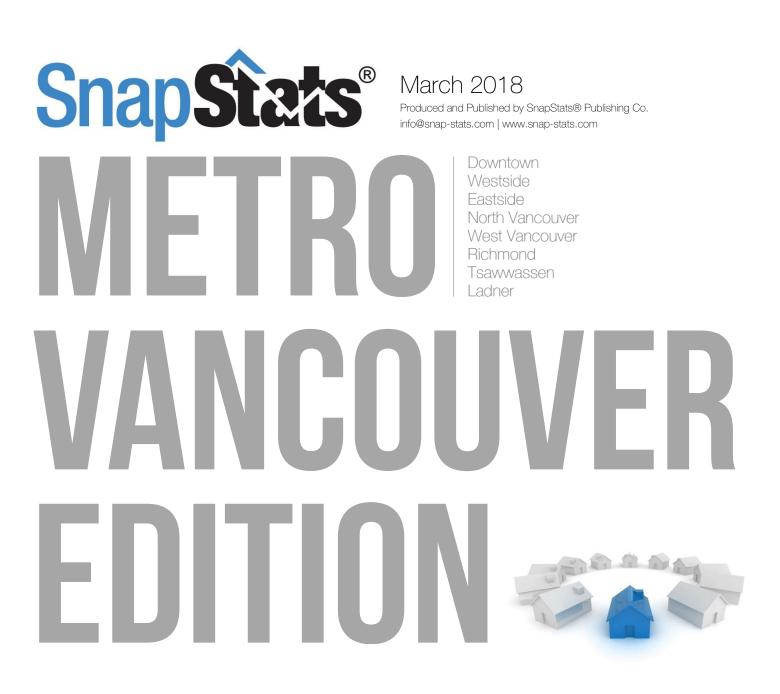
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SnapStats® VANCOUVER DOWNTOWN

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Inventory Sales Sales Ratio 0 - 300,0000 NA* 1 3 3 100% 300,001 - 400,000 400,001 - 500,0003 1 33% 500,001 - 600,000 15 17 113% 600.001 - 700.00025 54% 46 700,001 - 800,000 42 41 98% 800,001 - 900,000 21 18 86% 35 20 57% 900,001 - 1,000,000 1,000,001 - 1,250,000 37 46% 17 1,250,001 - 1,500,000 37 16 43% 1,500,001 - 1,750,000 33 11 33% 1,750,001 - 2,000,00024 21% 5 2,000,001 - 2,250,000 9 2 22% 2,250,001 - 2,500,000 10 2 20% 2 12 17% 2,500,001 - 2,750,000 9% 2,750,001 - 3,000,000 11 1 3,000,001 - 3,500,000 18 0 NA 3,500,001 - 4,000,000 18 3 17% 0 4.000.001 - 4.500.0004 NA 4,500,001 - 5,000,000 100% 1 1 5,000,001 & Greater 36 1 3% TOTAL* 45% 415 187 0 to 1 Bedroom 147 102 69% 2 Bedrooms 193 76 39% 3 Bedrooms 68 10% 7 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

Community ATTACHED CONDOS & TOWNHOMES

MARCH 2018

SnapStats®	Inventory	Sales	Sales Ratio
Coal Harbour Downtown	60 161	20 75	33%
Westend	67	75 42	47% 63%
Yaletown	127	50	39%
TOTAL*	415	187	45%
TOTAL	410	107	4370

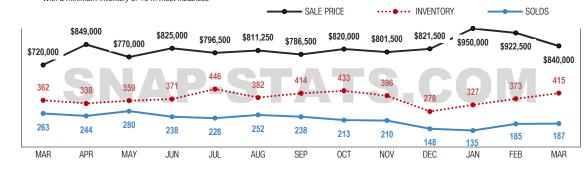
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- 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



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SnapStats® VANCOUVER WESTSIDE

Price Band & Bedroom DETACHED HOUSES

	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®	Inventory	Sales	Sales Ratio
Arbutus	36	2	6%
Cambie	36	2	6%
Dunbar	89	8	9%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	44	6	14%
Kitsilano	35	11	31%
Mackenzie Heights	27	5	19%
Marpole	70	4	6%
Mount Pleasant	3	0	NA
Oakridge	12	1	8%
Point Grey	79	3	4%
Quilchena	36	2	6%
SW Marine	29	3	10%
Shaughnessy	79	2	3%
South Cambie	10	0	NA
South Granville	81	4	5%
Southlands	30	1	3%
University	25	0	NA
TOTAL*	721	54	7%

Community DETACHED HOUSES

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.

