SnapStats™

Metro Vancouver Edition

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

JULY 2012

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SnapStats™ VANCOUVER DOWNTOWN JULY 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	68	19	27.94%
300,001 – 400,000	203	43	21.18%
400,001 – 500,000	236	44	18.64%
500,001 – 600,000	209	18	8.61%
600,001 – 700,000	117	13	11.11%
700,001 – 800,000	76	5	6.58%
800,001 – 900,000	71	12	16.90%
900,001 – 1,000,000	53	6	11.32%
1,000,001 – 1,250,000	72	5	6.94%
1,250,001 – 1,500,000	55	5	9.09%
1,500,001 – 1,750,000	32	0	0.00%
1,750,001 – 2,000,000	31	2	6.45%
2,000,001 – 2,250,000	19	0	0.00%
2,250,001 – 2,500,000	4	1	25.00%
2,500,001 – 2,750,000	6	0	0.00%
2,750,001 – 3,000,000	12	0	0.00%
3,000,001 – 3,500,000	17	1	5.88%
3,500,001 – 4,000,000	11	0	0.00%
4,000,001 – 4,500,000	7	2	28.57%
4,500,001 – 5,000,000	8	0	0.00%
5,000,001 & Greater	27	0	0.00%
TOTAL	**1334**	**176**	**13.19%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	549	104	18.94%
2 Bedrooms	670	66	9.85%
3 Bedrooms	105	6	5.71%
4 Bedrooms & Greater	10	0	0.00%
TOTAL	**1334**	**176**	**13.19%**

SnapStats™	June	July	Variance
Inventory	1363	1334	-2.13%
Solds	203	176	-13.30%
Sale Price Average (Median)	$507,000	$467,000	-7.89%
Sale to List Price Ratio	96.6%	97.5%	0.93%
Days on Market	24	32	33.33%

Community Statistics *ATTACHED (Condo & TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Coal Harbour	195	19	9.74%
Downtown	546	62	11.36%
Westend	264	37	14.02%
Yaletown	329	58	17.63%
TOTAL	**1334**	**176**	**13.19%**

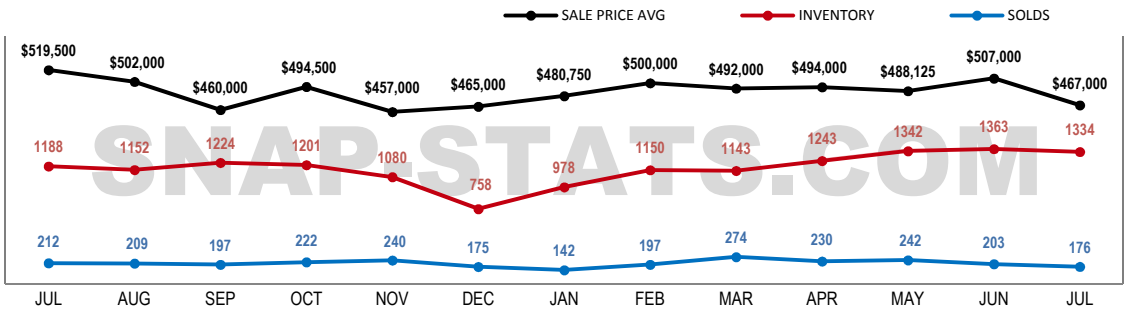
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Buyers market with a 13% Sales Ratio (1.3 in 10 homes selling)
- Buyers purchase 13% less homes impacting prices with a drop of 8% and inventory diminishes slightly (-2%)
- Most Active Price Band* +/- $1 mil: $0 to $300,000 (28% selling); $1.25 mil to $1.5 mil (9% selling ~ Buyers market)
- Buyers Best Bet* under $1 mil: Homes $700,000 to $800,000 (6 out of 100 homes selling) and Coal Harbour
- Sellers Best Bet*: Selling a home in Yaletown (1.8 in 10 homes selling)

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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SnapStats™ VANCOUVER WESTSIDE JULY 2012

Price Band Statistics *DETACHED (HOUSES)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	0	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	0	0	0.00%
500,001 – 600,000	0	0	0.00%
600,001 – 700,000	1	0	0.00%
700,001 – 800,000	0	0	0.00%
800,001 – 900,000	1	0	0.00%
900,001 – 1,000,000	2	1	50.00%
1,000,001 – 1,250,000	20	10	50.00%
1,250,001 – 1,500,000	61	9	14.75%
1,500,001 – 1,750,000	83	12	14.46%
1,750,001 – 2,000,000	100	8	8.00%
2,000,001 – 2,250,000	50	7	14.00%
2,250,001 – 2,500,000	97	8	8.25%
2,500,001 – 2,750,000	77	8	10.39%
2,750,001 – 3,000,000	98	1	1.02%
3,000,001 – 3,500,000	112	5	4.46%
3,500,001 – 4,000,000	107	5	4.67%
4,000,001 – 4,500,000	46	5	10.87%
4,500,001 – 5,000,000	31	0	0.00%
5,000,001 & Greater	88	3	3.41%
TOTAL	**974**	**82**	**8.42%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	19	2	10.53%
3 to 4 Bedrooms	317	33	10.41%
5 to 6 Bedrooms	501	45	8.98%
7 Bedrooms & More	137	2	1.46%
TOTAL	**974**	**82**	**8.42%**

SnapStats™	June	July	Variance
Inventory	989	974	-1.52%
Solds	101	82	-18.81%
Sale Price Average (Median)	$1,880,000	$2,070,000	10.11%
Sale to List Price Ratio	94.1%	96.4%	2.44%
Days on Market	24	31	29.17%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	79	5	6.33%
Cambie	70	6	8.57%
Dunbar	94	9	9.57%
Fairview	1	1	100.00%
Falsecreek	0	0	0.00%
Kerrisdale	62	5	8.06%
Kitsilano	52	9	17.31%
Mackenzie Heights	51	7	13.73%
Marpole	74	6	8.11%
Mount Pleasant	4	0	0.00%
Oakridge	30	3	10.00%
Point Grey	92	16	17.39%
Quilchena	33	2	6.06%
SW Marine	33	0	0.00%
Shaughnessy	91	4	4.40%
South Cambie	27	0	0.00%
South Granville	128	5	3.91%
Southlands	37	3	8.11%
University	16	1	6.25%
TOTAL	**974**	**82**	**8.42%**

