

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

Compliments of:
SnapStats Publishing

604.229.0521
snapstatsinfo@gmail.com
snap-stats.com

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



March 2018

Produced and Published by SnapStats® Publishing Co.
info@snap-stats.com | www.snap-stats.com

METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	3	3	100%
400,001 – 500,000	3	1	33%
500,001 – 600,000	15	17	113%*
600,001 – 700,000	46	25	54%
700,001 – 800,000	42	41	98%
800,001 – 900,000	21	18	86%
900,001 – 1,000,000	35	20	57%
1,000,001 – 1,250,000	37	17	46%
1,250,001 – 1,500,000	37	16	43%
1,500,001 – 1,750,000	33	11	33%
1,750,001 – 2,000,000	24	5	21%
2,000,001 – 2,250,000	9	2	22%
2,250,001 – 2,500,000	10	2	20%
2,500,001 – 2,750,000	12	2	17%
2,750,001 – 3,000,000	11	1	9%
3,000,001 – 3,500,000	18	0	NA
3,500,001 – 4,000,000	18	3	17%
4,000,001 – 4,500,000	4	0	NA
4,500,001 – 5,000,000	1	1	100%
5,000,001 & Greater	36	1	3%
TOTAL*	415	187	45%
0 to 1 Bedroom	147	102	69%
2 Bedrooms	193	76	39%
3 Bedrooms	68	7	10%
4 Bedrooms & Greater	7	2	29%
TOTAL*	415	187	45%

SnapStats® Median Data	February	March	Variance
Inventory	373	415	11%
Solds	185	187	1%
Sale Price	\$922,500	\$840,000	-9%
Sale Price SQFT	\$1,105	\$1,135	3%
Sale to List Price Ratio	103%	100%	-3%
Days on Market	9	9	NA

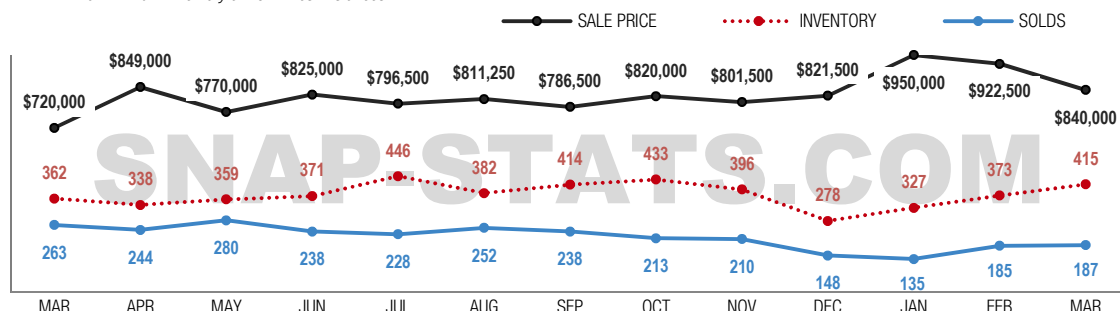
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **DOWNTOWN**: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** +/- \$1 mil: \$500,000 to \$600,000 (>100% Sales Ratio) / \$1 mil to \$1.25 mil (46% Sales Ratio)
- Buyers Best Bet** +/- \$1 mil: Homes between \$600,000 to \$700,000 / \$5 mil plus, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Westend and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	2	0	NA
500,001 – 600,000	2	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	3	0	NA
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	5	4	80%
2,000,001 – 2,250,000	14	1	7%
2,250,001 – 2,500,000	31	7	23%
2,500,001 – 2,750,000	25	4	16%
2,750,001 – 3,000,000	66	12	18%
3,000,001 – 3,500,000	74	10	14%
3,500,001 – 4,000,000	83	8	10%
4,000,001 – 4,500,000	51	2	4%
4,500,001 – 5,000,000	73	4	5%
5,000,001 & Greater	287	2	1%
TOTAL*	721	54	7%

2 Bedrooms & Less	26	2	8%
3 to 4 Bedrooms	253	15	6%
5 to 6 Bedrooms	356	30	8%
7 Bedrooms & More	86	7	8%
TOTAL*	721	54	7%

SnapStats® Median Data	February	March	Variance
Inventory	686	721	5%
Solds	52	54	4%
Sale Price	\$3,459,166	\$2,981,500	-14%
Sale Price SQFT	\$1,211	\$1,057	-13%
Sale to List Price Ratio	94%	94%	NA
Days on Market	22	23	5%

