SnapStats™

Metro Vancouver Edition

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

JUNE 2012

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SnapStats™ VANCOUVER DOWNTOWN JUNE 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	73	13	17.81%
300,001 – 400,000	205	44	21.46%
400,001 – 500,000	256	43	16.80%
500,001 – 600,000	192	35	18.23%
600,001 – 700,000	128	18	14.06%
700,001 – 800,000	87	9	10.34%
800,001 – 900,000	79	11	13.92%
900,001 – 1,000,000	48	8	16.67%
1,000,001 – 1,250,000	66	7	10.61%
1,250,001 – 1,500,000	52	6	11.54%
1,500,001 – 1,750,000	36	0	0.00%
1,750,001 – 2,000,000	28	3	10.71%
2,000,001 – 2,250,000	15	2	13.33%
2,250,001 – 2,500,000	8	1	12.50%
2,500,001 – 2,750,000	7	0	0.00%
2,750,001 – 3,000,000	13	0	0.00%
3,000,001 – 3,500,000	18	2	11.11%
3,500,001 – 4,000,000	11	1	9.09%
4,000,001 – 4,500,000	8	0	0.00%
4,500,001 – 5,000,000	8	0	0.00%
5,000,001 & Greater	25	0	0.00%
TOTAL	**1363**	**203**	**14.89%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	576	100	17.36%
2 Bedrooms	681	96	14.10%
3 Bedrooms	97	7	7.22%
4 Bedrooms & Greater	9	0	0.00%
TOTAL	**1363**	**203**	**14.89%**

SnapStats™	May	June	Variance
Inventory	1342	1363	1.56%
Solds	242	203	-16.12%
Sale Price Average (Median)	$488,125	$507,000	3.87%
Sale to List Price Ratio	97.7%	96.6%	-1.13%
Days on Market	26	24	-7.69%

Community Statistics *ATTACHED (Condo & TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Coal Harbour	207	18	8.70%
Downtown	542	79	14.58%
Westend	256	48	18.75%
Yaletown	358	58	16.20%
TOTAL	**1363**	**203**	**14.89%**

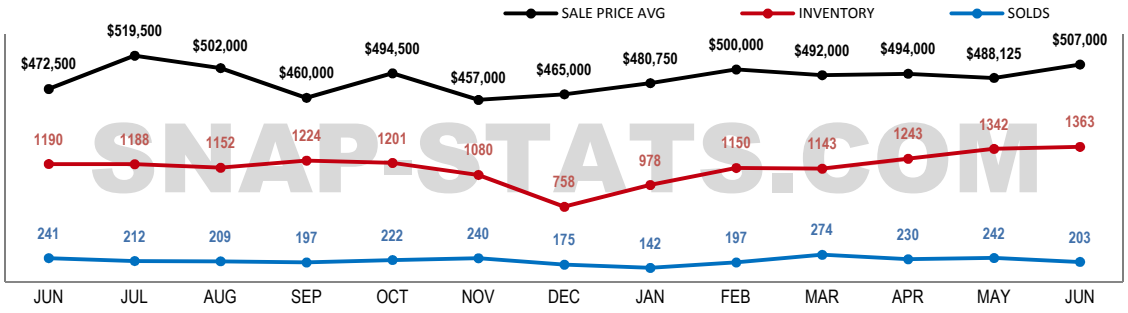
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Downtown: Bottom of a Balanced market with a 15% Sales Ratio (1.5 in 10 homes selling)
- Downtown inventory levels virtually unchanged but prices up 4% despite 16% less homes sold month over month
- Most Active Price Band* +/- $1 mil: $300,000 to $400,000 (21% selling); $2 mil to $2.25 mil (13% selling)
- Buyers Best Bet* under $1 mil: Homes $700,000 to $800,000 (1 out of 10 homes selling) and Coal Harbour
- Sellers Best Bet*: Selling a home in the Westend (2 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 JUNE 2012

Price Band Statistics *DETACHED (HOUSES)*

JUNE 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	6	2	33.33%
1,000,001 – 1,250,000	15	9	60.00%
1,250,001 – 1,500,000	70	13	18.57%
1,500,001 – 1,750,000	83	20	24.10%
1,750,001 – 2,000,000	104	9	8.65%
2,000,001 – 2,250,000	61	12	19.67%
2,250,001 – 2,500,000	87	7	8.05%
2,500,001 – 2,750,000	79	8	10.13%
2,750,001 – 3,000,000	89	5	5.62%
3,000,001 – 3,500,000	111	2	1.80%
3,500,001 – 4,000,000	101	5	4.95%
4,000,001 – 4,500,000	55	2	3.64%
4,500,001 – 5,000,000	35	0	0.00%
5,000,001 & Greater	91	7	7.69%
TOTAL	**989**	**101**	**10.21%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	16	7	43.75%
3 to 4 Bedrooms	317	46	14.51%
5 to 6 Bedrooms	517	42	8.12%
7 Bedrooms & More	139	6	4.32%
TOTAL	**989**	**101**	**10.21%**

SnapStats™	May	June	Variance
Inventory	1016	989	-2.66%
Solds	122	101	-17.21%
Sale Price Average (Median)	$1,988,000	$1,880,000	-5.43%
Sale to List Price Ratio	99.5%	94.1%	-5.43%
Days on Market	16	24	50.00%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	68	4	5.88%
Cambie	86	9	10.47%
Dunbar	97	14	14.43%
Fairview	0	0	0.00%
Falsecreek	0	0	0.00%
Kerrisdale	71	6	8.45%
Kitsilano	59	10	16.95%
Mackenzie Heights	58	6	10.34%
Marpole	65	6	9.23%
Mount Pleasant	4	0	0.00%
Oakridge	28	2	7.14%
Point Grey	100	11	11.00%
Quilchena	33	6	18.18%
SW Marine	28	2	7.14%
Shaughnessy	88	3	3.41%
South Cambie	26	4	15.38%
South Granville	124	8	6.45%
Southlands	37	4	10.81%
University	17	6	35.29%
TOTAL	**989**	**101**	**10.21%**

