

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

*Compliments of:*



RE/MAX Crest Realty Westside  
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**SnapStats®**

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# METRO VANCOUVER EDITION



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

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	32	8	25.00%
300,001 – 400,000	90	55	61.11%
400,001 – 500,000	135	73	54.07%
500,001 – 600,000	91	48	52.75%
600,001 – 700,000	62	22	35.48%
700,001 – 800,000	47	14	29.79%
800,001 – 900,000	42	17	40.48%
900,001 – 1,000,000	28	9	32.14%
1,000,001 – 1,250,000	46	13	28.26%
1,250,001 – 1,500,000	41	6	14.63%
1,500,001 – 1,750,000	22	2	9.09%
1,750,001 – 2,000,000	18	8	44.44%
2,000,001 – 2,250,000	9	2	22.22%
2,250,001 – 2,500,000	11	0	NA
2,500,001 – 2,750,000	4	0	NA
2,750,001 – 3,000,000	13	1	7.69%
3,000,001 – 3,500,000	6	2	33.33%
3,500,001 – 4,000,000	5	0	NA
4,000,001 – 4,500,000	5	1	20.00%
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	16	1	6.25%
<b>TOTAL</b>	<b>728</b>	<b>282</b>	<b>38.74%</b>

0 to 1 Bedroom	324	163	50.31%
2 Bedrooms	325	109	33.54%
3 Bedrooms	67	9	13.43%
4 Bedrooms & Greater	12	1	8.33%
<b>TOTAL</b>	<b>728</b>	<b>282</b>	<b>38.74%</b>

SnapStats® Median Data	March	April	Variance
Inventory	690	728	5.51%
Solds	326	282	-13.50%
Sale Price	\$502,553	\$514,750	2.43%
Sale Price SQFT	\$672	\$696	3.57%
Sale to List Price Ratio	97%	99%	2.06%
Days on Market	12	16	33.33%

### Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Coal Harbour	106	39	36.79%
Downtown	352	122	34.66%
Westend	134	47	35.07%
Yaletown	136	74	54.41%
<b>TOTAL</b>	<b>728</b>	<b>282</b>	<b>38.74%</b>

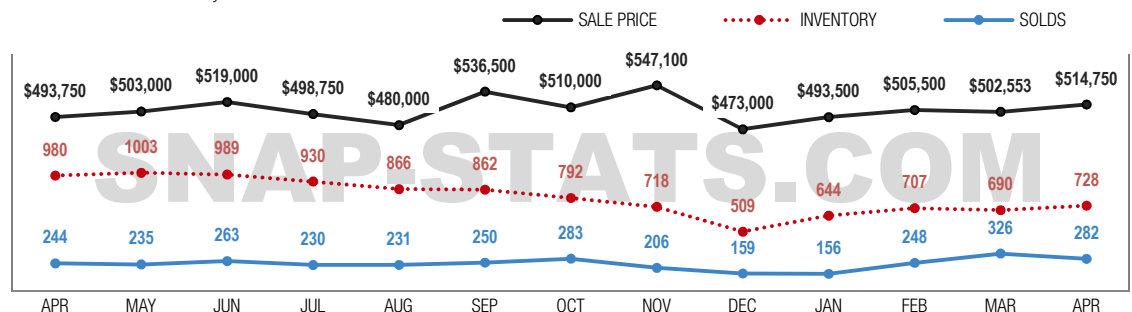
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

### Market Summary

- Official Market Type **DOWNTOWN**: Sellers market at 39% Sales Ratio average (3.9 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\* +/- \$1 mil: \$300,000 to \$400,000 (61% Sales Ratio); \$1.75 mil to \$2 mil (44% Sales Ratio)
- Buyers Best Bet\* +/- \$1 mil: Homes between \$0 to \$300,000; \$5 mil plus, Coal Harbour, Downtown, Westend, 3+ bdrms
- Sellers Best Bet\*: Selling homes in Yaletown and up to 1 bedroom properties

\* With a minimum inventory of 10 in most instances

### 13 Month Market Trend



Compliments of...

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**RE/MAX®**

## 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	4	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	2	2	100.00%
1,250,001 – 1,500,000	9	8	88.89%
1,500,001 – 1,750,000	23	12	52.17%
1,750,001 – 2,000,000	32	18	56.25%
2,000,001 – 2,250,000	24	24	100.00%
2,250,001 – 2,500,000	50	29	58.00%
2,500,001 – 2,750,000	41	27	65.85%
2,750,001 – 3,000,000	85	16	18.82%
3,000,001 – 3,500,000	81	24	29.63%
3,500,001 – 4,000,000	100	18	18.00%
4,000,001 – 4,500,000	45	8	17.78%
4,500,001 – 5,000,000	48	8	16.67%
5,000,001 & Greater	134	25	18.66%
<b>TOTAL</b>	<b>681</b>	<b>219</b>	<b>32.16%</b>

2 Bedrooms & Less	28	8	28.57%
3 to 4 Bedrooms	213	69	32.39%
5 to 6 Bedrooms	337	126	37.39%
7 Bedrooms & More	103	16	15.53%
<b>TOTAL</b>	<b>681</b>	<b>219</b>	<b>32.16%</b>

SnapStats® Median Data	March	April	Variance
Inventory	695	681	-2.01%
Solds	211	219	3.79%
Sale Price	\$2,718,000	\$2,630,000	-3.24%
Sale Price SQFT	\$897	\$883	-1.56%
Sale to List Price Ratio	98%	98%	NA
Days on Market	13	14	7.69%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	23	17	73.91%
Cambie	51	13	25.49%
Dunbar	65	38	58.46%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	38	14	36.84%
Kitsilano	33	17	51.52%
Mackenzie Heights	18	14	77.78%
Marpole	37	12	32.43%
Mount Pleasant	2	0	NA
Oakridge	28	5	17.86%
Point Grey	60	22	36.67%
Quilchena	35	7	20.00%
SW Marine	32	4	12.50%
Shaughnessy	95	12	12.63%
South Cambie	17	4	23.53%
South Granville	91	25	27.47%
Southlands	34	8	23.53%
University	22	7	31.82%
<b>TOTAL</b>	<b>681</b>	<b>219</b>	<b>32.16%</b>

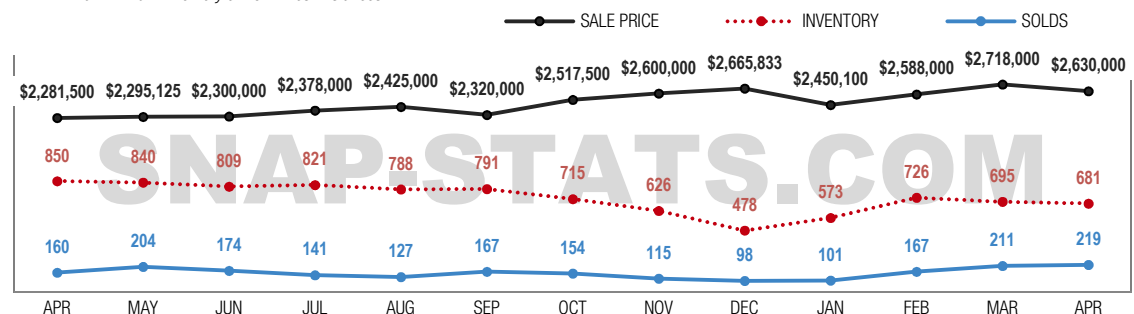
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WESTSIDE DETACHED**: Sellers market at 32% Sales Ratio average (3.2 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\* +/- \$2 mil: \$1.25 mil to \$1.5 mil (89% Sales Ratio); \$2 mil to \$2.25 mil (100% Sales Ratio)
- Buyers Best Bet\* +/- \$2 mil: Homes \$1.5 mil to \$2 mil; \$4.5 mil to \$5 mil, Oakridge, SW Marine, Shaughnessy and 7 plus bedrooms
- Sellers Best Bet\*: Selling homes in Arbutus, Mackenzie Heights and 5 to 6 bedroom properties

