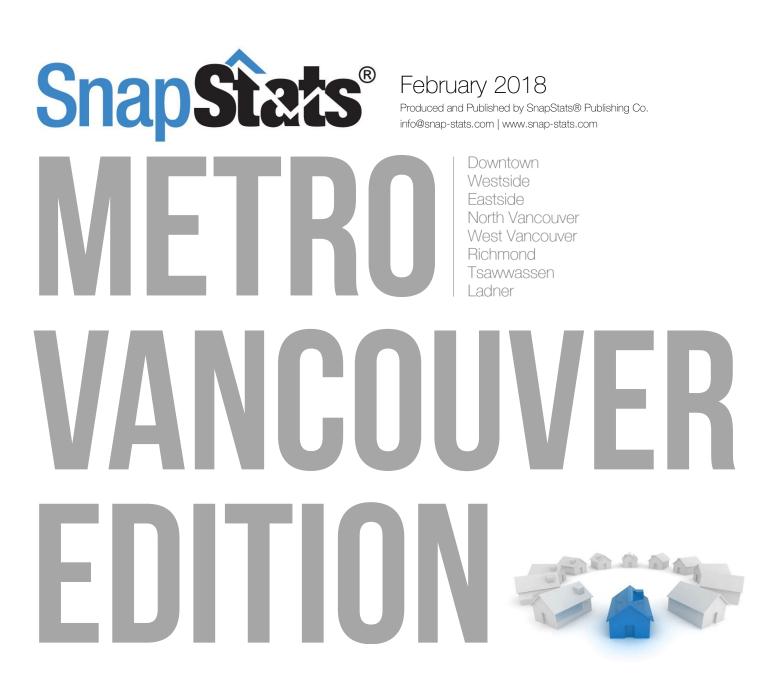
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SnapStats® VANCOUVER DOWNTOWN

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Inventory Sales Sales Ratio 0 - 300,0002 0 NA 3 0 NA 300,001 - 400,000 400,001 - 500,0003 4 133%* 500,001 - 600,000 11 19 173% 600.001 - 700.00047 23 49% 700,001 - 800,000 37 24 65% 800,001 - 900,000 25 20 80% 30 19 63% 900,001 - 1,000,000 1,000,001 - 1,250,000 34 26 76% 1,250,001 - 1,500,000 33 18 55% 1,500,001 - 1,750,000 26 10 38% 1,750,001 - 2,000,00035% 17 6 2,000,001 - 2,250,000 5 2 40% 2 2,250,001 - 2,500,000 10 20% 11 3 27% 2,500,001 - 2,750,000 2,750,001 - 3,000,000 17% 6 1 3,000,001 - 3,500,000 15 3 20% 3,500,001 - 4,000,000 19 2 11% 17% 4.000.001 - 4.500.0006 1 4,500,001 - 5,000,000 2 0 NA 5,000,001 & Greater 31 2 6% TOTAL* 185 50% 373 0 to 1 Bedroom 135 87 64% 2 Bedrooms 172 86 50% 3 Bedrooms 19% 57 11 4 Bedrooms & Greater 9 1 11% TOTAL* 373 185 50%

SnapStats® Median Data	January	February	Variance
Inventory	327	373	14%
Solds	135	185	37%
Sale Price	\$950,000	\$922,500	-3%
Sale Price SQFT	\$1,145	\$1,105	-3%
Sale to List Price Ratio	100%	103%	3%
Days on Market	11	9	-18%

Community ATTACHED CONDOS & TOWNHOMES

FEBRUARY 2018

Inventory	Sales	Sales Ratio
154		55%
57	43	75%
	46	44%
373	185	50%
	Inventory 58 154 57 104 373	58 11 154 85 57 43 104 46

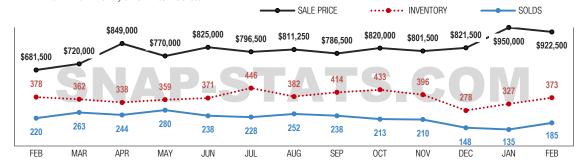
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- Market Type Indicator DOWNTOWN: Sellers market at 50% Sales Ratio average (1 in 2 homes selling rate)
- Homes are selling on average 3% above list price
- Most Active Price Band** +/- \$1 mil: \$500k to \$600k (>100% Sales Ratio) / \$1 mil to \$1.25 mil (76% Sales Ratio)
- Buyers Best Bet** +/- \$1 mil: Homes between \$600k to \$700k / \$5 mil plus, Coal Harbour and minimum 4 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	1	0	NA
500,001 - 600,000	2	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	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	0	1	NA*
1,750,001 - 2,000,000	6	1	17%
2,000,001 - 2,250,000	8	2	25%
2,250,001 - 2,500,000	29	5	17%
2,500,001 - 2,750,000	18	3	17%
2,750,001 - 3,000,000	57	4	7%
3,000,001 - 3,500,000	73	13	18%
3,500,001 - 4,000,000	87	8	9%
4,000,001 - 4,500,000	52	4	8%
4,500,001 - 5,000,000	74	2	3%
5,000,001 & Greater	275	9	3%
TOTAL*	686	52	8%
2 Bedrooms & Less	25	1	4%
3 to 4 Bedrooms	227	24	11%
5 to 6 Bedrooms	353	22	6%
7 Bedrooms & More	81	5	6%
TOTAL*	686	52	8%

	Inventory	Sales	Sales Ratio
Arbutus	37	5	14%
Cambie	32	6	19%
Dunbar	93	8	9%
Fairview	0	0	NA
Falsecreek	0	0	NA
Kerrisdale	42	1	2%
Kitsilano	39	4	10%
Mackenzie Heights	20	3	15%
Marpole	50	4	8%
Mount Pleasant	3	0	NA
Oakridge	15	3	20%
Point Grey	70	5	7%
Quilchena	33	0	NA
SW Marine	31	1	3%
Shaughnessy	85	6	7%
South Cambie	11	1	9%
South Granville	73	3	4%
Southlands	31	1	3%
University	21	1	5%
TOTAL*	686	52	8%

Community DETACHED HOUSES

FEBRUARY 2018

SnapStats® Median Data	January	February	Variance
Inventory	597	686	15%
Solds	45	52	16%
Sale Price	\$3,600,000	\$3,459,166	-4%
Sale Price SQFT	\$1,238	\$1,211	-2%
Sale to List Price Ratio	93%	94%	1%
Days on Market	47	22	-53%

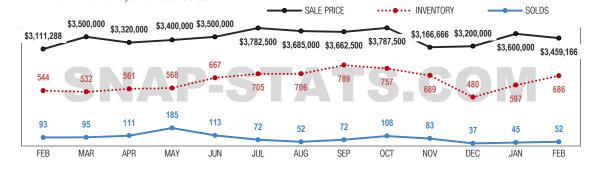
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods	If > 1000/ MI C@ data reported provinue month's galag avagaded ourrant inventory count
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Market Summary

