |            |            |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 25         | 9          | 36%        |
| 3 to 4 Bedrooms   | 166        | 30         | 18%        |
| 5 to 6 Bedrooms   | 272        | 61         | 22%        |
| 7 Bedrooms & More | 88         | 16         | 18%        |
| <b>TOTAL</b>      | <b>551</b> | <b>116</b> | <b>21%</b> |

| SnapStats® Median Data   | June        | July        | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 493         | 551         | 12%      |
| Solds                    | 164         | 116         | -29%     |
| Sale Price               | \$1,630,000 | \$1,622,500 | NA       |
| Sale Price SQFT          | \$733       | \$677       | -8%      |
| Sale to List Price Ratio | 109%        | 104%        | -5%      |
| Days on Market           | 10          | 12          | 20%      |

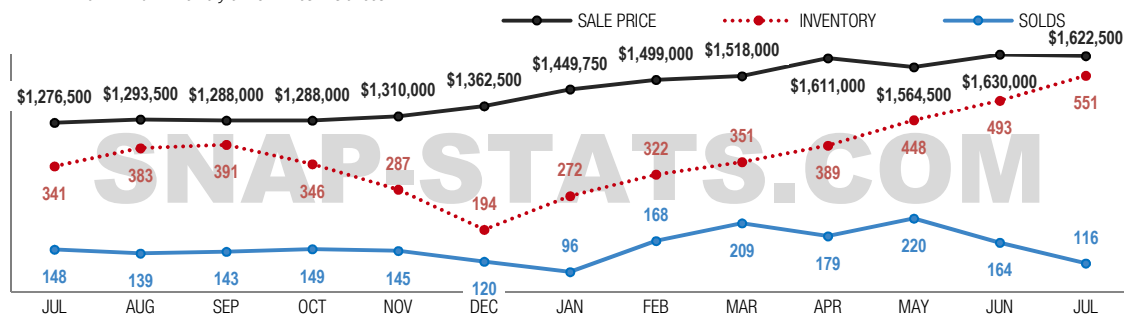
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average 4% above list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil, Fraserview, Renfrew and minimum 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Fraser, Main, Mount Pleasant and up to 2 bedroom properties

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

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## Price Band & Bedroom STATS CONDO & TH (ATTACHED)

| SnapStats®            | Inventory  | Sales      | Sales Ratio |
|-----------------------|------------|------------|-------------|
| \$0 – 300,000         | 17         | 7          | 41%         |
| 300,001 – 400,000     | 50         | 46         | 92%         |
| 400,001 – 500,000     | 26         | 28         | 108%*       |
| 500,001 – 600,000     | 14         | 26         | 186%*       |
| 600,001 – 700,000     | 21         | 15         | 71%         |
| 700,001 – 800,000     | 15         | 15         | 100%        |
| 800,001 – 900,000     | 7          | 4          | 57%         |
| 900,001 – 1,000,000   | 9          | 2          | 22%         |
| 1,000,001 – 1,250,000 | 7          | 10         | 143%*       |
| 1,250,001 – 1,500,000 | 6          | 4          | 67%         |
| 1,500,001 – 1,750,000 | 0          | 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 | 1          | 0          | NA          |
| 2,500,001 – 2,750,000 | 0          | 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          |
| <b>TOTAL</b>          | <b>177</b> | <b>157</b> | <b>89%</b>  |

|                      |            |            |            |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom       | 73         | 77         | 105%*      |
| 2 Bedrooms           | 72         | 64         | 89%        |
| 3 Bedrooms           | 28         | 15         | 54%        |
| 4 Bedrooms & Greater | 4          | 1          | 25%        |
| <b>TOTAL</b>         | <b>177</b> | <b>157</b> | <b>89%</b> |

| SnapStats® Median Data   | June      | July      | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 184       | 177       | -4%      |
| Solds                    | 225       | 157       | -30%     |
| Sale Price               | \$520,000 | \$490,000 | -6%      |
| Sale Price SQFT          | \$680     | \$653     | -4%      |
| Sale to List Price Ratio | 107%      | 100%      | -7%      |
| Days on Market           | 9         | 8         | -11%     |

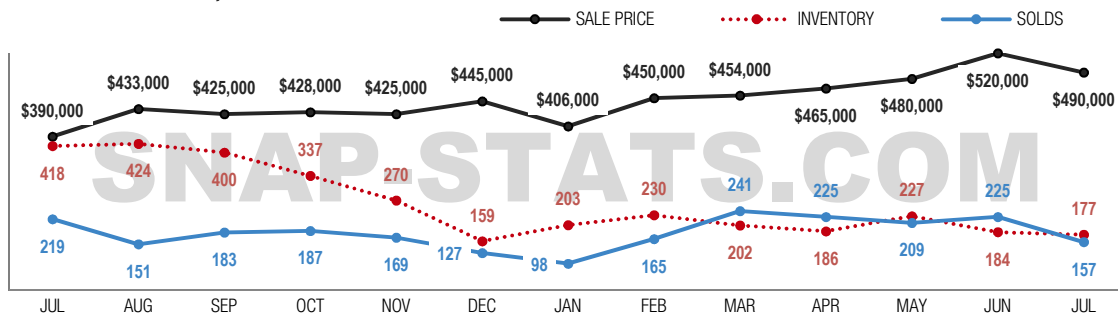
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 89% Sales Ratio average (8.9 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$900,000 to \$1 mil, Downtown, Killarney and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Grandview, Hastings, Mt Pleasant and up to 1 bedroom properties

