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

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# Snapstats 

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Downtown
Westside
Eastside
North Vancouver West Vancouver
Richmond
Tsawwassen
Ladner


# SnapStałs vancouver downtown 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

|  | 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 |

Community ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- | :--- |
| Soapstats® | 60 | 20 | $33 \%$ |
| Downtown | 161 | 75 | $47 \%$ |
| Westend | 67 | 42 | $63 \%$ |
| Yaletown | 127 | 50 | $39 \%$ |
| TOTAL* $^{*}$ | 415 | 187 | $45 \%$ |






$\square|\square|$






Market Summary $\quad$ • Market Type Indicator DOWNTOWN: Sellers market at 45\% Sales Ratio average (4.5 in 10 homes selling rate)

- Most Active Price Band ${ }^{\star \star}+/-\$ 1$ 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
——SALE PRICE $\quad \cdots$ •... INVENTORY $\quad$ — SOLDS
13 Month
Market Trend


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## SnapStats VANCOUVER WESTSIDE

Price Band \& Bedroom DETACHED HOUSES

| (3) | 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\% |

Community DETACHED HOUSES

| Snim | 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\% |


*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


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# SnapStałs ${ }^{\circ}$ VANcouver westside 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| (3) | 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\% |

Community ATTACHED CONDOS \& TOWNHOMES

| Smapstats | 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\% |

*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


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## SnapStats Vancouver eastside

Price Band \& Bedroom DETACHED HOUSES

| (3) | 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\% |

Community DETACHED HOUSES

| 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 | $13 \%$ |
|  |  |  |  |


*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
$\longrightarrow$ SALE PRICE
........ INVENTORY
$\longrightarrow$ SOLDS


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# SnapStats Vancouver eastside 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

|  | 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 |

Community ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Champlais Heights | 44 | 21 | $48 \%$ |
| Collingwood | 31 | 28 | $90 \%$ |
| Downtown | 3 | 12 | $400 \%^{*}$ |
| Fraser | 10 | 10 | $100 \%$ |
| Fraserview | 7 | 10 | $143 \%^{*}$ |
| Grandview | 6 | 11 | $183 \%^{*}$ |
| Hastings | 21 | 10 | $48 \%$ |
| Hastings East | 1 | 1 | $100 \%$ |
| Killarney | 9 | 4 | $44 \%$ |
| Knight | 7 | 4 | $57 \%$ |
| Main | 11 | 8 | $73 \%$ |
| Mt Pleasant | 68 | 55 | $81 \%$ |
| Renfrew Heights | 0 | 0 | NA |
| Renfrew | 4 | 0 | NA |
| South Vancouver | 1 | 0 | NA |
| Victoria | 27 | 13 | $48 \%$ |
| TOTAL* | 250 | 187 | $75 \%$ |


|  |  |
| :--- | :--- | :--- |




 $\square \mid \square$ $\square$
*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


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# Snapstats NORTH VANCOUVER 

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 | 1 | $N A^{*}$ |
| 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 HOUSES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Sluestatse | 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 | $22 \%$ |
|  |  |  |  |

*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

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# SnapStats NORTH VANCOUVER 

Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

|  | 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\% |

Community ATTACHED CONDOS \& TOWNHOMES

| (8) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Blueridge | 0 | 0 | NA |
| Boulevard | 0 | 0 | NA |
| Braemar | 0 | 0 | NA |
| Calverhall | 0 | 0 | NA |
| Canyon Heights | 1 | 0 | NA |
| Capilano | 2 | 0 | NA |
| Central Lonsdale | 33 | 29 | 88\% |
| Deep Cove | 0 | 2 | NA* |
| Delbrook | 0 | 0 | NA |
| Dollarton | 3 | 1 | 33\% |
| Edgemont | 3 | 1 | 33\% |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 0 | NA |
| Hamilton | 8 | 12 | 150\%* |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 3 | 1 | 33\% |
| Lower Lonsdale | 38 | 35 | 92\% |
| Lynn Valley | 15 | 18 | 120\%* |
| Lynnmour | 18 | 13 | 72\% |
| Norgate | 4 | 2 | 50\% |
| Northlands | 3 | 4 | 133\%* |
| Pemberton Heights | 0 | 0 | NA |
| Pemberton | 10 | 15 | 150\%* |
| Princess Park | 0 | 0 | NA |
| Queensbury | 1 | 1 | 100\% |
| Roche Point | 18 | 6 | 33\% |
| Seymour | 3 | 2 | 67\% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 1 | 0 | NA |
| Upper Lonsdale | 7 | 4 | 57\% |
| Westlynn | 1 | 0 | NA |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 172 | 146 | 85\% |

*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 <br> - 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 ${ }^{\star \star} \$ 400,000$ 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 wEST VANCOUVER 

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 | 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\% |

