



Metro Vancouver Edition

Everything You Need To Know About Your Real Estate Market Today!



AUGUST 2012

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info@snap-stats.com

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604.716.9301
www.kristafreeborn.com
krista@kristafreeborn.com

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SnapStats™ VANCOUVER DOWNTOWN AUGUST 2012

Price Band Statistics ATTACHED (Condo & TH)

| | Inventory | Sales | Sales Ratio* |
|-----------------------|-------------|------------|---------------|
| \$0 – 300,000 | 61 | 5 | 8.20% |
| 300,001 – 400,000 | 180 | 40 | 22.22% |
| 400,001 – 500,000 | 215 | 30 | 13.95% |
| 500,001 – 600,000 | 175 | 26 | 14.86% |
| 600,001 – 700,000 | 93 | 15 | 16.13% |
| 700,001 – 800,000 | 68 | 8 | 11.76% |
| 800,001 – 900,000 | 64 | 4 | 6.25% |
| 900,001 – 1,000,000 | 43 | 4 | 9.30% |
| 1,000,001 – 1,250,000 | 71 | 6 | 8.45% |
| 1,250,001 – 1,500,000 | 48 | 3 | 6.25% |
| 1,500,001 – 1,750,000 | 30 | 4 | 13.33% |
| 1,750,001 – 2,000,000 | 21 | 1 | 4.76% |
| 2,000,001 – 2,250,000 | 16 | 2 | 12.50% |
| 2,250,001 – 2,500,000 | 7 | 0 | NA |
| 2,500,001 – 2,750,000 | 8 | 0 | NA |
| 2,750,001 – 3,000,000 | 11 | 1 | NA |
| 3,000,001 – 3,500,000 | 18 | 1 | 5.56% |
| 3,500,001 – 4,000,000 | 11 | 0 | NA |
| 4,000,001 – 4,500,000 | 5 | 2 | 40.00% |
| 4,500,001 – 5,000,000 | 8 | 0 | NA |
| 5,000,001 & Greater | 23 | 0 | NA |
| TOTAL | 1176 | 152 | 12.93% |

| STYLE OF HOME | Inventory | Sales | Sales Ratio* |
|----------------------|-------------|------------|---------------|
| 0 to 1 Bedroom | 488 | 68 | 13.93% |
| 2 Bedrooms | 580 | 72 | 12.41% |
| 3 Bedrooms | 99 | 12 | 12.12% |
| 4 Bedrooms & Greater | 9 | 0 | NA |
| TOTAL | 1176 | 152 | 12.93% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-----------|-----------|----------|
| Inventory | 1334 | 1176 | -11.84% |
| Solds | 176 | 152 | -13.64% |
| Sale Price Average (Median) | \$467,000 | \$505,000 | 8.14% |
| Sale to List Price Ratio | 97.5% | 97.3% | -0.21% |
| Days on Market | 32 | 47 | 46.88% |

Community Statistics ATTACHED (Condo & TH)

| | Inventory | Sales | Sales Ratio* |
|--------------|-------------|------------|---------------|
| Coal Harbour | 173 | 10 | 5.78% |
| Downtown | 469 | 66 | 14.07% |
| Westend | 240 | 31 | 12.92% |
| Yaletown | 294 | 45 | 15.31% |
| TOTAL | 1176 | 152 | 12.93% |

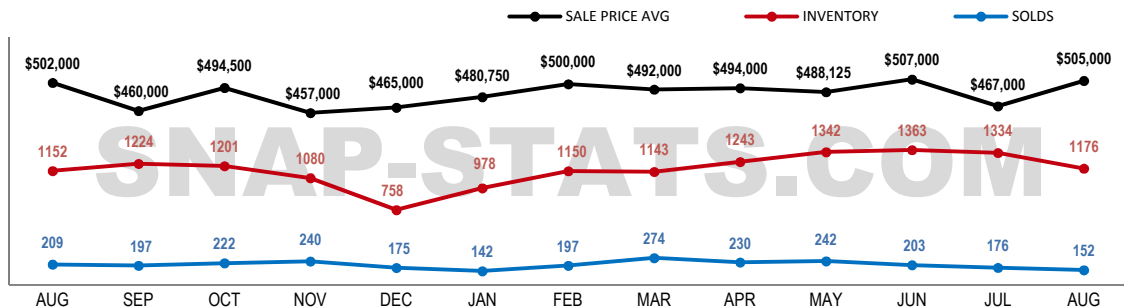
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Buyers market with a 13% Sales Ratio (1.3 in 10 homes selling)
- Buyers purchase 14% less homes but prices increase 8% with 12% less inventory on the market
- Most Active Price Band* +/- \$1 mil: \$300,000 to \$400,000 (Sellers Market); \$1.5 mil to \$1.75 mil (Buyers market)
- Buyers Best Bet* under \$1 mil: Homes \$800,000 to \$900,000 (6 out of 100 homes selling) and Coal Harbour
- Sellers Best Bet*: Selling a home in Yaletown, one bedroom and studio apartments

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Krista Freeborn



Krista Freeborn
RE/MAX Crest Realty Westside
604.716.9301

www.kristafreeborn.com
krista@kristafreeborn.com



Price Band Statistics DETACHED (HOUSES)

| Price Band | 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 | 1 | 0 | NA |
| 700,001 - 800,000 | 0 | 0 | NA |
| 800,001 - 900,000 | 1 | 1 | 100.00% |
| 900,001 - 1,000,000 | 3 | 0 | NA |
| 1,000,001 - 1,250,000 | 20 | 5 | 25.00% |
| 1,250,001 - 1,500,000 | 64 | 12 | 18.75% |
| 1,500,001 - 1,750,000 | 69 | 11 | 15.94% |
| 1,750,001 - 2,000,000 | 90 | 10 | 11.11% |
| 2,000,001 - 2,250,000 | 45 | 5 | 11.11% |
| 2,250,001 - 2,500,000 | 102 | 5 | 4.90% |
| 2,500,001 - 2,750,000 | 76 | 2 | 2.63% |
| 2,750,001 - 3,000,000 | 94 | 7 | 7.45% |
| 3,000,001 - 3,500,000 | 92 | 4 | 4.35% |
| 3,500,001 - 4,000,000 | 100 | 5 | 5.00% |
| 4,000,001 - 4,500,000 | 40 | 2 | 5.00% |
| 4,500,001 - 5,000,000 | 28 | 3 | 10.71% |
| 5,000,001 & Greater | 84 | 7 | 8.33% |
| TOTAL | 909 | 79 | 8.69% |

| Style of Home | Inventory | Sales | Sales Ratio* |
|-------------------|------------|-----------|--------------|
| 2 Bedrooms & Less | 18 | 7 | 38.89% |
| 3 to 4 Bedrooms | 289 | 27 | 9.34% |
| 5 to 6 Bedrooms | 481 | 38 | 7.90% |
| 7 Bedrooms & More | 121 | 7 | 5.79% |
| TOTAL | 909 | 79 | 8.69% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-------------|-------------|----------|
| Inventory | 974 | 909 | -6.67% |
| Solds | 82 | 79 | -3.66% |
| Sale Price Average (Median) | \$2,070,000 | \$2,030,000 | -1.93% |
| Sale to List Price Ratio | 96.4% | 92.3% | -4.25% |
| Days on Market | 31 | 44 | 41.94% |