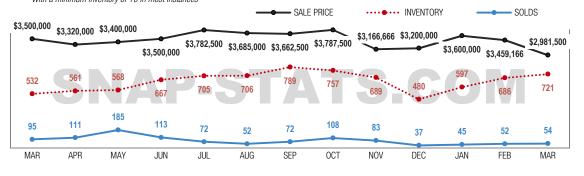
Market Summary

13 Month

Market Trend

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



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MARCH 2018

Snap Stats VANCOUVER WESTSIDE

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Community 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%

	Inventory	Sales	Sales Ratio
Arbutus	0	0	NA
Cambie	26	9	35%
Dunbar	7	1	14%
Fairview	44	30	68%
Falsecreek	58	39	67%
Kerrisdale	17	9	53%
Kitsilano	56	39	70%
Mackenzie Heights	0	0	NA
Marpole	54	5	9%
Mount Pleasant	7	4	57%
Oakridge	14	5	36%
Point Grey	7	6	86%
Quilchena	10	2	20%
SW Marine	8	4	50%
Shaughnessy	11	1	9%
South Cambie	10	1	10%
South Granville	16	2	13%
Southlands	0	1	NA*
University	60	38	63%
TOTAL*	405	196	48%

MARCH 2018

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%

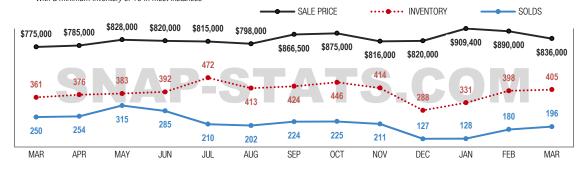
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- 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



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Snap Stats VANCOUVER EASTSIDE

Price Band & Bedroom DETACHED HOUSES

	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®	Inventory	Sales	Sales Ratio
Champlain Heights	1	1	100%
Collingwood	86	7	8%
Downtown	0	0	NA
Fraser	36	5	14%
Fraserview	50	3	6%
Grandview	50	7	14%
Hastings	17	2	12%
Hastings East	22	1	5%
Killarney	59	11	19%
Knight	52	4	8%
Main	27	6	22%
Mount Pleasant	12	10	83%
Renfrew Heights	34	6	18%
Renfrew	92	9	10%
South Vancouver	75	6	8%
Victoria	37	4	11%
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
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Market Summary

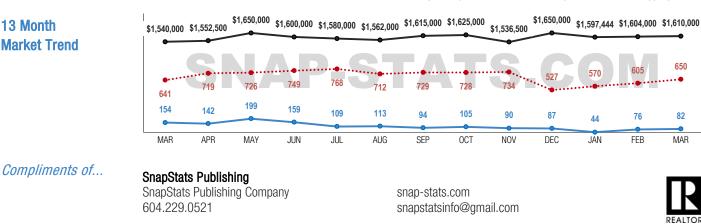
Market Type Indicator EASTSIDE DETACHED: Balanced market at 13% Sales Ratio average (1.3 in 10 homes selling rate)

- SALE PRICE

····
 INVENTORY

SOLDS

- 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



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13 Month **Market Trend**

MARCH 2018

Community DETACHED HOUSES

SnapStats® VANCOUVER EASTSIDE

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%

Community	ATTACHED	CONDOS a	& TOWN	IHOMES

MARCH 2018

Inventory	Coloo	
montory	Sales	Sales Ratio
44	21	48%
31	28	90%
3	12	400%*
10	10	100%
7	10	143%*
6	11	183%*
21	10	48%
1	1	100%
9	4	44%
7	4	57%
11	8	73%
68	55	81%
0	0	NA
4	0	NA
1	0	NA
27	13	48%
250	187	75%
	44 31 3 10 7 6 21 1 9 7 11 68 0 4 1 27	$\begin{array}{cccccccccccccccccccccccccccccccccccc$