\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	20	9	45.00%
300,001 – 400,000	118	38	32.20%
400,001 – 500,000	155	58	37.42%
500,001 – 600,000	126	46	36.51%
600,001 – 700,000	88	33	37.50%
700,001 – 800,000	83	24	28.92%
800,001 – 900,000	83	24	28.92%
900,001 – 1,000,000	54	14	25.93%
1,000,001 – 1,250,000	53	20	37.74%
1,250,001 – 1,500,000	67	12	17.91%
1,500,001 – 1,750,000	22	7	31.82%
1,750,001 – 2,000,000	15	1	6.67%
2,000,001 – 2,250,000	2	1	50.00%
2,250,001 – 2,500,000	3	2	66.67%
2,500,001 – 2,750,000	1	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	2	1	50.00%
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>894</b>	<b>290</b>	<b>32.44%</b>

0 to 1 Bedroom	305	97	31.80%
2 Bedrooms	454	150	33.04%
3 Bedrooms	119	39	32.77%
4 Bedrooms & Greater	16	4	25.00%
<b>TOTAL</b>	<b>894</b>	<b>290</b>	<b>32.44%</b>

SnapStats® Median Data	March	April	Variance
Inventory	849	894	5.30%
Solds	264	290	9.85%
Sale Price	\$594,900	\$580,500	-2.42%
Sale Price SQFT	\$637	\$626	-1.73%
Sale to List Price Ratio	99%	99%	NA
Days on Market	14	13	-7.14%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Arbutus	3	0	NA
Cambie	28	8	28.57%
Dunbar	11	3	27.27%
Fairview	145	72	49.66%
Falsecreek	110	37	33.64%
Kerrisdale	45	4	8.89%
Kitsilano	135	80	59.26%
Mackenzie Heights	1	1	100.00%
Marpole	49	10	20.41%
Mount Pleasant	8	7	87.50%
Oakridge	36	11	30.56%
Point Grey	19	3	15.79%
Quilchena	34	8	23.53%
SW Marine	33	3	9.09%
Shaughnessy	10	6	60.00%
South Cambie	10	3	30.00%
South Granville	9	2	22.22%
Southlands	5	1	20.00%
University	203	31	15.27%
<b>TOTAL</b>	<b>894</b>	<b>290</b>	<b>32.44%</b>

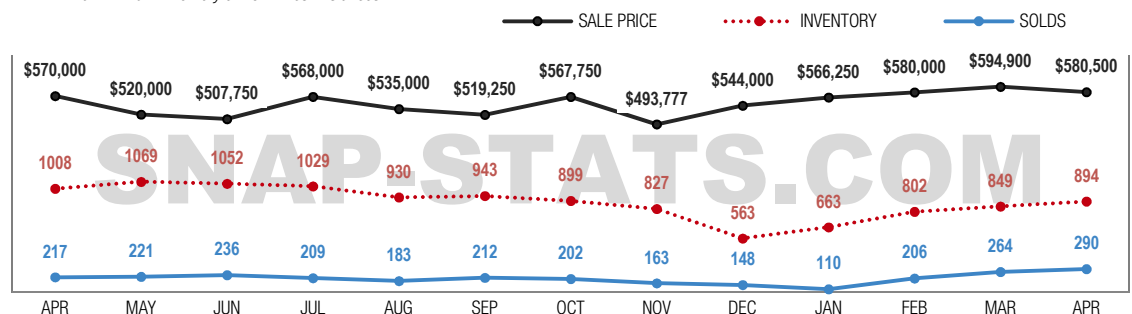
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WESTSIDE ATTACHED**: Sellers market at 32% Sales Ratio average (3.2 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$0 to \$300,000 with average 45% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1.75 mil to \$2 mil, Kerrisdale, SW Marine and minimum 4 bedroom properties
- Sellers Best Bet\*: Selling homes in Mount Pleasant, Shaughnessy and up to 3 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	1	1	100.00%
600,001 – 700,000	1	1	100.00%
700,001 – 800,000	9	2	22.22%
800,001 – 900,000	21	21	100.00%
900,001 – 1,000,000	44	37	84.09%
1,000,001 – 1,250,000	83	83	100.00%
1,250,001 – 1,500,000	77	44	57.14%
1,500,001 – 1,750,000	35	19	54.29%
1,750,001 – 2,000,000	33	5	15.15%
2,000,001 – 2,250,000	8	2	25.00%
2,250,001 – 2,500,000	13	2	15.38%
2,500,001 – 2,750,000	1	1	100.00%
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	1	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>327</b>	<b>218</b>	<b>66.67%</b>

2 Bedrooms & Less	22	22	100.00%
3 to 4 Bedrooms	95	83	87.37%
5 to 6 Bedrooms	144	85	59.03%
7 Bedrooms & More	66	28	42.42%
<b>TOTAL</b>	<b>327</b>	<b>218</b>	<b>66.67%</b>

SnapStats® Median Data	March	April	Variance
Inventory	310	327	5.48%
Solds	210	218	3.81%
Sale Price	\$1,137,500	\$1,114,500	-2.02%
Sale Price SQFT	\$506	\$510	0.79%
Sale to List Price Ratio	104%	102%	-1.92%
Days on Market	8	8	NA

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	1	0	NA
Collingwood	45	12	26.67%
Downtown	0	0	NA
Fraser	21	17	80.95%
Fraserview	32	14	43.75%
Grandview	17	9	52.94%
Hastings	6	3	50.00%
Hastings East	14	14	100.00%
Killarney	35	19	54.29%
Knight	24	22	91.67%
Main	16	13	81.25%
Mount Pleasant	11	7	63.64%
Renfrew Heights	24	22	91.67%
Renfrew	29	29	100.00%
South Vancouver	35	26	74.29%
Victoria	17	11	64.71%
<b>TOTAL</b>	<b>327</b>	<b>218</b>	<b>66.67%</b>