Community Statistics DETACHED (HOUSES)

| Community | Inventory | Sales | Sales Ratio* |
|-------------------|------------|-----------|--------------|
| Arbutus | 62 | 8 | 12.90% |
| Cambie | 71 | 5 | 7.04% |
| Dunbar | 76 | 13 | 17.11% |
| Fairview | 1 | 0 | NA |
| Falsecreek | 0 | 0 | NA |
| Kerrisdale | 56 | 4 | 7.14% |
| Kitsilano | 49 | 9 | 18.37% |
| Mackenzie Heights | 47 | 5 | 10.64% |
| Marpole | 69 | 3 | 4.35% |
| Mount Pleasant | 3 | 0 | NA |
| Oakridge | 32 | 1 | 3.13% |
| Point Grey | 94 | 8 | 8.51% |
| Quilchena | 36 | 3 | 8.33% |
| SW Marine | 30 | 1 | 3.33% |
| Shaughnessy | 78 | 6 | 7.69% |
| South Cambie | 27 | 0 | NA |
| South Granville | 129 | 6 | 4.65% |
| Southlands | 33 | 4 | 12.12% |
| University | 16 | 3 | 18.75% |
| TOTAL | 909 | 79 | 8.69% |

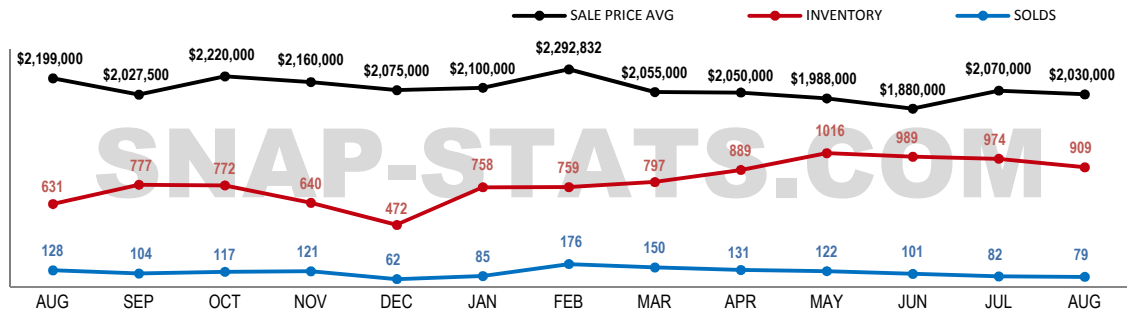
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Buyers market with an average 9% Sales Ratio (9 in 100 selling)
- Homes are selling 8% less than list price and the average sale price is virtually unchanged month to month
- Most Active Price Band* +/- \$2 mil: \$1 mil to \$1.25 mil (1 in 4 selling); \$2 mil to \$2.25 mil (1 in 10 selling)
- Buyers Best Bet*: Homes \$2.5 to \$2.75 mil, Oakridge, SW Marine, Marpole and 7 bedroom and larger properties
- Sellers Best Bet*: Homes to sell in Kitsilano, University and 2 bedrooms or smaller properties

*With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



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Krista Freeborn
RE/MAX Crest Realty Westside
604.716.9301

www.kristafreeborn.com
krista@kristafreeborn.com



Price Band Statistics ATTACHED (Condo & TH)

| | Inventory | Sales | Sales Ratio* |
|-----------------------|-------------|------------|---------------|
| \$0 – 300,000 | 38 | 10 | 26.32% |
| 300,001 – 400,000 | 136 | 18 | 13.24% |
| 400,001 – 500,000 | 189 | 27 | 14.29% |
| 500,001 – 600,000 | 146 | 23 | 15.75% |
| 600,001 – 700,000 | 136 | 14 | 10.29% |
| 700,001 – 800,000 | 90 | 5 | 5.56% |
| 800,001 – 900,000 | 82 | 9 | 10.98% |
| 900,001 – 1,000,000 | 65 | 5 | 7.69% |
| 1,000,001 – 1,250,000 | 69 | 9 | 13.04% |
| 1,250,001 – 1,500,000 | 63 | 6 | 9.52% |
| 1,500,001 – 1,750,000 | 15 | 1 | 6.67% |
| 1,750,001 – 2,000,000 | 12 | 2 | 16.67% |
| 2,000,001 – 2,250,000 | 2 | 0 | NA |
| 2,250,001 – 2,500,000 | 3 | 0 | NA |
| 2,500,001 – 2,750,000 | 1 | 1 | 100.00% |
| 2,750,001 – 3,000,000 | 2 | 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 |
| TOTAL | 1053 | 130 | 12.35% |

| STYLE OF HOME | Inventory | Sales | Sales Ratio* |
|----------------------|-------------|------------|---------------|
| 0 to 1 Bedroom | 330 | 46 | 13.94% |
| 2 Bedrooms | 561 | 66 | 11.76% |
| 3 Bedrooms | 138 | 18 | 13.04% |
| 4 Bedrooms & Greater | 24 | 0 | NA |
| TOTAL | 1053 | 130 | 12.35% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-----------|-----------|----------|
| Inventory | 1133 | 1053 | -7.06% |
| Solds | 141 | 130 | -7.80% |
| Sale Price Average (Median) | \$515,000 | \$556,500 | 8.06% |
| Sale to List Price Ratio | 99.2% | 96.6% | -2.62% |
| Days on Market | 32 | 37 | 15.63% |

Community Statistics ATTACHED (Condo & TH)

| | Inventory | Sales | Sales Ratio* |
|-------------------|-------------|------------|---------------|
| Arbutus | 1 | 0 | NA |
| Cambie | 14 | 3 | 21.43% |
| Dunbar | 13 | 1 | 7.69% |
| Fairview | 196 | 33 | 16.84% |
| Falsecreek | 130 | 14 | 10.77% |
| Kerrisdale | 48 | 4 | 8.33% |
| Kitsilano | 207 | 31 | 14.98% |
| Mackenzie Heights | 2 | 0 | NA |
| Marpole | 30 | 5 | 16.67% |
| Mount Pleasant | 21 | 2 | 9.52% |
| Oakridge | 28 | 3 | 10.71% |
| Point Grey | 17 | 1 | 5.88% |
| Quilchena | 56 | 6 | 10.71% |
| SW Marine | 5 | 3 | 60.00% |
| Shaughnessy | 9 | 2 | 22.22% |
| South Cambie | 20 | 2 | 10.00% |
| South Granville | 8 | 0 | NA |
| Southlands | 3 | 0 | NA |
| University | 245 | 20 | 8.16% |
| TOTAL | 1053 | 130 | 12.35% |

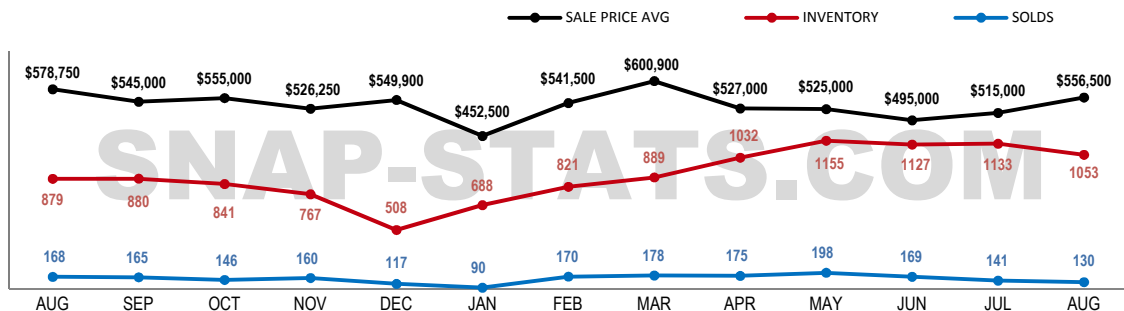
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Buyers market with a 12% Sales Ratio (1.2 in 10 homes selling)
- Homes are selling 3% less than list price. Sellers negotiated 8% more on prices despite 8% less sales for the month
- Most Active Price Band* +/- \$1 mil: \$0 to \$300,000 (Sellers market); \$1.75 mil to \$2 mil (Balanced market)
- Buyers Best Bet.* Real estate between \$700k to \$800k and \$1.5 mil to \$1.75 mil and areas of Pt Grey and Dunbar
- Sellers Best Bet.* Real estate to sell in Cambie, Fairview and Marpole