13 Month

Market Trend

- Market Type Indicator WESTSIDE DETACHED: Buyers market at 8% Sales Ratio average (8 in 100 homes selling rate)
- · Homes are selling on average 6% below list price
- Most Active Price Band** +/-\$3 mil: \$2 mil to \$2.25 mil (25% Sales Ratio) / \$3 mil to \$3.5 mil (18% Sales Ratio)
- Buyers Best Bet** +/-\$3 mil: Homes between \$2.75 to \$3 mil / \$4.5 mil plus, Kerrisdale, SW Marine, S Granville, Southlands, Univ.
- Sellers Best Bet** Selling homes in Cambie, Oakridge and 3 to 4 bedroom properties
 ** With a minimum inventory of 10 in most instances



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Snap Stats VANCOUVER WESTSIDE

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Community ATTACHED CONDOS & TOWNHOMES

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3,500,001 - 4,000,000 4 0 NA	
4,000,001 - 4,500,000 1 0 NA	
4,500,001 – 5,000,000 2 0 NA	
5,000,001 & Greater 6 0 NA	
TOTAL* 398 180 45%	
0 to 1 Bedroom 90 69 77%	
2 Bedrooms 191 84 44%	
3 Bedrooms 101 22 22%	
4 Bedrooms & Greater 16 5 31%	
TOTAL* 398 180 45%	

	Inventory	Sales	Sales Ratio
Arbutus	1	1	100%
Cambie	28	17	61%
Dunbar	5	0	NA
Fairview	44	35	80%
Falsecreek	61	31	51%
Kerrisdale	21	4	19%
Kitsilano	43	34	79%
Mackenzie Heights	0	0	NA
Marpole	40	9	23%
Mount Pleasant	7	5	71%
Oakridge	15	4	27%
Point Grey	8	1	13%
Quilchena	8	2	25%
SW Marine	7	2	29%
Shaughnessy	9	0	NA
South Cambie	13	2	15%
South Granville	19	2	11%
Southlands	1	0	NA
University	68	31	46%
TOTAL*	398	180	45%

FEBRUARY 2018

SnapStats® Median Data	January	February	Variance
Inventory	331	398	20%
Solds	128	180	41%
Sale Price	\$909,400	\$890,000	-2%
Sale Price SQFT	\$986	\$975	-1%
Sale to List Price Ratio	99%	100%	1%
Days on Market	11	8	-27%

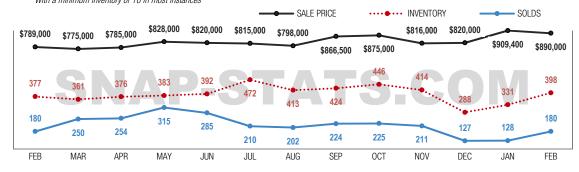
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- Market Type Indicator WESTSIDE ATTACHED: Sellers market at 45% Sales Ratio average (4.5 in 10 homes selling rate)
- Homes are selling on average at list price
- Most Active Price Band** \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Point Grey, South Cambie, South Granville and 3 bedroom properties
- Sellers Best Bet** Selling homes in Cambie, Fairview, Kitsilano 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

SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	0	0	NA
300,001 - 400,000	0	0	NA
400,001 - 500,000	0	0	NA
500,001 - 600,000	0	0	NA
600,001 - 700,000	0	0	NA
700,001 - 800,000	0	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	4	1	25%
1,000,001 - 1,250,000	13	9	69%
1,250,001 - 1,500,000	73	19	26%
1,500,001 - 1,750,000	108	22	20%
1,750,001 - 2,000,000	125	8	6%
2,000,001 - 2,250,000	42	6	14%
2,250,001 - 2,500,000	82	5	6%
2,500,001 - 2,750,000	43	2	5%
2,750,001 - 3,000,000	54	3	6%
3,000,001 - 3,500,000	45	1	2%
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	2	0	NA
TOTAL*	605	76	13%
2 Bedrooms & Less	40	5	13%
3 to 4 Bedrooms	206	28	14%
5 to 6 Bedrooms	267	31	12%
7 Bedrooms & More	92	12	13%
TOTAL*	605	76	13%

Community DETACHE	ED HOUSES		
SnapStats®	Inventory	Sales	
Ob a secolation I take to be	0	0	

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	2	0	NA
Collingwood	86	3	3%
Downtown	0	0	NA
Fraser	29	10	34%
Fraserview	45	5	11%
Grandview	47	7	15%
Hastings	17	1	6%
Hastings East	23	3	13%
Killarney	53	5	9%
Knight	40	3	8%
Main	29	5	17%
Mount Pleasant	20	4	20%
Renfrew Heights	31	11	35%
Renfrew	87	11	13%
South Vancouver	66	5	8%
Victoria	30	3	10%
TOTAL*	605	76	13%

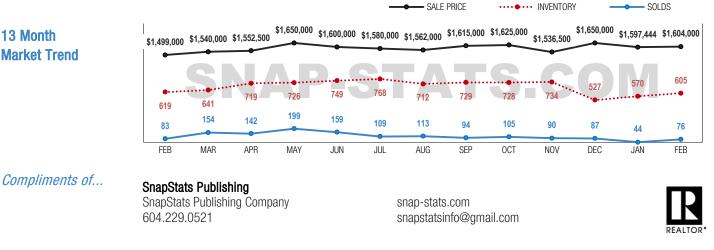
FEBRUARY 2018

SnapStats® Median Data	January	February	Variance
Inventory	570	605	6%
Solds	44	76	73%
Sale Price	\$1,597,444	\$1,604,000	NA
Sale Price SQFT	\$681	\$702	3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	33	20	-39%

*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If	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)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 69% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$3 mil to \$3.5, Collingwood, Hastings, Killarney, Knight and South Vancouver
- Sellers Best Bet** Selling homes in Fraser, Renfrew Heights and 3 to 4 bedroom properties ** With a minimum inventory of 10 in most instances



SnapStats® VANCOUVER EASTSIDE

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	1	0	NA
300,001 - 400,000	7	1	14%
400,001 - 500,000	32	15	47%
500,001 - 600,000	33	38	115%*
600,001 - 700,000	33	28	85%
700,001 - 800,000	35	23	66%
800,001 - 900,000	23	15	65%
900,001 - 1,000,000	15	6	40%
1,000,001 - 1,250,000	40	19	48%
1,250,001 - 1,500,000	17	2	12%
1,500,001 - 1,750,000	1	6	600%*
1,750,001 - 2,000,000	3	0	NA
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	4	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*	245	153	62%
0 to 1 Bedroom	78	62	79%
2 Bedrooms	103	75	73%
3 Bedrooms	59	14	24%
4 Bedrooms & Greater	5	2	40%
TOTAL*	245	153	62%