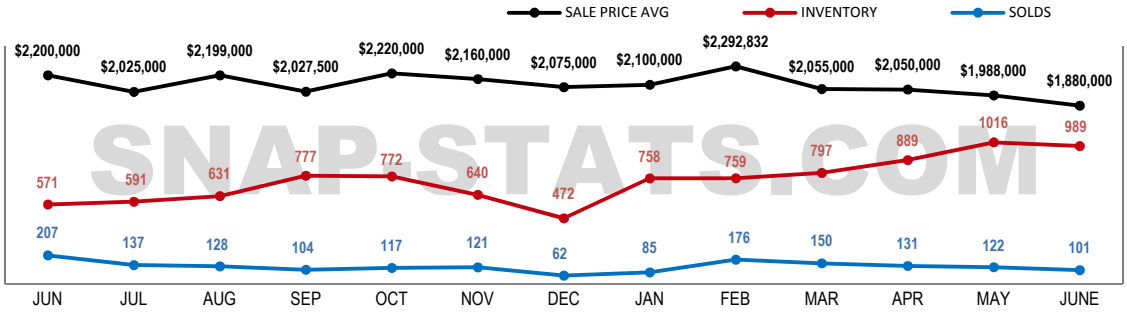
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Westside Detached: Buyers market with average 10% Sales Ratio (1 in 10 selling)
- A Buyers market two months in a row with numbers reduced across the board including homes selling 50% slower
- Most Active Price Band* +/-$2 mil: $1 mil to $1.25 mil (6 in 10 selling); $2 mil to $2.25 mil (2 in 10 selling)
- Buyers Best Bet*: Homes in Arbutus, Shaughnessy, and South Granville between $1.75 to $2 mil and $3 to $3.5 mil
- Sellers Best Bet*: Homes to sell in Kitsilano, Quilchena and University

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ VANCOUVER WESTSIDE JUNE 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	40	12	30.00%
300,001 – 400,000	161	23	14.29%
400,001 – 500,000	174	51	29.31%
500,001 – 600,000	154	26	16.88%
600,001 – 700,000	156	15	9.62%
700,001 – 800,000	113	7	6.19%
800,001 – 900,000	92	11	11.96%
900,001 – 1,000,000	66	5	7.58%
1,000,001 – 1,250,000	71	12	16.90%
1,250,001 – 1,500,000	54	4	7.41%
1,500,001 – 1,750,000	21	0	0.00%
1,750,001 – 2,000,000	14	0	0.00%
2,000,001 – 2,250,000	3	1	33.33%
2,250,001 – 2,500,000	4	0	0.00%
2,500,001 – 2,750,000	1	0	0.00%
2,750,001 – 3,000,000	1	1	100.00%
3,000,001 – 3,500,000	1	1	100.00%
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	**1127**	**169**	**15.00%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	348	64	18.39%
2 Bedrooms	607	93	15.32%
3 Bedrooms	146	10	6.85%
4 Bedrooms & Greater	26	2	7.69%
TOTAL	**1127**	**169**	**15.00%**

SnapStats™	May	June	Variance
Inventory	1155	1127	-2.42%
Solds	198	169	-14.65%
Sale Price Average (Median)	$525,000	$495,000	-5.71%
Sale to List Price Ratio	99.6%	97.1%	-2.51%
Days on Market	19	33	73.68%

Community Statistics *ATTACHED (Condo & TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Arbutus	1	0	0.00%
Cambie	15	5	33.33%
Dunbar	17	3	17.65%
Fairview	225	43	19.11%
Falsecreek	125	17	13.60%
Kerrisdale	53	8	15.09%
Kitsilano	223	45	20.18%
Mackenzie Heights	3	0	0.00%
Marpole	30	3	10.00%
Mount Pleasant	21	4	19.05%
Oakridge	25	5	20.00%
Point Grey	25	3	12.00%
Quilchena	66	7	10.61%
SW Marine	10	0	0.00%
Shaughnessy	10	1	10.00%
South Cambie	20	3	15.00%
South Granville	15	1	6.67%
Southlands	2	0	0.00%
University	241	21	8.71%
TOTAL	**1127**	**169**	**15.00%**

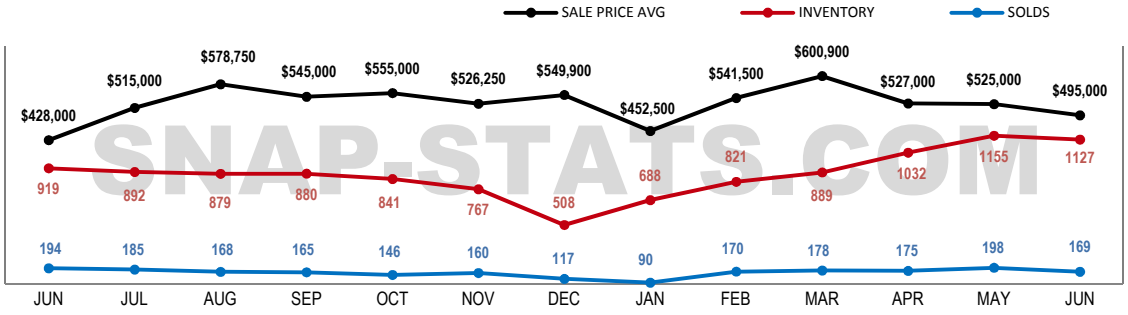
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Westside Attached: Low end Balanced market with a 15% Sales Ratio (1.5 in 10 homes selling)
- Just like Detached, numbers are reduced across the board with homes taking 74% longer to sell
- Most Active Price Band* +/- $1 mil: $0 to $300,000 (3 in 10 selling) and $1 mil to $1.25 mil (1.7 in 10 homes selling)
- Buyers Best Bet:* Real estate between $700k to $800k and $1.25 mil to $1.5 mil in Quilchena, South Granville and University
- Sellers Best Bet:* Real estate to sell in Cambie, Kitsilano and Oakridge