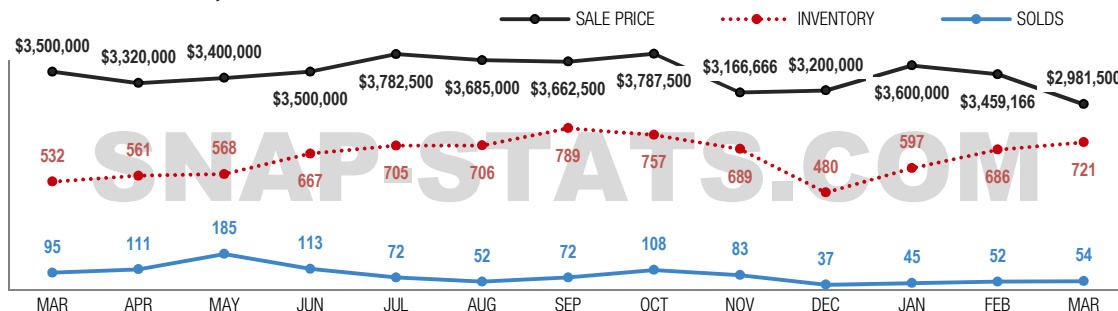
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** +/- \$3 mil: \$2.25 mil to \$2.5 mil (23% Sales Ratio) / \$3 mil to \$3.5 mil (14% Sales Ratio)
- Buyers Best Bet** +/- \$3 mil: Homes between \$2 mil to \$2.25 mil / \$5 mil plus, Shaughnessy and Southlands
- Sellers Best Bet** Selling homes in Kitsilano

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
 SnapStats Publishing Company
 604.229.0521

snap-stats.com
 snapstatsinfo@gmail.com



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	5	5	100%
500,001 – 600,000	22	22	100%
600,001 – 700,000	30	31	103%*
700,001 – 800,000	26	29	112%*
800,001 – 900,000	38	23	61%
900,001 – 1,000,000	33	15	45%
1,000,001 – 1,250,000	51	28	55%
1,250,001 – 1,500,000	55	14	25%
1,500,001 – 1,750,000	35	12	34%
1,750,001 – 2,000,000	49	7	14%
2,000,001 – 2,250,000	20	0	NA
2,250,001 – 2,500,000	15	2	13%
2,500,001 – 2,750,000	4	2	50%
2,750,001 – 3,000,000	7	2	29%
3,000,001 – 3,500,000	5	1	20%
3,500,001 – 4,000,000	3	1	33%
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	2	0	NA
5,000,001 & Greater	4	2	50%
TOTAL*	405	196	48%

0 to 1 Bedroom	90	80	89%
2 Bedrooms	204	89	44%
3 Bedrooms	97	25	26%
4 Bedrooms & Greater	14	2	14%
TOTAL*	405	196	48%

SnapStats® Median Data	February	March	Variance
Inventory	398	405	2%
Solds	180	196	9%
Sale Price	\$890,000	\$836,000	-6%
Sale Price SQFT	\$975	\$945	-3%
Sale to List Price Ratio	100%	101%	1%
Days on Market	8	9	13%

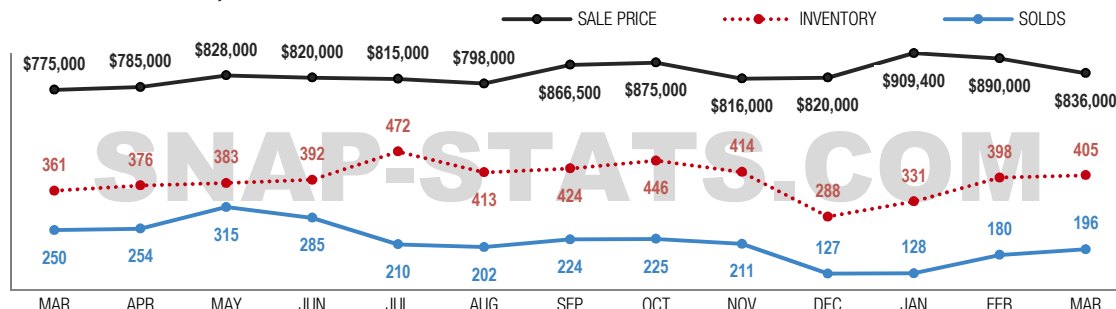
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Sellers market at 48% Sales Ratio average (4.8 in 10 homes selling rate)
- Homes are selling on average 1% above list price
- Most Active Price Band** \$500,000 to \$800,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Marpole, Shaughnessy and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Point Grey and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
 SnapStats Publishing Company
 604.229.0521

snap-stats.com
 snapstatsinfo@gmail.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	5	0	NA
1,000,001 – 1,250,000	16	7	44%
1,250,001 – 1,500,000	83	21	25%
1,500,001 – 1,750,000	124	29	23%
1,750,001 – 2,000,000	135	12	9%
2,000,001 – 2,250,000	43	7	16%
2,250,001 – 2,500,000	76	3	4%
2,500,001 – 2,750,000	47	0	NA
2,750,001 – 3,000,000	63	3	5%
3,000,001 – 3,500,000	40	0	NA
3,500,001 – 4,000,000	10	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	3	0	NA
5,000,001 & Greater	3	0	NA
TOTAL*	650	82	13%

2 Bedrooms & Less	48	3	6%
3 to 4 Bedrooms	217	35	16%
5 to 6 Bedrooms	289	36	12%
7 Bedrooms & More	96	8	8%
TOTAL*	650	82	13%