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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RE/MAX Crest Realty Westside
604.716.9301

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krista@kristafreeborn.com



Price Band Statistics DETACHED (HOUSES)

| Price Band | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|-----------|---------------|
| \$0 - 300,000 | 1 | 0 | NA |
| 300,001 - 400,000 | 0 | 0 | NA |
| 400,001 - 500,000 | 2 | 0 | NA |
| 500,001 - 600,000 | 4 | 2 | 50.00% |
| 600,001 - 700,000 | 38 | 8 | 21.05% |
| 700,001 - 800,000 | 92 | 13 | 14.13% |
| 800,001 - 900,000 | 126 | 26 | 20.63% |
| 900,001 - 1,000,000 | 105 | 12 | 11.43% |
| 1,000,001 - 1,250,000 | 133 | 12 | 9.02% |
| 1,250,001 - 1,500,000 | 91 | 6 | 6.59% |
| 1,500,001 - 1,750,000 | 31 | 0 | NA |
| 1,750,001 - 2,000,000 | 18 | 0 | NA |
| 2,000,001 - 2,250,000 | 6 | 0 | NA |
| 2,250,001 - 2,500,000 | 3 | 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 | 650 | 79 | 12.15% |

| Style of Home | Inventory | Sales | Sales Ratio* |
|-------------------|------------|-----------|---------------|
| 2 Bedrooms & Less | 25 | 10 | 40.00% |
| 3 to 4 Bedrooms | 176 | 36 | 20.45% |
| 5 to 6 Bedrooms | 324 | 28 | 8.64% |
| 7 Bedrooms & More | 125 | 5 | 4.00% |
| TOTAL | 650 | 79 | 12.15% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-----------|-----------|----------|
| Inventory | 692 | 650 | -6.07% |
| Solds | 111 | 79 | -28.83% |
| Sale Price Average (Median) | \$855,000 | \$867,500 | 1.46% |
| Sale to List Price Ratio | 97.4% | 96.5% | -0.92% |
| Days on Market | 17 | 22 | 29.41% |

Community Statistics DETACHED (HOUSES)

| Community | Inventory | Sales | Sales Ratio* |
|-------------------|------------|-----------|---------------|
| Champlain Heights | 4 | 0 | NA |
| Collingwood | 73 | 5 | 6.85% |
| Downtown | 0 | 0 | NA |
| Fraser | 36 | 8 | 22.22% |
| Fraserview | 63 | 6 | 9.52% |
| Grandview | 24 | 5 | 20.83% |
| Hastings | 11 | 0 | NA |
| Hastings East | 21 | 5 | 23.81% |
| Killarney | 91 | 6 | 6.59% |
| Knight | 50 | 10 | 20.00% |
| Main | 30 | 7 | 23.33% |
| Mt Pleasant | 23 | 1 | 4.35% |
| Renfrew Heights | 42 | 6 | 14.29% |
| Renfrew | 72 | 10 | 13.89% |
| South Vancouver | 78 | 7 | 8.97% |
| Victoria | 32 | 3 | 9.38% |
| TOTAL | 650 | 79 | 12.15% |

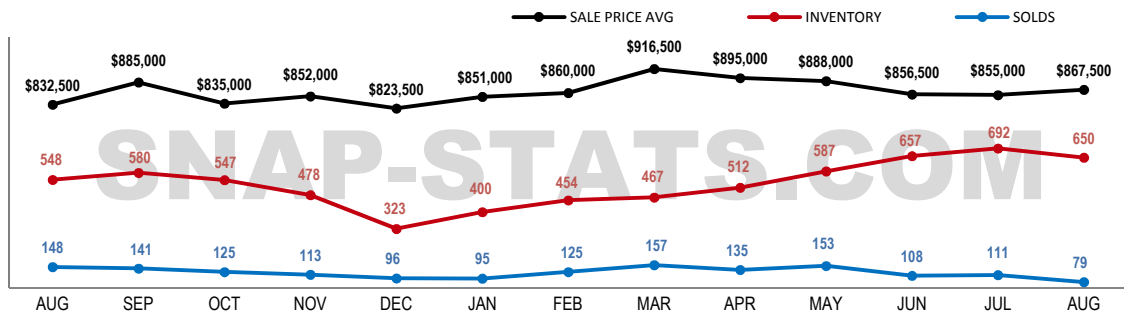
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Buyers market at 12% (1.2 in 10 homes selling)
- Homes are selling 3.5% less than list price. Prices remain stable despite 29% fewer sales
- Most Active Price Band*: \$600,000 to \$700,000 with 21% Sales Ratio average (1 in 5 homes selling)
- Buyers Best Bet*: Real estate between \$1.25 to \$1.5 mil, Collingwood, Killarney, Mt Pleasant and 7 bedrooms plus
- Sellers Best Bet*: Real estate in Fraser, Hastings East, Main and 2 bedrooms or less properties

* With a minimum inventory of 10 where possible

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Price Band Statistics ATTACHED (Condo & TH)

| Price Band | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|-----------|---------------|
| \$0 - 300,000 | 179 | 31 | 17.32% |
| 300,001 - 400,000 | 190 | 25 | 13.16% |
| 400,001 - 500,000 | 88 | 16 | 18.18% |
| 500,001 - 600,000 | 47 | 4 | 8.51% |
| 600,001 - 700,000 | 39 | 3 | 7.69% |
| 700,001 - 800,000 | 19 | 2 | 10.53% |
| 800,001 - 900,000 | 11 | 0 | NA |
| 900,001 - 1,000,000 | 4 | 0 | NA |
| 1,000,001 - 1,250,000 | 6 | 1 | 16.67% |
| 1,250,001 - 1,500,000 | 3 | 0 | NA |
| 1,500,001 - 1,750,000 | 2 | 0 | NA |
| 1,750,001 - 2,000,000 | 2 | 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 | 590 | 82 | 13.90% |

| Style of Home | Inventory | Sales | Sales Ratio* |
|----------------------|------------|-----------|---------------|
| 0 to 1 Bedroom | 299 | 43 | 14.38% |
| 2 Bedrooms | 216 | 31 | 14.35% |
| 3 Bedrooms | 61 | 7 | 11.48% |
| 4 Bedrooms & Greater | 14 | 1 | 7.14% |
| TOTAL | 590 | 82 | 13.90% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-----------|-----------|----------|
| Inventory | 612 | 590 | -3.59% |
| Solds | 125 | 82 | -34.40% |
| Sale Price Average (Median) | \$355,000 | \$317,125 | -10.67% |
| Sale to List Price Ratio | 96.2% | 95.5% | -0.73% |
| Days on Market | 30 | 35 | 16.67% |