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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SnapStats™ VANCOUVER EASTSIDE JUNE 2012

Price Band Statistics *DETACHED (HOUSES)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	1	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	3	0	0.00%
500,001 – 600,000	3	0	0.00%
600,001 – 700,000	32	12	37.50%
700,001 – 800,000	92	26	28.26%
800,001 – 900,000	132	22	16.67%
900,001 – 1,000,000	101	23	22.77%
1,000,001 – 1,250,000	136	19	13.97%
1,250,001 – 1,500,000	98	6	6.12%
1,500,001 – 1,750,000	35	0	0.00%
1,750,001 – 2,000,000	14	0	0.00%
2,000,001 – 2,250,000	9	0	0.00%
2,250,001 – 2,500,000	1	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	**657**	**108**	**16.44%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	29	5	17.24%
3 to 4 Bedrooms	172	48	27.91%
5 to 6 Bedrooms	329	47	14.29%
7 Bedrooms & More	127	8	6.30%
TOTAL	**657**	**108**	**16.44%**

SnapStats™	May	June	Variance
Inventory	587	657	11.93%
Solds	153	108	-29.41%
Sale Price Average (Median)	$888,000	$856,500	-3.55%
Sale to List Price Ratio	98.8%	98.1%	-0.71%
Days on Market	13	13	0.00%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Champlain Heights	3	0	0.00%
Collingwood	85	10	11.76%
Downtown	0	0	0.00%
Fraser	39	12	30.77%
Fraserview	63	1	1.59%
Grandview	27	12	44.44%
Hastings	7	1	14.29%
Hastings East	22	5	22.73%
Killarney	77	7	9.09%
Knight	73	12	16.44%
Main	27	7	25.93%
Mt Pleasant	23	4	17.39%
Renfrew Heights	43	8	18.60%
Renfrew	72	16	22.22%
South Vancouver	65	7	10.77%
Victoria	31	6	19.35%
TOTAL	**657**	**108**	**16.44%**

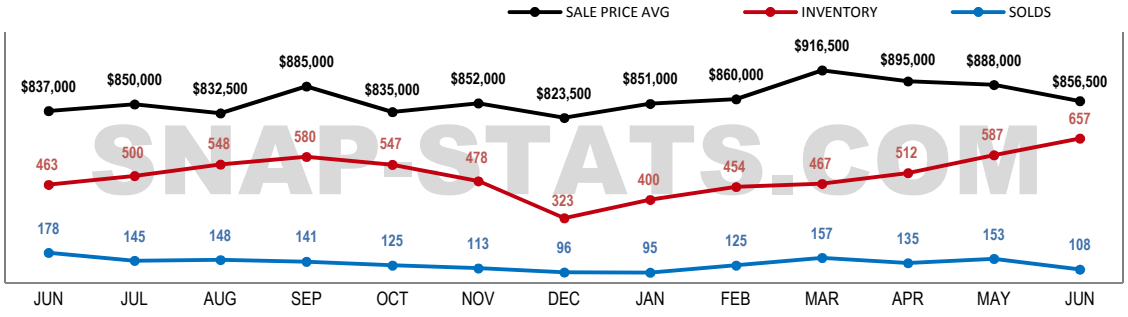
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Eastside Detached: Swinging from a strong Sellers market to a low end Balanced market in one month
- Buyers are King with a 12% inventory injection partnered with 29% less sales resulting in a 3.5% drop in sale prices
- Most Active Price Band*: $600,000 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 Collingwood, Killarney and South Vancouver
- Sellers Best Bet*: Real estate in Fraser, Grandview and Main

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ VANCOUVER EASTSIDE JUNE 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	203	34	16.75%
300,001 – 400,000	205	55	26.83%
400,001 – 500,000	109	48	44.04%
500,001 – 600,000	56	8	14.29%
600,001 – 700,000	37	8	21.62%
700,001 – 800,000	15	7	46.67%
800,001 – 900,000	10	1	10.00%
900,001 – 1,000,000	8	0	0.00%
1,000,001 – 1,250,000	6	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	3	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	**657**	**161**	**24.51%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	355	71	20.00%
2 Bedrooms	228	69	30.26%
3 Bedrooms	62	18	29.03%
4 Bedrooms & Greater	12	3	25.00%
TOTAL	**657**	**161**	**24.51%**

SnapStats™	May	June	Variance
Inventory	700	657	-6.14%
Solds	146	161	10.27%
Sale Price Average (Median)	$375,000	$378,000	0.80%
Sale to List Price Ratio	97.5%	97.2%	-0.31%
Days on Market	17	17	0.00%

Community Statistics *ATTACHED (Condo & TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Champlain Heights	20	9	45.00%
Collingwood	133	45	33.83%
Downtown	35	0	0.00%
Fraser	24	3	12.50%
Fraserview	55	9	16.36%
Grandview	31	9	29.03%
Hastings	53	16	30.19%
Hastings East	12	2	16.67%
Killarney	21	1	4.76%
Knight	19	4	21.05%
Main	14	2	14.29%
Mt Pleasant	175	50	28.57%
Renfrew Heights	1	0	0.00%
Renfrew	30	7	23.33%
South Vancouver	2	0	0.00%
Victoria	32	4	12.50%
TOTAL	**657**	**161**	**24.51%**