SnapStats® Median Data	February	March	Variance
Inventory	605	650	7%
Solds	76	82	8%
Sale Price	\$1,604,000	\$1,610,000	NA
Sale Price SQFT	\$702	\$726	3%
Sale to List Price Ratio	98%	98%	NA
Days on Market	20	22	10%

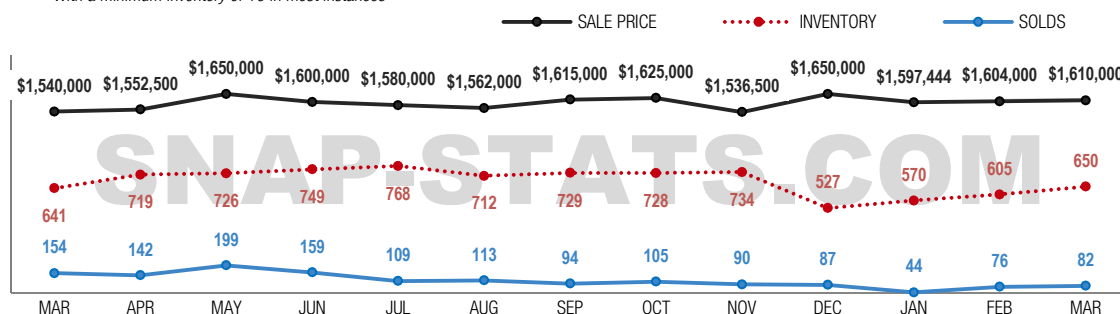
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Balanced market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 44% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5, Hastings East and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Mount Pleasant and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
 SnapStats Publishing Company
 604.229.0521

snap-stats.com
 snapstatsinfo@gmail.com



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	1	NA*
300,001 – 400,000	2	3	150%*
400,001 – 500,000	26	25	96%
500,001 – 600,000	38	44	116%*
600,001 – 700,000	32	31	97%
700,001 – 800,000	30	29	97%
800,001 – 900,000	26	17	65%
900,001 – 1,000,000	23	10	43%
1,000,001 – 1,250,000	46	17	37%
1,250,001 – 1,500,000	18	9	50%
1,500,001 – 1,750,000	2	0	NA
1,750,001 – 2,000,000	3	1	33%
2,000,001 – 2,250,000	0	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	1	0	NA
TOTAL*	250	187	75%

0 to 1 Bedroom	83	93	112%*
2 Bedrooms	102	74	73%
3 Bedrooms	61	19	31%
4 Bedrooms & Greater	4	1	25%
TOTAL*	250	187	75%

SnapStats® Median Data	February	March	Variance
Inventory	245	250	2%
Solds	153	187	22%
Sale Price	\$678,000	\$655,000	-3%
Sale Price SQFT	\$848	\$866	2%
Sale to List Price Ratio	100%	100%	NA
Days on Market	8	8	NA

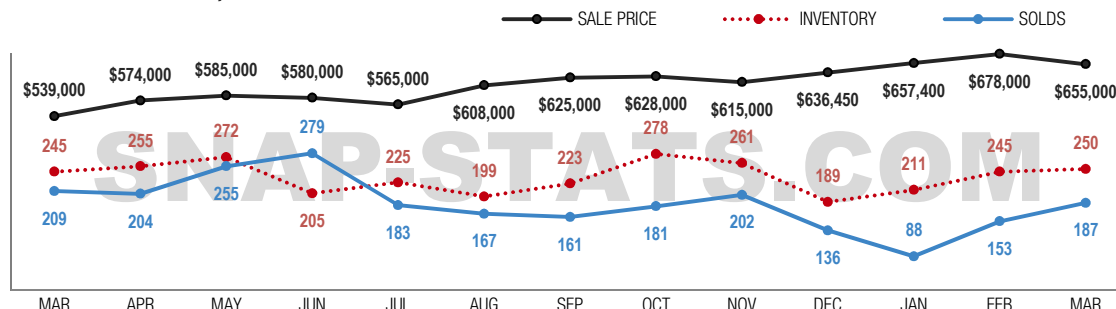
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers market at 75% Sales Ratio average (3 in 4 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$500,000 to \$600,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Champlain Heights, Hastings, Killarney, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Downtown, Fraser, Fraserview, Grandview and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
 SnapStats Publishing Company
 604.229.0521

snap-stats.com
 snapstatsinfo@gmail.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	1	NA*
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	1	1	100%
1,000,001 – 1,250,000	1	2	200%*
1,250,001 – 1,500,000	25	4	16%
1,500,001 – 1,750,000	37	21	57%
1,750,001 – 2,000,000	44	11	25%
2,000,001 – 2,250,000	24	9	38%
2,250,001 – 2,500,000	39	4	10%
2,500,001 – 2,750,000	22	5	23%
2,750,001 – 3,000,000	23	3	13%
3,000,001 – 3,500,000	26	2	8%
3,500,001 – 4,000,000	26	2	8%
4,000,001 – 4,500,000	15	1	7%
4,500,001 – 5,000,000	6	0	NA
5,000,001 & Greater	6	0	NA
TOTAL*	296	66	22%