Community Statistics ATTACHED (Condo & TH)

| Community | Inventory | Sales | Sales Ratio* |
|-------------------|------------|-----------|---------------|
| Champlain Heights | 20 | 2 | 10.00% |
| Collingwood | 120 | 17 | 14.17% |
| Downtown | 21 | 4 | 19.05% |
| Fraser | 22 | 8 | 36.36% |
| Fraserview | 34 | 9 | 26.47% |
| Grandview | 29 | 8 | 27.59% |
| Hastings | 53 | 0 | NA |
| Hastings East | 11 | 1 | 9.09% |
| Killarney | 24 | 2 | 8.33% |
| Knight | 16 | 4 | 25.00% |
| Main | 16 | 4 | 25.00% |
| Mt Pleasant | 158 | 20 | 12.66% |
| Renfrew Heights | 0 | 0 | NA |
| Renfrew | 30 | 2 | 6.67% |
| South Vancouver | 1 | 0 | NA |
| Victoria | 35 | 1 | 2.86% |
| TOTAL | 590 | 82 | 13.90% |

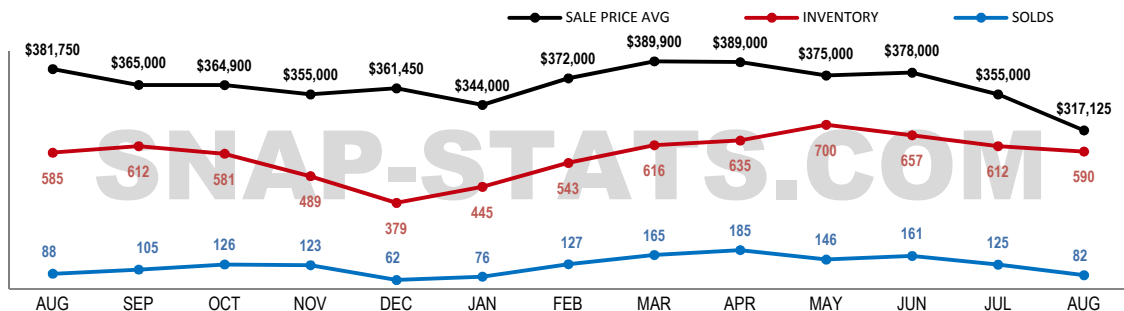
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary ATTACHED

- Official Market Type Eastside Attached: A Buyers market with a 14% Sales Ratio average (1.4 in 10 homes selling)
- Homes are selling 4.5% less than list price. Buyers negotiated prices down 11% and Sellers feel the pinch with 34% less sales
- Most Active Price Band*: \$400,000 to \$500,000 with an average Sales Ratio of 18% (1.8 in 10 homes selling)
- Buyers Best Bet*: Real estate between \$600,000 to \$700,000, Killarney, Renfrew, Victoria and 4 bedrooms or more
- Sellers Best Bet*: Real estate to sell in Fraser, Fraserview, Grandview, Knight, Main and up to 2 bedroom properties

* With a minimum inventory of 10 where possible

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Price Band Statistics DETACHED (HOUSES)

| Price Band | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|-----------|---------------|
| \$0 - 300,000 | 2 | 0 | NA |
| 300,001 - 400,000 | 0 | 0 | NA |
| 400,001 - 500,000 | 1 | 1 | 100.00% |
| 500,001 - 600,000 | 6 | 1 | 16.67% |
| 600,001 - 700,000 | 9 | 3 | 33.33% |
| 700,001 - 800,000 | 31 | 5 | 16.13% |
| 800,001 - 900,000 | 58 | 11 | 18.97% |
| 900,001 - 1,000,000 | 38 | 4 | 10.53% |
| 1,000,001 - 1,250,000 | 77 | 12 | 15.58% |
| 1,250,001 - 1,500,000 | 56 | 5 | 8.93% |
| 1,500,001 - 1,750,000 | 31 | 3 | 9.68% |
| 1,750,001 - 2,000,000 | 23 | 1 | 4.35% |
| 2,000,001 - 2,250,000 | 14 | 2 | 14.29% |
| 2,250,001 - 2,500,000 | 11 | 1 | 9.09% |
| 2,500,001 - 2,750,000 | 3 | 1 | 33.33% |
| 2,750,001 - 3,000,000 | 3 | 1 | 33.33% |
| 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 | 6 | 0 | NA |
| TOTAL | 371 | 51 | 13.75% |

| STYLE OF HOME | Inventory | Sales | Sales Ratio* |
|-------------------|------------|-----------|---------------|
| 2 Bedrooms & Less | 21 | 5 | 23.81% |
| 3 to 4 Bedrooms | 201 | 29 | 14.43% |
| 5 to 6 Bedrooms | 131 | 15 | 11.45% |
| 7 Bedrooms & More | 18 | 2 | 11.11% |
| TOTAL | 371 | 51 | 13.75% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-------------|-------------|----------|
| Inventory | 379 | 371 | -2.11% |
| Solds | 60 | 51 | -15.00% |
| Sale Price Average (Median) | \$1,017,500 | \$1,060,000 | 4.18% |
| Sale to List Price Ratio | 95.0% | 98.2% | 3.37% |
| Days on Market | 27 | 48 | 77.78% |

Community Statistics DETACHED (HOUSES)

| Community | Inventory | Sales | Sales Ratio* |
|----------------------------|------------|-----------|---------------|
| Blueridge | 14 | 0 | NA |
| Boulevard | 9 | 4 | 44.44% |
| Braemar | 7 | 0 | NA |
| Calverhall | 10 | 1 | 10.00% |
| Canyon Heights | 45 | 7 | 15.56% |
| Capilano Highlands | 19 | 1 | 5.26% |
| Capilano | 6 | 1 | 16.67% |
| Central Lonsdale | 26 | 4 | 15.38% |
| Deep Cove | 25 | 5 | 20.00% |
| Delbrook | 5 | 1 | 20.00% |
| Dollarton | 14 | 0 | NA |
| Forest Hills | 6 | 3 | 50.00% |
| Grouse Woods | 3 | 2 | 66.67% |
| Hamilton | 14 | 0 | NA |
| Hamilton Heights | 1 | 0 | NA |
| Indian Arm | 7 | 0 | NA |
| Indian River | 4 | 0 | NA |
| Lower Lonsdale | 7 | 0 | NA |
| Lynn Valley | 35 | 5 | 14.29% |
| Lynnmour | 5 | 1 | 20.00% |
| Norgate | 0 | 0 | NA |
| Northlands | 5 | 0 | NA |
| Pemberton Heights | 6 | 2 | 33.33% |
| Pemberton | 8 | 0 | NA |
| Princess Park | 3 | 1 | 33.33% |
| Queensbury | 3 | 0 | NA |
| Roche Point | 3 | 1 | 33.33% |
| Seymour | 10 | 1 | 10.00% |
| Tempe | 1 | 0 | NA |
| Upper Delbrook | 13 | 3 | 23.08% |
| Upper Lonsdale | 31 | 7 | 22.58% |
| Westlynn | 16 | 1 | 6.25% |
| Westlynn Terrace | 4 | 0 | NA |
| Windsor Park | 4 | 0 | NA |
| Woodlands-Sunshine Cascade | 2 | 0 | NA |
| TOTAL | 371 | 51 | 13.75% |