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

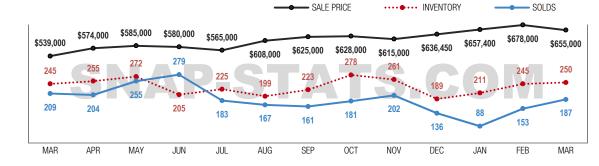
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- 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



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Snap Stats NORTH VANCOUVER

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%

Community	DETACHED H	OUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	10	2	20%
Boulevard	11	3	27%
Braemar	1	0	NA
Calverhall	4	0	NA
Canyon Heights	34	3	9%
Capilano	6	1	17%
Central Lonsdale	7	3	43%
Deep Cove	11	2	18%
Delbrook	5	2	40%
Dollarton	11	2	18%
Edgemont	27	4	15%
Forest Hills	17	1	6%
Grouse Woods	3	1	33%
Hamilton	5	1	20%
Hamilton Heights	0	0	NA
Indian Arm	1	1	100%
Indian River	1	0	NA
Lower Lonsdale	8	3	38%
Lynn Valley	22	12	55%
Lynnmour	6	0	NA
Norgate	3	1	33%
Northlands	2	0	NA
Pemberton Heights	15	3	20%
Pemberton	8	2	25%
Princess Park	3	1	33%
Queensbury	4	0	NA
Roche Point	1	1	100%
Seymour	3	3	100%
Tempe	1	1	100%
Upper Delbrook	15	2	13%
Upper Lonsdale	38	7	18%
Westlynn	7	2	29%
Westlynn Terrace	1	1	100%
Windsor Park	1	1	100%
Woodlands-Sunshine Cascade	4	0	NA
TOTAL*	296	66	22%

MARCH 2018

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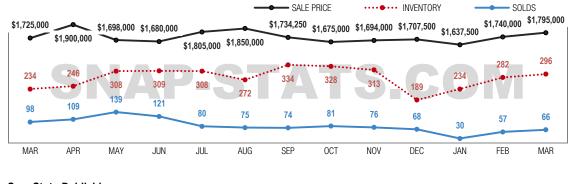
Market Summary

13 Month

Market Trend

• 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



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Snap Stats NORTH VANCOUVER

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Community ATTACHED CONDOS & TOWNHOMES

MARCH 2018

SD = 300,000 0 NA* Bluenidge 0 0 NA S00,001 - 400,000 0 2 NA* Boulevard 0 0 NA S00,001 - 600,000 2 25 278%* Braemar 0 0 NA S00,001 - 600,000 22 26 118%* Galverhall 0 0 NA S00,001 - 700,000 21 19 90% Calverhall 0 0 NA S00,001 - 900,000 27 19 70% Calverhall 0 0 NA S00,001 - 1,000,000 24 15 63% Central Lonsdale 33 29 8% S00,001 - 1,000,000 2 8 36% Delerock 0 0 NA S00,001 - 1,000,000 2 2 100% Edgemont 3 1 33% S00,001 - 2,500,000 1 0 NA Hamilton 8 12 150%* S000,001 - 2,500,000 0 0 NA Indian Arm 0 0 NA <td< th=""><th></th><th></th><th>• •</th><th></th><th></th><th></th><th><u>.</u></th><th></th></td<>			• •				<u>.</u>	
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Sale to List Price Ratio 98% 102% 4% Woodlands-Sunshine Cascade 0 0 NA					,			
	Davs on Market						-	

*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

13 Month

Market Trend

• 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



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SnapStats Publishing Company 604.229.0521

