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

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# SnapStałs ${ }^{\circ}$ vancouver downtown 

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

|  | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 1 | 1 | 100\% |
| 300,001-400,000 | 0 | 2 | NA* |
| 400,001-500,000 | 5 | 3 | 60\% |
| 500,001-600,000 | 22 | 21 | 95\% |
| 600,001-700,000 | 60 | 34 | 57\% |
| 700,001-800,000 | 65 | 27 | 42\% |
| 800,001-900,000 | 40 | 19 | 48\% |
| 900,001-1,000,000 | 42 | 19 | 45\% |
| 1,000,001-1,250,000 | 48 | 27 | 56\% |
| 1,250,001-1,500,000 | 48 | 12 | 25\% |
| 1,500,001-1,750,000 | 49 | 8 | 16\% |
| 1,750,001-2,000,000 | 24 | 7 | 29\% |
| 2,000,001-2,250,000 | 11 | 2 | 18\% |
| 2,250,001-2,500,000 | 16 | 3 | 19\% |
| 2,500,001-2,750,000 | 16 | 3 | 19\% |
| 2,750,001-3,000,000 | 14 | 2 | 14\% |
| 3,000,001-3,500,000 | 19 | 2 | 11\% |
| 3,500,001-4,000,000 | 21 | 2 | 10\% |
| 4,000,001-4,500,000 | 6 | 0 | NA |
| 4,500,001-5,000,000 | 6 | 1 | 17\% |
| 5,000,001 \& Greater | 41 | 4 | 10\% |
| TOTAL* | 554 | 199 | 36\% |
| 0 to 1 Bedroom | 197 | 109 | 55\% |
| 2 Bedrooms | 262 | 81 | 31\% |
| 3 Bedrooms | 85 | 8 | 9\% |
| 4 Bedrooms \& Greater | 10 | 1 | 10\% |
| TOTAL* | 554 | 199 | 36\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 415 | 554 | 33\% |
| Solds | 187 | 199 | 6\% |
| Sale Price | \$840,000 | \$840,000 | NA |
| Sale Price SQFT | \$1,135 | \$1,120 | -1\% |
| Sale to List Price Ratio | 100\% | 99\% | -1\% |
| Days on Market | 9 | 9 | NA |

Community ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales |
| :--- | :--- | :--- |
| Coal Harbour | 72 | 27 |
| Downtown | 211 | 72 |
| Westend | 98 | 44 |
| Yaletown | 173 | 56 |
| TOTAL* | 554 | 199 |











*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 36\% Sales Ratio average (3.6 in 10 homes selling rate) <br> - Homes are selling on average 1\% below list price

- Most Active Price Band** +/- \$1 mil: \$500,000 to \$600,000 (95\% Sales Ratio) / \$1 mil to \$1.25 mil (56\% Sales Ratio)
- Buyers Best Bet** +/- $\$ 1$ mil: Homes between $\$ 700,000$ to $\$ 800,000 / \$ 3.5$ to $\$ 4$ mil, $\$ 5$ mil plus and Yaletown
- Sellers Best Bet** Selling homes in Westend and up to 1 bedroom properties
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE $\ldots$...... INVENTORY $\quad$ SOLDS
13 Month
Market Trend


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# SnapStaks vancouver westside 

Price Band \& Bedroom DETACHED HOUSES

| SmapStats ${ }^{\text {a }}$ | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 0 | 1 | $N A^{*}$ |
| 400,001-500,000 | 1 | 1 | 100\% |
| 500,001-600,000 | 2 | 0 | NA |
| 600,001-700,000 | 2 | 0 | NA |
| 700,001-800,000 | 0 | 1 | $N A^{*}$ |
| 800,001-900,000 | 0 | 0 | NA |
| 900,001-1,000,000 |  | 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 | 3 | 0 | NA |
| 1,750,001-2,000,000 | 12 | 5 | 42\% |
| 2,000,001-2,250,000 | 17 | 5 | 29\% |
| 2,250,001-2,500,000 | 38 | 9 | 24\% |
| 2,500,001-2,750,000 | 32 | 8 | 25\% |
| 2,750,001-3,000,000 | 73 | 6 | 8\% |
| 3,000,001-3,500,000 | 80 | 9 | 11\% |
| 3,500,001-4,000,000 | 110 | 13 | 12\% |
| 4,000,001-4,500,000 | 61 | 5 | 8\% |
| 4,500,001-5,000,000 | 78 | 0 | NA |
| 5,000,001 \& Greater | 286 | 7 | 2\% |
| TOTAL* | 799 | 70 | 9\% |
| 2 Bedrooms \& Less | 27 | 5 | 19\% |
| 3 to 4 Bedrooms | 280 | 36 | 13\% |
| 5 to 6 Bedrooms | 399 | 24 | 6\% |
| 7 Bedrooms \& More | 93 | 5 | 5\% |
| TOTAL* | 799 | 70 | 9\% |
| SnapStats® Meclian Data | March | April | Variance |
| Inventory | 721 | 799 | 11\% |
| Solds | 54 | 70 | 30\% |
| Sale Price | \$2,981,500 | \$2,965,000 | -1\% |
| Sale Price SQFT | \$1,057 | \$1,051 | -1\% |
| Sale to List Price Ratio | 94\% | 95\% | 1\% |
| Days on Market | 23 | 28 | 22\% |

Community DETACHED HOUSES

| Snapstats | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Arbutus | 41 | 3 | $7 \%$ |
| Cambie | 45 | 5 | $11 \%$ |
| Dunbar | 105 | 11 | $10 \%$ |
| Fairview | 0 | 0 | NA |
| Falsecreek | 0 | 0 | NA |
| Kerrisdale | 48 | 4 | $8 \%$ |
| Kitsilano | 50 | 6 | $12 \%$ |
| Mackenzie Heights | 42 | 4 | $10 \%$ |
| Marpole | 77 | 1 | $1 \%$ |
| Mount Pleasant | 4 | 0 | NA |
| Oakridge | 12 | 1 | $8 \%$ |
| Point Grey | 73 | 10 | $14 \%$ |
| Quilchena | 35 | 2 | $6 \%$ |
| SW Marine | 28 | 6 | $21 \%$ |
| Shaughnessy | 81 | 1 | $1 \%$ |
| South Cambie | 12 | 2 | $17 \%$ |
| South Granville | 89 | 7 | $8 \%$ |
| Southlands | 32 | 4 | $13 \%$ |
| University | 25 | 3 | $12 \%$ |
| TOTAL* | 799 | 70 | $9 \%$ |