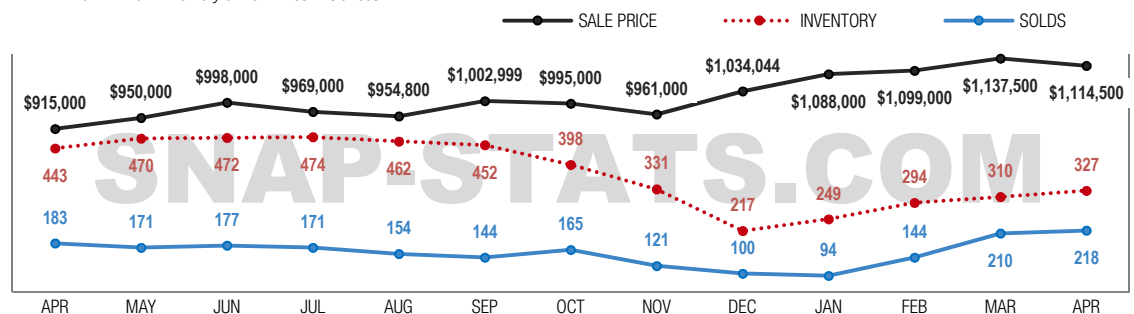
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **EASTSIDE DETACHED**: Sellers market at 67% Sales Ratio average (6.7 in 10 homes selling)
- Homes are selling on average 2% above list price
- Most Active Price Band\*: \$800,000 to \$1.25 mil with average 95% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1.75 mil to \$2 mil; \$2.25 mil to \$2.5 mil, Collingwood and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in Hastings East, Knight, Renfrew Heights, Renfrew and up to 4 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	126	51	40.48%
300,001 – 400,000	158	58	36.71%
400,001 – 500,000	93	38	40.86%
500,001 – 600,000	46	19	41.30%
600,001 – 700,000	42	21	50.00%
700,001 – 800,000	13	13	100.00%
800,001 – 900,000	13	5	38.46%
900,001 – 1,000,000	5	5	100.00%
1,000,001 – 1,250,000	5	4	80.00%
1,250,001 – 1,500,000	6	2	33.33%
1,500,001 – 1,750,000	3	1	33.33%
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>510</b>	<b>217</b>	<b>42.55%</b>

0 to 1 Bedroom	254	100	39.37%
2 Bedrooms	209	83	39.71%
3 Bedrooms	40	32	80.00%
4 Bedrooms & Greater	7	2	28.57%
<b>TOTAL</b>	<b>510</b>	<b>217</b>	<b>42.55%</b>

SnapStats® Median Data	March	April	Variance
Inventory	513	510	-0.58%
Solds	235	217	-7.66%
Sale Price	\$402,500	\$399,900	-0.65%
Sale Price SQFT	\$501	\$506	1.00%
Sale to List Price Ratio	101%	98%	-2.97%
Days on Market	13	17	30.77%

### Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Champlain Heights	34	16	47.06%
Collingwood	102	32	31.37%
Downtown	19	2	10.53%
Fraser	22	6	27.27%
Fraserview	40	11	27.50%
Grandview	32	11	34.38%
Hastings	27	22	81.48%
Hastings East	9	2	22.22%
Killarney	14	6	42.86%
Knight	10	4	40.00%
Main	10	9	90.00%
Mt Pleasant	150	80	53.33%
Renfrew Heights	0	0	NA
Renfrew	19	3	15.79%
South Vancouver	1	1	100.00%
Victoria	21	12	57.14%
<b>TOTAL</b>	<b>510</b>	<b>217</b>	<b>42.55%</b>

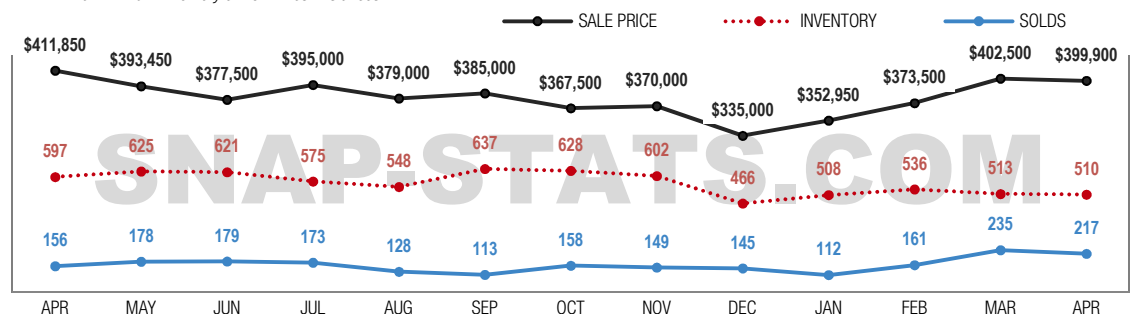
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

### Market Summary

- Official Market Type **EASTSIDE ATTACHED**: Sellers market at 43% Sales Ratio average (4.3 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$300,000 to \$400,000; \$800,000 to \$900,000, Downtown, Renfrew and up to 2 bedrooms
- Sellers Best Bet\*: Selling homes in Hastings, Main and 3 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	100.00%
300,001 – 400,000	1	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	4	3	75.00%
800,001 – 900,000	10	9	90.00%
900,001 – 1,000,000	22	18	81.82%
1,000,001 – 1,250,000	50	50	100.00%
1,250,001 – 1,500,000	51	36	70.59%
1,500,001 – 1,750,000	30	26	86.67%
1,750,001 – 2,000,000	24	15	62.50%
2,000,001 – 2,250,000	9	3	33.33%
2,250,001 – 2,500,000	8	1	12.50%
2,500,001 – 2,750,000	7	3	42.86%
2,750,001 – 3,000,000	10	0	NA
3,000,001 – 3,500,000	5	1	20.00%
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	3	1	33.33%
<b>TOTAL</b>	<b>247</b>	<b>167</b>	<b>67.61%</b>

2 Bedrooms & Less	13	9	69.23%
3 to 4 Bedrooms	132	92	69.70%
5 to 6 Bedrooms	84	58	69.05%
7 Bedrooms & More	18	8	44.44%
<b>TOTAL</b>	<b>247</b>	<b>167</b>	<b>67.61%</b>

SnapStats® Median Data	March	April	Variance
Inventory	262	247	-5.73%
Solds	189	167	-11.64%
Sale Price	\$1,290,000	\$1,265,000	-1.94%
Sale Price SQFT	\$512	\$479	-6.45%
Sale to List Price Ratio	100%	100%	NA
Days on Market	8	9	12.50%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Blueridge	11	11	100.00%
Boulevard	9	9	100.00%
Braemar	6	3	50.00%
Calverhall	2	2	100.00%
Canyon Heights	25	21	84.00%
Capilano	5	1	20.00%
Central Lonsdale	12	7	58.33%
Deep Cove	11	5	45.45%
Delbrook	6	6	100.00%
Dollarton	9	4	44.44%
Edgemont	14	13	92.86%
Forest Hills	9	6	66.67%
Grouse Woods	5	1	20.00%
Hamilton	8	3	37.50%
Hamilton Heights	1	1	100.00%
Indian Arm	3	0	NA
Indian River	7	3	42.86%
Lower Lonsdale	5	5	100.00%
Lynn Valley	22	20	90.91%
Lynnmoor	7	2	28.57%
Norgate	2	2	100.00%
Northlands	1	1	100.00%
Pemberton Heights	7	3	42.86%
Pemberton	4	0	NA
Princess Park	2	2	100.00%
Queensbury	3	3	100.00%
Roche Point	2	0	NA
Seymour	7	3	42.86%
Tempe	3	1	33.33%
Upper Delbrook	7	7	100.00%
Upper Lonsdale	15	11	73.33%
Westlynn	9	9	100.00%
Westlynn Terrace	1	0	NA
Windsor Park	3	0	NA
Woodlands-Sunshine Cascade	4	2	50.00%
<b>TOTAL</b>	<b>247</b>	<b>167</b>	<b>67.61%</b>