snap-stats.com snapstatsinfo@gmail.com



SnapStats[®] WEST VANCOUVER

Price Band & Bedroom DETACHED HOUSES

Community DETACHED HOUSES

MARCH 2018

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SnapStats®	Inventory	Sales	Sales Ratio	SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	0	0	NA	Altamont	20	0	NA
300,001 - 400,000	0	0	NA	Ambleside	49	4	8%
400,001 - 500,000	0	0	NA	Bayridge	10	0	NA
500,001 - 600,000	0	0	NA	British Properties	70	2	3%
600,001 - 700,000	0	0	NA	Canterbury	7	0	NA
700,001 - 800,000	0	0	NA	Caulfield	23	0	NA
800,001 - 900,000	0	0	NA	Cedardale	7	3	43%
900,001 - 1,000,000	0	0	NA	Chartwell	19	0	NA
1,000,001 - 1,250,000	0	0	NA	Chelsea Park	5	0	NA
1,250,001 - 1,500,000	0	1	NA*	Cypress	7	0	NA
1,500,001 - 1,750,000	4	2	50%	Cypress Park Estates	16	1	6%
1,750,001 - 2,000,000	10	1	10%	Deer Ridge	0	0	NA
2,000,001 - 2,250,000	12	3	25%	Dundarave	29	2	7%
2,250,001 - 2,500,000	28	1	4%	Eagle Harbour	12	0	NA
2,500,001 - 2,750,000	25	1	4%	Eagleridge	9	0	NA
2,750,001 - 3,000,000	40	9	23%	Furry Creek	1	0	NA
3,000,001 - 3,500,000	47	2	4%	Gleneagles	8	1	13%
3,500,001 - 4,000,000	51	1	2%	Glenmore	15	0	NA
4,000,001 - 4,500,000	19	1	5%	Horseshoe Bay	5	2	40%
4,500,001 - 5,000,000	45	0	NA	Howe Sound	6	0	NA
5,000,001 & Greater	150	3	2%	Lions Bay	11	2	18%
TOTAL*	431	25	6%	Old Caulfield	8	0	NA
				Panorama Village	1	0	NA
2 Bedrooms & Less	14	5	36%	Park Royal	2	0	NA
3 to 4 Bedrooms	203	9	4%	Porteau Cove	0	0	NA
5 to 6 Bedrooms	188	8	4%	Queens	15	0	NA
7 Bedrooms & More	26	3	12%	Rockridge	7	0	NA
TOTAL*	431	25	6%	Sandy Cove	2	0	NA
				Sentinel Hill	15	1	7%
SnapStats® Median Data	February	March	Variance	Upper Caulfield	6	0	NA
Inventory	437	431	-1%	West Bay	9	4	44%
Solds	24	25	4%	Westhill	8	0	NA
Sale Price	\$2,855,000	\$2,930,000	3%	Westmount	15	3	20%
Sale Price SQFT	\$814	\$1,157	42%	Whitby Estates	9	0	NA
Sale to List Price Ratio	95%	98%	3%	Whytecliff	5	0	NA
Days on Market	20	44	120%	TOTAL*	431	25	6%

*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

13 Month

Market Trend

- 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



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SnapStats® WEST VANCOUVER

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Community ATTACHED CONDOS & TOWNHOMES

MARCH 2018

				-			
SnapStats®	Inventory	Sales	Sales Ratio	SnapStats®	Inventory	Sales	Sales Ration
\$0 - 300,000	0	0	NA	Altamont	0	0	NA
300,001 - 400,000	0	0	NA	Ambleside	18	9	50%
400,001 - 500,000	1	2	200%*	Bayridge	0	0	NA
500,001 - 600,000	1	1	100%	British Properties	1	1	100%
600,001 - 700,000	5	1	20%	Canterbury	0	0	NA
700,001 – 800,000	1	3	300%*	Caulfield	0	0	NA
800,001 - 900,000	5	1	20%	Cedardale	3	1	33%
900,001 - 1,000,000	2	0	NA	Chartwell	0	0	NA
1,000,001 - 1,250,000	7	3	43%	Chelsea Park	1	0	NA
1,250,001 - 1,500,000	11	2	18%	Cypress	0	0	NA
1,500,001 - 1,750,000	14	2	14%	Cypress Park Estates	1	0	NA
1,750,001 - 2,000,000	10	0	NA	Deer Ridge	1	0	NA
2,000,001 - 2,250,000	3	1	33%	Dundarave	13	1	8%
2,250,001 - 2,500,000	5	0	NA	Eagle Harbour	0	0	NA
2,500,001 - 2,750,000	2	0	NA	Eagleridge	0	0	NA
2,750,001 - 3,000,000	4	0	NA	Furry Creek	4	0	NA
3,000,001 - 3,500,000	4	0	NA	Gleneagles	0	0	NA
3,500,001 - 4,000,000	1	0	NA	Glenmore	0	0	NA
4,000,001 - 4,500,000	3	0	NA	Horseshoe Bay	11	1	9%
4,500,001 - 5,000,000	5	0	NA	Howe Sound	2	0	NA
5,000,001 & Greater	2	0	NA	Lions Bay	0	0	NA
TOTAL*	86	16	19%	Old Caulfield	3	0	NA
				Panorama Village	6	1	17%
) to 1 Bedroom	15	5	33%	Park Royal	16	2	13%
2 Bedrooms	49	10	20%	Porteau Cove	0	0	NA
3 Bedrooms	19	0	NA	Queens	0	0	NA
4 Bedrooms & Greater	3	1	33%	Rockridge	0	0	NA
TOTAL*	86	16	19%	Sandy Cove	0	0	NA
				Sentinel Hill	0	0	NA
SnapStats® Median Data	February	March	Variance	Upper Caulfield	1	0	NA
Inventory	82	86	5%	West Bay	0	0	NA
Solds	14	16	14%	Westhill	0	0	NA
Sale Price	\$1,395,500	\$938,000	-33%	Westmount	0	0	NA
Sale Price SQFT	\$1,076	\$960	-11%	Whitby Estates	5	0	NA
Sale to List Price Ratio	98%	96%	-2%	Whytecliff	0	0	NA
Days on Market	9	12	33%	TOTAL*	86	16	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.