*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 $9 \%$ Sales Ratio average ( 9 in 100 homes selling rate)

- Homes are selling on average 5\% below list price
- Most Active Price Band** $+/-\$ 3$ mil: $\$ 1.75$ mil to $\$ 2$ mil ( $42 \%$ Sales Ratio) / $\$ 3$ mil to $\$ 4$ mil ( $12 \%$ Sales Ratio)
- Buyers Best Bet** +/-\$3 mil: Homes between $\$ 2.75$ mil to $\$ 3$ mil / $\$ 5$ mil plus, Marpole, Shaughnessy and minimum 5 bedrooms
- Sellers Best Bet** Selling homes in SW Marine and up to 2 bedroom properties
** With a minimum inventory of 10 in most instances


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# SnapStats VANCOUVER WESTSIDE 

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

| (3) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 1 | 0 | NA |
| 400,001-500,000 | 13 | 3 | 23\% |
| 500,001-600,000 | 31 | 13 | 42\% |
| 600,001-700,000 | 36 | 29 | 81\% |
| 700,001-800,000 | 47 | 18 | 38\% |
| 800,001-900,000 | 47 | 37 | 79\% |
| 900,001-1,000,000 | 28 | 16 | 57\% |
| 1,000,001-1,250,000 | 69 | 33 | 48\% |
| 1,250,001-1,500,000 | 73 | 20 | 27\% |
| 1,500,001-1,750,000 | 44 | 11 | 25\% |
| 1,750,001-2,000,000 | 48 | 6 | 13\% |
| 2,000,001-2,250,000 | 19 | 4 | 21\% |
| 2,250,001-2,500,000 | 19 | 2 | 11\% |
| 2,500,001-2,750,000 | 9 | 0 | NA |
| 2,750,001-3,000,000 | 8 | 1 | 13\% |
| 3,000,001-3,500,000 | 8 | 0 | NA |
| 3,500,001-4,000,000 | 5 | 1 | 20\% |
| 4,000,001-4,500,000 | 1 | 0 | NA |
| 4,500,001-5,000,000 | 2 | 0 | NA |
| 5,000,001 \& Greater | 1 | 0 | NA |
| TOTAL* | 509 | 194 | 38\% |
| 0 to 1 Bedroom | 126 | 64 | 51\% |
| 2 Bedrooms | 245 | 104 | 42\% |
| 3 Bedrooms | 125 | 22 | 18\% |
| 4 Bedrooms \& Greater | 13 | 4 | 31\% |
| TOTAL* | 509 | 194 | 38\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 405 | 509 | 26\% |
| Solds | 196 | 194 | -1\% |
| Sale Price | \$836,000 | \$896,500 | 7\% |
| Sale Price SQFT | \$945 | \$969 | 3\% |
| Sale to List Price Ratio | 101\% | 100\% | -1\% |
| Days on Market | 9 | 9 | NA |

Community ATTACHED CONDOS \& TOWNHOMES

| Snapstats® | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Arbutus | 2 | 0 | NA |
| Cambie | 39 | 7 | $18 \%$ |
| Dunbar | 6 | 1 | $17 \%$ |
| Fairview | 75 | 34 | $45 \%$ |
| Falsecreek | 61 | 27 | $44 \%$ |
| Kerrisdale | 22 | 6 | $27 \%$ |
| Kitsilano | 72 | 48 | $67 \%$ |
| Mackenzie Heights | 1 | 0 | NA |
| Marpole | 52 | 10 | $19 \%$ |
| Mount Pleasant | 6 | 5 | $83 \%$ |
| Oakridge | 19 | 3 | $16 \%$ |
| Point Grey | 6 | 4 | $67 \%$ |
| Quilchena | 19 | 6 | $32 \%$ |
| SW Marine | 9 | 5 | $56 \%$ |
| Shaughnessy | 14 | 0 | NA |
| South Cambie | 11 | 4 | $36 \%$ |
| South Granville | 18 | 2 | $11 \%$ |
| Southlands | 1 | 0 | NA |
| University | 76 | 32 | $42 \%$ |
| TOTAL* | 509 | 194 | $38 \%$ |

*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 38\% Sales Ratio average (3.8 in 10 homes selling rate)

- Homes are selling on average at list price
- Most Active Price Band** $\$ 600,000$ to $\$ 700,000$ with average $81 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 2.25$ mil to $\$ 2.5$ mil, Cambie, Oakridge, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Kitsilano, SW Marine and up to 1 bedroom properties
** With a minimum inventory of 10 in most instances


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# Snapstałs 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 | 6 | 1 | 17\% |
| 1,000,001-1,250,000 | 19 | 9 | 47\% |
| 1,250,001-1,500,000 | 131 | 14 | 11\% |
| 1,500,001-1,750,000 | 154 | 48 | 31\% |
| 1,750,001-2,000,000 | 153 | 12 | 8\% |
| 2,000,001-2,250,000 | 54 | 6 | 11\% |
| 2,250,001-2,500,000 | 83 | 8 | 10\% |
| 2,500,001-2,750,000 | 46 | 4 | 9\% |
| 2,750,001-3,000,000 | 64 | 1 | 2\% |
| 3,000,001-3,500,000 | 35 | 0 | NA |
| 3,500,001-4,000,000 | 11 | 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* | 764 | 103 | 13\% |
| 2 Bedrooms \& Less | 56 | 6 | 11\% |
| 3 to 4 Bedrooms | 268 | 36 | 13\% |
| 5 to 6 Bedrooms | 335 | 44 | 13\% |
| 7 Bedrooms \& More | 105 | 17 | 16\% |
| TOTAL* | 764 | 103 | 13\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 650 | 764 | 18\% |
| Solds | 82 | 103 | 26\% |
| Sale Price | \$1,610,000 | \$1,650,000 | 2\% |
| Sale Price SQFT | \$726 | \$712 | -2\% |
| Sale to List Price Ratio | 98\% | 98\% | NA |
| Days on Market | 22 | 15 | -32\% |