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

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## Price Band & Bedroom STATS HOUSES (DETACHED)

| SnapStats®            | Inventory  | Sales     | Sales Ratio |
|-----------------------|------------|-----------|-------------|
| \$0 – 300,000         | 1          | 1         | 100%        |
| 300,001 – 400,000     | 0          | 1         | NA*         |
| 400,001 – 500,000     | 0          | 0         | NA          |
| 500,001 – 600,000     | 0          | 0         | NA          |
| 600,001 – 700,000     | 1          | 1         | 100%        |
| 700,001 – 800,000     | 1          | 1         | 100%        |
| 800,001 – 900,000     | 0          | 0         | NA          |
| 900,001 – 1,000,000   | 1          | 0         | NA          |
| 1,000,001 – 1,250,000 | 7          | 7         | 100%        |
| 1,250,001 – 1,500,000 | 44         | 16        | 36%         |
| 1,500,001 – 1,750,000 | 30         | 28        | 93%         |
| 1,750,001 – 2,000,000 | 30         | 9         | 30%         |
| 2,000,001 – 2,250,000 | 16         | 9         | 56%         |
| 2,250,001 – 2,500,000 | 20         | 9         | 45%         |
| 2,500,001 – 2,750,000 | 7          | 5         | 71%         |
| 2,750,001 – 3,000,000 | 14         | 2         | 14%         |
| 3,000,001 – 3,500,000 | 15         | 4         | 27%         |
| 3,500,001 – 4,000,000 | 7          | 2         | 29%         |
| 4,000,001 – 4,500,000 | 10         | 1         | 10%         |
| 4,500,001 – 5,000,000 | 4          | 0         | NA          |
| 5,000,001 & Greater   | 4          | 0         | NA          |
| <b>TOTAL</b>          | <b>212</b> | <b>96</b> | <b>45%</b>  |

|                   |            |           |            |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 10         | 4         | 40%        |
| 3 to 4 Bedrooms   | 89         | 47        | 53%        |
| 5 to 6 Bedrooms   | 97         | 42        | 43%        |
| 7 Bedrooms & More | 16         | 3         | 19%        |
| <b>TOTAL</b>      | <b>212</b> | <b>96</b> | <b>45%</b> |

| SnapStats® Median Data   | June        | July        | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 190         | 212         | 12%      |
| Solds                    | 156         | 96          | -38%     |
| Sale Price               | \$1,670,000 | \$1,664,000 | NA       |
| Sale Price SQFT          | \$661       | \$665       | 1%       |
| Sale to List Price Ratio | 101%        | 103%        | 2%       |
| Days on Market           | 8           | 11          | 38%      |

## Community STATS HOUSES (DETACHED)

| SnapStats®                 | Inventory  | Sales     | Sales Ratio |
|----------------------------|------------|-----------|-------------|
| Blueridge                  | 7          | 4         | 57%         |
| Boulevard                  | 4          | 3         | 75%         |
| Braemar                    | 2          | 0         | NA          |
| Calverhall                 | 4          | 4         | 100%        |
| Canyon Heights             | 26         | 7         | 27%         |
| Capilano                   | 5          | 2         | 40%         |
| Central Lonsdale           | 9          | 9         | 100%        |
| Deep Cove                  | 8          | 2         | 25%         |
| Delbrook                   | 3          | 4         | 133%*       |
| Dollarton                  | 7          | 1         | 14%         |
| Edgemont                   | 11         | 6         | 55%         |
| Forest Hills               | 3          | 1         | 33%         |
| Grouse Woods               | 1          | 0         | NA          |
| Hamilton                   | 2          | 2         | 100%        |
| Hamilton Heights           | 1          | 0         | NA          |
| Indian Arm                 | 2          | 3         | 150%*       |
| Indian River               | 1          | 1         | 100%        |
| Lower Lonsdale             | 7          | 0         | NA          |
| Lynn Valley                | 21         | 12        | 57%         |
| Lynnmour                   | 9          | 0         | NA          |
| Norgate                    | 4          | 2         | 50%         |
| Northlands                 | 2          | 0         | NA          |
| Pemberton Heights          | 8          | 1         | 13%         |
| Pemberton                  | 4          | 5         | 125%*       |
| Princess Park              | 8          | 1         | 13%         |
| Queensbury                 | 5          | 2         | 40%         |
| Roche Point                | 2          | 2         | 100%        |
| Seymour                    | 3          | 3         | 100%        |
| Tempe                      | 1          | 2         | 200%*       |
| Upper Delbrook             | 7          | 1         | 14%         |
| Upper Lonsdale             | 19         | 9         | 47%         |
| Westlynn                   | 10         | 2         | 20%         |
| Westlynn Terrace           | 0          | 0         | NA          |
| Windsor Park               | 4          | 3         | 75%         |
| Woodlands-Sunshine Cascade | 2          | 2         | 100%        |
| <b>TOTAL</b>               | <b>212</b> | <b>96</b> | <b>45%</b>  |

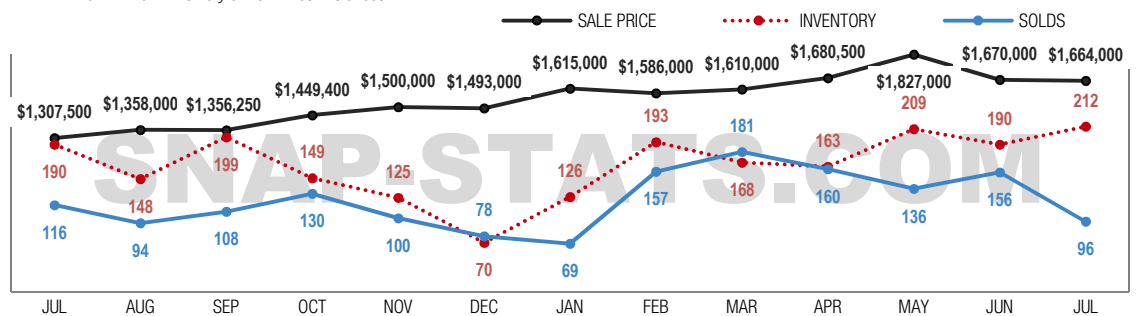
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band\*\* \$1.5 mil to \$1.75 mil with average 93% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$4 mil to \$4.5 mil, Pemberton Heights, Princess Park, Westlynn and minimum 7 bedrooms
- Sellers Best Bet\*\* Selling homes in Central Lonsdale, Edgemont, Lynn Valley 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 STATS CONDO & TH (ATTACHED)

| SnapStats®            | Inventory  | Sales      | Sales Ratio |
|-----------------------|------------|------------|-------------|
| \$0 – 300,000         | 9          | 8          | 89%         |
| 300,001 – 400,000     | 24         | 27         | 113%*       |
| 400,001 – 500,000     | 20         | 35         | 175%*       |
| 500,001 – 600,000     | 18         | 17         | 94%         |
| 600,001 – 700,000     | 12         | 11         | 92%         |
| 700,001 – 800,000     | 14         | 13         | 93%         |
| 800,001 – 900,000     | 19         | 7          | 37%         |
| 900,001 – 1,000,000   | 14         | 8          | 57%         |
| 1,000,001 – 1,250,000 | 8          | 8          | 100%        |
| 1,250,001 – 1,500,000 | 11         | 5          | 45%         |
| 1,500,001 – 1,750,000 | 4          | 0          | NA          |
| 1,750,001 – 2,000,000 | 4          | 0          | NA          |
| 2,000,001 – 2,250,000 | 1          | 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          |
| <b>TOTAL</b>          | <b>158</b> | <b>139</b> | <b>88%</b>  |