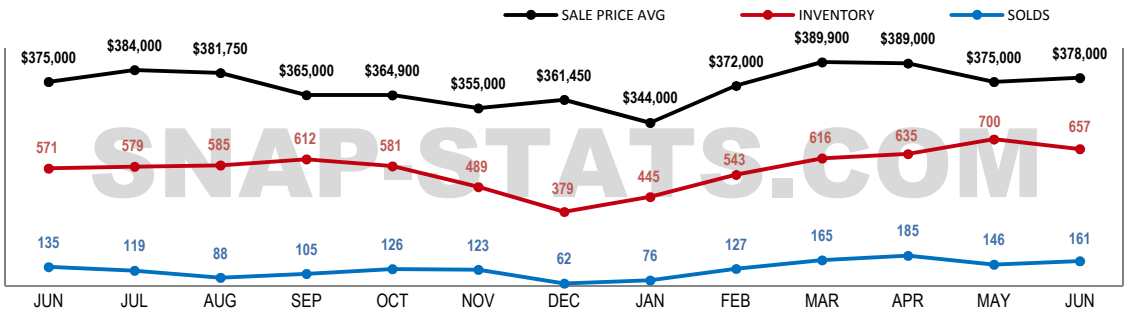
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Eastside Attached: A stronger Sellers market with a 24% Sales Ratio average (2 in 10 homes selling)
- Inventory shrinks 6% and Buyers buy 10% more homes keeping prices virtually unchanged
- Most Active Price Band*: $400k to $500k and $700k to $800k with an average Sales Ratio of 45% (50/50 chance of selling)
- Buyers Best Bet*: Real estate between $800,000 to $900,000 in Fraser, Killarney and Victoria
- Sellers Best Bet*: Real estate to sell in Champlain Heights, Collingwood, Grandview and Hastings

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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SnapStats™ NORTH VANCOUVER JUNE 2012

Price Band Statistics *DETACHED (HOUSES)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	1	0	0.00%
300,001 – 400,000	0	0	0.00%
400,001 – 500,000	1	0	0.00%
500,001 – 600,000	4	0	0.00%
600,001 – 700,000	8	2	25.00%
700,001 – 800,000	34	9	26.47%
800,001 – 900,000	65	18	27.69%
900,001 – 1,000,000	42	9	21.43%
1,000,001 – 1,250,000	78	25	32.05%
1,250,001 – 1,500,000	74	5	6.76%
1,500,001 – 1,750,000	28	1	3.57%
1,750,001 – 2,000,000	25	1	4.00%
2,000,001 – 2,250,000	13	2	15.38%
2,250,001 – 2,500,000	16	0	0.00%
2,500,001 – 2,750,000	4	0	0.00%
2,750,001 – 3,000,000	6	0	0.00%
3,000,001 – 3,500,000	3	1	33.33%
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	0	0	0.00%
5,000,001 & Greater	6	0	0.00%
TOTAL	**409**	**73**	**17.85%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	21	3	14.29%
3 to 4 Bedrooms	217	45	20.74%
5 to 6 Bedrooms	146	23	15.75%
7 Bedrooms & More	25	2	8.00%
TOTAL	**409**	**73**	**17.85%**

SnapStats™	May	June	Variance
Inventory	387	409	5.68%
Solds	123	73	-40.65%
Sale Price Average (Median)	$990,000	$975,000	-1.52%
Sale to List Price Ratio	99.2%	98.6%	-0.60%
Days on Market	13	14	7.69%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Blueridge	12	3	25.00%
Boulevard	17	1	5.88%
Braemer	4	1	25.00%
Calverhall	8	1	12.50%
Canyon Heights	58	5	8.62%
Capilano Highlands	17	6	35.29%
Capilano	3	1	33.33%
Central Lonsdale	29	5	17.24%
Deep Cove	30	0	0.00%
Delbrook	5	0	0.00%
Dollarton	12	2	16.67%
Forest Hills	11	4	36.36%
Grouse Woods	3	1	33.33%
Hamilton	17	0	0.00%
Hamilton Heights	0	0	0.00%
Indian Arm	7	1	14.29%
Indian River	6	0	0.00%
Lower Lonsdale	5	0	0.00%
Lynn Valley	33	12	36.36%
Lynnmour	6	0	0.00%
Norgate	2	2	100.00%
Northlands	3	0	0.00%
Pemberton Heights	10	3	30.00%
Pemberton	7	0	0.00%
Princess Park	7	2	28.57%
Queensbury	2	0	0.00%
Roche Point	5	3	60.00%
Seymour	11	3	27.27%
Tempe	3	1	33.33%
Upper Delbrook	17	1	5.88%
Upper Lonsdale	40	8	20.00%
Westlynn	10	6	60.00%
Westlynn Terrace	4	0	0.00%
Windsor Park	2	1	50.00%
Woodlands-Sunshine Cascade	3	0	0.00%
TOTAL	**409**	**73**	**17.85%**

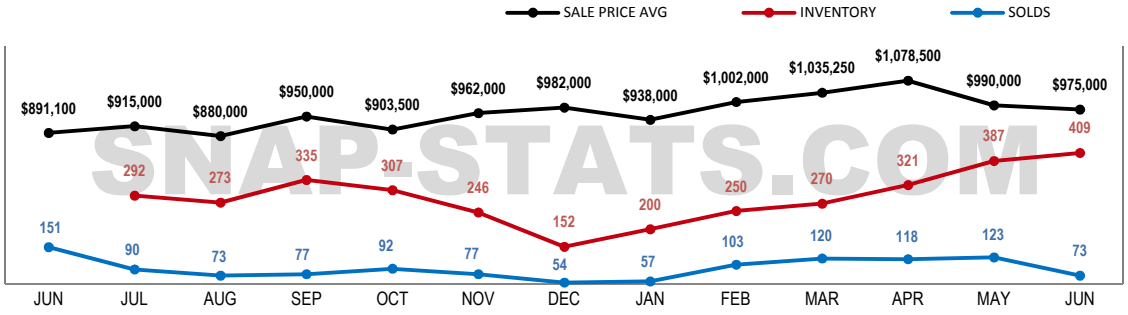
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type North Vancouver Detached: A Balanced market at 18% Sales Ratio (almost half of last month)
- Number of sales fell 41% but Sellers managed to keep impact of sale prices to a moderate 1.5% reduction
- Most Active Price Band*: $1 mil to $1.25 mil with an average 32% Sales Ratio (1 in 3 homes selling)
- Buyers Best Bet*: Real estate between $1.25 mil and $2 mil in Boulevard, Canyon Heights and Upper Delbrook
- Sellers Best Bet*: Selling homes in Capilano Highlands, Forest Hills, Lynn Valley and Westlynn