Community ATTACHED CONDOS & TOWNHOMES

FEBRUARY 2018

SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	34	26	76%
Collingwood	38	21	55%
Downtown	4	6	150%*
Fraser	16	2	13%
Fraserview	7	4	57%
Grandview	11	6	55%
Hastings	16	9	56%
Hastings East	2	2	100%
Killarney	12	2	17%
Knight	6	7	117%*
Main	5	9	180%*
Mt Pleasant	50	45	90%
Renfrew Heights	0	0	NA
Renfrew	5	4	80%
South Vancouver	0	0	NA
Victoria	39	10	26%
TOTAL*	245	153	62%

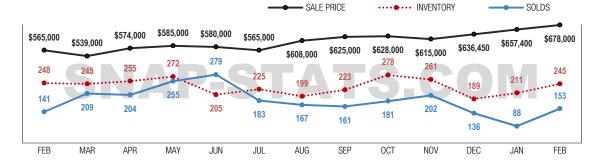
SnapStats® Median Data	January	February	Variance
Inventory	211	245	16%
Solds	88	153	74%
Sale Price	\$657,400	\$678,000	3%
Sale Price SQFT	\$863	\$848	-2%
Sale to List Price Ratio	102%	100%	-2%
Days on Market	10	8	-20%

*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 EASTSIDE ATTACHED: Sellers market at 62% Sales Ratio average (6.2 in 10 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 \$1.25 mil to \$1.5 mil, Fraser, Killarney, Victoria and 3 bedroom properties
- Sellers Best Bet** Selling homes in Champlain Heights, Main, Mt Pleasant and up to 1 bedroom properties
 ** With a minimum inventory of 10 in most instances

13 Month Market Trend



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Snap Stats NORTH VANCOUVER

Price Band & Bedroom DETACHED HOUSES

Community	ΠΕΤΛΓΉΕΠ	HOUSES
Community	DETAGNED	Πυυδεδ

FEBRUARY 2018

SnapStats®	Inventory	Sales	Sales Ratio	SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA	Blueridge	7	2	29%
300,001 - 400,000	0	0	NA	Boulevard	14	3	21%
400,001 - 500,000	0	0	NA	Braemar	2	0	NA
500,001 - 600,000	0	0	NA	Calverhall	1	4	400%*
600,001 - 700,000	1	0	NA	Canyon Heights	34	3	9%
700,001 - 800,000	0	0	NA	Capilano	6	1	17%
800,001 - 900,000	0	0	NA	Central Lonsdale	10	2	20%
900,001 - 1,000,000	0	0	NA	Deep Cove	8	2	25%
1.000.001 - 1.250.000	2	1	50%	Delbrook	4	0	NA
1,250,001 - 1,500,000	22	12	55%	Dollarton	11	1	9%
1,500,001 - 1,750,000	29	16	55%	Edgemont	24	4	17%
1,750,001 - 2,000,000	49	12	24%	Forest Hills	17	2	12%
2,000,001 - 2,250,000	18	11	61%	Grouse Woods	2	1	50%
2,250,001 - 2,500,000	31	1	3%	Hamilton	3	0	NA
2,500,001 - 2,750,000	28	1	4%	Hamilton Heights	1	0	NA
2,750,001 - 3,000,000	23	1	4%	Indian Arm	1	0	NA
3,000,001 - 3,500,000	29	1	3%	Indian River	0	0	NA
3,500,001 - 4,000,000	24	0	NA	Lower Lonsdale	8	0	NA
4,000,001 - 4,500,000	15	1	7%	Lynn Valley	25	6	24%
4,500,001 - 5,000,000	7	0	NA	Lynnmour	4	0	NA
5,000,001 & Greater	4	0	NA	Norgate	4	0	NA
TOTAL*	282	57	20%	Northlands	1	0	NA
				Pemberton Heights	11	1	9%
2 Bedrooms & Less	13	3	23%	Pemberton	7	5	71%
3 to 4 Bedrooms	122	31	25%	Princess Park	6	0	NA
5 to 6 Bedrooms	124	21	17%	Queensbury	3	0	NA
7 Bedrooms & More	23	2	9%	Roche Point	0	2	NA*
TOTAL*	282	57	20%	Seymour	5	2	40%
				Tempe	2	1	50%
SnapStats® Median Data	Januarv	February	Variance	Upper Delbrook	13	3	23%
Inventory	234	282	21%	Upper Lonsdale	37	6	16%
Solds	30	57	90%	Westlynn	4	2	50%
Sale Price	\$1,637,500	\$1,740,000	6%	Westlynn Terrace	1	0	NA
Sale Price SQFT	\$732	\$672	-8%	Windsor Park	2	4	200%*
Sale to List Price Ratio	100%	97%	-3%	Woodlands-Sunshine Cascade	4	0	NA
Days on Market	26	16	-38%	TOTAL*	282	57	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.

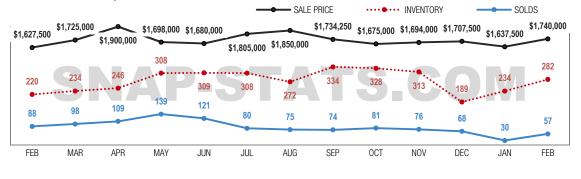
Market Summary

13 Month

Market Trend

Market Type Indicator NORTH VANCOUVER DETACHED: Balanced market at 20% Sales Ratio average (21% is a Sellers market)

- Homes are selling on average 3% below list price
- Most Active Price Band** \$1.25 mil to \$1.7 mil with average 55% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes \$2.25 mil plus, Canyon Heights, Dollarton, Pemberton Heights and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Boulevard, Central Lonsdale, Deep Cove, Lynn Valley, Upper Delbrook and up to 4 bedrooms
 ** 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