| Bedroom              | Inventory  | Sales      | Sales Ratio |
|----------------------|------------|------------|-------------|
| 0 to 1 Bedroom       | 49         | 58         | 118%*       |
| 2 Bedrooms           | 68         | 59         | 87%         |
| 3 Bedrooms           | 32         | 18         | 56%         |
| 4 Bedrooms & Greater | 9          | 4          | 44%         |
| <b>TOTAL</b>         | <b>158</b> | <b>139</b> | <b>88%</b>  |

| SnapStats® Median Data   | June      | July      | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 164       | 158       | -4%      |
| Solds                    | 183       | 139       | -24%     |
| Sale Price               | \$550,000 | \$500,000 | -9%      |
| Sale Price SQFT          | \$629     | \$599     | -5%      |
| Sale to List Price Ratio | 100%      | 98%       | -2%      |
| Days on Market           | 8         | 8         | NA       |

## Community STATS CONDO & TH (ATTACHED)

| SnapStats®                 | Inventory  | Sales      | Sales Ratio |
|----------------------------|------------|------------|-------------|
| Blueridge                  | 2          | 1          | 50%         |
| Boulevard                  | 0          | 0          | NA          |
| Braemar                    | 0          | 0          | NA          |
| Calverhall                 | 0          | 0          | NA          |
| Canyon Heights             | 0          | 0          | NA          |
| Capilano                   | 1          | 4          | 400%*       |
| Central Lonsdale           | 28         | 29         | 104%*       |
| Deep Cove                  | 1          | 1          | 100%        |
| Delbrook                   | 0          | 0          | NA          |
| Dollarton                  | 0          | 0          | NA          |
| Edgemont                   | 5          | 0          | NA          |
| Forest Hills               | 0          | 0          | NA          |
| Grouse Woods               | 0          | 0          | NA          |
| Hamilton                   | 7          | 5          | 71%         |
| Hamilton Heights           | 0          | 0          | NA          |
| Indian Arm                 | 0          | 0          | NA          |
| Indian River               | 4          | 1          | 25%         |
| Lower Lonsdale             | 41         | 44         | 107%*       |
| Lynn Valley                | 13         | 8          | 62%         |
| Lynnmour                   | 16         | 2          | 13%         |
| Norgate                    | 4          | 9          | 225%*       |
| Northlands                 | 6          | 3          | 50%         |
| Pemberton Heights          | 0          | 0          | NA          |
| Pemberton                  | 9          | 14         | 156%*       |
| Princess Park              | 0          | 0          | NA          |
| Queensbury                 | 0          | 0          | NA          |
| Roche Point                | 17         | 12         | 71%         |
| Seymour                    | 1          | 2          | 200%*       |
| Tempe                      | 0          | 0          | NA          |
| Upper Delbrook             | 0          | 0          | NA          |
| Upper Lonsdale             | 3          | 3          | 100%        |
| Westlynn                   | 0          | 1          | NA*         |
| Westlynn Terrace           | 0          | 0          | NA          |
| Windsor Park               | 0          | 0          | NA          |
| Woodlands-Sunshine Cascade | 0          | 0          | NA          |
| <b>TOTAL</b>               | <b>158</b> | <b>139</b> | <b>88%</b>  |

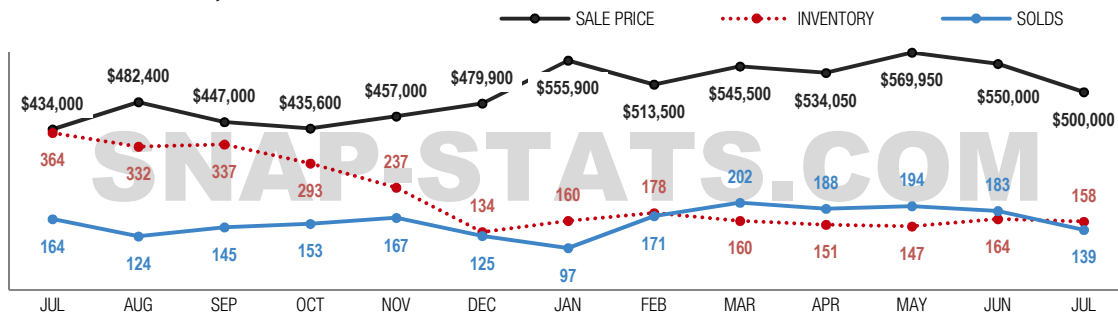
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster). If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 88% Sales Ratio average (8.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band\*\* \$300,000 to \$500,000 with average >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$800,000 to \$900,000, Lynnmour and minimum 4 bedroom properties
- Sellers Best Bet\*\* Selling homes in Central Lonsdale, Lower Lonsdale, Norgate, Pemberton and up to 1 bedroom properties

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

## 13 Month Market Trend



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snapstatsinfo@gmail.com





## Price Band & Bedroom STATS HOUSES (DETACHED)

| 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     | 1          | 0         | NA          |
| 600,001 – 700,000     | 2          | 0         | NA          |
| 700,001 – 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 | 3          | 1         | 33%         |
| 1,250,001 – 1,500,000 | 0          | 1         | NA*         |
| 1,500,001 – 1,750,000 | 5          | 1         | 20%         |
| 1,750,001 – 2,000,000 | 10         | 1         | 10%         |
| 2,000,001 – 2,250,000 | 12         | 1         | 8%          |
| 2,250,001 – 2,500,000 | 27         | 10        | 37%         |
| 2,500,001 – 2,750,000 | 11         | 4         | 36%         |
| 2,750,001 – 3,000,000 | 32         | 1         | 3%          |
| 3,000,001 – 3,500,000 | 36         | 7         | 19%         |
| 3,500,001 – 4,000,000 | 57         | 1         | 2%          |
| 4,000,001 – 4,500,000 | 33         | 6         | 18%         |
| 4,500,001 – 5,000,000 | 29         | 2         | 7%          |
| 5,000,001 & Greater   | 154        | 8         | 5%          |
| <b>TOTAL</b>          | <b>414</b> | <b>44</b> | <b>11%</b>  |

|                   |            |           |            |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 14         | 2         | 14%        |
| 3 to 4 Bedrooms   | 213        | 30        | 14%        |
| 5 to 6 Bedrooms   | 168        | 12        | 7%         |
| 7 Bedrooms & More | 19         | 0         | NA         |
| <b>TOTAL</b>      | <b>414</b> | <b>44</b> | <b>11%</b> |

| SnapStats® Median Data   | June        | July        | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 386         | 414         | 7%       |
| Solds                    | 74          | 44          | -41%     |
| Sale Price               | \$3,175,000 | \$3,115,000 | -2%      |
| Sale Price SQFT          | \$1,087     | \$1,021     | -6%      |
| Sale to List Price Ratio | 99%         | 93%         | -6%      |
| Days on Market           | 15          | 21          | 40%      |