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ NORTH VANCOUVER JUNE 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	95	18	18.95%
300,001 – 400,000	151	24	15.89%
400,001 – 500,000	110	21	19.09%
500,001 – 600,000	98	11	11.22%
600,001 – 700,000	61	8	13.11%
700,001 – 800,000	42	4	9.52%
800,001 – 900,000	21	1	4.76%
900,001 – 1,000,000	13	0	0.00%
1,000,001 – 1,250,000	7	0	0.00%
1,250,001 – 1,500,000	4	0	0.00%
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	**608**	**87**	**14.31%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	205	23	11.22%
2 Bedrooms	284	48	16.90%
3 Bedrooms	98	15	15.31%
4 Bedrooms & Greater	21	1	4.76%
TOTAL	**608**	**87**	**14.31%**

SnapStats™	May	June	Variance
Inventory	612	608	-0.65%
Solds	122	87	-28.69%
Sale Price Average (Median)	$425,000	$413,000	-2.82%
Sale to List Price Ratio	97.8%	98.6%	0.82%
Days on Market	20	30	50.00%

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	1	1	100.00%
Capilano Highlands	6	0	0.00%
Capilano	3	0	0.00%
Central Lonsdale	132	21	15.91%
Deep Cove	6	0	0.00%
Delbrook	5	1	20.00%
Dollarton	0	0	0.00%
Forest Hills	0	0	0.00%
Grouse Woods	1	0	0.00%
Hamilton	28	1	3.57%
Hamilton Heights	0	0	0.00%
Indian Arm	0	0	0.00%
Indian River	9	0	0.00%
Lower Lonsdale	199	19	9.55%
Lynn Valley	31	5	16.13%
Lynnmour	27	6	22.22%
Norgate	15	4	26.67%
Northlands	28	0	0.00%
Pemberton Heights	4	1	25.00%
Pemberton	29	9	31.03%
Princess Park	0	0	0.00%
Queensbury	0	0	0.00%
Roche Point	51	9	17.65%
Seymour	17	2	11.76%
Tempe	0	0	0.00%
Upper Delbrook	0	0	0.00%
Upper Lonsdale	12	7	58.33%
Westlynn	2	1	50.00%
Westlynn Terrace	0	0	0.00%
Windsor Park	0	0	0.00%
Woodlands-Sunshine Cascade	0	0	0.00%
TOTAL	**608**	**87**	**14.31%**

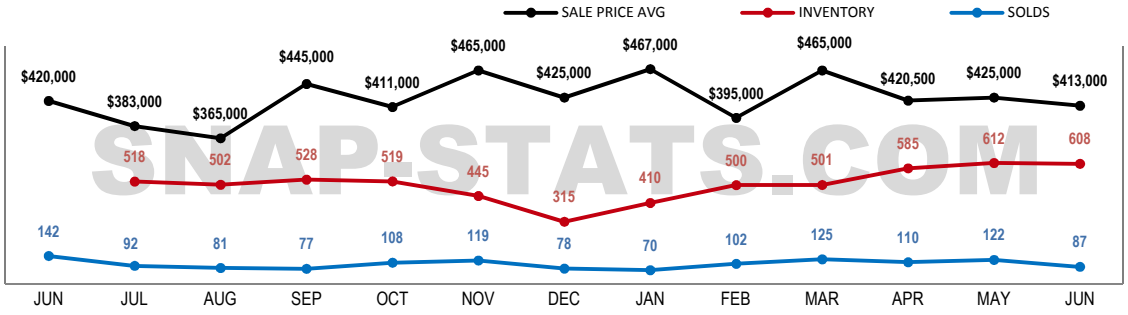
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type North Van Attached: Swinging to a Buyers market from a Balanced market (6% Sales Ratio variance)
- Inventory is unchanged but Sales slip 29% resulting in Sale Prices reducing 3%. Buyers are in the driver's seat
- Most Active Price Band*: $400,000 to $500,000 with a 19% Sales Ratio (2 in 10 homes selling)
- Buyers Best Bet*: Real estate between $700,000 to $900,000 in Hamilton, Lower Lonsdale and Seymour
- Sellers Best Bet*: Selling homes in Norgate, Pemberton and Upper Lonsdale

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend ATTACHED



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SnapStats™ WEST VANCOUVER JUNE 2012

Price Band Statistics *DETACHED (HOUSES)*

JUNE 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	3	0	0.00%
700,001 – 800,000	3	1	33.33%
800,001 – 900,000	4	1	25.00%
900,001 – 1,000,000	15	0	0.00%
1,000,001 – 1,250,000	18	4	22.22%
1,250,001 – 1,500,000	45	6	13.33%
1,500,001 – 1,750,000	45	8	17.78%
1,750,001 – 2,000,000	37	7	18.92%
2,000,001 – 2,250,000	28	4	14.29%
2,250,001 – 2,500,000	42	0	0.00%
2,500,001 – 2,750,000	26	2	7.69%
2,750,001 – 3,000,000	45	2	4.44%
3,000,001 – 3,500,000	43	4	9.30%
3,500,001 – 4,000,000	32	0	0.00%
4,000,001 – 4,500,000	26	3	11.54%
4,500,001 – 5,000,000	27	0	0.00%
5,000,001 & Greater	68	4	5.88%
TOTAL	**507**	**46**	**9.07%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	21	3	14.29%
3 to 4 Bedrooms	270	24	8.89%
5 to 6 Bedrooms	196	18	9.18%
7 Bedrooms & More	20	1	5.00%
TOTAL	**507**	**46**	**9.07%**