2 Bedrooms & Less	13	4	31%
3 to 4 Bedrooms	124	38	31%
5 to 6 Bedrooms	138	22	16%
7 Bedrooms & More	21	2	10%
TOTAL*	296	66	22%

SnapStats® Median Data	February	March	Variance
Inventory	282	296	5%
Solds	57	66	16%
Sale Price	\$1,740,000	\$1,795,000	3%
Sale Price SQFT	\$672	\$630	-6%
Sale to List Price Ratio	97%	97%	NA
Days on Market	16	13	-19%

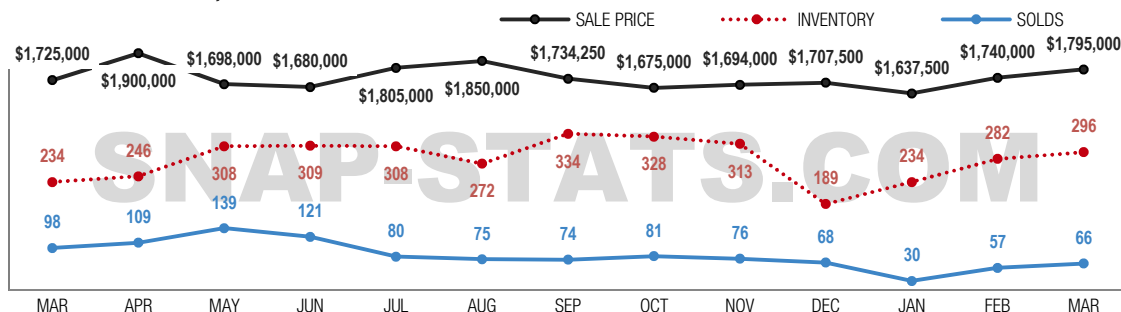
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers market at 22% Sales Ratio average (2.2 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 57% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes \$3 mil plus, Canyon Heights, Forest Hills and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Lower Lonsdale, Lynn Valley and up to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	2	NA*
400,001 – 500,000	9	25	278%*
500,001 – 600,000	22	26	118%*
600,001 – 700,000	21	19	90%
700,001 – 800,000	27	19	70%
800,001 – 900,000	24	15	63%
900,001 – 1,000,000	14	11	79%
1,000,001 – 1,250,000	20	18	90%
1,250,001 – 1,500,000	22	8	36%
1,500,001 – 1,750,000	2	2	100%
1,750,001 – 2,000,000	5	1	20%
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	1	0	NA
2,500,001 – 2,750,000	1	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	0	0	NA
4,000,001 – 4,500,000	0	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	172	146	85%

2 Bedrooms & Less	35	53	151%*
3 to 4 Bedrooms	89	68	76%
5 to 6 Bedrooms	39	21	54%
7 Bedrooms & More	9	4	44%
TOTAL*	172	146	85%

SnapStats® Median Data	February	March	Variance
Inventory	176	172	-2%
Solds	106	146	38%
Sale Price	\$770,000	\$714,950	-7%
Sale Price SQFT	\$814	\$807	-1%
Sale to List Price Ratio	98%	102%	4%
Days on Market	9	8	-11%

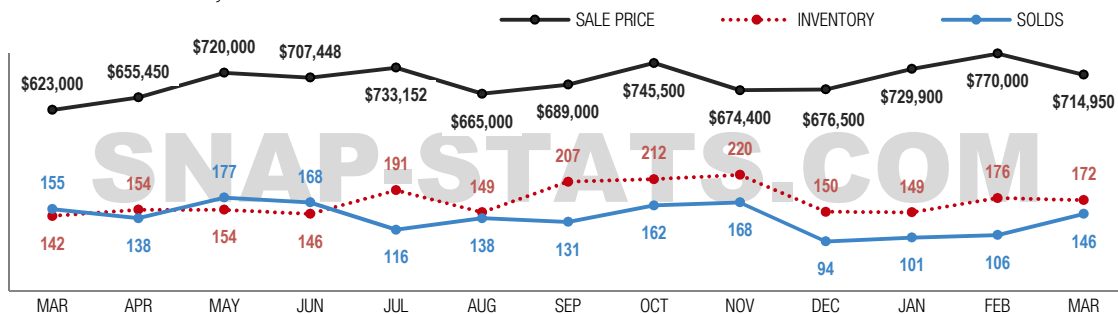
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED:** Sellers market at 85% Sales Ratio average (8.5 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$400,000 to \$600,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Roche Point and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, Lower Lonsdale, Lynn Valley, Pemberton and up to 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	0	0	NA
1,000,001 – 1,250,000	0	0	NA
1,250,001 – 1,500,000	0	1	NA*
1,500,001 – 1,750,000	4	2	50%
1,750,001 – 2,000,000	10	1	10%
2,000,001 – 2,250,000	12	3	25%
2,250,001 – 2,500,000	28	1	4%
2,500,001 – 2,750,000	25	1	4%
2,750,001 – 3,000,000	40	9	23%
3,000,001 – 3,500,000	47	2	4%
3,500,001 – 4,000,000	51	1	2%
4,000,001 – 4,500,000	19	1	5%
4,500,001 – 5,000,000	45	0	NA
5,000,001 & Greater	150	3	2%
TOTAL*	431	25	6%