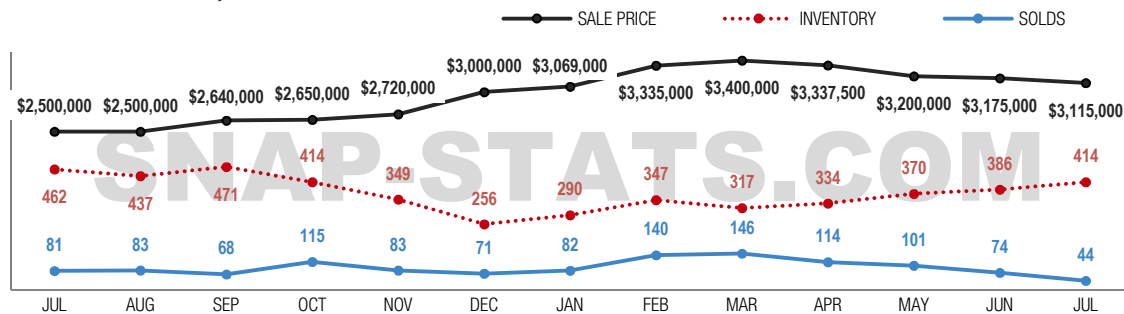
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Buyers market at 11% Sales Ratio average (1.1 in 10 homes selling rate)
- Homes are selling on average 7% below list price
- Most Active Price Band\*\* \$2.25 mil to \$2.75 mil with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes \$3.5 to \$4 mil, Chartwell, Lions Bay and 5 to 6 bedroom properties
- Sellers Best Bet\*\* Selling homes in Dundarave, Sentinel Hill and up to 4 bedroom properties

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

## 13 Month Market Trend



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604.229.0521

www.snap-stats.com  
snapstatsinfo@gmail.com



## Price Band & Bedroom STATS CONDO & TH (ATTACHED)

| SnapStats®            | Inventory | Sales     | Sales Ratio |
|-----------------------|-----------|-----------|-------------|
| \$0 – 300,000         | 0         | 0         | NA          |
| 300,001 – 400,000     | 3         | 4         | 133%*       |
| 400,001 – 500,000     | 1         | 1         | 100%        |
| 500,001 – 600,000     | 3         | 1         | 33%         |
| 600,001 – 700,000     | 7         | 0         | NA          |
| 700,001 – 800,000     | 5         | 1         | 20%         |
| 800,001 – 900,000     | 3         | 2         | 67%         |
| 900,001 – 1,000,000   | 4         | 2         | 50%         |
| 1,000,001 – 1,250,000 | 8         | 4         | 50%         |
| 1,250,001 – 1,500,000 | 6         | 1         | 17%         |
| 1,500,001 – 1,750,000 | 5         | 3         | 60%         |
| 1,750,001 – 2,000,000 | 2         | 1         | 50%         |
| 2,000,001 – 2,250,000 | 2         | 0         | NA          |
| 2,250,001 – 2,500,000 | 2         | 0         | NA          |
| 2,500,001 – 2,750,000 | 0         | 0         | NA          |
| 2,750,001 – 3,000,000 | 3         | 0         | NA          |
| 3,000,001 – 3,500,000 | 3         | 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 | 0         | 1         | NA*         |
| 5,000,001 & Greater   | 1         | 0         | NA          |
| <b>TOTAL</b>          | <b>59</b> | <b>21</b> | <b>36%</b>  |

|                      |           |           |            |
|----------------------|-----------|-----------|------------|
| 0 to 1 Bedroom       | 14        | 6         | 43%        |
| 2 Bedrooms           | 35        | 11        | 31%        |
| 3 Bedrooms           | 10        | 3         | 30%        |
| 4 Bedrooms & Greater | 0         | 1         | NA         |
| <b>TOTAL</b>         | <b>59</b> | <b>21</b> | <b>36%</b> |

| SnapStats® Median Data   | June        | July      | Variance |
|--------------------------|-------------|-----------|----------|
| Inventory                | 55          | 59        | 7%       |
| Solds                    | 27          | 21        | -22%     |
| Sale Price               | \$1,052,000 | \$980,000 | -7%      |
| Sale Price SQFT          | \$826       | \$785     | -5%      |
| Sale to List Price Ratio | 103%        | 96%       | -7%      |
| Days on Market           | 11          | 16        | 45%      |

## Community STATS CONDO & TH (ATTACHED)

| SnapStats®           | Inventory | Sales     | Sales Ratio |
|----------------------|-----------|-----------|-------------|
| Altamont             | 0         | 0         | NA          |
| Ambleside            | 14        | 8         | 57%         |
| Bayridge             | 0         | 0         | NA          |
| British Properties   | 2         | 1         | 50%         |
| Canterbury           | 0         | 0         | NA          |
| Caulfield            | 0         | 0         | NA          |
| Cedardale            | 3         | 1         | 33%         |
| Chartwell            | 0         | 0         | NA          |
| Chelsea Park         | 0         | 0         | NA          |
| Cypress              | 0         | 0         | NA          |
| Cypress Park Estates | 4         | 0         | NA          |
| Deer Ridge           | 0         | 0         | NA          |
| Dundarave            | 13        | 1         | 8%          |
| Eagle Harbour        | 0         | 0         | NA          |
| Eagleridge           | 0         | 0         | NA          |
| Furry Creek          | 2         | 2         | 100%        |
| Gleneagles           | 0         | 0         | NA          |
| Glenmore             | 0         | 0         | NA          |
| Horseshoe Bay        | 2         | 0         | NA          |
| Howe Sound           | 1         | 0         | NA          |
| Lions Bay            | 0         | 0         | NA          |
| Old Caulfield        | 0         | 0         | NA          |
| Panorama Village     | 3         | 4         | 133%*       |
| Park Royal           | 12        | 3         | 25%         |
| 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       | 3         | 1         | 33%         |
| Whytecliff           | 0         | 0         | NA          |
| <b>TOTAL</b>         | <b>59</b> | <b>21</b> | <b>36%</b>  |