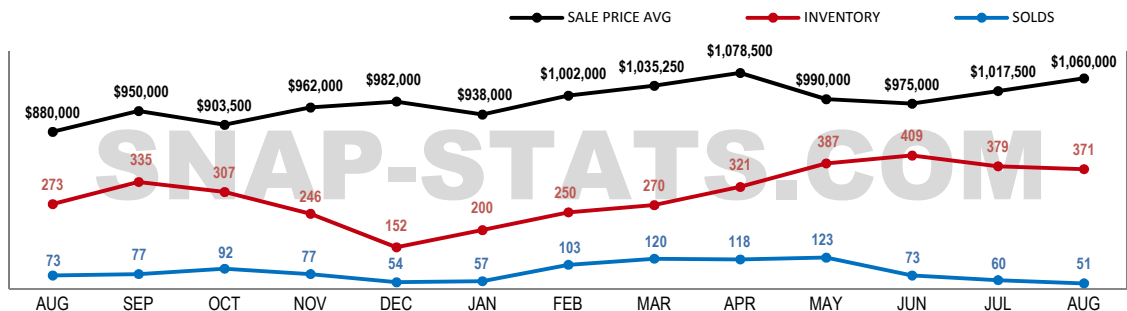
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: A Buyers market at 14% Sales Ratio (1.4 in 10 homes sell)
- Homes are selling 2% less than list price. Prices up 4% with Buyers purchasing 15% fewer homes
- Most Active Price Band*: \$600,000 to \$700,000 with an average 33% Sales Ratio (1 in 3 homes selling)
- Buyers Best Bet*: Real estate between \$1.75 mil and \$2 mil in Capilano Highlands, Westlynn and 5 bedrooms plus
- Sellers Best Bet*: Selling homes in Boulevard, Upper Delbrook, Upper Lonsdale and up to 2 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend DETACHED



SnapStats™ ▷ Compliments of Krista Freeborn



Krista Freeborn
RE/MAX Crest Realty Westside
604.716.9301

www.kristafreeborn.com
krista@kristafreeborn.com



Price Band Statistics ATTACHED (Condo & TH)

| | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|-----------|---------------|
| \$0 - 300,000 | 85 | 13 | 15.29% |
| 300,001 - 400,000 | 127 | 15 | 11.81% |
| 400,001 - 500,000 | 91 | 14 | 15.38% |
| 500,001 - 600,000 | 71 | 13 | 18.31% |
| 600,001 - 700,000 | 53 | 3 | 5.66% |
| 700,001 - 800,000 | 33 | 2 | 6.06% |
| 800,001 - 900,000 | 18 | 0 | NA |
| 900,001 - 1,000,000 | 12 | 0 | NA |
| 1,000,001 - 1,250,000 | 2 | 0 | NA |
| 1,250,001-1,500,000 | 2 | 0 | NA |
| 1,500,001 - 1,750,000 | 1 | 0 | NA |
| 1,750,001 - 2,000,000 | 1 | 0 | NA |
| 2,000,001 - 2,250,000 | 0 | 0 | NA |
| 2,250,001 - 2,500,000 | 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 | 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 | 497 | 60 | 12.07% |

| STYLE OF HOME | Inventory | Sales | Sales Ratio* |
|----------------------|------------|-----------|---------------|
| 0 to 1 Bedroom | 181 | 20 | 11.05% |
| 2 Bedrooms | 238 | 30 | 12.61% |
| 3 Bedrooms | 67 | 8 | 11.94% |
| 4 Bedrooms & Greater | 11 | 2 | 18.18% |
| TOTAL | 497 | 60 | 12.07% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-----------|-----------|----------|
| Inventory | 573 | 497 | -13.26% |
| Solds | 80 | 60 | -25.00% |
| Sale Price Average (Median) | \$419,950 | \$411,500 | -2.01% |
| Sale to List Price Ratio | 97.9% | 96.9% | -1.02% |
| Days on Market | 27 | 46 | 70.37% |

Community Statistics ATTACHED (Condo & TH)

| | Inventory | Sales | Sales Ratio* |
|----------------------------|------------|-----------|---------------|
| Blueridge | 2 | 0 | NA |
| Boulevard | 0 | 0 | NA |
| Braemer | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 0 | 0 | NA |
| Capilano Highlands | 3 | 1 | 33.33% |
| Capilano | 4 | 0 | NA |
| Central Lonsdale | 134 | 10 | 7.46% |
| Deep Cove | 7 | 0 | NA |
| Delbrook | 3 | 0 | NA |
| Dollarton | 0 | 0 | NA |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Hamilton | 20 | 2 | 10.00% |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 7 | 1 | 14.29% |
| Lower Lonsdale | 151 | 21 | 13.91% |
| Lynn Valley | 24 | 5 | 20.83% |
| Lynnmoor | 15 | 3 | 20.00% |
| Norgate | 18 | 2 | 11.11% |
| Northlands | 13 | 1 | 7.69% |
| Pemberton Heights | 2 | 1 | 50.00% |
| Pemberton | 24 | 3 | 12.50% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 0 | 0 | NA |
| Roche Point | 45 | 7 | 15.56% |
| Seymour | 12 | 1 | 8.33% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 1 | 0 | NA |
| Upper Lonsdale | 11 | 2 | 18.18% |
| Westlynn | 1 | 0 | NA |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL | 497 | 60 | 12.07% |

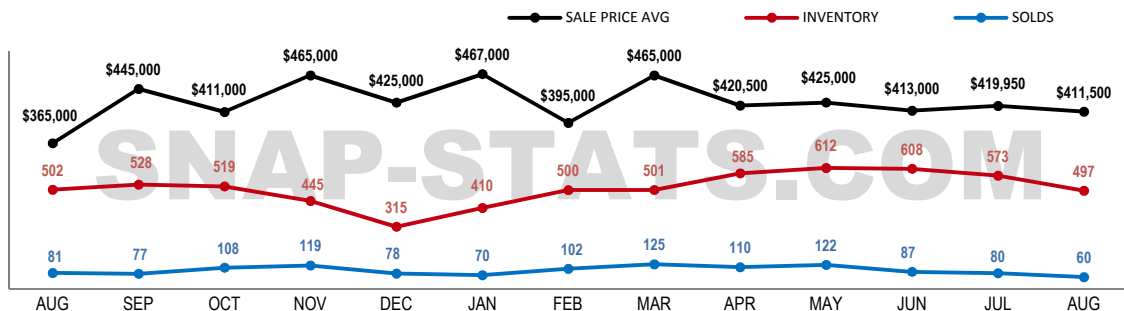
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Van Attached: Buyers market with a 12% average Sales Ratio (1.2 in 10 homes selling)
- Homes are selling 3% less than list price. Buyers purchase 25% less homes and inventory reduces 13%
- Most Active Price Band*: \$500,000 to \$600,000 with an 18% Sales Ratio (1.8 in 10 homes selling)
- Buyers Best Bet*: Real estate between \$600,000 to \$700,000 in Central Lonsdale, Northlands, Seymour and 0-1 bedrooms
- Sellers Best Bet*: Selling homes in Lynn Valley, Lynnmoor, Upper Lonsdale and minimum 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



SnapStats™ ▷ Compliments of Krista Freeborn



Krista Freeborn
RE/MAX Crest Realty Westside
604.716.9301

www.kristafreeborn.com
krista@kristafreeborn.com



Price Band Statistics DETACHED (HOUSES)

| Price Band | 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 | 2 | 0 | NA |
| 700,001 - 800,000 | 7 | 0 | NA |
| 800,001 - 900,000 | 4 | 0 | NA |
| 900,001 - 1,000,000 | 13 | 1 | 7.69% |
| 1,000,001 - 1,250,000 | 22 | 4 | 18.18% |
| 1,250,001 - 1,500,000 | 46 | 0 | NA |
| 1,500,001 - 1,750,000 | 30 | 2 | 6.67% |
| 1,750,001 - 2,000,000 | 57 | 5 | 8.77% |
| 2,000,001 - 2,250,000 | 20 | 1 | 5.00% |
| 2,250,001 - 2,500,000 | 28 | 0 | NA |
| 2,500,001 - 2,750,000 | 28 | 1 | 3.57% |
| 2,750,001 - 3,000,000 | 50 | 2 | 4.00% |
| 3,000,001 - 3,500,000 | 39 | 1 | 2.56% |
| 3,500,001 - 4,000,000 | 25 | 2 | 8.00% |
| 4,000,001 - 4,500,000 | 20 | 1 | 5.00% |
| 4,500,001 - 5,000,000 | 22 | 0 | NA |
| 5,000,001 & Greater | 66 | 4 | 6.06% |
| TOTAL | 479 | 24 | 5.01% |

| Style of Home | Inventory | Sales | Sales Ratio* |
|-------------------|------------|-----------|--------------|
| 2 Bedrooms & Less | 18 | 1 | 5.56% |
| 3 to 4 Bedrooms | 267 | 11 | 4.12% |
| 5 to 6 Bedrooms | 179 | 9 | 5.03% |
| 7 Bedrooms & More | 15 | 3 | 20.00% |
| TOTAL | 479 | 24 | 5.01% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-------------|-------------|----------|
| Inventory | 499 | 479 | -4.01% |
| Solds | 46 | 24 | -47.83% |
| Sale Price Average (Median) | \$1,977,500 | \$2,079,000 | 5.13% |
| Sale to List Price Ratio | 98.9% | 93.1% | -5.86% |
| Days on Market | 41 | 61 | 48.78% |