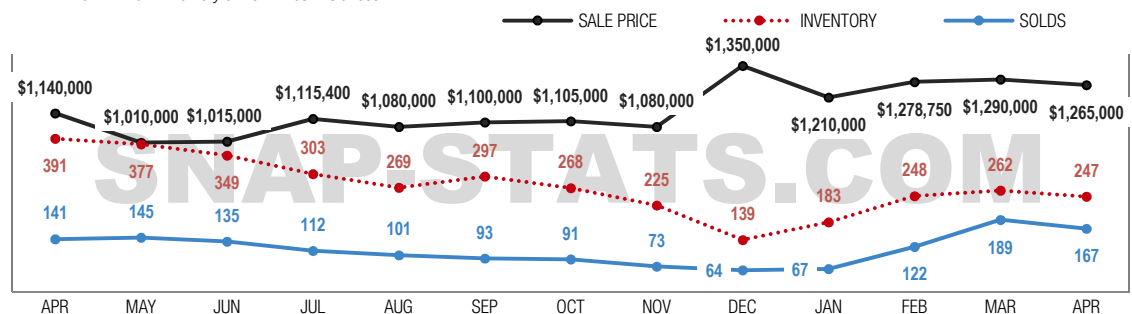
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **NORTH VANCOUVER DETACHED**: Sellers market at 68% Sales Ratio average (6.8 in 10 homes selling)
- Homes are selling on average at list price
- Most Active Price Band\*: \$1 mil to \$1.25 mil with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$2.25 mil to \$2.5 mil, Hamilton and minimum 7 bedroom plus properties
- Sellers Best Bet\*: Selling homes in Edgemont, Lynn Valley, Westlynn and up to 6 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	79	17	21.52%
300,001 – 400,000	133	34	25.56%
400,001 – 500,000	94	34	36.17%
500,001 – 600,000	52	24	46.15%
600,001 – 700,000	48	27	56.25%
700,001 – 800,000	24	14	58.33%
800,001 – 900,000	17	6	35.29%
900,001 – 1,000,000	15	0	NA
1,000,001 – 1,250,000	5	2	40.00%
1,250,001 – 1,500,000	3	1	33.33%
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	2	0	NA
2,000,001 – 2,250,000	1	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	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
<b>TOTAL</b>	<b>478</b>	<b>159</b>	<b>33.26%</b>

0 to 1 Bedroom	180	39	21.67%
2 Bedrooms	235	80	34.04%
3 Bedrooms	57	35	61.40%
4 Bedrooms & Greater	6	5	83.33%
<b>TOTAL</b>	<b>478</b>	<b>159</b>	<b>33.26%</b>

SnapStats® Median Data	March	April	Variance
Inventory	480	478	-0.42%
Solds	196	159	-18.88%
Sale Price	\$472,450	\$498,000	5.41%
Sale Price SQFT	\$486	\$519	6.79%
Sale to List Price Ratio	99%	100%	1.01%
Days on Market	14	22	57.14%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Bluebridge	1	1	100.00%
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	0	0	NA
Canyon Heights	1	1	100.00%
Capilano	4	4	100.00%
Central Lonsdale	122	22	18.03%
Deep Cove	3	0	NA
Delbrook	1	1	100.00%
Dollarton	1	0	NA
Edgemont	1	0	NA
Forest Hills	0	0	NA
Grouse Woods	3	0	NA
Hamilton	27	8	29.63%
Hamilton Heights	0	0	NA
Indian Arm	0	0	NA
Indian River	10	1	10.00%
Lower Lonsdale	151	41	27.15%
Lynn Valley	19	19	100.00%
Lynnmoor	18	10	55.56%
Norgate	17	7	41.18%
Northlands	11	9	81.82%
Pemberton Heights	2	0	NA
Pemberton	34	10	29.41%
Princess Park	0	0	NA
Queensbury	0	0	NA
Roche Point	35	16	45.71%
Seymour	7	4	57.14%
Tempe	0	0	NA
Upper Delbrook	1	0	NA
Upper Lonsdale	6	4	66.67%
Westlynn	3	1	33.33%
Westlynn Terrace	0	0	NA
Windsor Park	0	0	NA
Woodlands-Sunshine Cascade	0	0	NA
<b>TOTAL</b>	<b>478</b>	<b>159</b>	<b>33.26%</b>

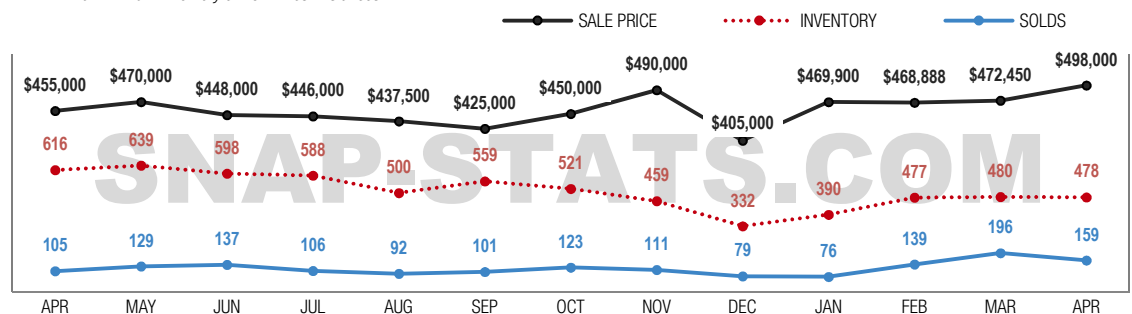
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **NORTH VANCOUVER ATTACHED**: Sellers market at 33% Sales Ratio average (1 in 3 homes selling)
- Homes are selling on average at list price
- Most Active Price Band\*: \$600,000 to \$800,000 with average 57% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$0 to \$300,000, Central Lonsdale, Indian River and up to 1 bedroom properties
- Sellers Best Bet\*: Selling homes in Lynn Valley, Northlands and 3 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	2	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	1	0	NA
800,001 – 900,000	1	1	100.00%
900,001 – 1,000,000	6	1	16.67%
1,000,001 – 1,250,000	10	6	60.00%
1,250,001 – 1,500,000	26	7	26.92%
1,500,001 – 1,750,000	21	10	47.62%
1,750,001 – 2,000,000	25	14	56.00%
2,000,001 – 2,250,000	21	9	42.86%
2,250,001 – 2,500,000	40	9	22.50%
2,500,001 – 2,750,000	25	10	40.00%
2,750,001 – 3,000,000	31	10	32.26%
3,000,001 – 3,500,000	35	8	22.86%
3,500,001 – 4,000,000	26	8	30.77%
4,000,001 – 4,500,000	28	4	14.29%
4,500,001 – 5,000,000	36	3	8.33%
5,000,001 & Greater	126	8	6.35%
<b>TOTAL</b>	<b>461</b>	<b>108</b>	<b>23.43%</b>