SnapStats™	May	June	Variance
Inventory	483	507	4.97%
Solds	69	46	-33.33%
Sale Price Average (Median)	$1,838,000	$1,865,000	1.47%
Sale to List Price Ratio	96.8%	90.2%	-6.82%
Days on Market	30	28	-6.67%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Altamont	19	1	5.26%
Ambleside	52	8	15.38%
Bayridge	9	1	11.11%
British Properties	85	5	5.88%
Canterbury	10	0	0.00%
Caulfield	35	6	17.14%
Cedardale	11	1	9.09%
Chartwell	23	1	4.35%
Chelsea Park	6	0	0.00%
Cypress	10	1	10.00%
Cypress Park Estates	7	0	0.00%
Deer Ridge	0	0	0.00%
Dundarave	28	5	17.86%
Eagle Harbour	21	3	14.29%
Eagleridge	9	0	0.00%
Furry Creek	12	2	16.67%
Gleneagles	14	0	0.00%
Glenmore	8	1	12.50%
Horseshoe Bay	5	0	0.00%
Howe Sound	13	0	0.00%
Lions Bay	24	2	8.33%
Old Caulfield	9	1	11.11%
Panorama Village	1	1	100.00%
Park Royal	2	0	0.00%
Porteau Cove	0	0	0.00%
Queens	21	1	4.76%
Rockridge	5	1	20.00%
Sandy Cove	3	0	0.00%
Sentinel Hill	9	1	11.11%
Upper Caulfield	9	0	0.00%
West Bay	12	2	16.67%
Westhill	9	0	0.00%
Westmount	14	0	0.00%
Whitby Estates	7	1	14.29%
Whytecliff	5	1	20.00%
TOTAL	**507**	**46**	**9.07%**

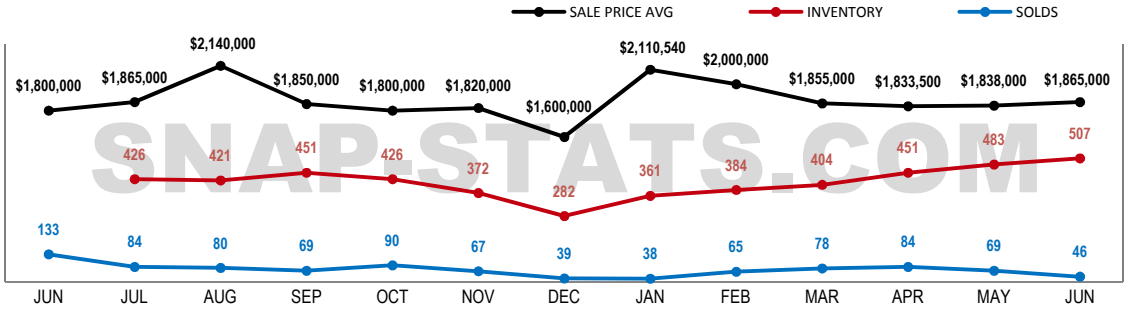
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type West Vancouver Detached: Buyers market with 9% Sales Ratio average (1 in 10 selling)
- With 33% less homes purchased Buyers negotiated on average 10% off list prices but Sellers gained 1.5% in average prices
- Most Active Price Band*: $1 mil to $1.25 mil with 22% average Sales Ratio (2.2 in 10 homes selling)
- Buyers Best Bet*: Homes $2.75 mil to $3 mil and Altamont, British Properties, Chartwell and Queens
- Sellers Best Bet*: Selling homes in Caulfield, Dundarave, Furry Creek and West Bay

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ WEST VANCOUVER JUNE 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	2	1	50.00%
300,001 – 400,000	6	3	50.00%
400,001 – 500,000	11	1	9.09%
500,001 – 600,000	16	0	0.00%
600,001 – 700,000	6	2	33.33%
700,001 – 800,000	20	1	5.00%
800,001 – 900,000	17	1	5.88%
900,001 – 1,000,000	13	1	7.69%
1,000,001 – 1,250,000	9	2	22.22%
1,250,001 – 1,500,000	16	2	12.50%
1,500,001 – 1,750,000	12	0	0.00%
1,750,001 – 2,000,000	1	0	0.00%
2,000,001 – 2,250,000	2	0	0.00%
2,250,001 – 2,500,000	5	0	0.00%
2,500,001 – 2,750,000	1	0	0.00%
2,750,001 – 3,000,000	1	1	100.00%
3,000,001 – 3,500,000	4	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	2	0	0.00%
5,000,001 & Greater	2	0	0.00%
TOTAL	**148**	**15**	**10.14%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	21	4	19.05%
2 Bedrooms	94	9	9.57%
3 Bedrooms	31	2	6.45%
4 Bedrooms & Greater	2	0	0.00%
TOTAL	**148**	**15**	**10.14%**

SnapStats™	May	June	Variance
Inventory	153	148	-3.27%
Solds	27	15	-44.44%
Sale Price Average (Median)	$990,000	$740,000	-25.25%
Sale to List Price Ratio	99.1%	95.1%	-4.04%
Days on Market	29	63	117.24%