Community Statistics DETACHED (HOUSES)

| Community | Inventory | Sales | Sales Ratio* |
|----------------------|------------|-----------|--------------|
| Altamont | 18 | 1 | 5.56% |
| Ambleside | 49 | 4 | 8.16% |
| Bayridge | 11 | 1 | 9.09% |
| British Properties | 77 | 2 | 2.60% |
| Canterbury | 10 | 1 | 10.00% |
| Caulfield | 40 | 0 | NA |
| Cedardale | 8 | 1 | 12.50% |
| Chartwell | 18 | 2 | 11.11% |
| Chelsea Park | 3 | 0 | NA |
| Cypress | 4 | 0 | NA |
| Cypress Park Estates | 10 | 0 | NA |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 28 | 2 | 7.14% |
| Eagle Harbour | 22 | 1 | 4.55% |
| Eagleridge | 6 | 0 | NA |
| Furry Creek | 13 | 0 | NA |
| Gleneagles | 16 | 1 | 6.25% |
| Glenmore | 10 | 1 | 10.00% |
| Horseshoe Bay | 6 | 0 | NA |
| Howe Sound | 13 | 0 | NA |
| Lions Bay | 22 | 2 | 9.09% |
| Old Caulfield | 7 | 1 | 14.29% |
| Panorama Village | 0 | 0 | NA |
| Park Royal | 0 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 16 | 1 | 6.25% |
| Rockridge | 5 | 0 | NA |
| Sandy Cove | 1 | 0 | NA |
| Sentinel Hill | 9 | 0 | NA |
| Upper Caulfield | 8 | 1 | 12.50% |
| West Bay | 10 | 0 | NA |
| Westhill | 10 | 0 | NA |
| Westmount | 12 | 0 | NA |
| Whitby Estates | 11 | 1 | 9.09% |
| Whytecliff | 6 | 1 | 16.67% |
| TOTAL | 479 | 24 | 5.01% |

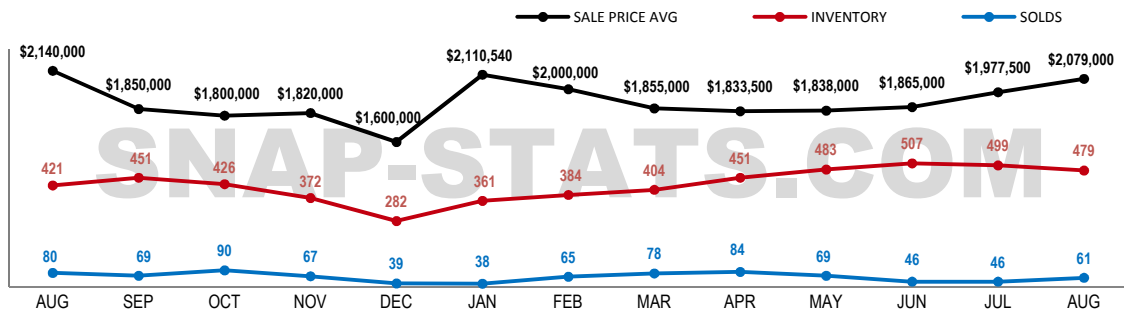
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary DETACHED

- Official Market Type West Vancouver Detached: Buyers market with 5% Sales Ratio average (5 in 100 selling)
- Homes selling 7% less than list price. 17% of months sales account for properties \$5 mil and greater
- Most Active Price Band*: \$1 mil to \$1.25 mil with 18% average Sales Ratio (2 in 10 homes selling)
- Buyers Best Bet*: Homes \$3 to \$3.5 mil, Altamont, British Properties, Eagle Harbour and 3 to 4 bedroom properties
- Sellers Best Bet*: Selling homes in Chartwell, Glenmore and 7 bedroom plus properties

*With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend DETACHED



SnapStats™ Compliments of Krista Freeborn



Krista Freeborn
RE/MAX Crest Realty Westside
604.716.9301

www.kristafreeborn.com
krista@kristafreeborn.com



Price Band Statistics ATTACHED (Condo & TH)

| Price Band | Inventory | Sales | Sales Ratio* |
|-----------------------|------------|-----------|--------------|
| \$0 - 300,000 | 5 | 0 | NA |
| 300,001 - 400,000 | 6 | 0 | NA |
| 400,001 - 500,000 | 6 | 2 | 33.33% |
| 500,001 - 600,000 | 15 | 1 | 6.67% |
| 600,001 - 700,000 | 10 | 0 | NA |
| 700,001 - 800,000 | 19 | 1 | 5.26% |
| 800,001 - 900,000 | 14 | 0 | NA |
| 900,001 - 1,000,000 | 15 | 0 | NA |
| 1,000,001 - 1,250,000 | 11 | 0 | NA |
| 1,250,001 - 1,500,000 | 15 | 2 | 13.33% |
| 1,500,001 - 1,750,000 | 11 | 2 | 18.18% |
| 1,750,001 - 2,000,000 | 3 | 2 | 66.67% |
| 2,000,001 - 2,250,000 | 1 | 0 | NA |
| 2,250,001 - 2,500,000 | 3 | 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 | 5 | 0 | NA |
| 3,500,001 - 4,000,000 | 1 | 0 | NA |
| 4,000,001 - 4,500,000 | 1 | 0 | NA |
| 4,500,001 - 5,000,000 | 3 | 0 | NA |
| 5,000,001 & Greater | 1 | 1 | 100.00% |
| TOTAL | 145 | 11 | 7.59% |

| STYLE OF HOME | Inventory | Sales | Sales Ratio* |
|----------------------|------------|-----------|--------------|
| 0 to 1 Bedroom | 18 | 1 | 5.56% |
| 2 Bedrooms | 93 | 5 | 5.38% |
| 3 Bedrooms | 31 | 4 | 12.90% |
| 4 Bedrooms & Greater | 3 | 1 | 33.33% |
| TOTAL | 145 | 11 | 7.59% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-----------|-------------|----------|
| Inventory | 151 | 145 | -3.97% |
| Solds | 19 | 11 | -42.11% |
| Sale Price Average (Median) | \$650,000 | \$1,395,000 | 114.62% |
| Sale to List Price Ratio | 95.7% | 93.1% | -2.72% |
| Days on Market | 37 | 69 | 86.49% |