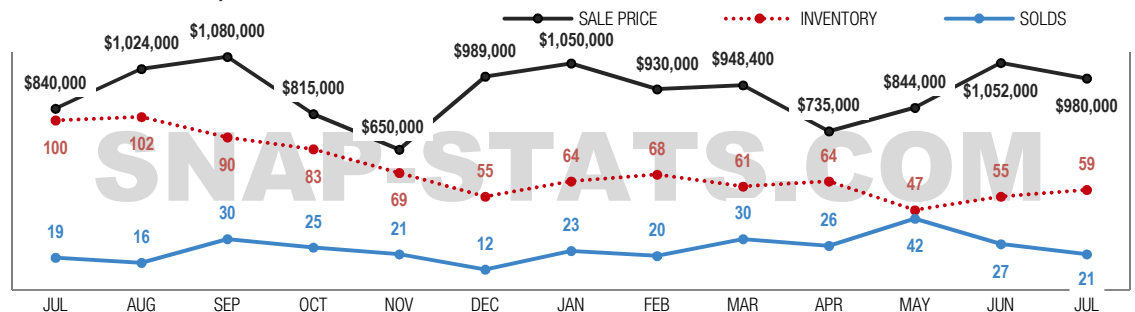
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 36% Sales Ratio average (3.6 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 50% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes in Dundarave and 2 to 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ambleside and up to 1 bedroom properties

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

## 13 Month Market Trend



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604.229.0521

www.snap-stats.com  
snapstatsinfo@gmail.com



## Price Band & Bedroom STATS HOUSES (DETACHED)

| SnapStats®            | Inventory  | Sales      | Sales Ratio |
|-----------------------|------------|------------|-------------|
| \$0 – 300,000         | 5          | 0          | NA          |
| 300,001 – 400,000     | 1          | 0          | NA          |
| 400,001 – 500,000     | 0          | 0          | NA          |
| 500,001 – 600,000     | 0          | 0          | NA          |
| 600,001 – 700,000     | 1          | 0          | NA          |
| 700,001 – 800,000     | 0          | 0          | NA          |
| 800,001 – 900,000     | 2          | 2          | 100%        |
| 900,001 – 1,000,000   | 7          | 4          | 57%         |
| 1,000,001 – 1,250,000 | 29         | 15         | 52%         |
| 1,250,001 – 1,500,000 | 104        | 28         | 27%         |
| 1,500,001 – 1,750,000 | 100        | 20         | 20%         |
| 1,750,001 – 2,000,000 | 138        | 21         | 15%         |
| 2,000,001 – 2,250,000 | 43         | 9          | 21%         |
| 2,250,001 – 2,500,000 | 65         | 5          | 8%          |
| 2,500,001 – 2,750,000 | 38         | 4          | 11%         |
| 2,750,001 – 3,000,000 | 67         | 6          | 9%          |
| 3,000,001 – 3,500,000 | 41         | 4          | 10%         |
| 3,500,001 – 4,000,000 | 31         | 3          | 10%         |
| 4,000,001 – 4,500,000 | 8          | 0          | NA          |
| 4,500,001 – 5,000,000 | 12         | 0          | NA          |
| 5,000,001 & Greater   | 18         | 0          | NA          |
| <b>TOTAL</b>          | <b>710</b> | <b>121</b> | <b>17%</b>  |

|                   |            |            |            |
|-------------------|------------|------------|------------|
| 2 Bedrooms & Less | 22         | 12         | 55%        |
| 3 to 4 Bedrooms   | 302        | 61         | 20%        |
| 5 to 6 Bedrooms   | 346        | 45         | 13%        |
| 7 Bedrooms & More | 40         | 3          | 8%         |
| <b>TOTAL</b>      | <b>710</b> | <b>121</b> | <b>17%</b> |

| SnapStats® Median Data   | June        | July        | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 632         | 710         | 12%      |
| Solds                    | 172         | 121         | -30%     |
| Sale Price               | \$1,750,000 | \$1,700,000 | -3%      |
| Sale Price SQFT          | \$681       | \$695       | 2%       |
| Sale to List Price Ratio | 102%        | 100%        | -2%      |
| Days on Market           | 14          | 20          | 43%      |

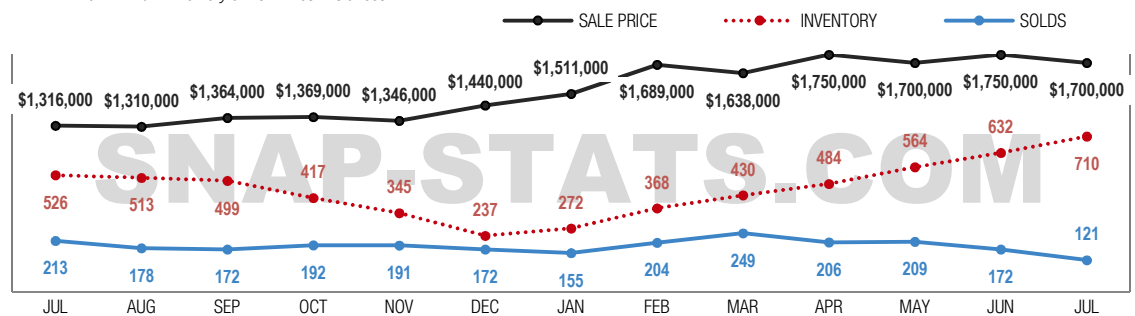
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **RICHMOND DETACHED**: Balanced market at 17% Sales Ratio average (1.7 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 52% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$2.25 mil to \$2.5 mil, Bridgeport, Broadmoor, McLennan and minimum 7 bedroom properties
- Sellers Best Bet\*\* Selling homes in Boyd Park, East Cambie, Hamilton, South Arm and up to 2 bedroom properties