2 Bedrooms & Less	19	3	15.79%
3 to 4 Bedrooms	203	63	31.03%
5 to 6 Bedrooms	215	37	17.21%
7 Bedrooms & More	24	5	20.83%
<b>TOTAL</b>	<b>461</b>	<b>108</b>	<b>23.43%</b>

SnapStats® Median Data	March	April	Variance
Inventory	463	461	-0.43%
Solds	101	108	6.93%
Sale Price	\$2,300,000	\$2,412,500	4.89%
Sale Price SQFT	\$671	\$748	11.48%
Sale to List Price Ratio	97%	97%	NA
Days on Market	15	13	-13.33%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	15	3	20.00%
Ambleside	46	14	30.43%
Bayridge	13	4	30.77%
British Properties	83	12	14.46%
Canterbury	10	1	10.00%
Caulfield	33	4	12.12%
Cedardale	7	1	14.29%
Chartwell	25	8	32.00%
Chelsea Park	4	0	NA
Cypress	5	3	60.00%
Cypress Park Estates	9	4	44.44%
Deer Ridge	1	0	NA
Dundarave	19	12	63.16%
Eagle Harbour	11	3	27.27%
Eagleridge	10	0	NA
Furry Creek	6	1	16.67%
Gleneagles	9	0	NA
Glenmore	13	4	30.77%
Horseshoe Bay	9	6	66.67%
Howe Sound	16	1	6.25%
Lions Bay	12	2	16.67%
Old Caulfield	4	0	NA
Panorama Village	2	0	NA
Park Royal	2	0	NA
Porteau Cove	0	0	NA
Queens	13	3	23.08%
Rockridge	11	0	NA
Sandy Cove	4	2	50.00%
Sentinel Hill	16	8	50.00%
Upper Caulfield	2	1	50.00%
West Bay	8	3	37.50%
Westhill	8	0	NA
Westmount	12	5	41.67%
Whitby Estates	16	2	12.50%
Whytecliff	7	1	14.29%
<b>TOTAL</b>	<b>461</b>	<b>108</b>	<b>23.43%</b>

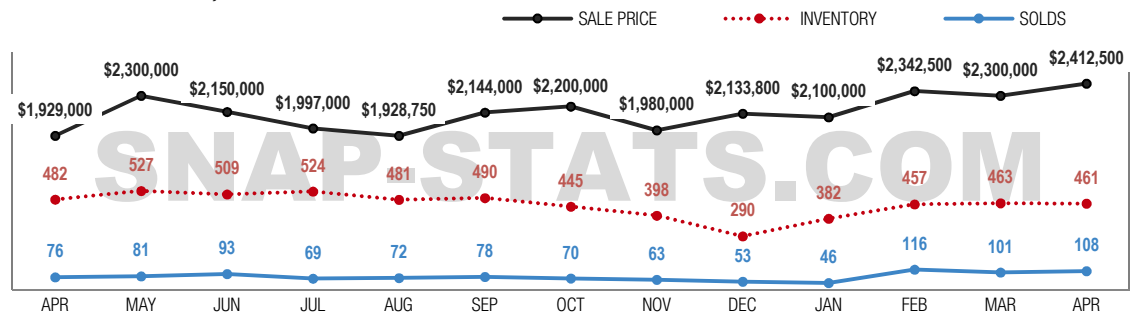
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WEST VANCOUVER DETACHED**: Sellers market at 23% Sales Ratio average (2.3 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$1 mil to \$1.25 mil with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes minimum \$4.5 mil, Howe Sound and up to 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Horseshoe Bay 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	6	0	NA
300,001 – 400,000	9	1	11.11%
400,001 – 500,000	8	2	25.00%
500,001 – 600,000	9	1	11.11%
600,001 – 700,000	8	8	100.00%
700,001 – 800,000	9	2	22.22%
800,001 – 900,000	8	0	NA
900,001 – 1,000,000	9	1	11.11%
1,000,001 – 1,250,000	10	2	20.00%
1,250,001 – 1,500,000	10	1	10.00%
1,500,001 – 1,750,000	6	2	33.33%
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	2	2	100.00%
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	4	0	NA
3,500,001 – 4,000,000	4	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>112</b>	<b>23</b>	<b>20.54%</b>

0 to 1 Bedroom	24	1	4.17%
2 Bedrooms	65	18	27.69%
3 Bedrooms	22	4	18.18%
4 Bedrooms & Greater	1	0	NA
<b>TOTAL</b>	<b>112</b>	<b>23</b>	<b>20.54%</b>

SnapStats® Median Data	March	April	Variance
Inventory	107	112	4.67%
Solds	28	23	-17.86%
Sale Price	\$937,500	\$687,000	-26.72%
Sale Price SQFT	\$777	\$518	-33.33%
Sale to List Price Ratio	98%	97%	-1.02%
Days on Market	40	28	-30.00%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Altamont	0	0	NA
Ambleside	29	10	34.48%
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	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	2	0	NA
Deer Ridge	1	1	100.00%
Dundarave	26	2	7.69%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	0	NA
Gleneagles	0	0	NA
Glenmore	1	1	100.00%
Horseshoe Bay	3	0	NA
Howe Sound	4	2	50.00%
Lions Bay	0	0	NA
Old Caulfield	0	0	NA
Panorama Village	12	2	16.67%
Park Royal	16	4	25.00%
Porteau Cove	0	0	NA
Queens	0	0	NA
Rockridge	0	0	NA
Sandy Cove	0	0	NA
Sentinel Hill	2	0	NA
Upper Caulfield	0	0	NA
West Bay	0	0	NA
Westhill	0	0	NA
Westmount	0	0	NA
Whitby Estates	8	1	12.50%
Whytecliff	0	0	NA
<b>TOTAL</b>	<b>112</b>	<b>23</b>	<b>20.54%</b>

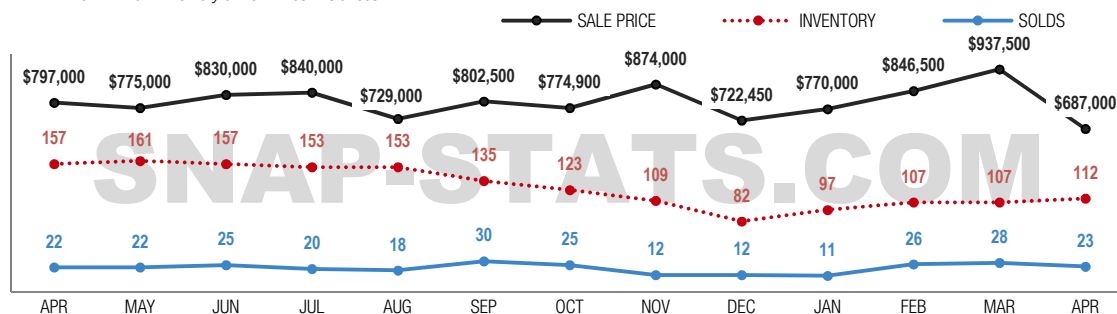
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **WEST VANCOUVER ATTACHED**: Sellers market at 21% Sales Ratio average (20% is a Balanced market)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$600,000 to \$700,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$1.25 mil to \$1.5 mil, Dundarave and up to 1 bedroom properties
- Sellers Best Bet\*: Selling homes in Ambleside and 2 bedroom properties