Community Statistics ATTACHED (Condo & TH)

| Community | Inventory | Sales | Sales Ratio* |
|----------------------|------------|-----------|--------------|
| Altamont | 0 | 0 | NA |
| Ambleside | 38 | 1 | 2.63% |
| Bayridge | 0 | 0 | NA |
| British Properties | 0 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 5 | 0 | NA |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 2 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 4 | 0 | NA |
| Deer Ridge | 5 | 1 | 20.00% |
| Dundarave | 16 | 4 | 25.00% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Furry Creek | 9 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 1 | 0 | NA |
| Horseshoe Bay | 2 | 0 | NA |
| Howe Sound | 7 | 0 | NA |
| Lions Bay | 1 | 0 | NA |
| Old Caulfield | 0 | 0 | NA |
| Panorama Village | 13 | 1 | 7.69% |
| Park Royal | 20 | 2 | 10.00% |
| Porteau Cove | 0 | 0 | NA |
| Queens | 0 | 0 | NA |
| Rockridge | 0 | 0 | NA |
| Sandy Cove | 0 | 0 | NA |
| Sentinel Hill | 6 | 0 | NA |
| Upper Caulfield | 1 | 1 | 100.00% |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 15 | 1 | 6.67% |
| Whytecliff | 0 | 0 | NA |
| TOTAL | 145 | 11 | 7.59% |

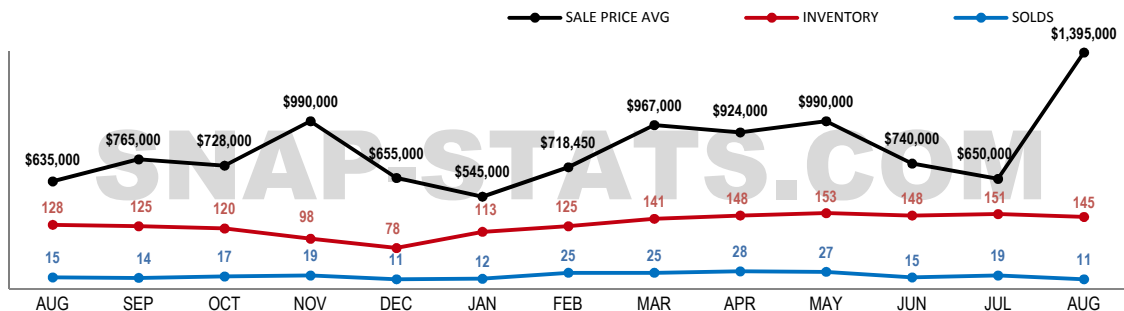
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary ATTACHED

- Official Market Type West Vancouver Attached: Buyers market at 8% average Sales Ratio (8 in 100 homes selling)
- Homes selling 7% less than list price. Average (median) price explodes with a \$5.8 mil penthouse sale
- Most Active Price Band*: \$1.5 mil to \$1.75 mil with an average Sales Ratio of 18% (2 in 10 homes selling)
- Buyers Best Bet*: Homes between \$700,000 to \$800,000, Ambleside, Whitby Estates and up to 2 bedroom properties
- Sellers Best Bet*: Homes to sell in Dundarave (Sellers market), and minimum 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend ATTACHED



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Krista Freeborn
RE/MAX Crest Realty Westside
604.716.9301

www.kristafreeborn.com
krista@kristafreeborn.com



Price Band Statistics DETACHED (HOUSES)

| Price Band | Inventory | Sales | Sales Ratio* |
|-----------------------|-------------|-----------|--------------|
| \$0 - 300,000 | 4 | 2 | 50.00% |
| 300,001 - 400,000 | 0 | 0 | NA |
| 400,001 - 500,000 | 1 | 1 | 100.00% |
| 500,001 - 600,000 | 2 | 1 | 50.00% |
| 600,001 - 700,000 | 29 | 5 | 17.24% |
| 700,001 - 800,000 | 88 | 5 | 5.68% |
| 800,001 - 900,000 | 132 | 14 | 10.61% |
| 900,001 - 1,000,000 | 134 | 4 | 2.99% |
| 1,000,001 - 1,250,000 | 184 | 10 | 5.43% |
| 1,250,001 - 1,500,000 | 156 | 4 | 2.56% |
| 1,500,001 - 1,750,000 | 103 | 6 | 5.83% |
| 1,750,001 - 2,000,000 | 97 | 4 | 4.12% |
| 2,000,001 - 2,250,000 | 36 | 0 | NA |
| 2,250,001 - 2,500,000 | 40 | 1 | 2.50% |
| 2,500,001 - 2,750,000 | 21 | 1 | 4.76% |
| 2,750,001 - 3,000,000 | 14 | 1 | 7.14% |
| 3,000,001 - 3,500,000 | 7 | 0 | NA |
| 3,500,001 - 4,000,000 | 4 | 0 | NA |
| 4,000,001 - 4,500,000 | 3 | 0 | NA |
| 4,500,001 - 5,000,000 | 0 | 0 | NA |
| 5,000,001 & Greater | 1 | 0 | NA |
| TOTAL | 1056 | 59 | 5.59% |

| Style of Home | Inventory | Sales | Sales Ratio* |
|-------------------|-------------|-----------|--------------|
| 2 Bedrooms & Less | 26 | 3 | 11.54% |
| 3 to 4 Bedrooms | 465 | 29 | 6.24% |
| 5 to 6 Bedrooms | 521 | 27 | 5.18% |
| 7 Bedrooms & More | 44 | 0 | NA |
| TOTAL | 1056 | 59 | 5.59% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-------------|-----------|----------|
| Inventory | 1094 | 1056 | -3.47% |
| Solds | 58 | 59 | 1.72% |
| Sale Price Average (Median) | \$1,027,500 | \$925,000 | -9.98% |
| Sale to List Price Ratio | 92.1% | 93.6% | 1.63% |
| Days on Market | 55 | 41 | -25.45% |

Community Statistics DETACHED (HOUSES)

| Community | Inventory | Sales | Sales Ratio* |
|-------------------|-------------|-----------|--------------|
| Boyd Park | 24 | 0 | NA |
| Bridgeport | 14 | 0 | NA |
| Brighthouse | 3 | 0 | NA |
| Brighthouse South | 1 | 1 | 100.00% |
| Broadmoor | 92 | 4 | 4.35% |
| East Cambie | 43 | 0 | NA |
| East Richmond | 7 | 1 | 14.29% |
| Garden City | 51 | 3 | 5.88% |
| Gilmore | 3 | 0 | NA |
| Granville | 71 | 7 | 9.86% |
| Hamilton | 31 | 0 | NA |
| Ironwood | 32 | 2 | 6.25% |
| Lackner | 50 | 3 | 6.00% |
| McLennan | 20 | 0 | NA |
| McLennan North | 14 | 0 | NA |
| McNair | 34 | 2 | 5.88% |
| Quilchena | 44 | 6 | 13.64% |
| Riverdale | 66 | 4 | 6.06% |
| Saunders | 49 | 0 | NA |
| Sea Island | 3 | 0 | NA |
| Seafair | 91 | 7 | 7.69% |
| South Arm | 26 | 2 | 7.69% |
| Steveston North | 64 | 5 | 7.81% |
| Steveston South | 26 | 1 | 3.85% |
| Steveston Village | 23 | 1 | 4.35% |
| Terra Nova | 42 | 2 | 4.76% |
| West Cambie | 46 | 4 | 8.70% |
| Westwind | 19 | 0 | NA |
| Woodwards | 67 | 4 | 5.97% |
| TOTAL | 1056 | 59 | 5.59% |