## Community DETACHED HOUSES

| Snapstats | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Champlain Heights | 2 | 0 | NA |
| Collingwood | 89 | 5 | $6 \%$ |
| Downtown | 0 | 0 | NA |
| Fraser | 51 | 8 | $16 \%$ |
| Fraserview | 55 | 6 | $11 \%$ |
| Grandview | 58 | 8 | $14 \%$ |
| Hastings | 19 | 3 | $16 \%$ |
| Hastings East | 25 | 5 | $20 \%$ |
| Killarney | 57 | 10 | $18 \%$ |
| Knight | 61 | 10 | $16 \%$ |
| Main | 44 | 4 | $9 \%$ |
| Mount Pleasant | 19 | 5 | $26 \%$ |
| Renfrew Heights | 40 | 8 | $20 \%$ |
| Renfrew | 110 | 15 | $14 \%$ |
| South Vancouver | 88 | 12 | $14 \%$ |
| Victoria | 46 | 4 | $9 \%$ |
| TOTAL* | 764 | 103 | $13 \%$ |
|  |  |  |  |




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

*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 47\% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 2.75$ mil to $\$ 3$, Collingwood and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Mount Pleasant and minimum 7 bedroom properties
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE
$\longrightarrow$ SOLDS
13 Month
Market Trend


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# SnapStats Vancouver eastside 

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

|  | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 3 | 1 | 33\% |
| 400,001-500,000 | 33 | 30 | 91\% |
| 500,001-600,000 | 58 | 38 | 66\% |
| 600,001-700,000 | 49 | 35 | 71\% |
| 700,001-800,000 | 43 | 20 | 47\% |
| 800,001-900,000 | 38 | 19 | 50\% |
| 900,001-1,000,000 | 32 | 10 | 31\% |
| 1,000,001-1,250,000 | 44 | 19 | 43\% |
| 1,250,001-1,500,000 | 25 | 8 | 32\% |
| 1,500,001-1,750,000 | 3 | 0 | NA |
| 1,750,001-2,000,000 | 5 | 0 | NA |
| 2,000,001-2,250,000 | 1 | 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 | 3 | 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* | 340 | 180 | 53\% |
| 0 to 1 Bedroom | 116 | 87 | 75\% |
| 2 Bedrooms | 143 | 60 | 42\% |
| 3 Bedrooms | 75 | 32 | 43\% |
| 4 Bedrooms \& Greater | 6 | 1 | 17\% |
| TOTAL* | 340 | 180 | 53\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 250 | 340 | 36\% |
| Solds | 187 | 180 | -4\% |
| Sale Price | \$655,000 | \$655,950 | NA |
| Sale Price SQFT | \$866 | \$832 | -4\% |
| Sale to List Price Ratio | 100\% | 99\% | -1\% |
| Days on Market | 8 | 8 | NA |

Community ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Champlais Heights | 43 | 23 | $53 \%$ |
| Collingwood | 44 | 24 | $55 \%$ |
| Downtown | 16 | 6 | $38 \%$ |
| Fraser | 18 | 5 | $28 \%$ |
| Fraserview | 15 | 7 | $47 \%$ |
| Grandview | 22 | 14 | $64 \%$ |
| Hastings | 29 | 16 | $55 \%$ |
| Hastings East | 3 | 0 | NA |
| Killarney | 13 | 3 | $23 \%$ |
| Knight | 10 | 3 | $30 \%$ |
| Main | 11 | 10 | $91 \%$ |
| Mt Pleasant | 92 | 42 | $46 \%$ |
| Renfrew Heights | 0 | 0 | NA |
| Renfrew | 4 | 7 | $175 \%^{*}$ |
| South Vancouver | 7 | 3 | $43 \%$ |
| Victoria | 13 | 17 | $131 \%^{*}$ |
| TOTAL* | 340 | 180 | $53 \%$ |
|  |  |  |  |


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




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


*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 53\% Sales Ratio average ( 5.3 in 10 homes selling rate)

- Homes are selling on average 1\% below list price
- Most Active Price Band** $\$ 400,000$ to $\$ 500,000$ with average $91 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$900,000 to $\$ 1$ mil, Fraser, Killarney and 2 to 3 bedroom properties
- Sellers Best Bet** Selling homes in Main, Victoria 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

| SmapStats | 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 | 0 | 0 | NA |
| 600,001-700,000 | 0 | 0 | NA |
| 700,001-800,000 | 1 | 0 | NA |
| 800,001-900,000 | 0 | 0 | NA |
| 900,001-1,000,000 | 1 | 0 | NA |
| 1,000,001-1,250,000 | 3 | 2 | 67\% |
| 1,250,001-1,500,000 | 42 | 21 | 50\% |
| 1,500,001-1,750,000 | 58 | 19 | 33\% |
| 1,750,001-2,000,000 | 55 | 12 | 22\% |
| 2,000,001-2,250,000 | 28 | 12 | 43\% |
| 2,250,001-2,500,000 | 49 | 5 | 10\% |
| 2,500,001-2,750,000 | 26 | 3 | 12\% |
| 2,750,001-3,000,000 | 31 | 0 | NA |
| 3,000,001-3,500,000 | 31 | 2 | 6\% |
| 3,500,001-4,000,000 | 29 | 1 | 3\% |
| 4,000,001-4,500,000 | 14 | 0 | NA |
| 4,500,001-5,000,000 | 6 | 0 | NA |
| 5,000,001 \& Greater | 5 | 1 | 20\% |
| TOTAL* | 381 | 78 | 20\% |
| 2 Bedrooms \& Less | 19 | 3 | 16\% |
| 3 to 4 Bedrooms | 168 | 45 | 27\% |
| 5 to 6 Bedrooms | 170 | 29 | 17\% |
| 7 Bedrooms \& More | 24 | 1 | 4\% |
| TOTAL* | 381 | 78 | 20\% |
| SnapStats® Meclian Data | March | April | Variance |
| Inventory | 296 | 381 | 29\% |
| Solds | 66 | 78 | 18\% |
| Sale Price | \$1,795,000 | \$1,675,000 | -7\% |
| Sale Price SQFT | \$630 | \$696 | 10\% |
| Sale to List Price Ratio | 97\% | 96\% | -1\% |
| Days on Market | 13 | 22 | 69\% |