FEBRUARY 2018

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000,001 - 1,250,000 27 15 56% 250,001 - 1,500,000 25 8 32% 500,001 - 1,750,000 0 0 NA 750,001 - 2,250,000 1 1 100% 1,250,000 - 2,250,000 1 0 NA 2,250,000 1 0 NA 1,250,001 - 2,750,000 0 NA Hamilton 10 9 90% 5,000,001 - 2,750,000 0 NA Hamilton 10 9 90% 5,000,001 - 3,000,000 0 NA Hamilton Heights 0 0 NA 1,000,001 - 3,500,000 1 0 NA Indian Arm 0 0 NA 1,000,001 - 4,000,000 0 NA Lynn Valley 19 11 58% 1,000,001 - 5,000,000 0 NA Lynn Valley 19 11 58% 1,000,001 - 5,000,000 0 NA Lynn Valley 10 17% 000,001 - 5,000,000 0 NA Norgate 6 1 17% 000,001 - 5,000	900,001 - 1,000,000	20	7	35%	Deep Cove	2	0	NA
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.500,001 - 2,750,000 0 0 NA .750,001 - 3,000,000 0 0 NA .000,001 - 3,500,000 1 1 100% .500,001 - 4,500,000 1 0 NA .500,001 - 4,500,000 0 0 NA .500,001 - 4,500,000 0 0 NA .500,001 - 5,000,000 0 0 NA .500,001 - 5,000,000 0 0 NA .000,001 & Greater 0 0 NA .001 & A 0 NA Norgate 6 1 17% .001 & A 86 0 0 NA Pemberton Heights 0 0 NA Bedrooms & More 7 1 14% </td <td>2,250,001 - 2,500,000</td> <td>1</td> <td>0</td> <td></td> <td>Hamilton</td> <td>10</td> <td>9</td> <td>90%</td>	2,250,001 - 2,500,000	1	0		Hamilton	10	9	90%
750,001 - 3,000,000 0 0 NA ,000,001 - 3,500,000 1 1 100% ,500,001 - 4,000,000 1 0 NA ,000,001 - 4,500,000 0 0 NA ,500,001 - 5,000,000 0 NA Lynn Valley 19 11 58% ,500,001 - 5,000,000 0 NA Norgate 6 1 17% OTAL* 176 106 60% Northlands 6 0 NA Pemberton Heights 0 0 NA to 6 Bedrooms 40 15 38% Queensbury 2 1 50% Bedrooms & More 7 1 14% Queensbury 2 NA Tempe 0 0 NA Upper Delbrook 1 0 NA Ida Price	2,500,001 - 2,750,000	0	0	NA	Hamilton Heights	0	0	NA
1 1 100% 1 1 100% 1 0 NA 000,001 & Greater 0 NA 000TAL* 176 106 60% 1 14% 0 NA Pemberton 12 7 58% OTAL* 101 106 5% Seymour 0 0 NA Upper Delbrook <	2,750,001 - 3,000,000	0	0	NA	Indian Arm		0	NA
1 0 NA Lower Lonsdale 36 40 111%* 100,001 - 4,000,000 0 0 NA Lynn Valley 19 11 58% 1,000,001 & Greater 0 0 NA Lynn Valley 19 11 58% 1,000,001 & Greater 0 0 NA Lynnmour 18 5 28% 0TAL* 176 106 60% Norgate 6 1 17% Bedrooms & Less 37 27 73% Pemberton Heights 0 0 NA to 4 Bedrooms 92 63 68% Princess Park 0 0 NA to 6 Bedrooms & More 7 1 14% Roche Point 12 7 58% OTAL* 176 106 60% Seymour 0 0 NA upper Delbrook 101 106 5% Seymour 0 0 NA upper Lonsdale 9 2 22% 0 0 NA uperice \$729,900 \$770,000	3,000,001 - 3,500,000		1	100%	Indian River	2	0	NA
,000,001 - 4,500,000 0 0 NA Lynn Valley 19 11 58% ,500,001 - 5,000,000 0 0 NA Lynnmour 18 5 28% ,000,001 & Greater 0 0 NA Norgate 6 1 17% OTAL* 176 106 60% Northlands 6 0 NA Bedrooms & Less 37 27 73% Pemberton Heights 0 0 NA to 4 Bedrooms 92 63 68% Princess Park 0 0 NA Bedrooms & More 7 1 14% Roche Point 12 7 58% OTAL* 176 106 60% 1 0 NA inapStats@ Median Data January February Variance Upper Delbrook 1 0 NA upentory 149 176 18% Upper Lonsdale 9 2 22% westlynn 1 1 100% NA Upper Lonsdale 9 2 22% <t< td=""><td>3,500,001 - 4,000,000</td><td>1</td><td>0</td><td>NA</td><td>Lower Lonsdale</td><td>36</td><td>40</td><td>111%*</td></t<>	3,500,001 - 4,000,000	1	0	NA	Lower Lonsdale	36	40	111%*
1,000,001 & Greater 0 0 NA 176 106 60% 0TAL* 176 106 60% Bedrooms & Less 37 27 73% Bedrooms 92 63 68% to 6 Bedrooms 40 15 38% Bedrooms & More 7 1 14% OTAL* 176 106 60% Bedrooms & More 7 1 14% Bedrooms & More 7 1 14% OTAL* 176 106 60% Seymour 0 2 NA* Tempe 0 0 NA Norgate 101 106 5% wentory 149 176 18% volds 101 106 5% westlynn 1 1 100% westlynn Terrace 0 0 NA Upper Lonsdale 9 2 22% Woodlands-Sunshine Cascade 0 NA	4,000,001 - 4,500,000	0	0	NA	Lynn Valley	19	11	58%
OTAL* 176 106 60% Bedrooms & Less 37 27 73% Bedrooms & Less 37 27 73% to 4 Bedrooms 92 63 68% to 6 Bedrooms 40 15 38% Bedrooms & More 7 1 14% OTAL* 176 106 60% ImapStats® Median Data January February Variance Iventory 149 176 18% Vortory 149 176 18% Vortors 101 106 5% ale Price \$729,900 \$770,000 5% ale to List Price Ratio 99% 98% -1%	4,500,001 - 5,000,000	0	0	NA	Lynnmour	18	5	28%
Pemberton Heights 0 0 NA Queensbury 2 1 50% OTAL* 176 18% Seymour 0 2 22% Volds 101 106 5% Westlynn Terrace 0 0 NA upper Lonsdale 9 2 22% 22% 2% 2% volds 101 106 5% <	5,000,001 & Greater	0	0	NA	Norgate	6	1	17%
Bedrooms & Less 37 27 73% 10 4 Bedrooms 92 63 68% 10 6 Bedrooms 40 15 38% Bedrooms & More 7 1 14% OTAL* 176 106 60% ImapStats® Median Data January February Variance Inventory 149 176 18% Volds 101 106 5% Westlynn 1 1 100% Westlynn Terrace 0 0 NA Windsor Park 0 0 NA Woodlands-Sunshine Cascade 0 0 NA	TOTAL*	176	106	60%	Northlands	6	0	NA
a bolt on a close of a bolt					Pemberton Heights	0	0	NA
to 6 Bedrooms 40 15 38% Queensbury 2 1 50% Bedrooms & More 7 1 14% Roche Point 12 7 58% OTAL* 176 106 60% Seymour 0 2 NA* ImapStats® Median Data January February Variance Upper Delbrook 1 0 NA Inventory 149 176 18% Upper Delbrook 1 0 NA olds 101 106 5% Westlynn 1 1 100% ale Price \$729,900 \$770,000 5% Westlynn Terrace 0 0 NA Windsor Park 0 0 NA Windsor Park 0 0 NA	2 Bedrooms & Less	37	27	73%	Pemberton	10	4	40%
Bedrooms & More 7 1 14% Bedrooms & More 7 1 14% OTAL* 176 106 60% ImapStats® Median Data January February Variance Inventory 149 176 18% Iodids 101 106 5% Iodids 101 106 5% Iale Price \$729,900 \$770,000 5% Iale to List Price Ratio 99% 98% -1%	3 to 4 Bedrooms	92	63	68%	Princess Park	0	0	NA
ODTAL* 176 106 60% Seymour 0 2 NA* ImapStats® Median Data January February Variance 0 0 NA Inventory 149 176 18% Upper Delbrook 1 0 NA olds 101 106 5% Westlynn 1 1 100% ale Price \$729,900 \$770,000 5% Westlynn 1 1 100% ale to List Price Ratio 99% 98% -1% Woodlands-Sunshine Cascade 0 0 NA	5 to 6 Bedrooms	40	15	38%	Queensbury	2	1	50%
IntermeIntermeIntermeIntermeIntermeIntermeInapStats® Median DataJanuaryFebruaryVarianceInventory14917618%Upper Delbrook10NAVolds1011065%Westlynn11100%iale Price\$729,900\$770,0005%Westlynn11100%iale to List Price Ratio99%98%-1%Woodlands-Sunshine Cascade00NA	7 Bedrooms & More	7	1	14%	Roche Point	12	7	58%
ImageStats® Median DataJanuaryFebruaryVarianceInventory14917618%Inventory1011065%Iale Price\$729,900\$770,0005%Iale Price SQFT\$746\$814Io List Price Ratio99%98%-1%ImageStats99%98%-1%	TOTAL*	176	106	60%	Seymour	0	2	NA*
Inventory 149 176 18% Upper Lonsdale 9 2 22% olds 101 106 5% Westlynn 1 1 100% ale Price \$729,900 \$770,000 5% Westlynn Terrace 0 0 NA ale Price SQFT \$746 \$814 9% Windsor Park 0 0 NA ale to List Price Ratio 99% 98% -1% Woodlands-Sunshine Cascade 0 0 NA					Tempe	0	0	NA
Inventory 149 176 18% Upper Lonsdale 9 2 22% olds 101 106 5% Westlynn 1 1 100% ale Price \$729,900 \$770,000 5% Westlynn Terrace 0 0 NA ale Price SQFT \$746 \$814 9% Windsor Park 0 0 NA ale to List Price Ratio 99% 98% -1% Woodlands-Sunshine Cascade 0 0 NA	SnapStats® Median Data	January	February	Variance	Upper Delbrook	1	0	NA
Notes Notes <th< td=""><td>Inventory</td><td></td><td>176</td><td>18%</td><td>Upper Lonsdale</td><td>9</td><td>2</td><td>22%</td></th<>	Inventory		176	18%	Upper Lonsdale	9	2	22%
ale Price\$729,900\$770,0005%Westlynn Terrace00NAale Price SQFT\$746\$8149%Windsor Park00NAale to List Price Ratio99%98%-1%Woodlands-Sunshine Cascade00NA	Solds	101	106	5%		1	1	100%
ale Price SQFT\$746\$8149%Windsor Park00NAale to List Price Ratio99%98%-1%Woodlands-Sunshine Cascade00NA	Sale Price	\$729,900			Westlynn Terrace	0	0	NA
	Sale Price SQFT				Windsor Park	0	0	NA
lays on Market 19 9 -53% TOTAL* 176 106 60%	Sale to List Price Ratio	99%	98%	-1%	Woodlands-Sunshine Cascade		0	NA
	Days on Market	19	9	-53%	TOTAL*	176	106	60%