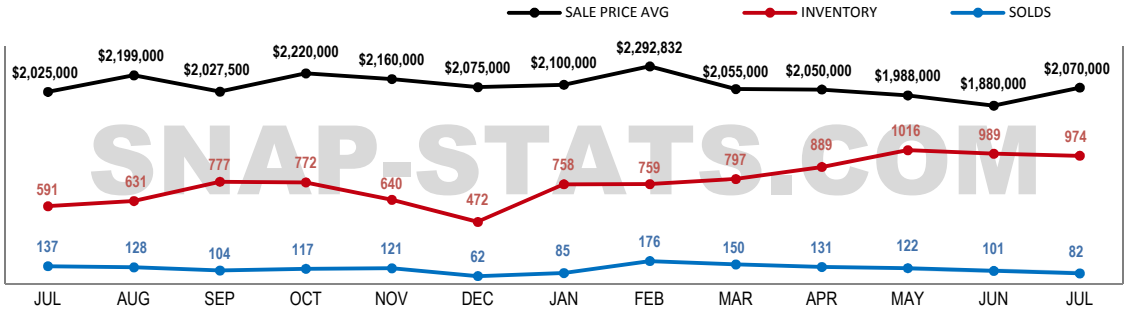
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Buyers market with average 8% Sales Ratio (8 in 100 selling)
- Despite sales falling 19% the Sellers average price increased 10% month over month. Inventory levels remain the same
- Most Active Price Band* +/-$2 mil: $1 mil to $1.25 mil (1 in 2 selling); $2 mil to $2.25 mil (1.4 in 10 selling)
- Buyers Best Bet*: Homes in Shaughnessy and South Granville between $1.75 to $2 mil and $2.75 to $3 mil (1 in 100 selling)
- Sellers Best Bet*: Homes to sell in Kitsilano and Point Grey

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ VANCOUVER WESTSIDE JULY 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	32	12	37.50%
300,001 – 400,000	154	32	20.78%
400,001 – 500,000	184	26	14.13%
500,001 – 600,000	163	22	13.50%
600,001 – 700,000	165	13	7.88%
700,001 – 800,000	100	10	10.00%
800,001 – 900,000	89	11	12.36%
900,001 – 1,000,000	68	6	8.82%
1,000,001 – 1,250,000	70	3	4.29%
1,250,001 – 1,500,000	64	4	6.25%
1,500,001 – 1,750,000	17	0	0.00%
1,750,001 – 2,000,000	14	1	7.14%
2,000,001 – 2,250,000	3	0	0.00%
2,250,001 – 2,500,000	3	1	33.33%
2,500,001 – 2,750,000	2	0	0.00%
2,750,001 – 3,000,000	2	0	0.00%
3,000,001 – 3,500,000	2	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	1	0	0.00%
TOTAL	**1133**	**141**	**12.44%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	352	58	16.48%
2 Bedrooms	602	65	10.80%
3 Bedrooms	154	15	9.74%
4 Bedrooms & Greater	25	3	12.00%
TOTAL	**1133**	**141**	**12.44%**

SnapStats™	June	July	Variance
Inventory	1127	1133	0.53%
Solds	169	141	-16.57%
Sale Price Average (Median)	$495,000	$515,000	4.04%
Sale to List Price Ratio	97.1%	99.2%	2.16%
Days on Market	33	32	-3.03%

Community Statistics *ATTACHED (Condo & TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	1	0	0.00%
Cambie	15	1	6.67%
Dunbar	22	0	0.00%
Fairview	221	32	14.48%
Falsecreek	124	9	7.26%
Kerrisdale	56	4	7.14%
Kitsilano	213	50	23.47%
Mackenzie Heights	2	1	50.00%
Marpole	34	4	11.76%
Mount Pleasant	18	5	27.78%
Oakridge	29	3	10.34%
Point Grey	22	5	22.73%
Quilchena	63	6	9.52%
SW Marine	7	1	14.29%
Shaughnessy	9	1	11.11%
South Cambie	18	3	16.67%
South Granville	14	1	7.14%
Southlands	3	0	0.00%
University	262	15	5.73%
TOTAL	**1133**	**141**	**12.44%**

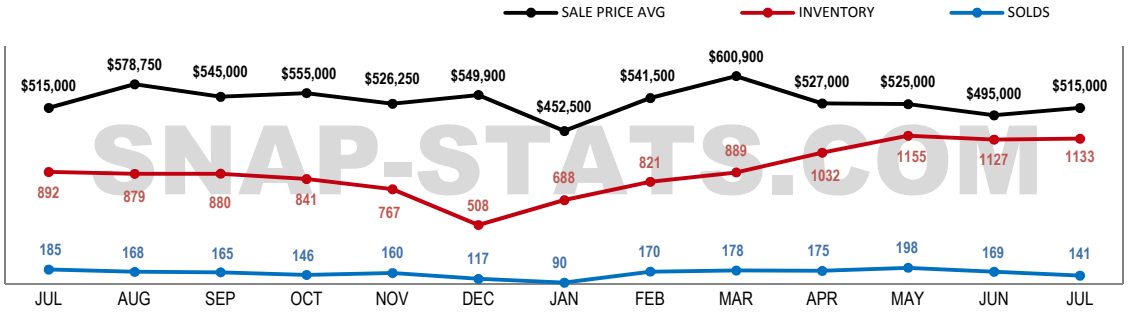
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Buyers market with a 12% Sales Ratio (1.2 in 10 homes selling)
- Inventory levels unchanged, prices increase 4% but Buyers purchase 16% less homes
- Most Active Price Band* +/- $1 mil: $0 to $300,000 (4 in 10 selling). Strong Buyers market above $1 million price point
- Buyers Best Bet:* Real estate between $600k to $700k and $1 mil to $1.25 mil in Cambie, South Granville & University
- Sellers Best Bet:* Real estate to sell in Kitsilano, Mount Pleasant and Point Grey