2 Bedrooms & Less	14	5	36%
3 to 4 Bedrooms	203	9	4%
5 to 6 Bedrooms	188	8	4%
7 Bedrooms & More	26	3	12%
TOTAL*	431	25	6%

SnapStats® Median Data	February	March	Variance
Inventory	437	431	-1%
Solds	24	25	4%
Sale Price	\$2,855,000	\$2,930,000	3%
Sale Price SQFT	\$814	\$1,157	42%
Sale to List Price Ratio	95%	98%	3%
Days on Market	20	44	120%

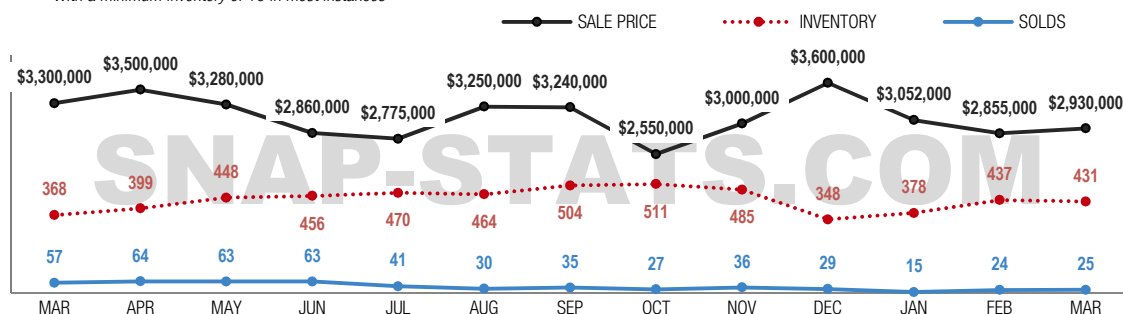
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED:** Buyers market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$2 mil to \$2.25 mil with average 25% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$3.5 mil to \$4 mil / \$5 mil plus, British Properties and 3 to 6 bedroom properties
- Sellers Best Bet** Selling homes in West Bay and up to 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
 SnapStats Publishing Company
 604.229.0521

snap-stats.com
 snapstatsinfo@gmail.com



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	2	200%*
500,001 – 600,000	1	1	100%
600,001 – 700,000	5	1	20%
700,001 – 800,000	1	3	300%*
800,001 – 900,000	5	1	20%
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	7	3	43%
1,250,001 – 1,500,000	11	2	18%
1,500,001 – 1,750,000	14	2	14%
1,750,001 – 2,000,000	10	0	NA
2,000,001 – 2,250,000	3	1	33%
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	2	0	NA
2,750,001 – 3,000,000	4	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	1	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	5	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	86	16	19%
0 to 1 Bedroom	15	5	33%
2 Bedrooms	49	10	20%
3 Bedrooms	19	0	NA
4 Bedrooms & Greater	3	1	33%
TOTAL*	86	16	19%

SnapStats® Median Data	February	March	Variance
Inventory	82	86	5%
Solds	14	16	14%
Sale Price	\$1,395,500	\$938,000	-33%
Sale Price SQFT	\$1,076	\$960	-11%
Sale to List Price Ratio	98%	96%	-2%
Days on Market	9	12	33%

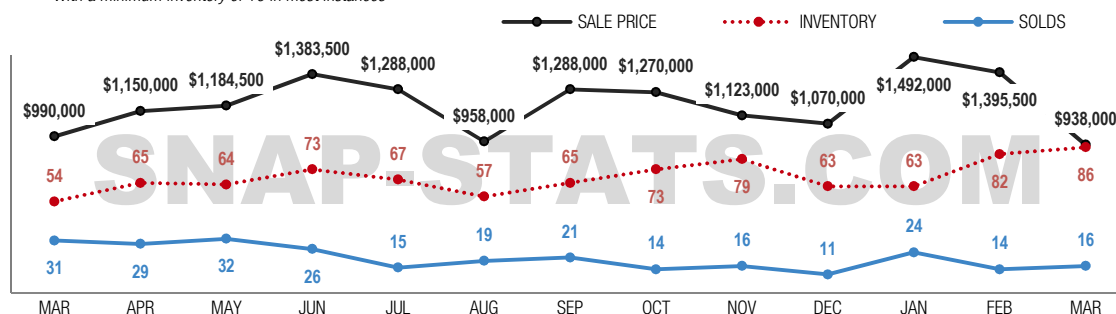
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Balanced market at 19% Sales Ratio average (1.9 in 10 homes selling rate)
- Homes are selling on average 4% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 18% Sales Ratio (Balanced market speed)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Dundarave, Horseshoe Bay and 2 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	2	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	0	0	NA
900,001 – 1,000,000	2	1	50%
1,000,001 – 1,250,000	12	9	75%
1,250,001 – 1,500,000	51	10	20%
1,500,001 – 1,750,000	114	23	20%
1,750,001 – 2,000,000	103	10	10%
2,000,001 – 2,250,000	59	13	22%
2,250,001 – 2,500,000	65	6	9%
2,500,001 – 2,750,000	50	1	2%
2,750,001 – 3,000,000	70	2	3%
3,000,001 – 3,500,000	43	2	5%
3,500,001 – 4,000,000	43	0	NA
4,000,001 – 4,500,000	16	0	NA
4,500,001 – 5,000,000	19	0	NA
5,000,001 & Greater	15	0	NA
TOTAL*	664	77	12%
2 Bedrooms & Less	34	0	NA
3 to 4 Bedrooms	253	46	18%
5 to 6 Bedrooms	344	29	8%
7 Bedrooms & More	33	2	6%
TOTAL*	664	77	12%

