

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

Compliments of:
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METRO VANCOUVER EDITION

Downtown
Westside
Eastside
North Vancouver
West Vancouver
Richmond
Tsawwassen
Ladner



Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	1	2	200%*
300,001 – 400,000	7	0	NA
400,001 – 500,000	25	5	20%
500,001 – 600,000	92	16	17%
600,001 – 700,000	139	26	19%
700,001 – 800,000	119	14	12%
800,001 – 900,000	89	14	16%
900,001 – 1,000,000	82	9	11%
1,000,001 – 1,250,000	131	12	9%
1,250,001 – 1,500,000	93	6	6%
1,500,001 – 1,750,000	64	11	17%
1,750,001 – 2,000,000	48	2	4%
2,000,001 – 2,250,000	20	0	NA
2,250,001 – 2,500,000	27	0	NA
2,500,001 – 2,750,000	17	0	NA
2,750,001 – 3,000,000	29	1	3%
3,000,001 – 3,500,000	19	0	NA
3,500,001 – 4,000,000	18	1	6%
4,000,001 – 4,500,000	7	0	NA
4,500,001 – 5,000,000	8	0	NA
5,000,001 & Greater	43	0	NA
TOTAL*	1078	119	11%

0 to 1 Bedroom	444	69	16%
2 Bedrooms	521	47	9%
3 Bedrooms	94	3	3%
4 Bedrooms & Greater	19	0	NA
TOTAL*	1078	119	11%

SnapStats®	January	February	Variance
Inventory	956	1078	13%
Solds	103	119	16%
Sale Price	\$780,000	\$792,000	2%
Sale Price SQFT	\$1,039	\$1,073	3%
Sale to List Price Ratio	99%	99%	0%
Days on Market	39	19	-51%

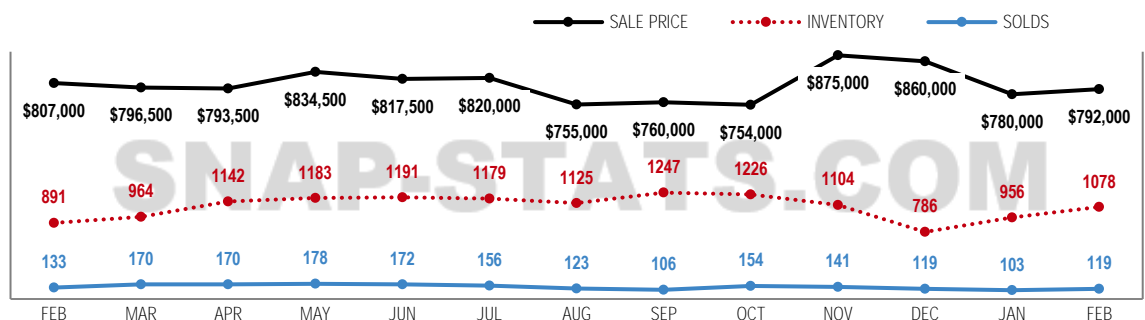
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **DOWNTOWN ATTACHED**: Buyers Market at 11% Sales Ratio average (1.1 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 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Coal Harbour and 3 bedroom properties
- Sellers Best Bet** Selling homes in Westend, Yaletown and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	1	0	NA
1,250,001 - 1,500,000	0	0	NA
1,500,001 - 1,750,000	1	1	100%
1,750,001 - 2,000,000	6	2	33%
2,000,001 - 2,250,000	7	1	14%
2,250,001 - 2,500,000	13	2	15%
2,500,001 - 2,750,000	15	3	20%
2,750,001 - 3,000,000	32	2	6%
3,000,001 - 3,500,000	51	5	10%
3,500,001 - 4,000,000	88	6	7%
4,000,001 - 4,500,000	51	7	14%
4,500,001 - 5,000,000	66	0	NA
5,000,001 - 5,500,000	36	3	8%
5,500,001 - 6,000,000	37	2	5%
6,000,001 - 6,500,000	20	0	NA
6,500,001 - 7,000,000	30	1	3%
7,000,001 - 7,500,000	14	0	NA
7,500,001 & Greater	115	0	NA
TOTAL*	583	35	6%

2 Bedrooms & Less	25	1	4%
3 to 4 Bedrooms	172	15	9%
5 to 6 Bedrooms	273	16	6%
7 Bedrooms & More	113	3	3%
TOTAL*	583	35	6%