Community DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Blueriatge | 15 | 4 | $27 \%$ |
| Boulevard | 21 | 2 | $10 \%$ |
| Braemar | 0 | 1 | $\mathrm{NA}^{*}$ |
| Calverhall | 5 | 3 | $60 \%$ |
| Canyon Heights | 51 | 4 | $8 \%$ |
| Capilano | 6 | 1 | $17 \%$ |
| Central Lonsdale | 13 | 5 | $38 \%$ |
| Deep Cove | 12 | 4 | $33 \%$ |
| Delbrook | 7 | 1 | $14 \%$ |
| Dollarton | 13 | 0 | NA |
| Edgemont | 34 | 2 | $6 \%$ |
| Forest Hills | 19 | 1 | $5 \%$ |
| Grouse Woods | 3 | 2 | $67 \%$ |
| Hamilton | 7 | 1 | $14 \%$ |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 1 | 0 | NA |
| Indian River | 3 | 0 | NA |
| Lower Lonsdale | 9 | 1 | $11 \%$ |
| Lynn Valley | 27 | 9 | $33 \%$ |
| Lynnmour | 6 | 0 | NA |
| Norgate | 6 | 2 | $33 \%$ |
| Northlands | 2 | 0 | NA |
| Pemberton Heights | 16 | 5 | $31 \%$ |
| Pemberton | 9 | 0 | NA |
| Princess Park | 6 | 1 | $17 \%$ |
| Queensbury | 5 | 3 | $60 \%$ |
| Roche Point | 0 | 1 | NA |
| Seymour | 5 | 1 | $20 \%$ |
| Tempe | 1 | 0 | NA |
| Upper Delbrook | 18 | 3 | $17 \%$ |
| Upper Lonsdale | 41 | 9 | $22 \%$ |
| Westlynn | 10 | 5 | $50 \%$ |
| Westlynn Terrace | 3 | 2 | $67 \%$ |
| Windsor Park | 3 | 3 | $100 \%$ |
| Woodlands-Sunshine | Cascade | 4 | 2 |
| TOTAL* | 381 | 78 | $50 \%$ |
|  |  | $20 \%$ |  |

*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 NORTH VANCOUVER DETACHED: Balanced market at $20 \%$ Sales Ratio average ( $21 \%$ is a Sellers market)

- Homes are selling on average 4\% below list price
- Most Active Price Band** $\$ 1.25$ mil to $\$ 1.5$ mil with average 50\% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes $\$ 3.5$ mil to $\$ 4$ mil, Edgemont, Forest Hills and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Westlynn and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances


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# SnapStats NORTH VANCOUVER 

APRIL 2018

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 | 11 | 13 | 118\%* |
| 500,001-600,000 | 19 | 26 | 137\%* |
| 600,001-700,000 | 32 | 25 | 78\% |
| 700,001-800,000 | 27 | 11 | 41\% |
| 800,001-900,000 | 28 | 26 | 93\% |
| 900,001-1,000,000 | 21 | 6 | 29\% |
| 1,000,001-1,250,000 | 40 | 19 | 48\% |
| 1,250,001-1,500,000 | 17 | 6 | 35\% |
| 1,500,001-1,750,000 | 5 | 1 | 20\% |
| 1,750,001-2,000,000 | 4 | 1 | 25\% |
| 2,000,001-2,250,000 | 1 | 0 | NA |
| 2,250,001-2,500,000 | 2 | 0 | NA |
| 2,500,001-2,750,000 | 2 | 0 | NA |
| 2,750,001-3,000,000 | 2 | 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* | 213 | 136 | 64\% |
| 2 Bedrooms \& Less | 40 | 45 | 113\%* |
| 3 to 4 Bedrooms | 113 | 65 | 58\% |
| 5 to 6 Bedrooms | 52 | 21 | 40\% |
| 7 Bedrooms \& More | 8 | 5 | 63\% |
| TOTAL* | 213 | 136 | 64\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 172 | 213 | 24\% |
| Solds | 146 | 136 | -7\% |
| Sale Price | \$714,950 | \$714,000 | NA |
| Sale Price SQFT | \$807 | \$726 | -10\% |
| Sale to List Price Ratio | 102\% | 98\% | -4\% |
| Days on Market | 8 | 9 | 13\% |

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 | 0 | 1 | NA* |
| Capilano | 1 | 1 | 100\% |
| Central Lonsdale | 31 | 24 | 77\% |
| Deep Cove | 2 | 0 | NA |
| Delbrook | 0 | 0 | NA |
| Dollarton | 4 | 0 | NA |
| Edgemont | 8 | 0 | NA |
| Forest Hills | 0 | 0 | NA |
| Grouse Woods | 0 | 2 | NA* |
| Hamilton | 10 | 8 | 80\% |
| Hamilton Heights | 0 | 0 | NA |
| Indian Arm | 0 | 0 | NA |
| Indian River | 4 | 1 | 25\% |
| Lower Lonsdale | 49 | 35 | 71\% |
| Lynn Valley | 17 | 12 | 71\% |
| Lynnmour | 23 | 13 | 57\% |
| Norgate | 11 | 4 | 36\% |
| Northlands | 4 | 3 | 75\% |
| Pemberton Heights | 3 | 0 | NA |
| Pemberton | 12 | 8 | 67\% |
| Princess Park | 0 | 0 | NA |
| Queensbury | 1 | 0 | NA |
| Roche Point | 20 | 12 | 60\% |
| Seymour | 3 | 2 | 67\% |
| Tempe | 0 | 0 | NA |
| Upper Delbrook | 1 | 0 | NA |
| Upper Lonsdale | 6 | 9 | 150\%* |
| Westlynn | 3 | 1 | 33\% |
| Westlynn Terrace | 0 | 0 | NA |
| Windsor Park | 0 | 0 | NA |
| Woodlands-Sunshine Cascade | 0 | 0 | NA |
| TOTAL* | 213 | 136 | 64\% |