\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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## Price Band & Bedroom STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	3	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	4	4	100.00%
700,001 – 800,000	12	11	91.67%
800,001 – 900,000	31	31	100.00%
900,001 – 1,000,000	41	26	63.41%
1,000,001 – 1,250,000	97	74	76.29%
1,250,001 – 1,500,000	98	44	44.90%
1,500,001 – 1,750,000	68	22	32.35%
1,750,001 – 2,000,000	73	15	20.55%
2,000,001 – 2,250,000	25	5	20.00%
2,250,001 – 2,500,000	34	9	26.47%
2,500,001 – 2,750,000	14	1	7.14%
2,750,001 – 3,000,000	19	3	15.79%
3,000,001 – 3,500,000	11	2	18.18%
3,500,001 – 4,000,000	9	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	2	0	NA
<b>TOTAL</b>	<b>544</b>	<b>247</b>	<b>45.40%</b>

2 Bedrooms & Less	16	4	25.00%
3 to 4 Bedrooms	207	124	59.90%
5 to 6 Bedrooms	288	113	39.24%
7 Bedrooms & More	33	6	18.18%
<b>TOTAL</b>	<b>544</b>	<b>247</b>	<b>45.40%</b>

SnapStats® Median Data	March	April	Variance
Inventory	559	544	-2.68%
Solds	224	247	10.27%
Sale Price	\$1,157,000	\$1,180,000	1.99%
Sale Price SQFT	\$454	\$478	5.29%
Sale to List Price Ratio	97%	98%	1.03%
Days on Market	18	14	-22.22%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	17	10	58.82%
Bridgeport	13	1	7.69%
Brighthouse	1	1	100.00%
Brighthouse South	0	0	NA
Broadmoor	47	13	27.66%
East Cambie	15	11	73.33%
East Richmond	12	2	16.67%
Garden City	24	9	37.50%
Gilmore	3	0	NA
Granville	34	16	47.06%
Hamilton	11	3	27.27%
Ironwood	20	9	45.00%
Lackner	17	10	58.82%
McLennan	11	2	18.18%
McLennan North	11	4	36.36%
McNair	21	17	80.95%
Quilchena	29	8	27.59%
Riverdale	33	11	33.33%
Saunders	30	11	36.67%
Sea Island	2	0	NA
Seafair	44	20	45.45%
South Arm	21	11	52.38%
Steveston North	26	22	84.62%
Steveston South	13	13	100.00%
Steveston Village	9	9	100.00%
Terra Nova	25	6	24.00%
West Cambie	22	10	45.45%
Westwind	6	5	83.33%
Woodwards	27	13	48.15%
<b>TOTAL</b>	<b>544</b>	<b>247</b>	<b>45.40%</b>

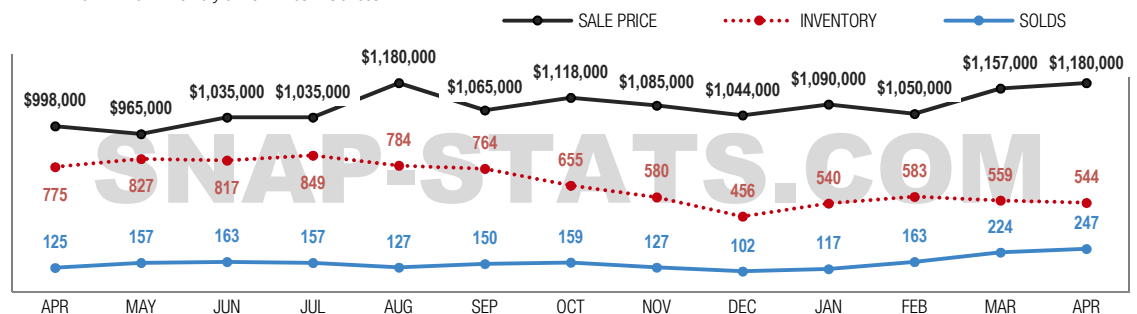
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **RICHMOND DETACHED**: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$700,000 to \$900,000 with average 96% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$2.5 mil to \$2.75 mil, Bridgeport and minimum 7 bedroom properties
- Sellers Best Bet\*: Selling homes in East Cambie, McNair, Steveston North/South, Steveston Village 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	304	64	21.05%
300,001 – 400,000	245	64	26.12%
400,001 – 500,000	229	73	31.88%
500,001 – 600,000	194	67	34.54%
600,001 – 700,000	104	27	25.96%
700,001 – 800,000	28	17	60.71%
800,001 – 900,000	26	7	26.92%
900,001 – 1,000,000	21	6	28.57%
1,000,001 – 1,250,000	12	0	NA
1,250,001 – 1,500,000	6	2	33.33%
1,500,001 – 1,750,000	4	0	NA
1,750,001 – 2,000,000	5	0	NA
2,000,001 – 2,250,000	1	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	1	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>1185</b>	<b>327</b>	<b>27.59%</b>

0 to 1 Bedroom	295	61	20.68%
2 Bedrooms	579	127	21.93%
3 Bedrooms	264	109	41.29%
4 Bedrooms & Greater	47	30	63.83%
<b>TOTAL</b>	<b>1185</b>	<b>327</b>	<b>27.59%</b>

SnapStats® Median Data	March	April	Variance
Inventory	1179	1185	0.51%
Solds	314	327	4.14%
Sale Price	\$410,000	\$440,000	7.32%
Sale Price SQFT	\$391	\$399	2.05%
Sale to List Price Ratio	96%	97%	1.04%
Days on Market	31	27	-12.90%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Boyd Park	20	6	30.00%
Bridgeport	49	6	12.24%
Brighthouse	437	78	17.85%
Brighthouse South	190	44	23.16%
Broadmoor	5	4	80.00%
East Cambie	13	6	46.15%
East Richmond	7	0	NA
Garden City	14	6	42.86%
Gilmore	0	0	NA
Granville	24	10	41.67%
Hamilton	7	7	100.00%
Ironwood	17	5	29.41%
Lackner	6	3	50.00%
McLennan	0	0	NA
McLennan North	118	36	30.51%
McNair	2	0	NA
Quilchena	2	1	50.00%
Riverdale	35	8	22.86%
Saunders	13	8	61.54%
Sea Island	2	0	NA
Seafair	3	1	33.33%
South Arm	20	4	20.00%
Steveston North	14	7	50.00%
Steveston South	50	22	44.00%
Steveston Village	6	2	33.33%
Terra Nova	14	14	100.00%
West Cambie	105	37	35.24%
Westwind	1	1	100.00%
Woodwards	11	11	100.00%
<b>TOTAL</b>	<b>1185</b>	<b>327</b>	<b>27.59%</b>