Community Statistics *ATTACHED (Condo &TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Altamont	0	0	0.00%
Ambleside	36	5	13.89%
Bayridge	0	0	0.00%
British Properties	0	0	0.00%
Canterbury	0	0	0.00%
Caulfield	0	0	0.00%
Cedardale	4	1	25.00%
Chartwell	0	0	0.00%
Chelsea Park	2	1	50.00%
Cypress	0	0	0.00%
Cypress Park Estates	6	0	0.00%
Deer Ridge	4	0	0.00%
Dundarave	21	1	4.76%
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	2	0	0.00%
Howe Sound	9	0	0.00%
Lions Bay	1	0	0.00%
Old Caulfield	0	0	0.00%
Panorama Village	14	4	28.57%
Park Royal	16	2	12.50%
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	16	1	6.25%
Whytecliff	0	0	0.00%
TOTAL	**148**	**15**	**10.14%**

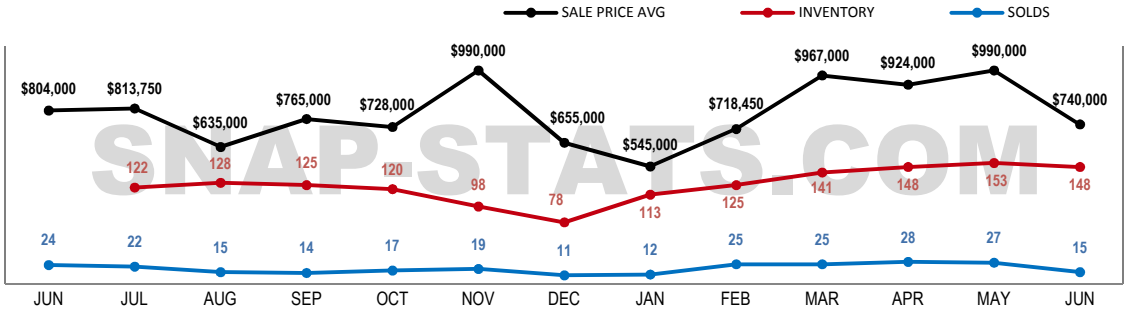
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type West Vancouver Attached: Swinging from a Balanced market (18%) to a Buyers market at 10% Sales Ratio
- Buyers are King taking their time buying 44% less homes and getting Sellers to sell 4% off their list prices on average
- Most Active Price Band*: $1 mil to $1.25 mil with an average Sales Ratio of 22% (2 in 10 homes selling)
- Buyers Best Bet*: Homes between $700,000 to $1 mil as well as Dundarave and Whitby Estates
- Sellers Best Bet*: Properties to sell in Panorama Village with a 28% 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 JUNE 2012

Price Band Statistics *DETACHED (HOUSES)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	4	0	0.00%
300,001 – 400,000	1	1	100.00%
400,001 – 500,000	2	0	0.00%
500,001 – 600,000	9	3	33.33%
600,001 – 700,000	19	7	36.84%
700,001 – 800,000	81	16	19.75%
800,001 – 900,000	109	11	10.09%
900,001 – 1,000,000	159	12	7.55%
1,000,001 – 1,250,000	192	7	3.65%
1,250,001 – 1,500,000	154	7	4.55%
1,500,001 – 1,750,000	108	7	6.48%
1,750,001 – 2,000,000	101	2	1.98%
2,000,001 – 2,250,000	34	1	2.94%
2,250,001 – 2,500,000	35	2	5.71%
2,500,001 – 2,750,000	21	2	9.52%
2,750,001 – 3,000,000	16	0	0.00%
3,000,001 – 3,500,000	5	0	0.00%
3,500,001 – 4,000,000	6	0	0.00%
4,000,001 – 4,500,000	1	0	0.00%
4,500,001 – 5,000,000	1	0	0.00%
5,000,001 & Greater	1	0	0.00%
TOTAL	**1059**	**78**	**7.37%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
2 Bedrooms & Less	28	1	3.57%
3 to 4 Bedrooms	466	43	9.23%
5 to 6 Bedrooms	519	34	6.55%
7 Bedrooms & More	46	0	0.00%
TOTAL	**1059**	**78**	**7.37%**

SnapStats™	May	June	Variance
Inventory	1069	1059	-0.94%
Solds	98	78	-20.41%
Sale Price Average (Median)	$992,500	$907,500	-8.56%
Sale to List Price Ratio	93.7%	95.7%	2.13%
Days on Market	40	41	2.50%

Community Statistics *DETACHED (HOUSES)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Boyd Park	23	3	13.04%
Bridgeport	18	0	0.00%
Brighouse	1	0	0.00%
Brighouse South	4	0	0.00%
Broadmoor	82	4	4.88%
East Cambie	53	1	1.89%
East Richmond	12	1	8.33%
Garden City	48	2	4.17%
Gilmore	3	0	0.00%
Granville	80	12	15.00%
Hamilton	31	8	25.81%
Ironwood	35	6	17.14%
Lackner	55	4	7.27%
McLennan	15	0	0.00%
McLennan North	12	0	0.00%
McNair	29	2	6.90%
Quilchena	55	4	7.27%
Riverdale	70	4	5.71%
Saunders	56	1	1.79%
Sea Island	4	2	50.00%
Seafair	94	5	5.32%
South Arm	23	1	4.35%
Steveston North	51	2	3.92%
Steveston South	26	0	0.00%
Steveston Village	16	5	31.25%
Terra Nova	33	4	12.12%
West Cambie	49	2	4.08%
Westwind	22	1	4.55%
Woodwards	59	4	6.78%
TOTAL	**1059**	**78**	**7.37%**