*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 64\% Sales Ratio average (6.4 in 10 homes selling rate)

- Homes are selling on average 2\% below list price
- Most Active Price Band** $\$ 400,000$ to $\$ 600,000$ with average $>100 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 900,000$ to $\$ 1$ mil, Norgate and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Hamilton, Upper Lonsdale and up to 2 bedroom properties
** With a minimum inventory of 10 in most instances

13 Month
Market Trend


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# Snapstats ${ }^{\circ}$ 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 | 4 | 0 | NA |
| 1,500,001-1,750,000 | 7 | 3 | 43\% |
| 1,750,001-2,000,000 | 18 | 1 | 6\% |
| 2,000,001-2,250,000 | 11 | 5 | 45\% |
| 2,250,001-2,500,000 | 33 | 3 | 9\% |
| 2,500,001-2,750,000 | 31 | 5 | 16\% |
| 2,750,001-3,000,000 | 44 | 4 | 9\% |
| 3,000,001-3,500,000 | 57 | 3 | 5\% |
| 3,500,001-4,000,000 | 57 | 2 | 4\% |
| 4,000,001-4,500,000 | 32 | 1 | 3\% |
| 4,500,001-5,000,000 | 47 | 4 | 9\% |
| 5,000,001 \& Greater | 163 | 0 | NA |
| TOTAL* | 504 | 31 | 6\% |
| 2 Bedrooms \& Less | 14 | 2 | 14\% |
| 3 to 4 Bedrooms | 238 | 17 | 7\% |
| 5 to 6 Bedrooms | 232 | 11 | 5\% |
| 7 Bedrooms \& More | 20 | 1 | 5\% |
| TOTAL* | 504 | 31 | 6\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 431 | 504 | 17\% |
| Solds | 25 | 31 | 24\% |
| Sale Price | \$2,930,000 | \$2,710,000 | -8\% |
| Sale Price SQFT | \$1,157 | \$1,032 | -11\% |
| Sale to List Price Ratio | 98\% | 90\% | -8\% |
| Days on Market | 44 | 37 | -16\% |

Community DETACHED HOUSES

| SnapStats ${ }^{\text {a }}$ | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Altamont | 24 | 1 | 4\% |
| Ambleside | 55 | 5 | 9\% |
| Bayridge | 14 | 0 | NA |
| British Properties | 83 | 2 | 2\% |
| Canterbury | 9 | 0 | NA |
| Caulfield | 24 | 2 | 8\% |
| Cedardale | 6 | 1 | 17\% |
| Chartwell | 25 | 0 | NA |
| Chelsea Park | 5 | 1 | 20\% |
| Cypress | 7 | 1 | 14\% |
| Cypress Park Estates | 15 | 0 | NA |
| Deer Ridge | 0 | 0 | NA |
| Dundarave | 37 | 4 | 11\% |
| Eagle Harbour | 20 | 1 | 5\% |
| Eagleridge | 9 | 0 | NA |
| Fury Creek | 1 | 0 | NA |
| Gleneagles | 11 | 1 | 9\% |
| Glenmore | 18 | 2 | 11\% |
| Horseshoe Bay | 7 | 0 | NA |
| Howe Sound | 5 | 1 | 20\% |
| Lions Bay | 16 | 1 | 6\% |
| Old Caulfield | 8 | 0 | NA |
| Panorama Village | 1 | 0 | NA |
| Park Royal | 2 | 0 | NA |
| Porteau Cove | 0 | 0 | NA |
| Queens | 17 | 2 | 12\% |
| Rockridge | 8 | 1 | 13\% |
| Sandy Cove | 4 | 1 | 25\% |
| Sentinel Hill | 16 | 2 | 13\% |
| Upper Caulfield | 10 | 0 | NA |
| West Bay | 11 | 0 | NA |
| Westhill | 10 | 0 | NA |
| Westmount | 11 | 1 | 9\% |
| Whitby Estates | 10 | 0 | NA |
| Whytecliff | 5 | 1 | 20\% |
| TOTAL* | 504 | 31 | 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 10\% below list price
- Most Active Price Band** $\$ 2$ mil to $\$ 2.25$ mil with average $45 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 4$ mil to $\$ 4.5$ mil, British Properties and minimum 3 bedroom properties
- Sellers Best Bet** Selling homes in Sentinel Hill 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

| (3) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 1 | 1 | 100\% |
| 400,001-500,000 | 0 | 1 | NA* |
| 500,001-600,000 | 3 | 0 | NA |
| 600,001-700,000 | 3 | 3 | 100\% |
| 700,001-800,000 | 1 | 1 | 100\% |
| 800,001-900,000 | 5 | 3 | 60\% |
| 900,001-1,000,000 | 3 | 0 | NA |
| 1,000,001-1,250,000 | 9 | 3 | 33\% |
| 1,250,001-1,500,000 | 13 | 4 | 31\% |
| 1,500,001-1,750,000 | 14 | 1 | 7\% |
| 1,750,001-2,000,000 | 10 | 2 | 20\% |
| 2,000,001-2,250,000 | 5 | 0 | NA |
| 2,250,001-2,500,000 | 6 | 0 | NA |
| 2,500,001-2,750,000 | 2 | 0 | NA |
| 2,750,001-3,000,000 | 8 | 1 | 13\% |
| 3,000,001-3,500,000 | 3 | 1 | 33\% |
| 3,500,001-4,000,000 | 3 | 0 | NA |
| 4,000,001-4,500,000 | 4 | 0 | NA |
| 4,500,001-5,000,000 | 3 | 0 | NA |
| 5,000,001 \& Greater | 1 | 0 | NA |
| TOTAL* | 97 | 21 | 22\% |
| 0 to 1 Bedroom | 18 | 5 | 28\% |
| 2 Bedrooms | 55 | 14 | 25\% |
| 3 Bedrooms | 22 |  | 5\% |
| 4 Bedrooms \& Greater | 2 | 1 | 50\% |
| TOTAL* | 97 | 21 | 22\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 86 | 97 | 13\% |
| Solds | 16 | 21 | 31\% |
| Sale Price | \$938,000 | \$1,057,500 | 13\% |
| Sale Price SQFT | \$960 | \$946 | -1\% |
| Sale to List Price Ratio | 96\% | 97\% | 1\% |
| Days on Market | 12 | 24 | 100\% |