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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SnapStats™ VANCOUVER EASTSIDE JULY 2012

Price Band Statistics *DETACHED (HOUSES)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	1	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	2	0	0.00%
500,001 – 600,000	4	2	50.00%
600,001 – 700,000	40	10	25.00%
700,001 – 800,000	95	31	32.63%
800,001 – 900,000	148	29	19.59%
900,001 – 1,000,000	104	16	15.38%
1,000,001 – 1,250,000	130	18	13.85%
1,250,001 – 1,500,000	107	5	4.67%
1,500,001 – 1,750,000	33	0	0.00%
1,750,001 – 2,000,000	17	0	0.00%
2,000,001 – 2,250,000	9	0	0.00%
2,250,001 – 2,500,000	2	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	**692**	**111**	**16.04%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	33	8	24.24%
3 to 4 Bedrooms	184	52	28.26%
5 to 6 Bedrooms	341	45	13.20%
7 Bedrooms & More	134	6	4.48%
TOTAL	**692**	**111**	**16.04%**

SnapStats™	June	July	Variance
Inventory	657	692	5.33%
Solds	108	111	2.78%
Sale Price Average (Median)	$856,500	$855,000	-0.18%
Sale to List Price Ratio	98.1%	97.4%	-0.71%
Days on Market	13	17	30.77%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Champlain Heights	3	1	33.33%
Collingwood	84	9	10.71%
Downtown	0	0	0.00%
Fraser	39	12	30.77%
Fraserview	62	2	3.23%
Grandview	26	9	34.62%
Hastings	9	2	22.22%
Hastings East	25	3	12.00%
Killarney	92	5	5.43%
Knight	70	13	18.57%
Main	31	12	38.71%
Mt Pleasant	20	6	30.00%
Renfrew Heights	48	4	8.33%
Renfrew	75	16	21.33%
South Vancouver	77	10	12.99%
Victoria	31	7	22.58%
TOTAL	**692**	**111**	**16.04%**

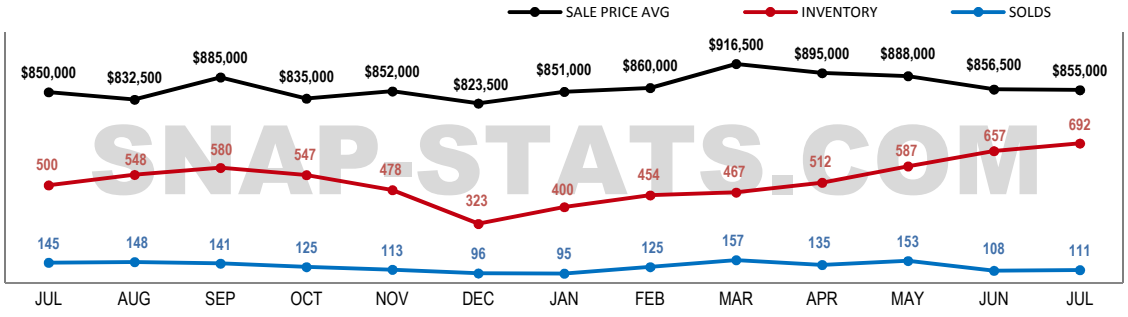
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Lower end Balanced market at 16% (1.6 in 10 homes selling)
- Sales are up (3%), inventory is up (5%) and prices remain the same. Market is slightly slower with 17 days on market (average)
- Most Active Price Band*: $700,000 to $800,000 with 33% Sales Ratio average (1 in 3 homes selling)
- Buyers Best Bet*: Real estate between $1.25 to $1.5 mil in Fraserview, Killarney and Renfrew Heights
- Sellers Best Bet*: Real estate in Fraser, Grandview, Main and Mt Pleasant

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ VANCOUVER EASTSIDE JULY 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	196	35	17.86%
300,001 – 400,000	181	39	21.55%
400,001 – 500,000	106	23	21.70%
500,001 – 600,000	42	14	33.33%
600,001 – 700,000	39	10	25.64%
700,001 – 800,000	17	3	17.65%
800,001 – 900,000	11	1	9.09%
900,001 – 1,000,000	4	0	0.00%
1,000,001 – 1,250,000	7	0	0.00%
1,250,001 – 1,500,000	3	0	0.00%
1,500,001 – 1,750,000	2	0	0.00%
1,750,001 – 2,000,000	4	0	0.00%
2,000,001 – 2,250,000	0	0	0.00%
2,250,001 – 2,500,000	0	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	**612**	**125**	**20.42%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	314	59	18.79%
2 Bedrooms	219	53	24.20%
3 Bedrooms	67	11	16.42%
4 Bedrooms & Greater	12	2	16.67%
TOTAL	**612**	**125**	**20.42%**

SnapStats™	June	July	Variance
Inventory	657	612	-6.85%
Solds	161	125	-22.36%
Sale Price Average (Median)	$378,000	$355,000	-6.08%
Sale to List Price Ratio	97.2%	96.2%	-1.03%
Days on Market	17	30	76.47%

Community Statistics *ATTACHED (Condo & TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Champlain Heights	21	7	33.33%
Collingwood	121	27	22.31%
Downtown	24	4	16.67%
Fraser	29	7	24.14%
Fraserview	40	14	35.00%
Grandview	30	11	36.67%
Hastings	45	10	22.22%
Hastings East	14	0	0.00%
Killarney	24	0	0.00%
Knight	14	4	28.57%
Main	16	4	25.00%
Mt Pleasant	164	28	17.07%
Renfrew Heights	1	1	100.00%
Renfrew	30	4	13.33%
South Vancouver	1	1	100.00%
Victoria	38	3	7.89%
TOTAL	**612**	**125**	**20.42%**