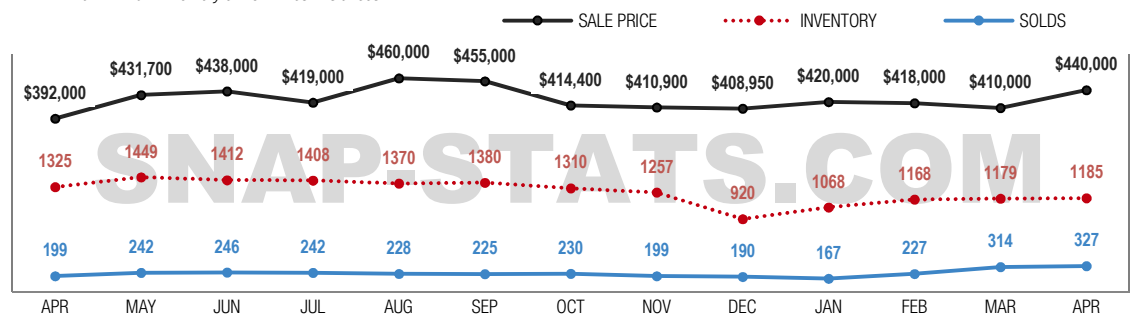
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **RICHMOND ATTACHED**: Sellers market at 28% Sales Ratio average (2.8 in 10 homes selling)
- Homes are selling on average 3% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 61% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$0 to \$300,000, Bridgeport, Brighthouse and up to 2 bedroom properties
- Sellers Best Bet\*: Selling homes in Terra Nova, Woodward and minimum 4 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	1	1	100.00%
600,001 – 700,000	4	4	100.00%
700,001 – 800,000	12	9	75.00%
800,001 – 900,000	14	14	100.00%
900,001 – 1,000,000	11	8	72.73%
1,000,001 – 1,250,000	13	11	84.62%
1,250,001 – 1,500,000	8	0	NA
1,500,001 – 1,750,000	1	1	100.00%
1,750,001 – 2,000,000	4	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	4	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	1	0	NA
3,000,001 – 3,500,000	2	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>81</b>	<b>48</b>	<b>59.26%</b>

2 Bedrooms & Less	2	2	100.00%
3 to 4 Bedrooms	56	38	67.86%
5 to 6 Bedrooms	22	8	36.36%
7 Bedrooms & More	1	0	NA
<b>TOTAL</b>	<b>81</b>	<b>48</b>	<b>59.26%</b>

SnapStats® Median Data	March	April	Variance
Inventory	80	81	1.25%
Solds	39	48	23.08%
Sale Price	\$880,000	\$868,500	-1.31%
Sale Price SQFT	\$380	\$370	-2.63%
Sale to List Price Ratio	99%	102%	3.03%
Days on Market	14	13	-7.14%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	5	4	80.00%
Boundary Beach	10	4	40.00%
Cliff Drive	10	6	60.00%
English Bluff	14	3	21.43%
Pebble Hill	19	13	68.42%
Tsawwassen Central	12	12	100.00%
Tsawwassen East	11	6	54.55%
<b>TOTAL</b>	<b>81</b>	<b>48</b>	<b>59.26%</b>

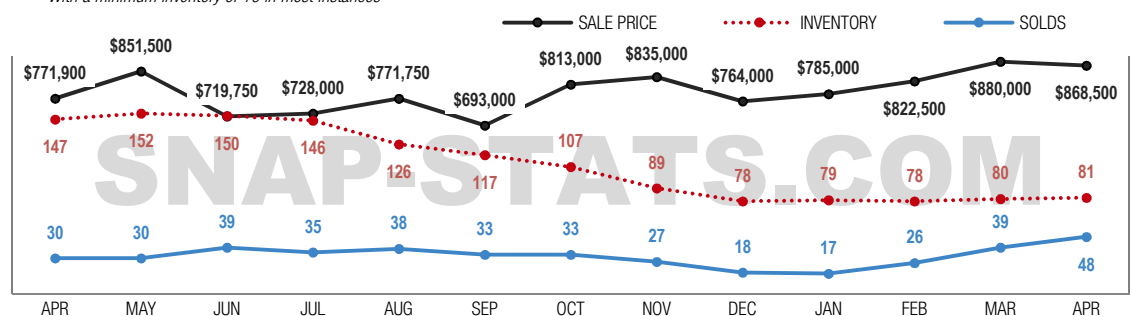
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **TSAWWASSEN DETACHED**: Sellers market at 59% Sales Ratio average (5.9 in 10 homes selling)
- Homes are selling on average 2% above list price
- Most Active Price Band\*: \$800,000 to \$900,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$900,000 to \$1 mil, English Bluff and 5 to 6 bedroom properties
- Sellers Best Bet\*: Selling homes in Tsawwassen Central 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	1	11.11%
300,001 – 400,000	12	7	58.33%
400,001 – 500,000	7	2	28.57%
500,001 – 600,000	7	4	57.14%
600,001 – 700,000	2	0	NA
700,001 – 800,000	4	1	25.00%
800,001 – 900,000	4	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	6	1	16.67%
1,250,001 – 1,500,000	1	0	NA
1,500,001 – 1,750,000	0	0	NA
1,750,001 – 2,000,000	0	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	0	0	NA
2,750,001 – 3,000,000	0	0	NA
3,000,001 – 3,500,000	0	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	0	0	NA
<b>TOTAL</b>	<b>53</b>	<b>16</b>	<b>30.19%</b>

0 to 1 Bedroom	5	0	NA
2 Bedrooms	39	14	35.90%
3 Bedrooms	9	2	22.22%
4 Bedrooms & Greater	0	0	NA
<b>TOTAL</b>	<b>53</b>	<b>16</b>	<b>30.19%</b>

SnapStats® Median Data	March	April	Variance
Inventory	50	53	6.00%
Solds	22	16	-27.27%
Sale Price	\$378,500	\$410,000	8.32%
Sale Price SQFT	\$359	\$316	-11.98%
Sale to List Price Ratio	97%	98%	1.03%
Days on Market	19	30	57.89%

### Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Beach Grove	13	6	46.15%
Boundary Beach	1	1	100.00%
Cliff Drive	22	5	22.73%
English Bluff	2	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	12	2	16.67%
Tsawwassen East	3	2	66.67%
<b>TOTAL</b>	<b>53</b>	<b>16</b>	<b>30.19%</b>

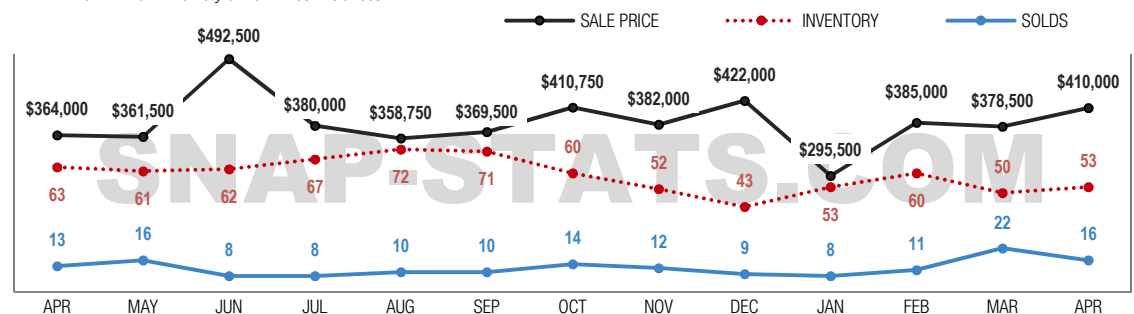
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