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

## 13 Month Market Trend



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snapstatsinfo@gmail.com



## Price Band & Bedroom STATS CONDO & TH (ATTACHED)

| SnapStats®            | Inventory  | Sales      | Sales Ratio |
|-----------------------|------------|------------|-------------|
| \$0 – 300,000         | 77         | 51         | 66%         |
| 300,001 – 400,000     | 70         | 54         | 77%         |
| 400,001 – 500,000     | 69         | 50         | 72%         |
| 500,001 – 600,000     | 82         | 45         | 55%         |
| 600,001 – 700,000     | 87         | 33         | 38%         |
| 700,001 – 800,000     | 59         | 20         | 34%         |
| 800,001 – 900,000     | 57         | 17         | 30%         |
| 900,001 – 1,000,000   | 38         | 7          | 18%         |
| 1,000,001 – 1,250,000 | 17         | 10         | 59%         |
| 1,250,001 – 1,500,000 | 16         | 19         | 119%*       |
| 1,500,001 – 1,750,000 | 4          | 1          | 25%         |
| 1,750,001 – 2,000,000 | 1          | 0          | NA          |
| 2,000,001 – 2,250,000 | 2          | 0          | NA          |
| 2,250,001 – 2,500,000 | 1          | 0          | NA          |
| 2,500,001 – 2,750,000 | 0          | 0          | NA          |
| 2,750,001 – 3,000,000 | 0          | 0          | NA          |
| 3,000,001 – 3,500,000 | 1          | 0          | NA          |
| 3,500,001 – 4,000,000 | 0          | 1          | NA*         |
| 4,000,001 – 4,500,000 | 2          | 0          | NA          |
| 4,500,001 – 5,000,000 | 0          | 0          | NA          |
| 5,000,001 & Greater   | 0          | 0          | NA          |
| <b>TOTAL</b>          | <b>583</b> | <b>308</b> | <b>53%</b>  |

|                      |            |            |            |
|----------------------|------------|------------|------------|
| 0 to 1 Bedroom       | 119        | 89         | 75%        |
| 2 Bedrooms           | 240        | 121        | 50%        |
| 3 Bedrooms           | 170        | 62         | 36%        |
| 4 Bedrooms & Greater | 54         | 36         | 67%        |
| <b>TOTAL</b>         | <b>583</b> | <b>308</b> | <b>53%</b> |

| SnapStats® Median Data   | June      | July      | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 555       | 583       | 5%       |
| Solds                    | 465       | 308       | -34%     |
| Sale Price               | \$505,000 | \$497,500 | -1%      |
| Sale Price SQFT          | \$534     | \$526     | -1%      |
| Sale to List Price Ratio | 101%      | 100%      | -1%      |
| Days on Market           | 12        | 12        | NA       |

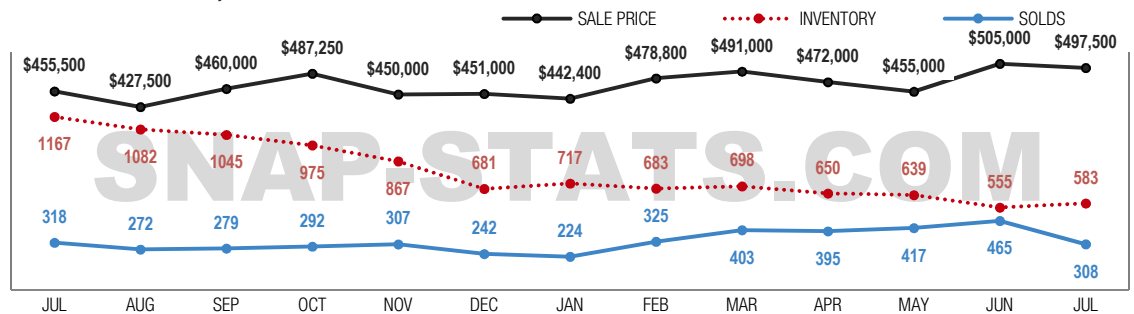
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 53% Sales Ratio average (5.3 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 >100% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$900,000 to \$1 mil, Broadmoor, Granville, Hamilton and 3 bedroom properties
- Sellers Best Bet\*\* Selling homes in Ironwood, Riverdale, Steveston South, Woodward and up to 1 bedroom properties

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

## 13 Month Market Trend



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604.229.0521

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snapstatsinfo@gmail.com



## Price Band & Bedroom STATS HOUSES (DETACHED)

| 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   | 6          | 2         | 33%         |
| 1,000,001 – 1,250,000 | 23         | 6         | 26%         |
| 1,250,001 – 1,500,000 | 38         | 10        | 26%         |
| 1,500,001 – 1,750,000 | 16         | 5         | 31%         |
| 1,750,001 – 2,000,000 | 10         | 3         | 30%         |
| 2,000,001 – 2,250,000 | 4          | 1         | 25%         |
| 2,250,001 – 2,500,000 | 3          | 0         | NA          |
| 2,500,001 – 2,750,000 | 2          | 1         | 50%         |
| 2,750,001 – 3,000,000 | 1          | 0         | NA          |
| 3,000,001 – 3,500,000 | 3          | 0         | NA          |
| 3,500,001 – 4,000,000 | 5          | 0         | NA          |
| 4,000,001 – 4,500,000 | 2          | 0         | NA          |
| 4,500,001 – 5,000,000 | 2          | 0         | NA          |
| 5,000,001 & Greater   | 2          | 0         | NA          |
| <b>TOTAL</b>          | <b>117</b> | <b>28</b> | <b>24%</b>  |

|                   |            |           |            |
|-------------------|------------|-----------|------------|
| 2 Bedrooms & Less | 5          | 1         | 20%        |
| 3 to 4 Bedrooms   | 81         | 19        | 23%        |
| 5 to 6 Bedrooms   | 31         | 8         | 26%        |
| 7 Bedrooms & More | 0          | 0         | NA         |
| <b>TOTAL</b>      | <b>117</b> | <b>28</b> | <b>24%</b> |

| SnapStats® Median Data   | June        | July        | Variance |
|--------------------------|-------------|-------------|----------|
| Inventory                | 121         | 117         | -3%      |
| Solds                    | 43          | 28          | -35%     |
| Sale Price               | \$1,290,000 | \$1,370,000 | 6%       |
| Sale Price SQFT          | \$511       | \$528       | 3%       |
| Sale to List Price Ratio | 99%         | 99%         | NA       |
| Days on Market           | 20          | 30          | 50%      |