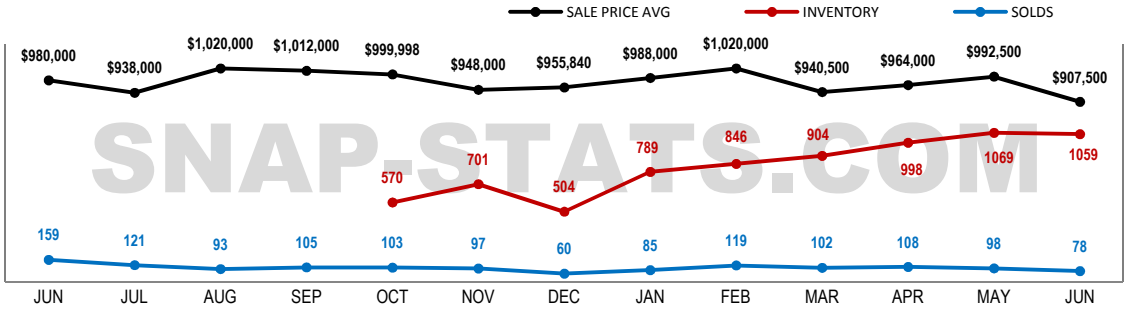
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary DETACHED

- Official Market Type Richmond Detached: A Buyers market with a 7% Sales Ratio average (7 in 100 homes sell)
- Inventory levels and timing of market virtually unchanged but Buyers bought 20% fewer homes driving prices down 8.5%
- Most Active Price Band*: $600,000 to $700,000 with 37% Sales Ratio (4 in 10 selling)
- Buyers Best Bet*: Homes $900,000 to $1 mil in East Cambie, Garden City, Saunders and West Cambie
- Sellers Best Bet*: Selling homes in Hamilton and Steveston Village

** With a minimum inventory of 10 where possible*

SnapStats™ ▷ 13 Month Market Trend DETACHED



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SnapStats™ RICHMOND — JUNE 2012

Price Band Statistics *ATTACHED (Condo & TH)*

JUNE STATS	Inventory	Sales	Sales Ratio*
$0 – 300,000	359	46	12.81%
300,001 – 400,000	322	42	13.04%
400,001 – 500,000	361	35	9.70%
500,001 – 600,000	221	30	13.57%
600,001 – 700,000	119	11	9.24%
700,001 – 800,000	47	4	8.51%
800,001 – 900,000	15	4	26.67%
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	1	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	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	**1459**	**172**	**11.79%**

STYLE OF HOME	Inventory	Sales	Sales Ratio*
0 to 1 Bedroom	332	32	9.64%
2 Bedrooms	654	77	11.77%
3 Bedrooms	394	52	13.20%
4 Bedrooms & Greater	79	11	13.92%
TOTAL	**1459**	**172**	**11.79%**

SnapStats™	May	June	Variance
Inventory	1458	1459	0.07%
Solds	169	172	1.78%
Sale Price Average (Median)	$431,000	$399,700	-7.26%
Sale to List Price Ratio	96.2%	96.1%	-0.10%
Days on Market	45	41	-8.89%

Community Statistics *ATTACHED (Condo &TH)*

COMMUNITY STATS	Inventory	Sales	Sales Ratio*
Boyd Park	39	5	12.82%
Bridgeport	3	0	0.00%
Brighouse	462	45	9.74%
Brighouse South	256	29	11.33%
Broadmoor	16	3	18.75%
East Cambie	26	2	7.69%
East Richmond	14	2	14.29%
Garden City	16	3	18.75%
Gilmore	0	0	0.00%
Granville	26	6	23.08%
Hamilton	20	1	5.00%
Ironwood	34	2	5.88%
Lackner	1	0	0.00%
McLennan	1	0	0.00%
McLennan North	168	25	14.88%
McNair	6	1	16.67%
Quilchena	6	1	16.67%
Riverdale	43	6	13.95%
Saunders	19	4	21.05%
Sea Island	0	0	0.00%
Seafair	7	1	14.29%
South Arm	38	4	10.53%
Steveston North	20	1	5.00%
Steveston South	90	12	13.33%
Steveston Village	11	2	18.18%
Terra Nova	31	6	19.35%
West Cambie	88	9	10.23%
Westwind	5	0	0.00%
Woodwards	13	2	15.38%
TOTAL	**1459**	**172**	**11.79%**

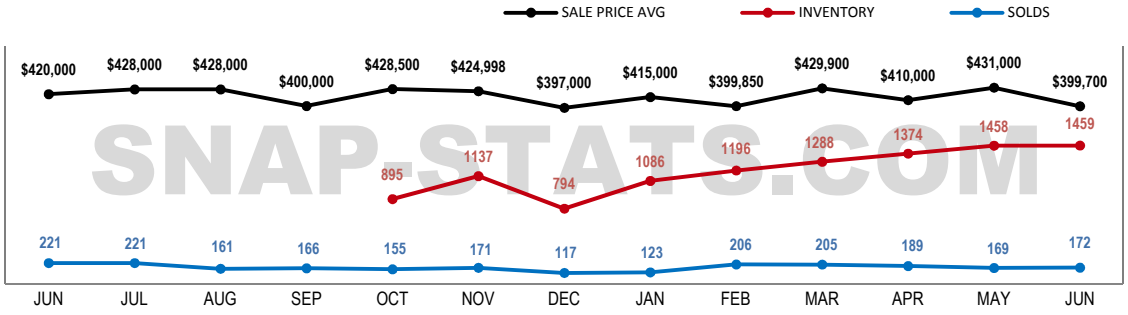
Sales to Active Listing Ratio (The percent of homes selling)

SnapStats™ ▷ Summary ATTACHED

- Official Market Type Richmond Attached: A Buyers market with 12% Sales Ratio average (1 in 10 selling)
- Despite virtually no change in inventory or sales, Buyers picked up their pace and netted a 7% savings in purchase price
- Most Active Price Band*: Homes from $800,000 to $900,000 with an average 27% Sales Ratio (3 in 10 selling)
- Buyers Best Bet*: Homes $700,000 to $800,000 located in Hamilton, Ironwood and Steveston North
- Sellers Best Bet*: Selling homes in Broadmoor, Granville and Saunders

** 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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