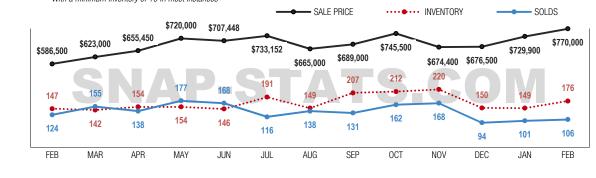
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- Market Type Indicator NORTH VANCOUVER ATTACHED: Sellers market at 60% Sales Ratio average (6 in 10 homes selling rate)
 - Homes are selling on average 2% below list price
 - Most Active Price Band** \$600,000 to \$700,000 with average >100% Sales Ratio (Sellers market speed)
 - Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Lynnmour, Upper Lonsdale and 5 to 6 bedroom properties
 - Sellers Best Bet** Selling homes in Hamilton, Lower Lonsdale and up to 2 bedroom properties
 ** With a minimum inventory of 10 in most instances



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snap-stats.com snapstatsinfo@gmail.com



SnapStats[®] WEST VANCOUVER

Price Band & Bedroom DETACHED HOUSES

Community DETACHED HOUSES

FEBRUARY 2018

	DEIMONED	HOUDLO			DINUUULU		
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	52	3	6%
400,001 - 500,000	0	0	NA	Bayridge	10	0	NA
500,001 - 600,000	0	0	NA	British Properties	73	1	1%
600,001 - 700,000	0	0	NA	Canterbury	7	0	NA
700,001 - 800,000	0	0	NA	Caulfield	23	3	13%
800,001 - 900,000	0	0	NA	Cedardale	6	3	50%
900,001 - 1,000,000	0	0	NA	Chartwell	23	3	13%
1,000,001 - 1,250,000	0	0	NA	Chelsea Park	4	1	25%
1,250,001 - 1,500,000	1	0	NA	Cypress	6	0	NA
1,500,001 - 1,750,000	4	0	NA	Cypress Park Estates	15	2	13%
1,750,001 - 2,000,000	11	0	NA	Deer Ridge	0	0	NA
2,000,001 - 2,250,000	14	7	50%	Dundarave	28	2	7%
2,250,001 - 2,500,000	23	3	13%	Eagle Harbour	14	2	14%
2,500,001 - 2,750,000	18	1	6%	Eagleridge	6	0	NA
2,750,001 - 3,000,000	36	4	11%	Furry Creek	1	0	NA
3,000,001 - 3,500,000	43	3	7%	Gleneagles	8	1	13%
3,500,001 - 4,000,000	63	0	NA	Glenmore	13	0	NA
4,000,001 - 4,500,000	25	2	8%	Horseshoe Bay	6	1	17%
4,500,001 - 5,000,000	39	1	3%	Howe Sound	4	0	NA
5,000,001 & Greater	160	3	2%	Lions Bay	14	0	NA
TOTAL*	437	24	5%	Old Caulfield	6	0	NA
				Panorama Village	0	0	NA
2 Bedrooms & Less	16	0	NA	Park Royal	2	0	NA
3 to 4 Bedrooms	200	13	7%	Porteau Cove	0	0	NA
5 to 6 Bedrooms	195	10	5%	Queens	12	0	NA
7 Bedrooms & More	26	1	4%	Rockridge	5	1	20%
TOTAL*	437	24	5%	Sandy Cove	3	0	NA
	-			Sentinel Hill	18	0	NA
SnapStats® Median Data	January	February	Variance	Upper Caulfield	7	1	14%
nventory	378	437	16%	West Bay	14	0	NA
Solds	15	24	60%	Westhill	7	0	NA
Sale Price	\$3,052,000	\$2,855,000	-6%	Westmount	16	0	NA
Sale Price SQFT	\$826	\$814	-1%	Whitby Estates	10	0	NA
Sale to List Price Ratio	94%	95%	1%	Whytecliff	4	0	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