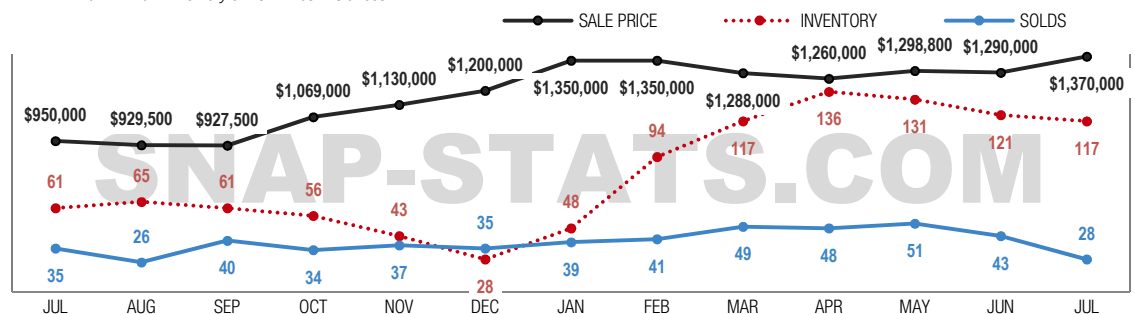
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$1.5 mil to \$2 mil with average 31% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1 mil to \$1.5 mil, Beach Grove, Cliff Drive and English Bluff
- Sellers Best Bet\*\* Selling homes in Pebble Hill and 3 to 6 bedroom properties

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

## 13 Month Market Trend



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604.229.0521

www.snap-stats.com  
snapstatsinfo@gmail.com



## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

| SnapStats®            | Inventory | Sales     | Sales Ratio |
|-----------------------|-----------|-----------|-------------|
| \$0 – 300,000         | 0         | 1         | NA*         |
| 300,001 – 400,000     | 0         | 1         | NA*         |
| 400,001 – 500,000     | 6         | 1         | 17%         |
| 500,001 – 600,000     | 13        | 3         | 23%         |
| 600,001 – 700,000     | 2         | 1         | 50%         |
| 700,001 – 800,000     | 3         | 2         | 67%         |
| 800,001 – 900,000     | 2         | 0         | NA          |
| 900,001 – 1,000,000   | 2         | 0         | NA          |
| 1,000,001 – 1,250,000 | 2         | 0         | NA          |
| 1,250,001 – 1,500,000 | 0         | 1         | NA*         |
| 1,500,001 – 1,750,000 | 1         | 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 | 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          |
| <b>TOTAL</b>          | <b>32</b> | <b>10</b> | <b>31%</b>  |

|                      |           |           |            |
|----------------------|-----------|-----------|------------|
| 0 to 1 Bedroom       | 1         | 1         | 100%       |
| 2 Bedrooms           | 27        | 8         | 30%        |
| 3 Bedrooms           | 4         | 1         | 25%        |
| 4 Bedrooms & Greater | 0         | 0         | NA         |
| <b>TOTAL</b>         | <b>32</b> | <b>10</b> | <b>31%</b> |

| SnapStats® Median Data   | June      | July      | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 31        | 32        | 3%       |
| Solds                    | 11        | 10        | -9%      |
| Sale Price               | \$425,000 | \$592,500 | 39%      |
| Sale Price SQFT          | \$346     | \$494     | 43%      |
| Sale to List Price Ratio | 100%      | 99%       | -1%      |
| Days on Market           | 20        | 7         | -65%     |

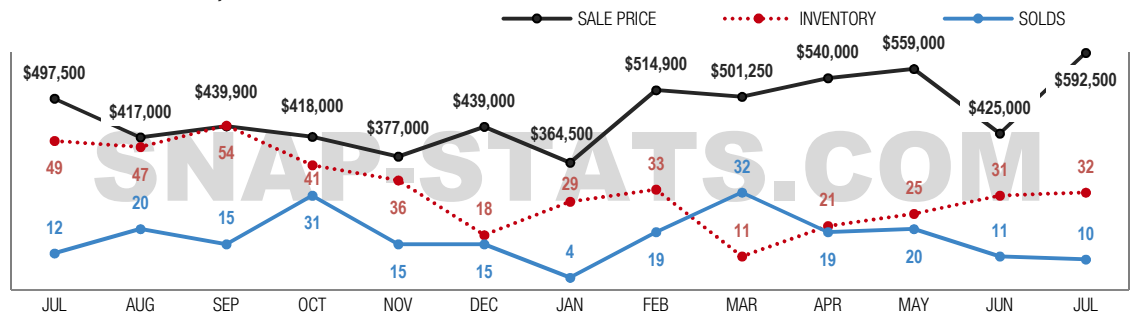
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 31% Sales Ratio average (3.1 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 23% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* *Insufficient Data*
- Sellers Best Bet\*\* Selling homes in Beach Grove, Cliff Drive and 2 bedroom properties

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

## 13 Month Market Trend



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SnapStats Publishing Company  
604.229.0521

www.snap-stats.com  
snapstatsinfo@gmail.com



## Price Band & Bedroom STATS HOUSES (DETACHED)

| SnapStats®            | Inventory | Sales     | Sales Ratio |
|-----------------------|-----------|-----------|-------------|
| \$0 – 300,000         | 0         | 0         | NA          |
| 300,001 – 400,000     | 1         | 0         | NA          |
| 400,001 – 500,000     | 2         | 0         | NA          |
| 500,001 – 600,000     | 2         | 0         | NA          |
| 600,001 – 700,000     | 0         | 2         | NA*         |
| 700,001 – 800,000     | 0         | 0         | NA          |
| 800,001 – 900,000     | 4         | 5         | 125%*       |
| 900,001 – 1,000,000   | 8         | 2         | 25%         |
| 1,000,001 – 1,250,000 | 20        | 8         | 40%         |
| 1,250,001 – 1,500,000 | 20        | 4         | 20%         |
| 1,500,001 – 1,750,000 | 6         | 4         | 67%         |
| 1,750,001 – 2,000,000 | 6         | 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 | 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 | 1         | 0         | NA          |
| 4,500,001 – 5,000,000 | 0         | 0         | NA          |
| 5,000,001 & Greater   | 1         | 0         | NA          |
| <b>TOTAL</b>          | <b>75</b> | <b>25</b> | <b>33%</b>  |

|                   |           |           |            |
|-------------------|-----------|-----------|------------|
| 2 Bedrooms & Less | 12        | 1         | 8%         |
| 3 to 4 Bedrooms   | 45        | 20        | 44%        |
| 5 to 6 Bedrooms   | 17        | 4         | 24%        |
| 7 Bedrooms & More | 1         | 0         | NA         |
| <b>TOTAL</b>      | <b>75</b> | <b>25</b> | <b>33%</b> |

| SnapStats® Median Data   | June      | July        | Variance |
|--------------------------|-----------|-------------|----------|
| Inventory                | 78        | 75          | -4%      |
| Solds                    | 28        | 25          | -11%     |
| Sale Price               | \$936,000 | \$1,068,800 | 14%      |
| Sale Price SQFT          | \$443     | \$450       | 2%       |
| Sale to List Price Ratio | 103%      | 100%        | -3%      |
| Days on Market           | 15        | 17          | 13%      |