### Market Summary

- Official Market Type **TSAWWASSEN ATTACHED**: Sellers market at 30% Sales Ratio average (3 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: \$300,000 to \$400,000 with average 58% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Homes between \$0 to \$300,000, Cliff Drive and 3 bedroom properties
- Sellers Best Bet\*: Homes in Beach Grove and 2 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	2	2	100.00%
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	2	2	100.00%
600,001 – 700,000	5	5	100.00%
700,001 – 800,000	10	10	100.00%
800,001 – 900,000	5	5	100.00%
900,001 – 1,000,000	4	4	100.00%
1,000,001 – 1,250,000	5	5	100.00%
1,250,001 – 1,500,000	1	0	NA
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	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>36</b>	<b>33</b>	<b>91.67%</b>

2 Bedrooms & Less	5	3	60.00%
3 to 4 Bedrooms	25	25	100.00%
5 to 6 Bedrooms	5	5	100.00%
7 Bedrooms & More	1	0	NA
<b>TOTAL</b>	<b>36</b>	<b>33</b>	<b>91.67%</b>

SnapStats® Median Data	March	April	Variance
Inventory	47	36	-23.40%
Solds	26	33	26.92%
Sale Price	\$722,500	\$775,000	7.27%
Sale Price SQFT	\$315	\$336	6.67%
Sale to List Price Ratio	100%	99%	-1.00%
Days on Market	8	10	25.00%

## Community STATS HOUSES (DETACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	2	2	100.00%
East Delta	2	0	NA
Hawthorne	8	8	100.00%
Holly	6	6	100.00%
Ladner Elementary	6	6	100.00%
Ladner Rural	1	0	NA
Neilsen Grove	8	8	100.00%
Port Guichon	1	1	100.00%
Westham Island	2	2	100.00%
<b>TOTAL</b>	<b>36</b>	<b>33</b>	<b>91.67%</b>

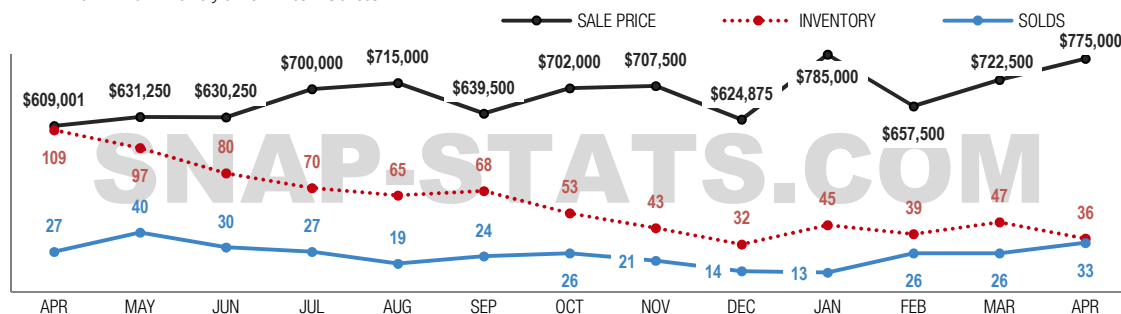
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **LADNER DETACHED**: Sellers market at 92% Sales Ratio average (9.2 in 10 homes selling)
- Homes are selling on average 1% below list price
- Most Active Price Band\*: \$700,000 to \$800,000 with average 100% Sales Ratio (Sellers market)
- Buyers Best Bet\*: Insufficient Data
- Sellers Best Bet\*: Selling homes in Hawthorne, Neilsen Grove and 3 to 4 bedroom properties

\* With a minimum inventory of 10 in most instances

## 13 Month Market Trend



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

SnapStats®	Inventory	Sales	Sales Ratio*
\$0 – 300,000	5	5	100.00%
300,001 – 400,000	6	6	100.00%
400,001 – 500,000	6	6	100.00%
500,001 – 600,000	3	2	66.67%
600,001 – 700,000	2	2	100.00%
700,001 – 800,000	1	1	100.00%
800,001 – 900,000	1	1	100.00%
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	0	NA
1,500,001 – 1,750,000	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>24</b>	<b>23</b>	<b>95.83%</b>

0 to 1 Bedroom	2	3	150.00%
2 Bedrooms	16	14	87.50%
3 Bedrooms	5	5	100.00%
4 Bedrooms & Greater	1	1	100.00%
<b>TOTAL</b>	<b>24</b>	<b>23</b>	<b>95.83%</b>

SnapStats® Median Data	March	April	Variance
Inventory	27	24	-11.11%
Solds	20	23	15.00%
Sale Price	\$436,000	\$420,000	-3.67%
Sale Price SQFT	\$319	\$363	13.79%
Sale to List Price Ratio	100%	98%	-2.00%
Days on Market	10	27	170.00%

## Community STATS CONDO & TH (ATTACHED)

SnapStats®	Inventory	Sales	Sales Ratio*
Delta Manor	9	9	100.00%
East Delta	1	1	100.00%
Hawthorne	4	4	100.00%
Holly	1	1	100.00%
Ladner Elementary	5	4	80.00%
Ladner Rural	0	0	NA
Neilsen Grove	4	4	100.00%
Port Guichon	0	0	NA
Westham Island	0	0	NA
<b>TOTAL</b>	<b>24</b>	<b>23</b>	<b>95.83%</b>

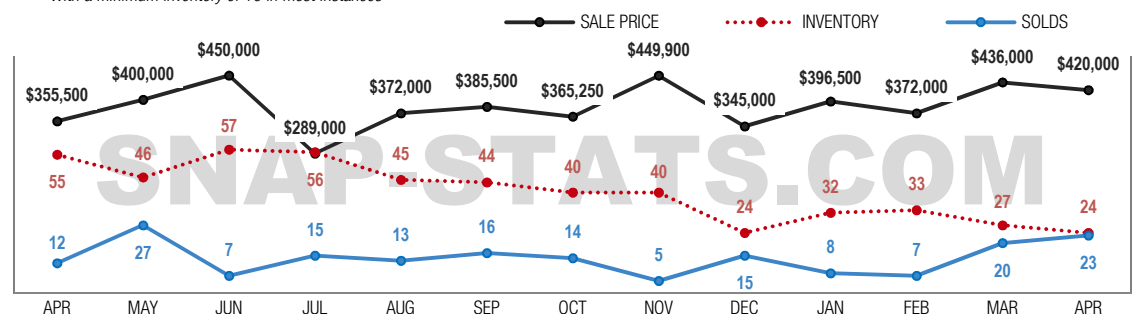
\*Sales Ratio: The percent of homes selling (Sales to Inventory Ratio)

## Market Summary

- Official Market Type **LADNER ATTACHED**: Sellers market at 96% Sales Ratio average (9.6 in 10 homes selling)
- Homes are selling on average 2% below list price
- Most Active Price Band\*: Insufficient Data\*
- Buyers Best Bet\*: Insufficient data\*
- Sellers Best Bet\*: Homes in Delta Manor and 2 bedroom properties

\* With a minimum inventory of 10 in most instances

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