SnapStats® Median Data	February	March	Variance
Inventory	654	664	2%
Solds	53	77	45%
Sale Price	\$1,700,000	\$1,683,000	-1%
Sale Price SQFT	\$746	\$683	-8%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	28	31	11%

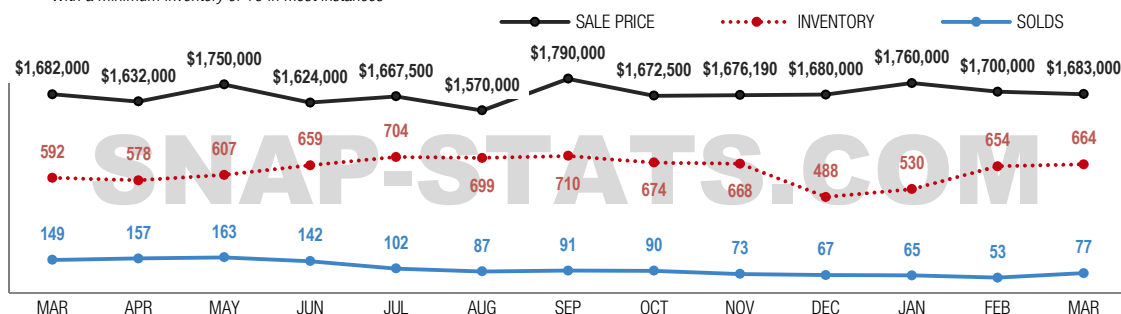
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND DETACHED:** Balanced market at 12% Sales Ratio average (11% is a Buyers market)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 75% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$2.5 mil to \$3.5 mil, Granville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, West Wind and 3 to 4 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	9	2	22%
300,001 – 400,000	16	13	81%
400,001 – 500,000	30	34	113%*
500,001 – 600,000	46	34	74%
600,001 – 700,000	79	43	54%
700,001 – 800,000	99	33	33%
800,001 – 900,000	95	21	22%
900,001 – 1,000,000	73	18	25%
1,000,001 – 1,250,000	75	19	25%
1,250,001 – 1,500,000	38	7	18%
1,500,001 – 1,750,000	14	2	14%
1,750,001 – 2,000,000	7	0	NA
2,000,001 – 2,250,000	1	0	NA
2,250,001 – 2,500,000	0	0	NA
2,500,001 – 2,750,000	4	1	25%
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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	588	227	39%
0 to 1 Bedroom	68	46	68%
2 Bedrooms	256	112	44%
3 Bedrooms	196	47	24%
4 Bedrooms & Greater	68	22	32%
TOTAL*	588	227	39%

SnapStats® Median Data	February	March	Variance
Inventory	530	588	11%
Solds	205	227	11%
Sale Price	\$648,000	\$668,000	3%
Sale Price SQFT	\$679	\$671	-1%
Sale to List Price Ratio	104%	100%	-4%
Days on Market	10	12	20%

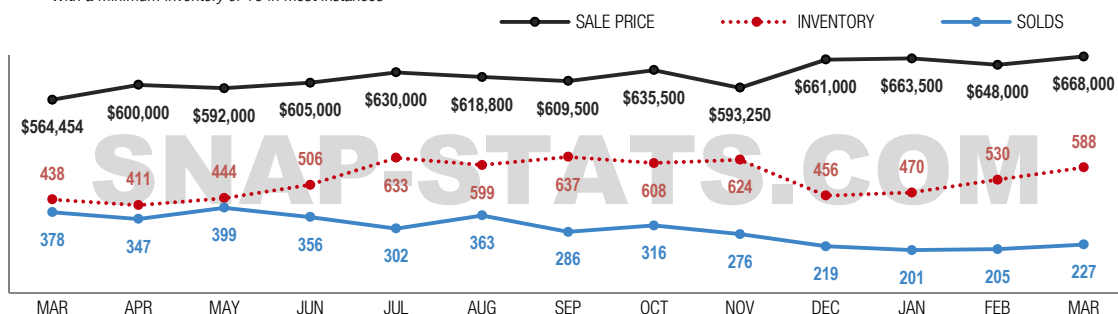
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED:** Sellers market at 39% Sales Ratio average (3.9 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$400,000 to \$500,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Quilchena, Woodward and 3 bedroom properties
- Sellers Best Bet** Selling homes in Riverdale, Terra Nova and up to 1 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	0	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	0	0	NA
700,001 – 800,000	0	0	NA
800,001 – 900,000	1	0	NA
900,001 – 1,000,000	1	0	NA
1,000,001 – 1,250,000	34	10	29%
1,250,001 – 1,500,000	41	5	12%
1,500,001 – 1,750,000	19	4	21%
1,750,001 – 2,000,000	14	1	7%
2,000,001 – 2,250,000	8	0	NA
2,250,001 – 2,500,000	7	1	14%
2,500,001 – 2,750,000	3	1	33%
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	3	0	NA
3,500,001 – 4,000,000	6	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	141	22	16%