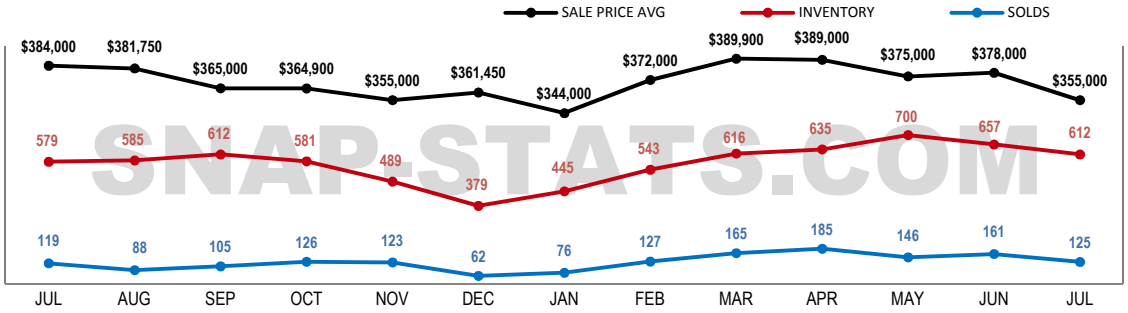
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Eastside Attached: A Balanced market with a 20% Sales Ratio average (21% plus is a Sellers market)
- Numbers down across the board. Buyers took twice as long to purchase 22% less homes driving prices south (-6%)
- Most Active Price Band*: $500,000 to $600,000 with an average Sales Ratio of 33% (1 in 3 homes selling)
- Buyers Best Bet*: Real estate between $800,000 to $900,000 in Downtown and Victoria
- Sellers Best Bet*: Real estate to sell in Champlain Heights, Fraserview, and Grandview

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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SnapStats™ NORTH VANCOUVER JULY 2012

Price Band Statistics *DETACHED (HOUSES)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	1	1	100.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	2	0	0.00%
500,001 – 600,000	6	0	0.00%
600,001 – 700,000	8	1	12.50%
700,001 – 800,000	30	11	36.67%
800,001 – 900,000	62	8	12.90%
900,001 – 1,000,000	38	9	23.68%
1,000,001 – 1,250,000	70	16	22.86%
1,250,001 – 1,500,000	62	7	11.29%
1,500,001 – 1,750,000	30	2	6.67%
1,750,001 – 2,000,000	24	2	8.33%
2,000,001 – 2,250,000	15	0	0.00%
2,250,001 – 2,500,000	13	0	0.00%
2,500,001 – 2,750,000	4	1	25.00%
2,750,001 – 3,000,000	6	1	16.67%
3,000,001 – 3,500,000	1	0	0.00%
3,500,001 – 4,000,000	1	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	1	1	100.00%
5,000,001 & Greater	5	0	0.00%
TOTAL	**379**	**60**	**15.83%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	18	4	22.22%
3 to 4 Bedrooms	202	36	17.82%
5 to 6 Bedrooms	141	20	14.18%
7 Bedrooms & More	18	0	0.00%
TOTAL	**379**	**60**	**15.83%**

SnapStats™	June	July	Variance
Inventory	409	379	-7.33%
Solds	73	60	-17.81%
Sale Price Average (Median)	$975,000	$1,017,500	4.36%
Sale to List Price Ratio	98.6%	95.0%	-3.65%
Days on Market	14	27	92.86%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Blueridge	10	3	30.00%
Boulevard	15	2	13.33%
Braemer	5	0	0.00%
Calverhall	9	2	22.22%
Canyon Heights	50	3	6.00%
Capilano Highlands	16	3	18.75%
Capilano	5	1	20.00%
Central Lonsdale	29	3	10.34%
Deep Cove	30	5	16.67%
Delbrook	5	0	0.00%
Dollarton	12	2	16.67%
Forest Hills	8	1	12.50%
Grouse Woods	5	0	0.00%
Hamilton	11	0	0.00%
Hamilton Heights	1	0	0.00%
Indian Arm	7	1	14.29%
Indian River	4	1	25.00%
Lower Lonsdale	6	1	16.67%
Lynn Valley	34	7	20.59%
Lynnmour	6	0	0.00%
Norgate	1	1	100.00%
Northlands	5	1	20.00%
Pemberton Heights	5	3	60.00%
Pemberton	8	0	0.00%
Princess Park	4	1	25.00%
Queensbury	2	2	100.00%
Roche Point	2	2	100.00%
Seymour	10	2	20.00%
Tempe	2	0	0.00%
Upper Delbrook	15	1	6.67%
Upper Lonsdale	37	7	18.92%
Westlynn	12	2	16.67%
Westlynn Terrace	2	2	100.00%
Windsor Park	3	1	33.33%
Woodlands-Sunshine Cascade	3	0	0.00%
TOTAL	**379**	**60**	**15.83%**

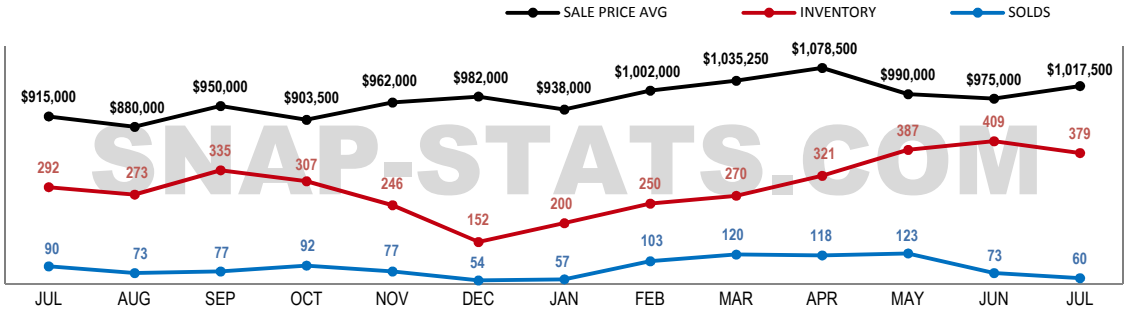
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: A Balanced market at 16% Sales Ratio (1.6 in 10 homes sell)
- Sales drop another 18% and Buyers taking twice as long to put pen to paper. Average price increases to 4%
- Most Active Price Band*: $700,000 to $800,000 with an average 37% Sales Ratio (4 in 10 homes selling)
- Buyers Best Bet*: Real estate between $1.5 and $1.75 mil in Canyon Heights and Upper Delbrook
- Sellers Best Bet*: Selling homes in Blueridge, Lynn Valley and Seymour