Community ATTACHED CONDOS \& TOWNHOMES

| SnapStais(a) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Altamont | 0 | 0 | NA |
| Ambleside | 17 | 11 | 65\% |
| Bayridge | 0 | 0 | NA |
| British Properties | 1 | 0 | NA |
| Canterbury | 0 | 0 | NA |
| Caulfield | 0 | 0 | NA |
| Cedardale | 4 | 2 | 50\% |
| Chartwell | 0 | 0 | NA |
| Chelsea Park | 1 | 0 | NA |
| Cypress | 0 | 0 | NA |
| Cypress Park Estates | 2 | 0 | NA |
| Deer Ridge | 1 | 0 | NA |
| Dundarave | 15 | 4 | 27\% |
| Eagle Harbour | 0 | 0 | NA |
| Eagleridge | 0 | 0 | NA |
| Fury Creek | 5 | 0 | NA |
| Gleneagles | 0 | 0 | NA |
| Glenmore | 0 | 0 | NA |
| Horseshoe Bay | 12 | 2 | 17\% |
| Howe Sound | 2 | 0 | NA |
| Lions Bay | 0 | 0 | NA |
| Old Caulfield | 3 | 0 | NA |
| Panorama Village | 6 | 1 | 17\% |
| Park Royal | 20 | 1 | 5\% |
| 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 | 2 | 0 | NA |
| West Bay | 0 | 0 | NA |
| Westhill | 0 | 0 | NA |
| Westmount | 0 | 0 | NA |
| Whitby Estates | 6 | 0 | NA |
| Whytecliff | 0 | 0 | NA |
| TOTAL* | 97 | 21 | 22\% |


Market Summary • Market Type Indicator WEST VANCOUVER ATTACHED: 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** $\$ 1$ mil to $\$ 1.25$ mil with average $33 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 1.5$ mil to $\$ 1.75$ mil, Park Royal and 3 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

|  | 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 | 0 |  | NA* |
| 1,000,001-1,250,000 | 13 | 7 | 54\% |
| 1,250,001-1,500,000 | 69 | 12 | 17\% |
| 1,500,001-1,750,000 | 104 | 13 | 13\% |
| 1,750,001-2,000,000 | 122 | 10 | 8\% |
| 2,000,001-2,250,000 | 62 | 3 | 5\% |
| 2,250,001-2,500,000 | 80 | 6 | 8\% |
| 2,500,001-2,750,000 | 52 | 4 | 8\% |
| 2,750,001-3,000,000 | 87 | 1 | 1\% |
| 3,000,001-3,500,000 | 33 | 3 | 9\% |
| 3,500,001-4,000,000 | 47 | 1 | 2\% |
| 4,000,001-4,500,000 | 17 | 1 | 6\% |
| 4,500,001-5,000,000 | 16 | 1 | 6\% |
| 5,000,001 \& Greater | 10 | 0 | NA |
| TOTAL* | 714 | 63 | 9\% |
| 2 Bedrooms \& Less | 33 | 3 | 9\% |
| 3 to 4 Bedrooms | 264 | 30 | 11\% |
| 5 to 6 Bedrooms | 386 | 24 | 6\% |
| 7 Bedrooms \& More | 31 | 6 | 19\% |
| TOTAL* | 714 | 63 | 9\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 664 | 714 | 8\% |
| Solds | 77 | 63 | -18\% |
| Sale Price | \$1,683,000 | \$1,693,000 | 1\% |
| Sale Price SQFT | \$683 | \$596 | -13\% |
| Sale to List Price Ratio | 95\% | 97\% | 2\% |
| Days on Market | 31 | 34 | 10\% |

## Community DETACHED HOUSES

| SnapStats ${ }^{\text {a }}$ | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| Boyd Park | 23 | 2 | 9\% |
| Bridgeport | 13 | 1 | 8\% |
| Brighouse | 21 | 0 | NA |
| Brighouse South | 1 | 0 | NA |
| Broadmoor | 66 | 9 | 14\% |
| East Cambie | 20 | 3 | 15\% |
| East Richmond | 7 | 0 | NA |
| Garden City | 37 | 2 | 5\% |
| Gilmore | 2 | 0 | NA |
| Granville | 67 | 2 | 3\% |
| Hamilton | 10 | 2 | 20\% |
| Ironwood | 19 | 2 | 11\% |
| Lackner | 26 | 1 | 4\% |
| McLennan | 11 | 0 | NA |
| McLennan North | 8 | 0 | NA |
| McNair | 34 | 3 | 9\% |
| Quilchena | 32 | 0 | NA |
| Riverdale | 33 | 5 | 15\% |
| Saunders | 49 | 1 | 2\% |
| Sea Island | 4 | 2 | 50\% |
| Seafair | 48 | 9 | 19\% |
| South Arm | 19 | 1 | 5\% |
| Steveston North | 46 | 5 | 11\% |
| Steveston South | 22 | 1 | 5\% |
| Steveston Village | 11 | 4 | 36\% |
| Terra Nova | 17 | 0 | NA |
| West Cambie | 25 | 2 | 8\% |
| Westwind | 9 | 1 | 11\% |
| Woodwards | 34 | 5 | 15\% |
| TOTAL* | 714 | 63 | 9\% |