2 Bedrooms & Less	10	2	20%
3 to 4 Bedrooms	95	16	17%
5 to 6 Bedrooms	34	4	12%
7 Bedrooms & More	2	0	NA
TOTAL*	141	22	16%

SnapStats® Median Data	February	March	Variance
Inventory	130	141	8%
Solds	20	22	10%
Sale Price	\$1,112,500	\$1,291,000	16%
Sale Price SQFT	\$451	\$503	12%
Sale to List Price Ratio	93%	98%	5%
Days on Market	16	26	63%

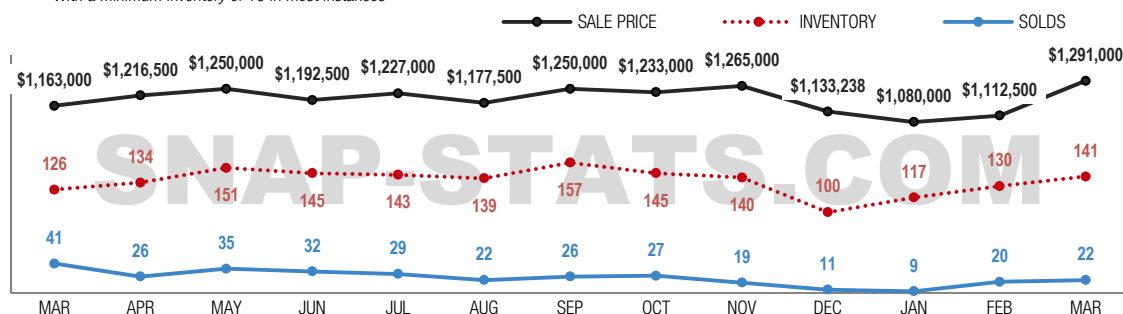
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 29% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Pebble Hill and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Tsawwassen East and up to 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	3	150%*
400,001 – 500,000	2	3	150%*
500,001 – 600,000	11	5	45%
600,001 – 700,000	10	3	30%
700,001 – 800,000	4	1	25%
800,001 – 900,000	1	1	100%
900,001 – 1,000,000	4	0	NA
1,000,001 – 1,250,000	2	0	NA
1,250,001 – 1,500,000	1	1	100%
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	1	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	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	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
TOTAL*	40	17	43%

0 to 1 Bedroom	5	4	80%
2 Bedrooms	29	12	41%
3 Bedrooms	5	1	20%
4 Bedrooms & Greater	1	0	NA
TOTAL*	40	17	43%

SnapStats® Median Data	February	March	Variance
Inventory	28	40	43%
Solds	9	17	89%
Sale Price	\$585,000	\$571,500	-2%
Sale Price SQFT	\$506	\$515	2%
Sale to List Price Ratio	98%	99%	1%
Days on Market	28	11	-61%

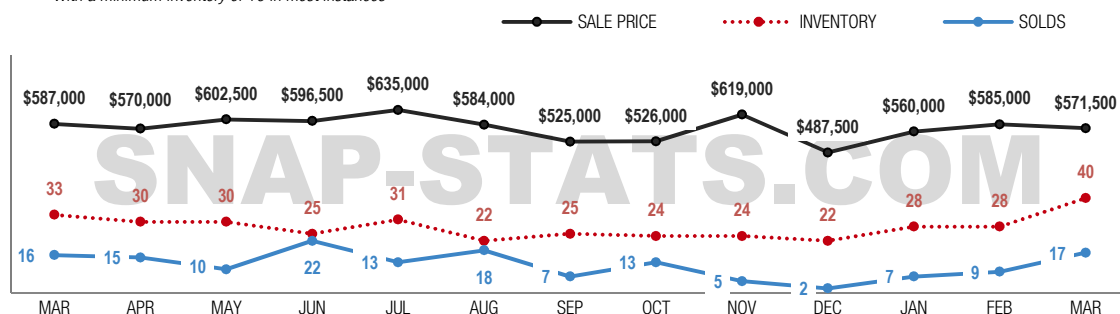
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED:** Sellers market at 43% Sales Ratio average (4.3 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 45% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$600,000 to \$700,000
- Sellers Best Bet** Homes in Cliff Drive, Tsawwassen Central and 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
 SnapStats Publishing Company
 604.229.0521

snap-stats.com
 snapstatsinfo@gmail.com



Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	0	0	NA
600,001 – 700,000	2	1	50%
700,001 – 800,000	1	0	NA
800,001 – 900,000	4	1	25%
900,001 – 1,000,000	8	2	25%
1,000,001 – 1,250,000	27	4	15%
1,250,001 – 1,500,000	20	4	20%
1,500,001 – 1,750,000	6	0	NA
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	5	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	2	0	NA
TOTAL*	82	12	15%