56

Days on Market

13 Month

Market Trend

Market Type Indicator WEST VANCOUVER DETACHED: Buyers market at 5% Sales Ratio average (5 in 100 homes selling rate)

437

24

5%

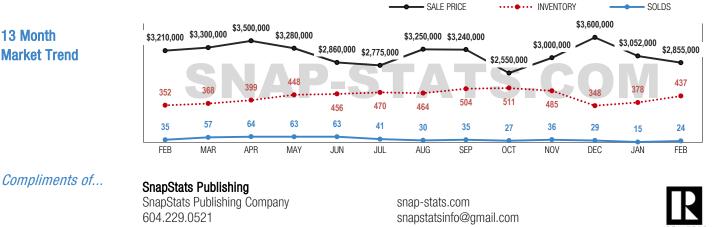
TOTAL*

Homes are selling on average 5% below list price

20

-64%

- Most Active Price Band** \$2 mil to \$2.25 mil with average 50% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes \$4.5 mil plus, British Properties and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Caulfield, Chartwell, Cypress Park Estates, Eagle Harbour and 3 to 4 bedroom properties ** With a minimum inventory of 10 in most instances



Snap Stats WEST VANCOUVER

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Community ATTACHED CONDOS & TOWNHOMES

FEBRUARY 2018

	Inventory	Sales	Sales Ratio		Inventory	Sales	Sales Ratio
\$0 - 300,000	0	0	NA	Altamont	0	0	NA
300,001 - 400,000	0	0	NA	Ambleside	17	2	12%
400,001 - 500,000	2	0	NA	Bayridge	0	0	NA
500,001 - 600,000	2	0	NA	British Properties	1	0	NA
500,001 - 700,000	3	0	NA	Canterbury	0	0	NA
700,001 - 800,000	4	2	50%	Caulfield	0	0	NA
300,001 - 900,000	4	0	NA	Cedardale	4	0	NA
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	10	3	30%	Cypress	0	0	NA
1,500,001 - 1,750,000	16	2	13%	Cypress Park Estates	1	0	NA
1,750,001 - 2,000,000	5	2	40%	Deer Ridge	1	1	100%
2,000,001 - 2,250,000	3	0	NA	Dundarave	11	5	45%
2,250,001 - 2,500,000	6	1	17%	Eagle Harbour	0	0	NA
2,500,001 - 2,750,000	0	0	NA	Eagleridge	0	0	NA
2,750,001 - 3,000,000	3	1	33%	Furry Creek	4	0	NA
3,000,001 - 3,500,000	3	0	NA	Gleneagles	0	0	NA
3,500,001 - 4,000,000	1	0	NA	Glenmore	0	0	NA
1,000,001 - 4,500,000	4	0	NA	Horseshoe Bay	9	0	NA
4,500,001 - 5,000,000	5	0	NA	Howe Sound	1	0	NA
5,000,001 & Greater	2	0	NA	Lions Bay	0	0	NA
OTAL*	82	14	17%	Old Caulfield	2	0	NA
				Panorama Village	6	5	83%
) to 1 Bedroom	15	2	13%	Park Royal	17	1	6%
2 Bedrooms	48	10	21%	Porteau Cove	0	0	NA
3 Bedrooms	16	2	13%	Queens	0	0	NA
4 Bedrooms & Greater	3	0	NA	Rockridge	0	0	NA
TOTAL*	82	14	17%	Sandy Cove	0	0	NA
				Sentinel Hill	0	0	NA
SnapStats® Median Data	January	February	Variance	Upper Caulfield	1	0	NA
nventory	63	82	30%	West Bay	0	0	NA
Solds	24	14	-42%	Westhill	0	0	NA
Sale Price	\$1,492,000	\$1,395,500	-6%	Westmount	0	0	NA
Sale Price SQFT	\$1,134	\$1,076	-5%	Whitby Estates	6	0	NA
Sale to List Price Ratio	93%	98%	5%	Whytecliff	0	0	NA
				TOTAL*			17%

*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.

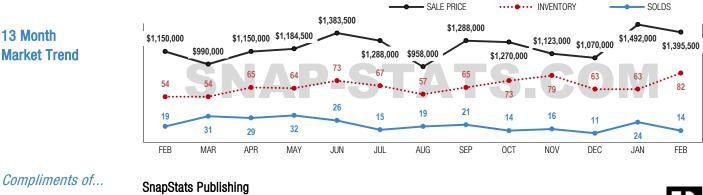
Market Summary

13 Month

Market Trend

Market Type Indicator WEST VANCOUVER ATTACHED: Balanced market at 17% Sales Ratio average (1.7 in 10 homes selling rate)

- Homes are selling on average 2% below list price
- Most Active Price Band** \$1.25 mil to \$1.5 mil with average 30% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes \$1.5 mil to \$1.75 mil, Park Royal, up to 1 bedroom and 3 bedroom properties
- · Sellers Best Bet** Selling homes in Dundarave and 2 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	1	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	3	0	NA
1,000,001 - 1,250,000	10	3	30%
1,250,001 - 1,500,000	45	13	29%
1,500,001 - 1,750,000	106	14	13%
1,750,001 - 2,000,000	109	9	8%
2,000,001 - 2,250,000	60	4	7%
2,250,001 - 2,500,000	66	7	11%
2,500,001 - 2,750,000	46	2	4%
2,750,001 - 3,000,000	73	0	NA
3,000,001 - 3,500,000	38	0	NA
3,500,001 - 4,000,000	51	0	NA
4,000,001 - 4,500,000	17	0	NA
4,500,001 - 5,000,000	14	0	NA
5,000,001 & Greater	14	0	NA
TOTAL*	654	53	8%
2 Bedrooms & Less	30	3	10%
3 to 4 Bedrooms	254	30	12%
5 to 6 Bedrooms	338	20	6%
7 Bedrooms & More	32	0	NA
TOTAL*	654	53	8%