*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: Buyers market at $9 \%$ Sales Ratio average ( 9 in 100 homes selling rate)

- Homes are selling on average 3\% below list price
- Most Active Price Band** $\$ 1$ mil to $\$ 1.25$ mil with average $54 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 2.75$ mil to $\$ 3$ mil, Saunders and 5 to 6 bedroom properties
- Sellers Best Bet** Selling homes in Steveston Village 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

| (3) | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 11 | 4 | 36\% |
| 300,001-400,000 | 23 | 15 | 65\% |
| 400,001-500,000 | 55 | 21 | 38\% |
| 500,001-600,000 | 59 | 44 | 75\% |
| 600,001-700,000 | 84 | 43 | 51\% |
| 700,001-800,000 | 96 | 32 | 33\% |
| 800,001-900,000 | 93 | 44 | 47\% |
| 900,001-1,000,000 | 79 | 10 | 13\% |
| 1,000,001-1,250,000 | 72 | 22 | 31\% |
| 1,250,001-1,500,000 | 35 | 8 | 23\% |
| 1,500,001-1,750,000 | 14 | 2 | 14\% |
| 1,750,001-2,000,000 | 8 | 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 | 0 | NA |
| 2,750,001-3,000,000 | 2 | 0 | NA |
| 3,000,001-3,500,000 | 1 | 0 | NA |
| 3,500,001-4,000,000 | 1 | 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* | 639 | 245 | 38\% |
| 0 to 1 Bedroom | 97 | 49 | 51\% |
| 2 Bedrooms | 285 | 109 | 38\% |
| 3 Bedrooms | 187 | 71 | 38\% |
| 4 Bedrooms \& Greater | 70 | 16 | 23\% |
| TOTAL* | 639 | 245 | 38\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 588 | 639 | 9\% |
| Solds | 227 | 245 | 8\% |
| Sale Price | \$668,000 | \$695,000 | 4\% |
| Sale Price SQFT | \$671 | \$695 | 4\% |
| Sale to List Price Ratio | 100\% | 100\% | NA |
| Days on Market | 12 | 16 | 33\% |

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 38\% Sales Ratio average ( 3.8 in 10 homes selling rate)

- Homes are selling on average at list price
- Most Active Price Band** \$500,000 to \$600,000 with average 75\% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 900,000$ to $\$ 1$ mil, Woodwards and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Boyd Park and up to 1 bedroom properties
** With a minimum inventory of 10 in most instances


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# SnapStaks TSAWWASSEN 

## 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 | 1 | 100\% |
| 900,001-1,000,000 | 5 | 2 | 40\% |
| 1,000,001-1,250,000 | 44 | 9 | 20\% |
| 1,250,001-1,500,000 | 42 | 6 | 14\% |
| 1,500,001-1,750,000 | 25 | 3 | 12\% |
| 1,750,001-2,000,000 | 18 | 1 | 6\% |
| 2,000,001-2,250,000 | 9 | 0 | NA |
| 2,250,001-2,500,000 | 7 | 1 | 14\% |
| 2,500,001-2,750,000 | 5 | 0 | NA |
| 2,750,001-3,000,000 | 6 | 0 | NA |
| 3,000,001-3,500,000 | 3 | 1 | 33\% |
| 3,500,001-4,000,000 | 6 | 0 | NA |
| 4,000,001-4,500,000 | 2 | 0 | NA |
| 4,500,001-5,000,000 | 1 | 0 | NA |
| 5,000,001 \& Greater | 0 | 0 | NA |
| TOTAL* | 174 | 24 | 14\% |
| 2 Bedrooms \& Less | 14 | 3 | 21\% |
| 3 to 4 Bedrooms | 119 | 15 | 13\% |
| 5 to 6 Bedrooms | 39 | 6 | 15\% |
| 7 Bedrooms \& More | 2 | 0 | NA |
| TOTAL* | 174 | 24 | 14\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 141 | 174 | 23\% |
| Solds | 22 | 24 | 9\% |
| Sale Price | \$1,291,000 | \$1,251,500 | -3\% |
| Sale Price SQFT | \$503 | \$504 | NA |
| Sale to List Price Ratio | 98\% | 97\% | -1\% |
| Days on Market | 26 | 30 | 15\% |

Community DETACHED HOUSES

| Snapstats® | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Beach Grove | 21 | 4 | $19 \%$ |
| Boundary Beach | 16 | 1 | $6 \%$ |
| Cliff Drive | 29 | 5 | $17 \%$ |
| English Bluff | 21 | 1 | $5 \%$ |
| Pebble Hill | 43 | 7 | $16 \%$ |
| Tsawwassen Central | 34 | 4 | $12 \%$ |
| Tsawwassen East | 10 | 2 | $20 \%$ |
| TOTAL* | 174 | 24 | $14 \%$ |

(
*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 $14 \%$ Sales Ratio average ( 1.4 in 10 homes selling rate)

- Homes are selling on average 3\% below list price
- Most Active Price Band** $\$ 1$ mil to $\$ 1.25$ mil with average 20\% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between $\$ 1.75$ mil to $\$ 2$ mil, Boundary Beach, English Bluff and 3 to 4 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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# SnapStats TSAWWASSEN 

Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

|  | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 2 | 1 | 50\% |
| 400,001-500,000 | 2 | 2 | 100\% |
| 500,001-600,000 | 16 | 4 | 25\% |
| 600,001-700,000 | 8 | 6 | 75\% |
| 700,001-800,000 | 3 | 0 | NA |
| 800,001-900,000 | 7 | 1 | 14\% |
| 900,001-1,000,000 | 6 | 0 | NA |
| 1,000,001-1,250,000 | 3 | 0 | NA |
| 1,250,001-1,500,000 | 2 | 0 | NA |
| 1,500,001-1,750,000 | 2 | 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* | 53 | 14 | 26\% |
| 0 to 1 Bedroom | 7 | 4 | 57\% |
| 2 Bedrooms | 35 | 9 | 26\% |
| 3 Bedrooms | 11 | 0 | NA |
| 4 Bedrooms \& Greater | 0 | 1 | $N A^{*}$ |
| TOTAL* | 53 | 14 | 26\% |
| SnapStats® Median Data | March | April | Variance |
| Inventory | 40 | 53 | 33\% |
| Solds | 17 | 14 | -18\% |
| Sale Price | \$571,500 | \$604,250 | 6\% |
| Sale Price SQFT | \$515 | \$520 | 1\% |
| Sale to List Price Ratio | 99\% | 99\% | NA |
| Days on Market | 11 | 11 | NA |