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	60	8	13%
5 to 6 Bedrooms	13	1	8%
7 Bedrooms & More	1	1	100%
TOTAL*	82	12	15%

SnapStats® Median Data	February	March	Variance
Inventory	75	82	9%
Solds	10	12	20%
Sale Price	\$1,016,000	\$1,054,000	4%
Sale Price SQFT	\$510	\$473	-7%
Sale to List Price Ratio	97%	99%	2%
Days on Market	15	28	87%

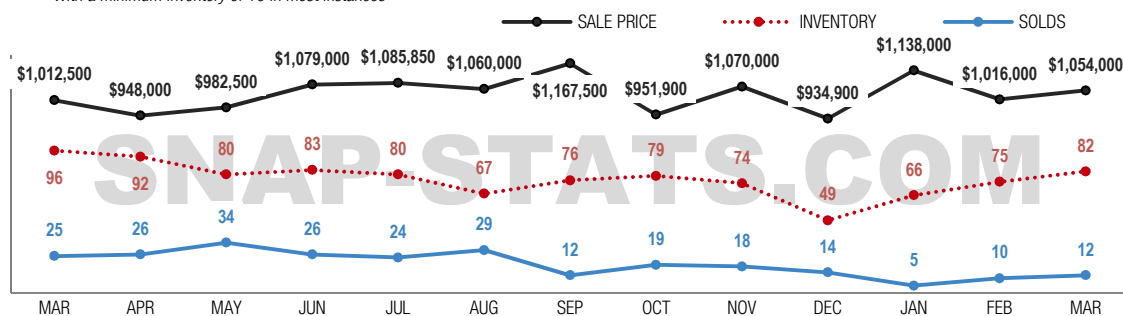
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%). Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced market at 15% Sales Ratio average (1.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 25% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1 mil to \$1.25 mil, Hawthorne and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Ladner Elementary and up to 2 bedroom properties

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
 SnapStats Publishing Company
 604.229.0521

snap-stats.com
 snapstatsinfo@gmail.com



Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	5	3	60%
500,001 – 600,000	6	3	50%
600,001 – 700,000	3	1	33%
700,001 – 800,000	3	4	133%*
800,001 – 900,000	2	0	NA
900,001 – 1,000,000	2	0	NA
1,000,001 – 1,250,000	1	1	100%
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
TOTAL*	22	12	55%

0 to 1 Bedroom	2	2	100%
2 Bedrooms	10	5	50%
3 Bedrooms	9	4	44%
4 Bedrooms & Greater	1	1	100%
TOTAL*	22	12	55%

SnapStats® Median Data	February	March	Variance
Inventory	19	22	16%
Solds	9	12	33%
Sale Price	\$551,000	\$624,000	13%
Sale Price SQFT	\$471	\$523	11%
Sale to List Price Ratio	98%	99%	1%
Days on Market	39	36	-8%

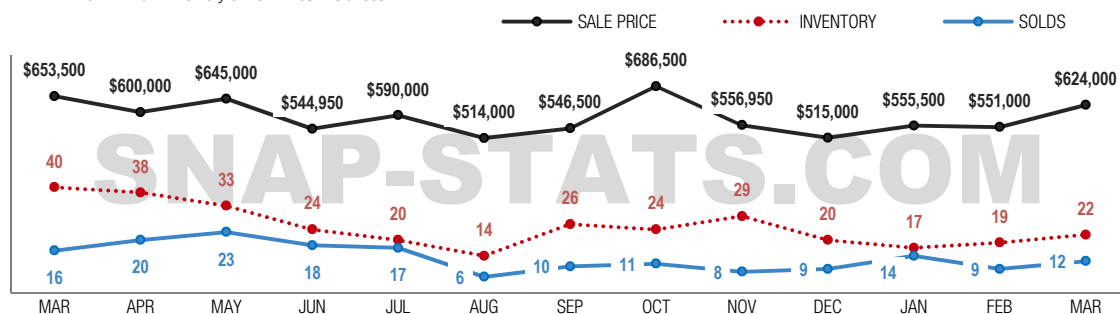
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **LADNER ATTACHED:** Sellers market at 55% Sales Ratio average (5.5 in 10 homes selling rate)
- Homes are selling on average 1% below list price
- Most Active Price Band** *Insufficient data but with 4 sales \$700,000 to \$800,000*
- Buyers Best Bet** *Insufficient data*
- Sellers Best Bet** *Insufficient data but with 5 sales Hawthorne*

** With a minimum inventory of 10 in most instances

13 Month Market Trend



Compliments of...

SnapStats Publishing
SnapStats Publishing Company
604.229.0521

snap-stats.com
snapstatsinfo@gmail.com