SnapStats® Median Data	January	February	Variance
Inventory	530	654	23%
Solds	65	53	-18%
Sale Price	\$1,760,000	\$1,700,000	-3%
Sale Price SQFT	\$677	\$746	10%
Sale to List Price Ratio	98%	98%	NA
Days on Market	38	28	-26%

Bridgeport	10	1	10%
Brighouse	19	0	NA
Brighouse South	0	0	NA
Broadmoor	66	1	2%
East Cambie	16	1	6%
East Richmond	5	0	NA
Garden City	36	3	8%
Gilmore	2	0	NA
Granville	62	2	3%
Hamilton	13	0	NA
 Ironwood	13	3	23%
Lackner	28	5	18%
McLennan	13	0	NA
McLennan North	6	1	17%
 McNair	31	7	23%
Quilchena	30	2	7%
Riverdale	38	2	5%
Saunders	36	1	3%
Sea Island	5	0	NA
Seafair	44	4	9%
 South Arm	11	3	27%
Steveston North	42	3	7%
Steveston South	17	0	NA
Steveston Village	8	4	50%
 Terra Nova	14	3	21%
West Cambie	25	3	12%
 Westwind	11	0	NA
Woodwards	32	3	9%
TOTAL*	654	53	8%

21

FEBRUARY 2018

Sales

1

Sales Ratio

5%

Community DETACHED HOUSES SnapStats® Inventory

Boyd Park

*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.

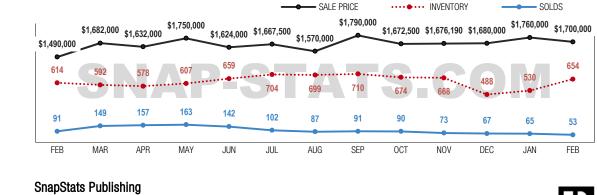
Market Summary

13 Month

Market Trend

Compliments of...

- Market Type Indicator RICHMOND DETACHED: Buyers market at 8% Sales Ratio average (8 in 100 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$1 mil to \$1.5 mil with average 30% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil, Broadmoor, Granville, 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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Snap Stats RICHMOND

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

Community ATTACHED CONDOS & TOWNHOMES

FEBRUARY 2018

SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	2	3	150%*
300,001 - 400,000	12	17	142%*
400,001 - 500,000	36	36	100%
500,001 - 600,000	42	36	86%
600,001 - 700,000	78	35	45%
700,001 - 800,000	68	24	35%
800,001 - 900,000	82	17	21%
900,001 - 1,000,000	72	17	24%
1,000,001 - 1,250,000	72	9	13%
1,250,001 - 1,500,000	37	8	22%
1,500,001 - 1,750,000	17	1	6%
1,750,001 - 2,000,000	7	1	14%
2,000,001 - 2,250,000	0	0	NA
2,250,001 - 2,500,000	0	0	NA
2,500,001 - 2,750,000	2	0	NA
2,750,001 - 3,000,000	3	0	NA
3,000,001 - 3,500,000	0	1	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*	530	205	39%
0 to 1 Bedroom	53	52	98%
2 Bedrooms	230	86	37%
3 Bedrooms	177	51	29%
4 Bedrooms & Greater	70	16	23%
TOTAL*	530	205	39%

SnapStats® Median Data	January	February	Variance
Inventory	470	530	13%
Solds	201	205	2%
Sale Price	\$663,500	\$648,000	-2%
Sale Price SQFT	\$698	\$679	-3%
Sale to List Price Ratio	99%	104%	5%
Days on Market	23	10	-57%

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	8	7	88%
Bridgeport	16	3	19%
Brighouse	175	67	38%
Brighouse South	57	26	46%
Broadmoor	7	5	71%
East Cambie	9	3	33%
East Richmond	2	1	50%
Garden City	3	5	167%*
Gilmore	0	0	NA
Granville	10	4	40%
Hamilton	3	2	67%
Ironwood	4	1	25%
Lackner	3	1	33%
McLennan	0	0	NA
McLennan North	54	17	31%
McNair	1	1	100%
Quilchena	9	1	11%
Riverdale	8	6	75%
Saunders	8	4	50%
Sea Island	0	0	NA
Seafair	3	0	NA
South Arm	4	5	125%*
Steveston North	4	0	NA
Steveston South	31	10	32%
Steveston Village	9	1	11%
Terra Nova	9	3	33%
West Cambie	77	30	39%
Westwind	3	0	NA
Woodwards	13	2	15%
TOTAL*	530	205	39%

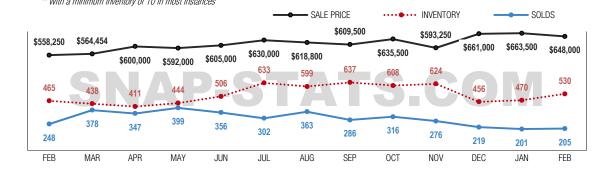
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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 4% above list price
- Most Active Price Band** \$300,000 to \$500,000 with average >100% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Quilchena, Steveston Village and minimum 4 bedroom properties
- · Sellers Best Bet** Selling homes in Boyd Park, Riverdale and up to 1 bedroom properties ** With a minimum inventory of 10 in most instances



Compliments of...

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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	0	1	NA*
900,001 - 1,000,000	1	4	400%*
1,000,001 - 1,250,000	28	7	25%
1,250,001 - 1,500,000	37	5	14%
1,500,001 - 1,750,000	16	1	6%
1,750,001 - 2,000,000	16	1	6%
2,000,001 - 2,250,000	7	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	7	1	14%
3,000,001 - 3,500,000	4	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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	130	20	15%
2 Bedrooms & Less	3	3	100%
3 to 4 Bedrooms	90	12	13%
5 to 6 Bedrooms	36	5	14%
7 Bedrooms & More	1	0	NA
TOTAL*	130	20	15%

SnapStats® Median Data Variance February January Inventory 117 130 11% Solds 9 20 122% Sale Price \$1,080,000 \$1,112,500 3% Sale Price SQFT \$474 \$451 -5% Sale to List Price Ratio 98% 93% -5% Days on Market 84 16 -81%

Community DETACHED HOUSES

12 15 13	5 0 4	42% NA 31%
13	0 4	
	4	31%
10		
IÖ	3	17%
32	1	3%
28	6	21%
12	1	8%
130	20	15%
	28 12	32 1 28 6 12 1

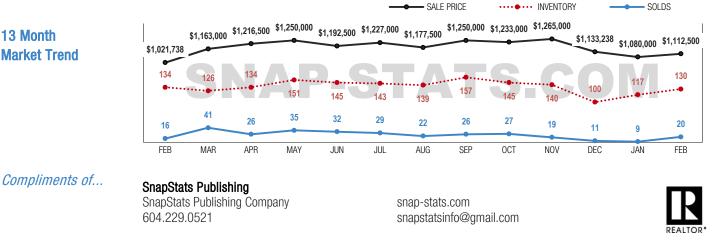
FEBRUARY 2018

*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

Market Type Indicator TSAWWASSEN DETACHED: Balanced market at 15% Sales Ratio average (1.5 in 10 homes selling rate)