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ NORTH VANCOUVER JULY 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	91	14	15.38%
300,001 – 400,000	153	23	15.03%
400,001 – 500,000	103	14	13.59%
500,001 – 600,000	88	15	17.05%
600,001 – 700,000	56	8	14.29%
700,001 – 800,000	36	4	11.11%
800,001 – 900,000	17	1	5.88%
900,001 – 1,000,000	16	0	0.00%
1,000,001 – 1,250,000	5	0	0.00%
1,250,001 – 1,500,000	2	1	50.00%
1,500,001 – 1,750,000	2	0	0.00%
1,750,001 – 2,000,000	2	0	0.00%
2,000,001 – 2,250,000	0	0	0.00%
2,250,001 – 2,500,000	2	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	**573**	**80**	**13.96%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	204	25	12.25%
2 Bedrooms	278	36	12.95%
3 Bedrooms	73	15	20.55%
4 Bedrooms & Greater	18	4	22.22%
TOTAL	**573**	**80**	**13.96%**

SnapStats™	June	July	Variance
Inventory	608	573	-5.76%
Solds	87	80	-8.05%
Sale Price Average (Median)	$413,000	$419,950	1.68%
Sale to List Price Ratio	98.6%	97.9%	-0.71%
Days on Market	30	27	-10.00%

Community Statistics *ATTACHED (Condo & TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Blueridge	2	0	0.00%
Boulevard	0	0	0.00%
Braemer	0	0	0.00%
Calverhall	0	0	0.00%
Canyon Heights	0	0	0.00%
Capilano Highlands	4	2	50.00%
Capilano	4	1	25.00%
Central Lonsdale	134	18	13.43%
Deep Cove	9	0	0.00%
Delbrook	4	0	0.00%
Dollarton	0	0	0.00%
Forest Hills	0	0	0.00%
Grouse Woods	0	0	0.00%
Hamilton	25	1	4.00%
Hamilton Heights	0	0	0.00%
Indian Arm	0	0	0.00%
Indian River	8	0	0.00%
Lower Lonsdale	184	25	13.59%
Lynn Valley	31	6	19.35%
Lynnmour	19	7	36.84%
Norgate	21	0	0.00%
Northlands	13	3	23.08%
Pemberton Heights	5	0	0.00%
Pemberton	34	2	5.88%
Princess Park	0	0	0.00%
Queensbury	0	0	0.00%
Roche Point	50	8	16.00%
Seymour	11	1	9.09%
Tempe	0	0	0.00%
Upper Delbrook	1	1	100.00%
Upper Lonsdale	12	3	25.00%
Westlynn	2	2	100.00%
Westlynn Terrace	0	0	0.00%
Windsor Park	0	0	0.00%
Woodlands-Sunshine Cascade	0	0	0.00%
TOTAL	**573**	**80**	**13.96%**

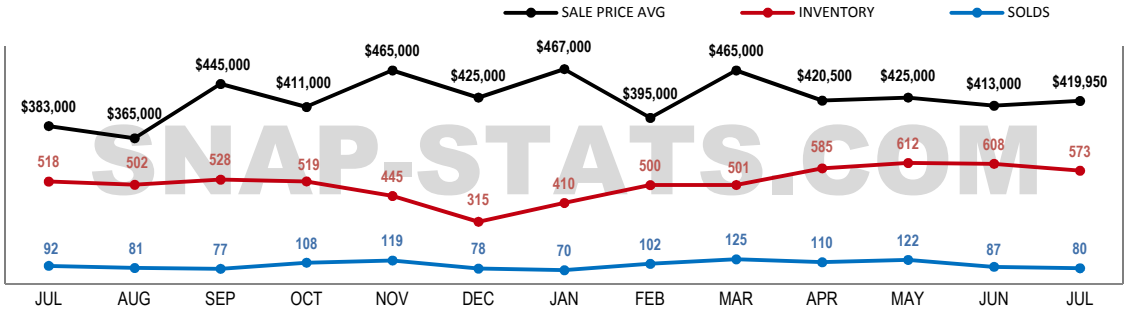
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Van Attached: Buyers market with a 14% average Sales Ratio (1.4 in 10 homes selling)
- Prices hold steady with a 5% smaller inventory pool and 8% fewer sales. Market tempo is much the same at 27 days on market
- Most Active Price Band*: $500,000 to $600,000 with a 17% Sales Ratio (1.7 in 10 homes selling)
- Buyers Best Bet*: Real estate between $800,000 to $900,000 in Hamilton, Pemberton and Seymour
- Sellers Best Bet*: Selling homes in Lynnmour, Northlands and Upper Lonsdale

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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SnapStats™ WEST VANCOUVER JULY 2012

Price Band Statistics *DETACHED (HOUSES)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	0	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	0	0	0.00%
500,001 – 600,000	0	0	0.00%
600,001 – 700,000	2	1	50.00%
700,001 – 800,000	4	0	0.00%
800,001 – 900,000	5	1	20.00%
900,001 – 1,000,000	15	2	13.33%
1,000,001 – 1,250,000	21	2	9.52%
1,250,001 – 1,500,000	52	7	13.46%
1,500,001 – 1,750,000	33	8	24.24%
1,750,001 – 2,000,000	58	2	3.45%
2,000,001 – 2,250,000	23	3	13.04%
2,250,001 – 2,500,000	35	2	5.71%
2,500,001 – 2,750,000	25	3	12.00%
2,750,001 – 3,000,000	43	3	6.98%
3,000,001 – 3,500,000	45	3	6.67%
3,500,001 – 4,000,000	25	5	20.00%
4,000,001 – 4,500,000	23	1	4.35%
4,500,001 – 5,000,000	25	1	4.00%
5,000,001 & Greater	65	2	3.08%
TOTAL	**499**	**46**	**9.22%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	20	5	25.00%
3 to 4 Bedrooms	270	21	7.78%
5 to 6 Bedrooms	191	20	10.47%
7 Bedrooms & More	18	0	0.00%
TOTAL	**499**	**46**	**9.22%**