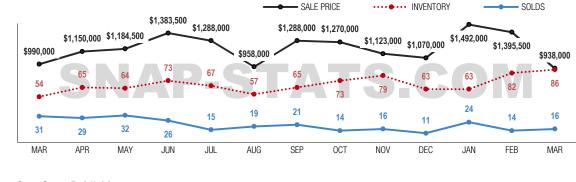
Market Summary

13 Month

Market Trend

• 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



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SnapStats® RICHMOND

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%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	21	1	5%
Bridgeport	10	1	10%
Brighouse	17	4	24%
Brighouse South	1	0	NA
Broadmoor	59	5	8%
East Cambie	18	4	22%
East Richmond	5	0	NA
Garden City	33	3	9%
Gilmore	2	0	NA
Granville	62	2	3%
Hamilton	10	4	40%
Ironwood	17	1	6%
Lackner	29	4	14%
McLennan	13	1	8%
McLennan North	7	0	NA
McNair	30	5	17%
Quilchena	28	3	11%
Riverdale	34	8	24%
Saunders	40		5%
Sea Island	3	2	67%
Seafair	48	5	10%
South Arm	17	1	6%
Steveston North	43	4	9%
Steveston South	20	2	10%
Steveston Village	12	0	NA
Terra Nova	14	1	7%
West Cambie	24	5	21%
Westwind	9	5	56%
Woodwards	38	4	11%
TOTAL*	664	77	12%

MARCH 2018

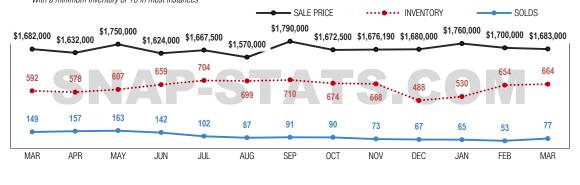
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- 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



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SnapStats® RICHMOND

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Community ATTACHED CONDOS & TOWNHOMES

Inventory Colos

MARCH 2018

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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%

	Inventory	Sales	Sales Ratio
Boyd Park	7	6	86%
Bridgeport	18	8	44%
Brighouse	205	62	30%
Brighouse South	54	30	56%
Broadmoor	5	6	120%*
East Cambie	12	5	42%
East Richmond	3	0	NA
Garden City	3	3	100%
Gilmore	0	0	NA
Granville	21	0	NA
Hamilton	6	2	33%
Ironwood	5	7	140%*
Lackner	2	2	100%
McLennan	0	0	NA
McLennan North	51	21	41%
McNair	2	0	NA
Quilchena	8	1	13%
Riverdale	9	9	100%
Saunders	10	0	NA
Sea Island	0	0	NA
Seafair	3	1	33%
South Arm	4	3	75%
Steveston North	5	1	20%
Steveston South	36	18	50%
Steveston Village	11	3	27%
Terra Nova	8	5	63%
West Cambie	83	31	37%
Westwind	5	1	20%
Woodwards	12	2	17%
TOTAL*	588	227	39%