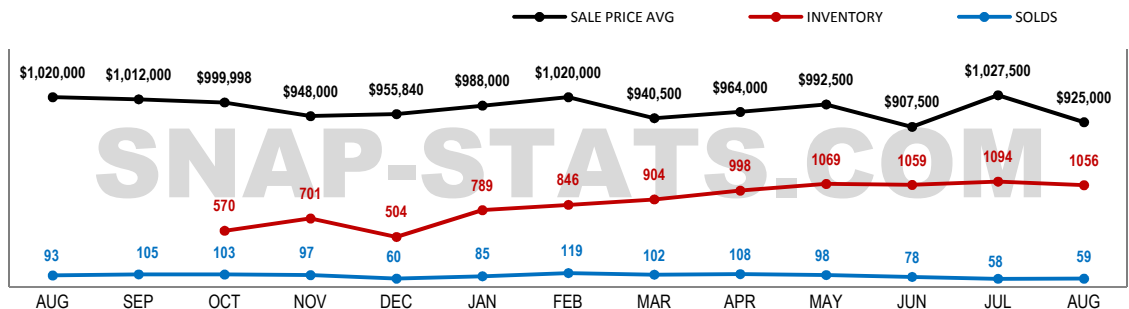
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ Summary DETACHED

- Official Market Type Richmond Detached: A Buyers market with a 6% Sales Ratio average (6 in 100 homes sell)
- Homes are selling 6% less than list price. Number of sales unchanged but Buyers negotiate prices 10% lower (average)
- Most Active Price Band*: \$600,000 to \$700,000 with 17% Sales Ratio (1.7 in 10 selling)
- Buyers Best Bet*: Homes \$2.25 to \$2.5 mil, Broadmoor, Steveston South, Steveston Village and 5 to 6 bedroom homes
- Sellers Best Bet*: Selling homes in Quilchena and up to 2 bedroom properties

*With a minimum inventory of 10 where possible

SnapStats™ 13 Month Market Trend DETACHED



No data available pre October 2011

SnapStats™ Compliments of Krista Freeborn



Krista Freeborn
RE/MAX Crest Realty Westside
604.716.9301

www.kristafreeborn.com
krista@kristafreeborn.com



Price Band Statistics ATTACHED (Condo & TH)

| | Inventory | Sales | Sales Ratio* |
|-----------------------|-------------|------------|--------------|
| \$0 – 300,000 | 334 | 24 | 7.19% |
| 300,001 – 400,000 | 314 | 32 | 10.19% |
| 400,001 – 500,000 | 329 | 26 | 7.90% |
| 500,001 – 600,000 | 229 | 15 | 6.55% |
| 600,001 – 700,000 | 116 | 15 | 12.93% |
| 700,001 – 800,000 | 46 | 1 | 2.17% |
| 800,001 – 900,000 | 16 | 1 | 6.25% |
| 900,001 – 1,000,000 | 5 | 1 | 20.00% |
| 1,000,001-1,250,000 | 6 | 0 | NA |
| 1,250,001 – 1,500,000 | 3 | 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 | 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 | 0 | 0 | NA |
| TOTAL | 1399 | 115 | 8.22% |

| STYLE OF HOME | Inventory | Sales | Sales Ratio* |
|----------------------|-------------|------------|--------------|
| 0 to 1 Bedroom | 297 | 19 | 6.40% |
| 2 Bedrooms | 633 | 44 | 6.95% |
| 3 Bedrooms | 400 | 42 | 10.50% |
| 4 Bedrooms & Greater | 69 | 10 | 14.49% |
| TOTAL | 1399 | 115 | 8.22% |

| SnapStats™ | July | August | Variance |
|-----------------------------|-----------|-----------|----------|
| Inventory | 1450 | 1399 | -3.52% |
| Solds | 155 | 115 | -25.81% |
| Sale Price Average (Median) | \$378,000 | \$408,500 | 8.07% |
| Sale to List Price Ratio | 97.2% | 96.4% | -0.82% |
| Days on Market | 47 | 47 | NA |

Community Statistics ATTACHED (Condo & TH)

| | Inventory | Sales | Sales Ratio* |
|-------------------|-------------|------------|--------------|
| Boyd Park | 35 | 4 | 11.43% |
| Bridgeport | 3 | 0 | NA |
| Brighthouse | 436 | 22 | 5.05% |
| Brighthouse South | 248 | 24 | 9.68% |
| Broadmoor | 14 | 0 | NA |
| East Cambie | 20 | 6 | 30.00% |
| East Richmond | 11 | 1 | 9.09% |
| Garden City | 12 | 0 | NA |
| Gilmore | 0 | 0 | NA |
| Granville | 21 | 1 | 4.76% |
| Hamilton | 15 | 1 | 6.67% |
| Ironwood | 23 | 4 | 17.39% |
| Lackner | 3 | 1 | 33.33% |
| McLennan | 1 | 0 | NA |
| McLennan North | 190 | 15 | 7.89% |
| McNair | 6 | 3 | 50.00% |
| Quilchena | 7 | 1 | 14.29% |
| Rivdale | 42 | 4 | 9.52% |
| Saunders | 20 | 2 | 10.00% |
| Sea Island | 0 | 0 | NA |
| Seafair | 3 | 1 | 33.33% |
| South Arm | 36 | 3 | 8.33% |
| Steveston North | 21 | 1 | 4.76% |
| Steveston South | 80 | 11 | 13.75% |
| Steveston Village | 9 | 1 | 11.11% |
| Terra Nova | 26 | 4 | 15.38% |
| West Cambie | 99 | 4 | 4.04% |
| Westwind | 5 | 0 | NA |
| Woodwards | 13 | 1 | 7.69% |
| TOTAL | 1399 | 115 | 8.22% |

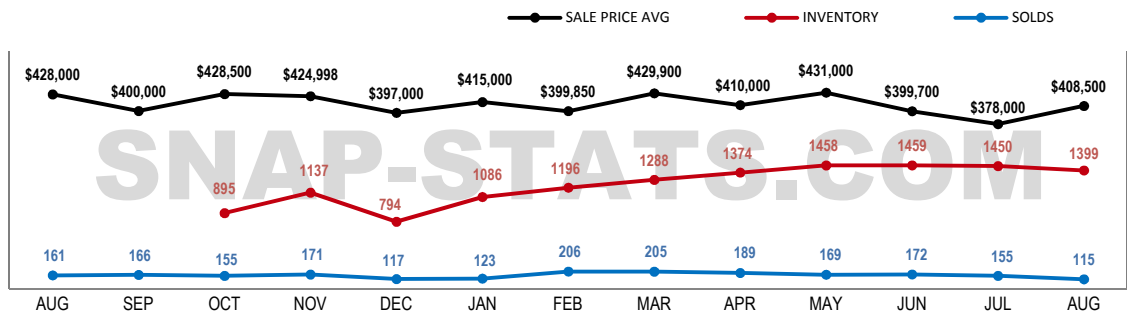
*Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: A Buyers market with 8% Sales Ratio average (8 in 100 selling)
- Homes selling 4% less than list price. Buyers keep same pace but purchase 25% less homes and pay 8% more on average
- Most Active Price Band*: Homes from \$600,000 to \$700,000 with an average 13% Sales Ratio (1.3 in 10 selling)
- Buyers Best Bet*: Homes \$700,000 to \$800,000, Granville, Steveston North, West Cambie, and up to 2 bedrooms
- Sellers Best Bet*: Selling homes in East Cambie, Ironwood, and minimum 4 bedroom properties

* With a minimum inventory of 10 where possible

SnapStats™ ▷ 13 Month Market Trend ATTACHED



No data available pre October 2011

SnapStats™ ▷ Compliments of Krista Freeborn



Krista Freeborn
RE/MAX Crest Realty Westside
604.716.9301

www.kristafreeborn.com
krista@kristafreeborn.com