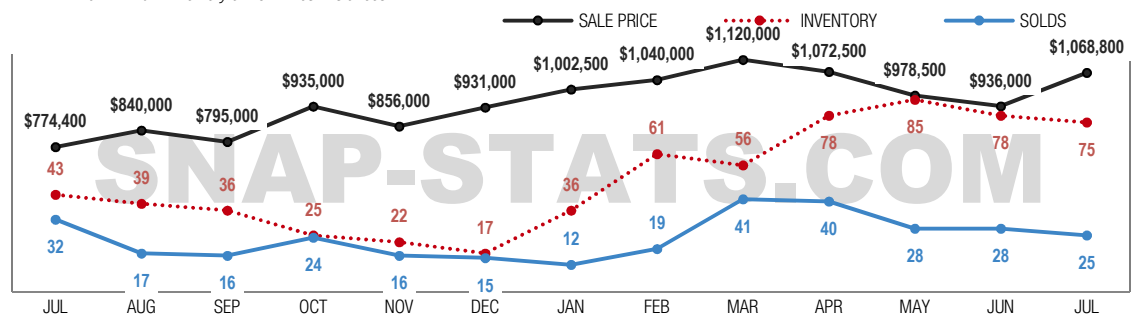
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster). If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 33% Sales Ratio average (1 in 3 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band\*\* \$1 mil to \$1.25 mil with average 40% Sales Ratio (Sellers market)
- Buyers Best Bet\*\* Homes between \$1.25 mil to \$1.5 mil, Ladner Elementary and up to 2 bedroom properties
- Sellers Best Bet\*\* Selling homes in Hawthorne and 3 to 4 bedroom properties

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

## 13 Month Market Trend



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SnapStats Publishing Company  
604.229.0521

www.snap-stats.com  
snapstatsinfo@gmail.com



## Price Band & Bedroom *STATS CONDO & TH (ATTACHED)*

| SnapStats®            | Inventory | Sales     | Sales Ratio |
|-----------------------|-----------|-----------|-------------|
| \$0 – 300,000         | 1         | 0         | NA          |
| 300,001 – 400,000     | 7         | 2         | 29%         |
| 400,001 – 500,000     | 8         | 2         | 25%         |
| 500,001 – 600,000     | 4         | 1         | 25%         |
| 600,001 – 700,000     | 11        | 4         | 36%         |
| 700,001 – 800,000     | 19        | 0         | NA          |
| 800,001 – 900,000     | 2         | 6         | 300%*       |
| 900,001 – 1,000,000   | 1         | 0         | NA          |
| 1,000,001 – 1,250,000 | 0         | 1         | 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          |
| <b>TOTAL</b>          | <b>53</b> | <b>16</b> | <b>30%</b>  |

|                      |           |           |            |
|----------------------|-----------|-----------|------------|
| 0 to 1 Bedroom       | 4         | 0         | NA         |
| 2 Bedrooms           | 21        | 6         | 29%        |
| 3 Bedrooms           | 27        | 7         | 26%        |
| 4 Bedrooms & Greater | 1         | 3         | 300%*      |
| <b>TOTAL</b>         | <b>53</b> | <b>16</b> | <b>30%</b> |

| SnapStats® Median Data   | June      | July      | Variance |
|--------------------------|-----------|-----------|----------|
| Inventory                | 55        | 53        | -4%      |
| Solds                    | 27        | 16        | -41%     |
| Sale Price               | \$789,000 | \$678,750 | -14%     |
| Sale Price SQFT          | \$467     | \$460     | -1%      |
| Sale to List Price Ratio | 99%       | 99%       | NA       |
| Days on Market           | 10        | 9         | -10%     |

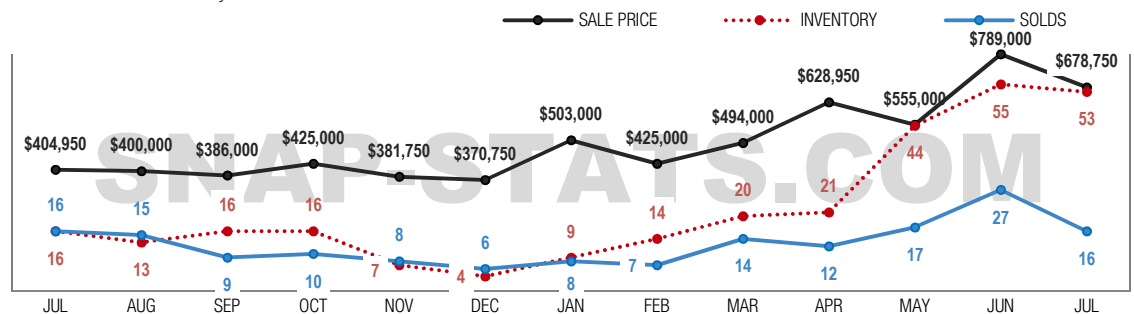
\*Sales Ratio is the 'Sales-to-Active Listing' ratio (inventory) and is current market speed (higher is faster.) If >100% MLS® data on August 2 reported previous month's sales exceeded current inventory count.

## Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 30% Sales Ratio average (3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band\*\* \$600,000 to \$700,000 with average 36% Sales Ratio (Sellers market)
- Buyers Best Bet\*\*\* Homes between \$400,000 to \$500,000, Delta Manor and Ladner Elementary
- Sellers Best Bet\*\* Selling homes in Neilsen Grove and 2 to 3 bedroom properties

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

## 13 Month Market Trend



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