- Homes are selling on average 7% below list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 25% Sales Ratio (Sellers market speed)
- Buyers Best Bet** Homes between \$1.5 mil to \$2 mil, Pebble Hill and Tsawwassen East
- Sellers Best Bet** Selling homes in Beach Grove and Cliff Drive ** With a minimum inventory of 10 in most instances



Snap Stats TSAWWASSEN

Price Band & Bedroom ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0-300,000	0	0	NA
300,001 - 400,000	1	1	100%
400,001 - 500,000	3	2	67%
500,001 - 600,000	11	2	18%
600,001 - 700,000	4	1	25%
700,001 - 800,000	1	1	100%
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	2	1	50%
1,000,001 - 1,250,000	2	1	50%
1,250,001 - 1,500,000	1	0	NA
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*	28	9	32%
0 to 1 Bedroom	2	2	100%
2 Bedrooms	21	6	29%
3 Bedrooms	4	1	25%
4 Bedrooms & Greater	1	0	NA
TOTAL*	28	9	32%

SnapStats® Median Data	January	February	Variance
Inventory	28	28	NA
Solds	7	9	29%
Sale Price	\$560,000	\$585,000	4%
Sale Price SQFT	\$456	\$506	11%
Sale to List Price Ratio	95%	98%	3%
Days on Market	26	28	8%

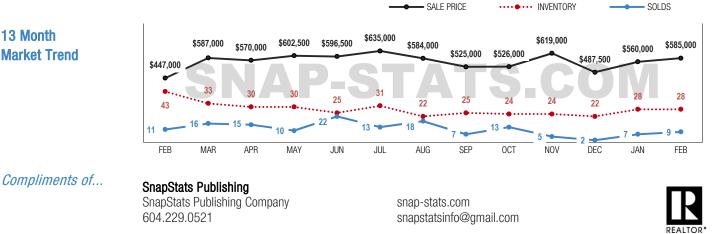
Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	6	2	33%
Boundary Beach	2	0	NA
Cliff Drive	16	5	31%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	2	2	100%
Tsawwassen East	2	0	NA
TOTAL*	28	9	32%

*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 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** Insufficient data but with 4 sales \$400,000 to \$600,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Homes in Cliff Drive and 2 bedroom properties ** With a minimum inventory of 10 in most instances



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13 Month **Market Trend**

FEBRUARY 2018

Snap Stats 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	2	100%
700,001 - 800,000	1	0	NA
800,001 - 900,000	2	1	50%
900,001 - 1,000,000	10	2	20%
1,000,001 - 1,250,000	24	3	13%
1,250,001 - 1,500,000	16	2	13%
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	3	0	NA
2,500,001 - 2,750,000	3	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	2	0	NA
TOTAL*	75	10	13%
2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	51	6	12%
5 to 6 Bedrooms	14	2	14%
7 Bedrooms & More	2	0	NA
TOTAL*	75	10	13%

Community	DETACHED	HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	3	3	100%
East Delta	1	0	NA
Hawthorne	24	2	8%
Holly	6	1	17%
Ladner Elementary	17	1	6%
Ladner Rural	7	0	NA
Neilsen Grove	8	3	38%
Port Guichon	8	0	NA
Westham Island	1	0	NA
TOTAL*	75	10	13%

FEBRUARY 2018

SnapStats® Median Data	January	February	Variance
Inventory	66	75	14%
Solds	5	10	100%
Sale Price	\$1,138,000	\$1,016,000	-11%
Sale Price SQFT	\$482	\$510	6%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	6	15	150%

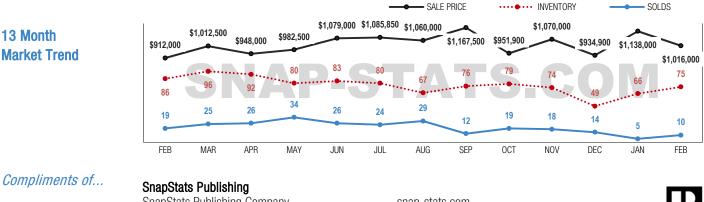
*Sales Ratio total suggests market speed and market type (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

13 Month

Market Trend

- Market Type Indicator LADNER DETACHED: Balanced market at 13% Sales Ratio average (1.3 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 20% Sales Ratio (21% is a Sellers market)
- Buyers Best Bet** Homes between \$1 mil to \$1.5 mil, Hawthorne, Ladner Elementary and 3 to 6 bedroom properties
- · Sellers Best Bet** Selling homes in Neilsen Grove 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	4	2	50%
500,001 - 600,000	5	3	60%
600,001 - 700,000	3	0	NA
700,001 - 800,000	4	2	50%
800,001 - 900,000	0	1	NA*
900,001 - 1,000,000	2	1	50%
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*	19	9	47%
0 to 1 Bedroom	2	0	NA
2 Bedrooms	8	5	63%
3 Bedrooms	7	3	43%
4 Bedrooms & Greater	2	1	50%
TOTAL*	19	9	47%

Community ATTACHED CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Delta Manor	2	1	50%
East Delta	1	0	NA
Hawthorne	3	6	200%*
Holly	0	0	NA
Ladner Elementary	5	0	NA
Ladner Rural	3	0	NA
Neilsen Grove	5	2	40%
Port Guichon	0	0	NA
Westham Island	0	0	NA
TOTAL*	19	9	47%

FEBRUARY 2018

SnapStats® Median Data	January	February	Variance
Inventory	17	19	12%
Solds	14	9	-36%
Sale Price	\$555,500	\$551,000	-1%
Sale Price SQFT	\$452	\$471	4%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	6	39	550%

*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.

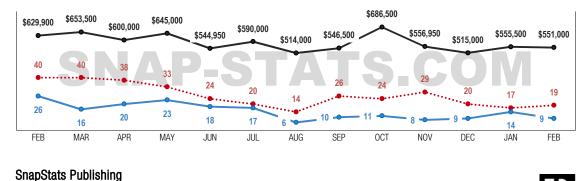
Market Summary

13 Month

Market Trend

Compliments of...

- Market Type Indicator LADNER ATTACHED: Sellers market at 47% Sales Ratio average (4.7 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** Insufficient data but with 3 sales \$500,000 to \$600,000
- Buyers Best Bet** Insufficient data
- Sellers Best Bet** Insufficient data but with 6 sales Hawthorne and 2 bedroom properties
 ** With a minimum inventory of 10 in most instances



SALE PRICE

····• INVENTORY

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SOLDS