SnapStats™	June	July	Variance
Inventory	507	499	-1.58%
Solds	46	46	0.00%
Sale Price Average (Median)	$1,865,000	$1,977,500	6.03%
Sale to List Price Ratio	90.2%	98.9%	9.65%
Days on Market	28	41	46.43%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Altamont	19	1	5.26%
Ambleside	55	5	9.09%
Bayridge	8	2	25.00%
British Properties	80	9	11.25%
Canterbury	11	0	0.00%
Caulfield	35	1	2.86%
Cedardale	12	1	8.33%
Chartwell	18	4	22.22%
Chelsea Park	5	1	20.00%
Cypress	8	1	12.50%
Cypress Park Estates	8	1	12.50%
Deer Ridge	0	0	0.00%
Dundarave	28	4	14.29%
Eagle Harbour	20	1	5.00%
Eagleridge	6	1	16.67%
Furry Creek	14	1	7.14%
Gleneagles	15	2	13.33%
Glenmore	11	1	9.09%
Horseshoe Bay	6	0	0.00%
Howe Sound	13	0	0.00%
Lions Bay	23	2	8.70%
Old Caulfield	9	0	0.00%
Panorama Village	0	0	0.00%
Park Royal	2	0	0.00%
Porteau Cove	0	0	0.00%
Queens	17	2	11.76%
Rockridge	4	1	25.00%
Sandy Cove	3	0	0.00%
Sentinel Hill	10	0	0.00%
Upper Caulfield	9	0	0.00%
West Bay	13	1	7.69%
Westhill	8	0	0.00%
Westmount	11	4	36.36%
Whitby Estates	11	0	0.00%
Whytecliff	7	0	0.00%
TOTAL	**499**	**46**	**9.22%**

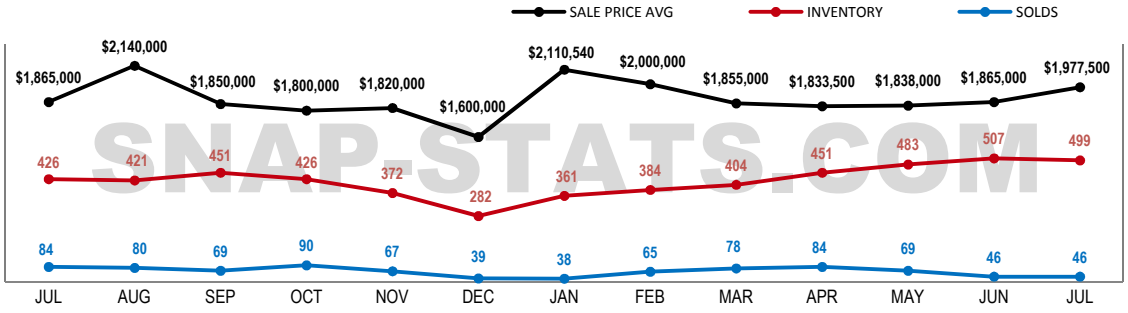
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Buyers market with 9% Sales Ratio average (1 in 10 selling)
- Sales and inventory levels unchanged but Sellers gained 6% on average price and 10% gain on List to Sale Price ratio
- Most Active Price Band*: $1.5 mil to $1.75 mil with 24% average Sales Ratio (1 in 4 homes selling)
- Buyers Best Bet*: Homes $1.75 to $2 mil & $5 mil plus and real estate in Altamont, Caulfield and Eagle Harbour
- Sellers Best Bet*: Selling homes in Chartwell and Westmount

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ WEST VANCOUVER JULY 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	5	0	0.00%
300,001 – 400,000	5	2	40.00%
400,001 – 500,000	12	3	25.00%
500,001 – 600,000	17	1	5.88%
600,001 – 700,000	9	6	66.67%
700,001 – 800,000	18	1	5.56%
800,001 – 900,000	14	3	21.43%
900,001 – 1,000,000	9	0	0.00%
1,000,001 – 1,250,000	8	0	0.00%
1,250,001 – 1,500,000	18	1	5.56%
1,500,001 – 1,750,000	13	1	7.69%
1,750,001 – 2,000,000	5	0	0.00%
2,000,001 – 2,250,000	1	0	0.00%
2,250,001 – 2,500,000	5	0	0.00%
2,500,001 – 2,750,000	1	1	100.00%
2,750,001 – 3,000,000	0	0	0.00%
3,000,001 – 3,500,000	5	0	0.00%
3,500,001 – 4,000,000	1	0	0.00%
4,000,001 – 4,500,000	1	0	0.00%
4,500,001 – 5,000,000	3	0	0.00%
5,000,001 & Greater	1	0	0.00%
TOTAL	**151**	**19**	**12.58%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	22	5	22.73%
2 Bedrooms	96	14	14.58%
3 Bedrooms	30	0	0.00%
4 Bedrooms & Greater	3	0	0.00%
TOTAL	**151**	**19**	**12.58%**

SnapStats™	June	July	Variance
Inventory	148	151	2.03%
Solds	15	19	26.67%
Sale Price Average (Median)	$740,000	$650,000	-12.16%
Sale to List Price Ratio	95.1%	95.7%	0.63%
Days on Market	63	37	-41.27%