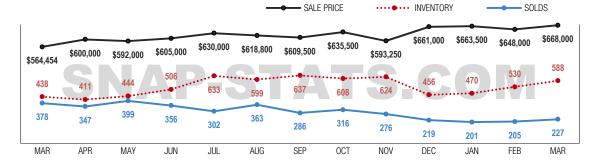
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- 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, Woodwards 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



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Snap Stats TSAWWASSEN

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

Variance SnapStats® Median Data February March

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	16	3	19%
Boundary Beach	12	3	25%
Cliff Drive	18	4	22%
English Bluff	16	3	19%
Pebble Hill	38	2	5%
Tsawwassen Central	32	4	13%
Tsawwassen East	9	3	33%
TOTAL*	141	22	16%

MARCH 2018

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

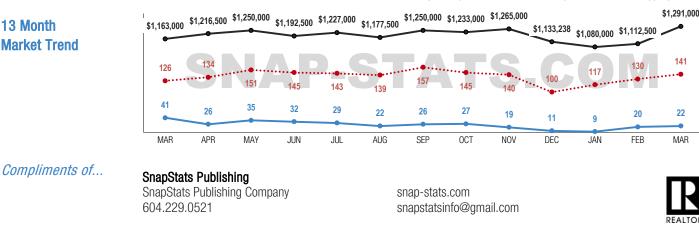
Market Type Indicator TSAWWASSEN DETACHED: Balanced market at 16% Sales Ratio average (1.6 in 10 homes selling rate)

- SALE PRICE

····• INVENTORY

SOLDS

- 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



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13 Month **Market Trend**

Snap Stats TSAWWASSEN

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%

Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	3	50%
Boundary Beach	1	1	100%
Cliff Drive	21	8	38%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	8	3	38%
Tsawwassen East	4	2	50%
TOTAL*	40	17	43%

MARCH 2018

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

13 Month

Market Trend

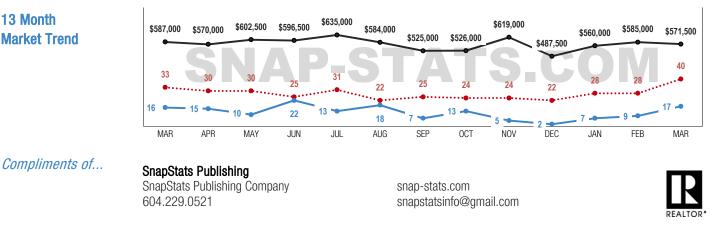
Market Type Indicator TSAWWASSEN ATTACHED: Sellers market at 43% Sales Ratio average (4.3 in 10 homes selling rate)

SALE PRICE

····
 INVENTORY

SOLDS

- 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



SnapStats® LADNER

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%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	7	0	NA
East Delta	2	0	NA
Hawthorne	22	3	14%
Holly	10	2	20%
Ladner Elementary	16	4	25%
Ladner Rural	7	1	14%
Neilsen Grove	10	2	20%
Port Guichon	8	0	NA
Westham Island	0	0	NA
TOTAL*	82	12	15%

MARCH 2018

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.

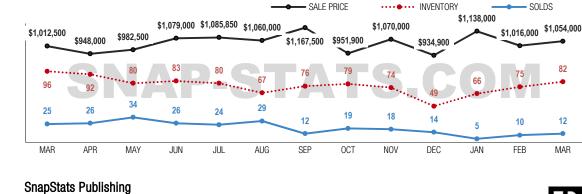
Market Summary

13 Month

Market Trend

Compliments of...

- 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



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Snap Stats LADNER

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%

Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	4	2	50%
East Delta	0	1	NA*
Hawthorne	7	5	71%
Holly	0	0	NA
Ladner Elementary	7	0	NA
Ladner Rural	0	1	NA*
Neilsen Grove	4	3	75%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	22	12	55%

MARCH 2018

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%

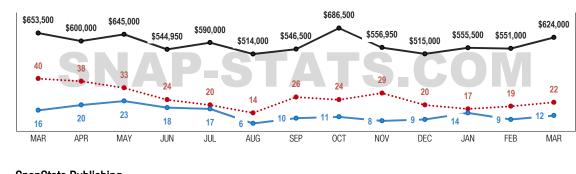
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- 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



SALE PRICE

····
 INVENTORY

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SOLDS