Community DETACHED HOUSES

| SnapStats( | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Altamont | 20 | 0 | NA |
| Ambleside | 49 | 4 | 8\% |
| Bayridge | 10 | 0 | NA |
| British Properties | 70 | 2 | 3\% |
| Canterbury | 7 | 0 | NA |
| Caulfield | 23 | 0 | NA |
| Cedardale | 7 | 3 | 43\% |
| Chartwell | 19 | 0 | NA |
| Chelsea Park | 5 | 0 | NA |
| Cypress | 7 | 0 | NA |
| Cypress Park Estates | 16 | 1 | 6\% |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 29 | 2 | 7\% |
| Eagle Harbour | 12 | 0 | NA |
| Eagleridge | 9 | 0 | NA |
| Fury Creek | 1 | 0 | NA |
| Gleneagles | 8 | 1 | 13\% |
| Glenmore | 15 | 0 | NA |
| Horseshoe Bay | 5 | 2 | 40\% |
| Howe Sound | 6 | 0 | NA |
| Lions Bay | 11 | 2 | 18\% |
| Old Caulfield | 8 | 0 | NA |
| Panorama Village | 1 | 0 | NA |
| Park Royal | 2 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 15 | 0 | NA |
| Rockridge | 7 | 0 | NA |
| Sandy Cove | 2 | 0 | NA |
| Sentinel Hill | 15 | 1 | 7\% |
| Upper Caulfield | 6 | 0 | NA |
| West Bay | 9 | 4 | 44\% |
| Westhill | 8 | 0 | NA |
| Westmount | 15 | 3 | 20\% |
| Whitby Estates | 9 | 0 | NA |
| Whytecliff | 5 | 0 | NA |
| 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 - 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
$\longrightarrow$ SALE PRICE
$\ldots$.... INVENTORY $\quad \longrightarrow$ SOLDS
13 Month Market Trend

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# Snapstats WEST VANCOUVER 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| (3) | 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\% |

Community ATTACHED CONDOS \& TOWNHOMES

| SnapStats( | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Altamont | 0 | 0 | NA |
| Ambleside | 18 | 9 | 50\% |
| Bayridge | 0 | 0 | NA |
| British Properties | 1 | 1 | 100\% |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 3 | 1 | 33\% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 1 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 1 | 0 | NA |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 13 | 1 | 8\% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Fury Creek | 4 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 0 | NA |
| Horseshoe Bay | 11 | 1 | 9\% |
| Howe Sound | 2 | 0 | NA |
| Lions Bay | 0 | 0 | NA |
| Old Caulfield | 3 | 0 | NA |
| Panorama Village | 6 | 1 | 17\% |
| Park Royal | 16 | 2 | 13\% |
| Porteau Cove | 0 | 0 | NA |
| Queens | 0 | 0 | NA |
| Rockridge | 0 | 0 | NA |
| Sandy Cove | 0 | 0 | NA |
| Sentinel Hill | 0 | 0 | NA |
| Upper Caulfield | 1 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 5 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| 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 - 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

MARCH 2018

Price Band \& Bedroom DETACHED HOUSES

|  | 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 | 2 | 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\% |

*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
$\longrightarrow$ SALE PRICE $\quad . . . .$. INVENTORY $\longrightarrow$ SOLDS
13 Month
Market Trend

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# SnapStats RICHMOND 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| (3) | 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\% |

Community ATTACHED CONDOS \& TOWNHOMES

*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, 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

13 Month
Market Trend

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## SnapStats TSAWWASSEN

Price Band \& Bedroom DETACHED HOUSES

| (3) | 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(1) 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\% |

Community DETACHED HOUSES

|  | 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 | $16 \%$ |



*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
$\longrightarrow$ SALE PRICE
....e... INVENTORY
$\longrightarrow$ SOLDS
13 Month
Market Trend

Compliments of...


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# Snapstats TSAWWASSEN 

## Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

|  | 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\% |

Community ATTACHED CONDOS \& TOWNHOMES

| Snapstais® | 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 | $43 \%$ |

?

|  |  |  |
| :--- | :--- | :--- |










*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
$\longrightarrow$ SALE PRICE $\ldots$..... INVENTORY $\quad$ SOLDS


## 13 Month <br> Market Trend

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# SnapStats LADNER 

## 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 | 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\% |

Community DETACHED HOUSES

| SnapStats® | Inventory | Sales |
| :--- | :--- | :--- |
| Delta Manor | 7 | 0 |
| East Delta | 2 | 0 |
| Hawthorne | 22 | 3 |

$\square$






|  |  |  |
| :--- | :--- | :--- |




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


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## SnapStuts LADNER

Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

|  | 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\% |

Community ATTACHED CONDOS \& TOWNHOMES

| SnapStats® | Inventory | Sales |
| :--- | :--- | :--- |
| Delta Manor | 4 | 2 |
| East Delta | 0 | 1 |
| Hawthorne | 7 | 5 |
| Holly | NA $^{*}$ |  |
| Ladner Elementary | 0 | 0 |
| Ladner Rural | 7 | 0 |

(1)


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
$\longrightarrow$ SALE PRICE
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