Community Statistics *ATTACHED (Condo &TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Altamont	0	0	0.00%
Ambleside	42	7	16.67%
Bayridge	0	0	0.00%
British Properties	0	0	0.00%
Canterbury	0	0	0.00%
Caulfield	0	0	0.00%
Cedardale	5	0	0.00%
Chartwell	0	0	0.00%
Chelsea Park	1	0	0.00%
Cypress	0	0	0.00%
Cypress Park Estates	6	0	0.00%
Deer Ridge	5	0	0.00%
Dundarave	20	6	30.00%
Eagle Harbour	0	0	0.00%
Eagleridge	0	0	0.00%
Furry Creek	9	0	0.00%
Gleneagles	0	0	0.00%
Glenmore	2	0	0.00%
Horseshoe Bay	3	0	0.00%
Howe Sound	5	0	0.00%
Lions Bay	1	0	0.00%
Old Caulfield	0	0	0.00%
Panorama Village	11	2	18.18%
Park Royal	18	3	16.67%
Porteau Cove	0	0	0.00%
Queens	0	0	0.00%
Rockridge	0	0	0.00%
Sandy Cove	0	0	0.00%
Sentinel Hill	6	0	0.00%
Upper Caulfield	0	0	0.00%
West Bay	0	0	0.00%
Westhill	0	0	0.00%
Westmount	0	0	0.00%
Whitby Estates	17	1	5.88%
Whytecliff	0	0	0.00%
TOTAL	**151**	**19**	**12.58%**

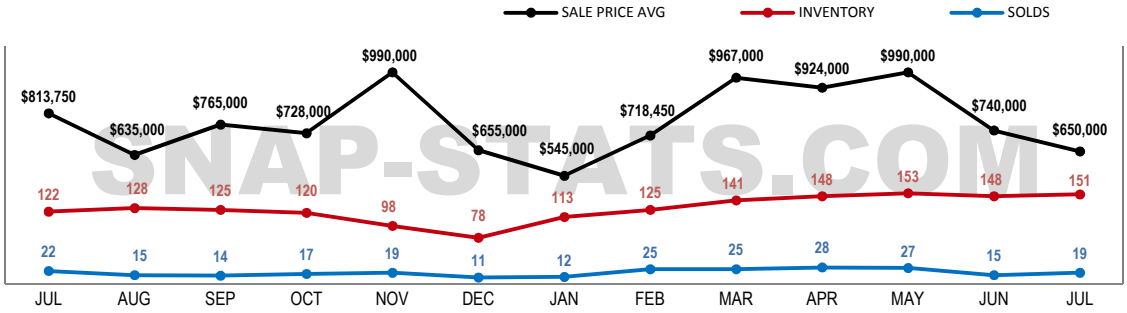
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type West Vancouver Attached: Buyers market at 12% average Sales Ratio (1.2 in 10 homes selling)
- Sales increase 27% with inventory levels virtually unchanged. Buyers picked up their pace in July (37 days on market)
- Most Active Price Band*: $600,000 to $700,000 with an average Sales Ratio of 67% (2 in 3 homes selling)
- Buyers Best Bet*: Homes between $700,000 to $800,000 & $1.25 to $1.5 mil as well as Ambleside and Park Royal
- Sellers Best Bet*: Properties to sell in Dundarave with a 30% Sales Ratio (3 in 10 homes selling)

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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SnapStats™ RICHMOND JULY 2012

Price Band Statistics *DETACHED (HOUSES)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	5	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	2	0	0.00%
500,001 – 600,000	4	1	25.00%
600,001 – 700,000	28	3	10.71%
700,001 – 800,000	91	10	10.99%
800,001 – 900,000	133	7	5.26%
900,001 – 1,000,000	149	7	4.70%
1,000,001 – 1,250,000	175	15	8.57%
1,250,001 – 1,500,000	169	8	4.73%
1,500,001 – 1,750,000	109	2	1.83%
1,750,001 – 2,000,000	100	2	2.00%
2,000,001 – 2,250,000	39	2	5.13%
2,250,001 – 2,500,000	39	0	0.00%
2,500,001 – 2,750,000	20	1	5.00%
2,750,001 – 3,000,000	15	0	0.00%
3,000,001 – 3,500,000	6	0	0.00%
3,500,001 – 4,000,000	6	0	0.00%
4,000,001 – 4,500,000	2	0	0.00%
4,500,001 – 5,000,000	1	0	0.00%
5,000,001 & Greater	1	0	0.00%
TOTAL	**1094**	**58**	**5.30%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	26	1	3.85%
3 to 4 Bedrooms	481	31	6.44%
5 to 6 Bedrooms	542	25	4.61%
7 Bedrooms & More	45	1	2.22%
TOTAL	**1094**	**58**	**5.30%**

SnapStats™	June	July	Variance
Inventory	1059	1094	3.31%
Solds	78	58	-25.64%
Sale Price Average (Median)	$907,500	$1,027,500	13.22%
Sale to List Price Ratio	95.7%	92.1%	-3.76%
Days on Market	41	55	34.15%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Boyd Park	23	1	4.35%
Bridgeport	13	1	7.69%
Brighouse	3	1	33.33%
Brighouse South	3	0	0.00%
Broadmoor	92	4	4.35%
East Cambie	48	1	2.08%
East Richmond	10	0	0.00%
Garden City	56	1	1.79%
Gilmore	3	0	0.00%
Granville	81	6	7.41%
Hamilton	34	2	5.88%
Ironwood	36	1	2.78%
Lackner	48	4	8.33%
McLennan	16	0	0.00%
McLennan North	12	1	8.33%
McNair	35	2	5.71%
Quilchena	52	4	7.69%
Riverdale	72	3	4.17%
Saunders	46	5	10.87%
Sea Island	3	0	0.00%
Seafair	94	3	3.19%
South Arm	26	1	3.85%
Steveston North	62	1	1.61%
Steveston South	27	5	18.52%
Steveston Village	19	2	10.53%
Terra Nova	39	1	2.56%
West Cambie	50	2	4.00%
Westwind	24	1	4.17%
Woodwards	67	5	7.46%
TOTAL	**1094**	**58**	**5.30%**