Community ATTACHED CONDOS \& TOWNHOMES

| Snapstats® | Inventory | Sales | Sales Ratio |
| :--- | :--- | :--- | :--- |
| Beach Grove | 8 | 1 | $13 \%$ |
| Boundary Beach | 2 | 0 | NA |
| Cliff Drive | 34 | 7 | $21 \%$ |
| English Bluff | 0 | 0 | NA |
| Pebble Hill | 0 | 0 | NA |
| Tsawwassen Central | 7 | 3 | $43 \%$ |
| Tsawwassen East | 2 | 3 | $150 \%^{*}$ |
| TOTAL $^{*}$ | 53 | 14 | $26 \%$ |




*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.

- Homes are selling on average $1 \%$ below list price
- Most Active Price Band** $\$ 600,000$ to $\$ 700,000$ with average $75 \%$ Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$500,000 to \$600,000 and Beach Grove
- Sellers Best Bet** Homes in Cliff Drive and 2 bedroom properties
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE
$\ldots$..... INVENTORY $\quad$ SOLDS


## 13 Month Market Trend

Compliments of...

SnapStats Publishing
SnapStats Publishing Company 604.229.0521
snap-stats.com
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# SnapStats LADNER 

Price Band \& Bedroom DETACHED HOUSES

|  | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 1 | 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 | 1 | 100\% |
| 800,001-900,000 | 3 | 3 | 100\% |
| 900,001-1,000,000 | 13 | 3 | 23\% |
| 1,000,001-1,250,000 | 30 | 7 | 23\% |
| 1,250,001-1,500,000 | 18 | 4 | 22\% |
| 1,500,001-1,750,000 | 5 | 0 | NA |
| 1,750,001-2,000,000 | 5 | 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 | 1 | 0 | NA |
| TOTAL* | 85 | 19 | 22\% |
| 2 Bedrooms \& Less | 15 | 1 | 7\% |
| 3 to 4 Bedrooms | 54 | 16 | 30\% |
| 5 to 6 Bedrooms | 15 | 2 | 13\% |
| 7 Bedrooms \& More | 1 | 0 | NA |
| TOTAL* | 85 | 19 | 22\% |
| SnapStats® Meclian Data | March | April | Variance |
| Inventory | 82 | 85 | 4\% |
| Solds | 12 | 19 | 58\% |
| Sale Price | \$1,054,000 | \$1,010,000 | -4\% |
| Sale Price SQFT | \$473 | \$472 | NA |
| Sale to List Price Ratio | 99\% | 96\% | -3\% |
| Days on Market | 28 | 29 | 4\% |

Community DETACHED HOUSES

|  | Inventory | Sales |
| :--- | :--- | :--- |
| Snapstats® | 5 | 3 |
| Delta Manor | 3 | 0 |
| East Delta | 18 | 6 |
| Hawthorne | 14 | 2 |

## $\square$

*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 LADNER DETACHED: Sellers market at $22 \%$ Sales Ratio average ( 2.2 in 10 homes selling rate)

- Homes are selling on average 4\% below list price
- Most Active Price Band** Insufficient data but with 7 sales $\$ 1$ mil to $\$ 1.25$ mil
- Buyers Best Bet** Homes in Ladner Elementary and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE
....•... Inventory
$\longrightarrow$ SOLDS
13 Month
Market Trend

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APRIL 2018
Price Band \& Bedroom ATTACHED CONDOS \& TOWNHOMES

| SnaoStats ${ }^{\text {a }}$ | Inventory | Sales | Sales Ratio |
| :---: | :---: | :---: | :---: |
| \$0-300,000 | 0 | 0 | NA |
| 300,001-400,000 | 0 | 0 | NA |
| 400,001-500,000 | 5 | 1 | 20\% |
| 500,001-600,000 | 6 | 5 | 83\% |
| 600,001-700,000 | 3 | 3 | 100\% |
| 700,001-800,000 | 7 | 0 | NA |
| 800,001-900,000 | 2 | 1 | 50\% |
| 900,001-1,000,000 | 2 | 0 | NA |
| 1,000,001-1,250,000 | 1 | 0 | NA |
| 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* | 26 | 10 | 38\% |
| 0 to 1 Bedroom | 2 | 1 | 50\% |
| 2 Bedrooms | 14 | 4 | 29\% |
| 3 Bedrooms | 8 | 5 | 63\% |
| 4 Bedrooms \& Greater | 2 | 0 | NA |
| TOTAL* | 26 | 10 | 38\% |
| SnapStats® Meclian Data | March | April | Variance |
| Inventory | 22 | 26 | 18\% |
| Solds | 12 | 10 | -17\% |
| Sale Price | \$624,000 | \$567,000 | -9\% |
| Sale Price SQFT | \$523 | \$474 | -9\% |
| Sale to List Price Ratio | 99\% | 100\% | 1\% |
| Days on Market | 36 | 16 | -56\% |

Community ATTACHED CONDOS \& TOWNHOMES

| SnapStats® | Inventory | Sales |
| :--- | :--- | :--- |
| Delta Manor | 3 | 3 |


*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 38\% Sales Ratio average (3.8 in 10 homes selling rate)

- Homes are selling on average at list price
- Most Active Price Band** Insufficient data but with 5 sales \$500,000 to \$600,000
- Buyers Best Bet** Homes in Hawthorne and 2 bedroom properties
- Sellers Best Bet** Homes in Ladner Elementary and 3 bedroom properties
** With a minimum inventory of 10 in most instances
$\longrightarrow$ SALE PRICE
$\ldots .$. INVENTORY $\quad$ SOLDS
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