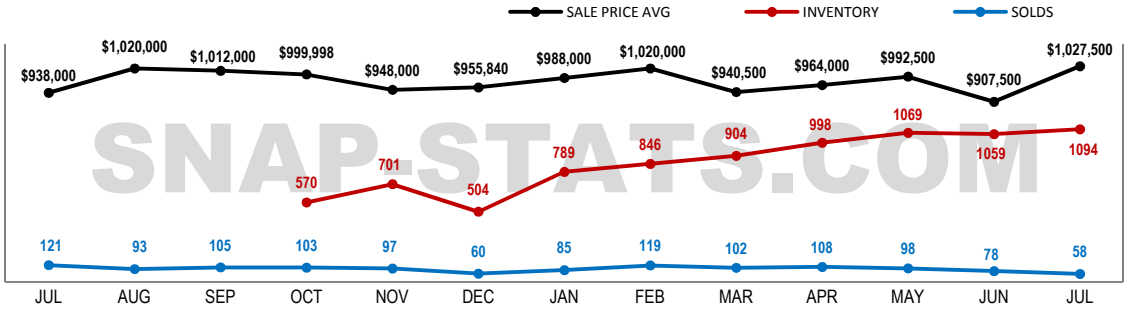
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Richmond Detached: A Buyers market with a 5% Sales Ratio average (5 in 100 homes sell)
- Inventory levels are up 3% and sales slip -26% but Sellers gain 13% on average Sale Price
- Most Active Price Band*: $700,000 to $800,000 with 11% Sales Ratio (1 in 10 selling)
- Buyers Best Bet*: Homes $1.75 to $2 mil in East Cambie, Garden City and Steveston North
- Sellers Best Bet*: Selling homes in Steveston South and Steveston Village

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ RICHMOND — JULY 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JULY STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	352	47	13.35%
300,001 – 400,000	321	40	12.46%
400,001 – 500,000	342	32	9.36%
500,001 – 600,000	231	18	7.79%
600,001 – 700,000	123	16	13.01%
700,001 – 800,000	50	1	2.00%
800,001 – 900,000	13	1	7.69%
900,001 – 1,000,000	7	0	0.00%
1,000,000 --1,250,000	7	0	0.00%
1,250,001 – 1,500,000	3	0	0.00%
1,500,001 – 1,750,000	0	0	0.00%
1,750,001 – 2,000,000	0	0	0.00%
2,000,001 – 2,250,000	0	0	0.00%
2,250,001 – 2,500,000	0	0	0.00%
2,500,001 – 2,750,000	0	0	0.00%
2,750,001 – 3,000,000	1	0	0.00%
3,000,001 – 3,500,000	0	0	0.00%
3,500,001 – 4,000,000	0	0	0.00%
4,000,001 – 4,500,000	0	0	0.00%
4,500,001 – 5,000,000	0	0	0.00%
5,000,001 & Greater	0	0	0.00%
TOTAL	**1450**	**155**	**10.69%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	326	39	11.96%
2 Bedrooms	639	65	10.17%
3 Bedrooms	403	37	9.18%
4 Bedrooms & Greater	82	14	17.07%
TOTAL	**1450**	**155**	**10.69%**

SnapStats™	June	July	Variance
Inventory	1459	1450	-0.62%
Solds	172	155	-9.88%
Sale Price Average (Median)	$399,700	$378,000	-5.43%
Sale to List Price Ratio	96.1%	97.2%	1.14%
Days on Market	41	47	14.63%

Community Statistics *ATTACHED (Condo &TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Boyd Park	37	4	10.81%
Bridgeport	2	0	0.00%
Brighouse	462	50	10.82%
Brighouse South	251	26	10.36%
Broadmoor	16	3	18.75%
East Cambie	19	7	36.84%
East Richmond	16	1	6.25%
Garden City	13	3	23.08%
Gilmore	0	0	0.00%
Granville	22	5	22.73%
Hamilton	16	1	6.25%
Ironwood	29	6	20.69%
Lackner	3	0	0.00%
McLennan	1	0	0.00%
McLennan North	189	12	6.35%
McNair	7	0	0.00%
Quilchena	4	0	0.00%
Riverdale	50	3	6.00%
Saunders	18	6	33.33%
Sea Island	0	0	0.00%
Seafair	6	2	33.33%
South Arm	39	1	2.56%
Steveston North	17	5	29.41%
Steveston South	85	10	11.76%
Steveston Village	11	1	9.09%
Terra Nova	26	4	15.38%
West Cambie	92	5	5.43%
Westwind	5	0	0.00%
Woodwards	14	0	0.00%
TOTAL	**1450**	**155**	**10.69%**

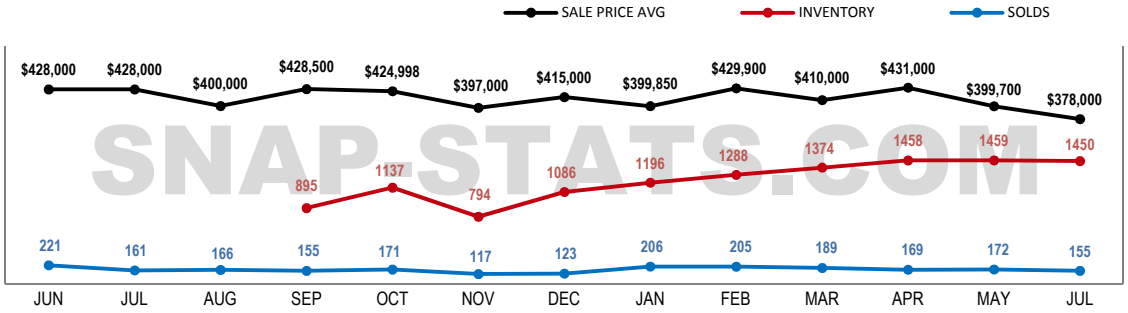
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: A Buyers market with 11% Sales Ratio average (1 in 10 selling)
- Inventory levels remain unchanged and Buyers purchased 10% less homes shaving 5% off the average price
- Most Active Price Band*: Homes from $0 to $300,000 with an average 13% Sales Ratio (1.3 in 10 selling)
- Buyers Best Bet*: Homes $700,000 to $800,000 located in East Richmond, Hamilton, Riverdale and West Cambie
- Sellers Best Bet*: Selling homes in East Cambie, Saunders and Steveston North

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



No data available pre October 2011

SnapStats™ ▷ Compliments of Your Name

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REALTOR®

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