SnapStats®	January	February	Variance
Inventory	545	583	7%
Solds	35	35	0%
Sale Price	\$3,200,000	\$3,550,000	11%
Sale Price SQFT	\$983	\$1,205	23%
Sale to List Price Ratio	97%	94%	-3%
Days on Market	54	24	-56%

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

Community DETACHED HOUSES

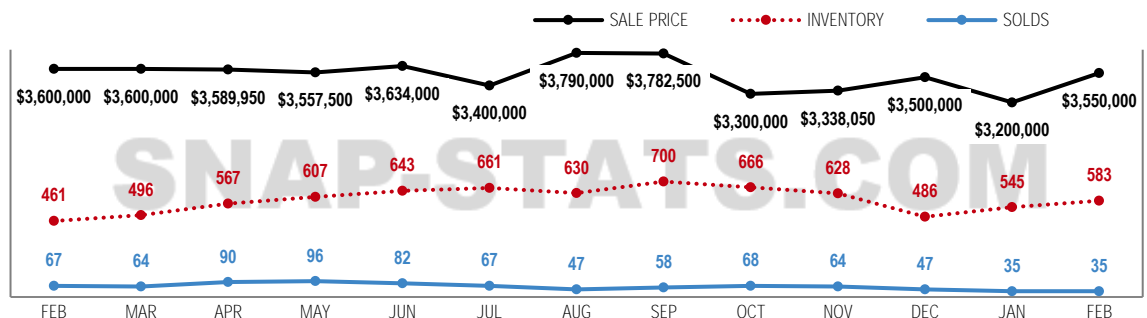
SnapStats®	Inventory	Sales	Sales Ratio
Arbutus	22	2	9%
Cambie	54	1	2%
Dunbar	68	7	10%
Fairview	2	0	NA
Falsecreek	0	0	NA
Kerrisdale	20	1	5%
Kitsilano	29	4	14%
Mackenzie Heights	16	4	25%
Marpole	37	3	8%
Mount Pleasant	4	0	NA
Oakridge	14	0	NA
Point Grey	79	5	6%
Quilchena	21	2	10%
SW Marine	21	0	NA
Shaughnessy	65	1	2%
South Cambie	9	0	NA
South Granville	75	2	3%
Southlands	31	2	6%
University	16	1	6%
TOTAL*	583	35	6%

Market Summary

- Market Type Indicator **WESTSIDE DETACHED**: Buyers Market at 6% Sales Ratio average (6 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 20% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$6.5 mil to \$7 mil, Cambie, Shaughnessy, South Granville and minimum 7 bedroom properties
- Sellers Best Bet** Selling homes in Mackenzie Heights and 3 to 4 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	1	NA*
400,001 – 500,000	13	3	23%
500,001 – 600,000	41	12	29%
600,001 – 700,000	62	16	26%
700,001 – 800,000	98	16	16%
800,001 – 900,000	87	17	20%
900,001 – 1,000,000	68	14	21%
1,000,001 – 1,250,000	106	27	25%
1,250,001 – 1,500,000	122	16	13%
1,500,001 – 1,750,000	89	11	12%
1,750,001 – 2,000,000	109	8	7%
2,000,001 – 2,250,000	27	0	NA
2,250,001 – 2,500,000	30	1	3%
2,500,001 – 2,750,000	18	2	11%
2,750,001 – 3,000,000	12	0	NA
3,000,001 – 3,500,000	9	0	NA
3,500,001 – 4,000,000	2	0	NA
4,000,001 – 4,500,000	2	0	NA
4,500,001 – 5,000,000	4	0	NA
5,000,001 & Greater	1	0	NA
TOTAL*	900	144	16%

0 to 1 Bedroom	266	53	20%
2 Bedrooms	395	76	19%
3 Bedrooms	217	14	6%
4 Bedrooms & Greater	22	1	5%
TOTAL*	900	144	16%

SnapStats®	January	February	Variance
Inventory	840	900	7%
Solds	105	144	37%
Sale Price	\$988,000	\$935,000	-5%
Sale Price SQFT	\$1,011	\$1,063	5%
Sale to List Price Ratio	99%	97%	-2%
Days on Market	32	17	-47%

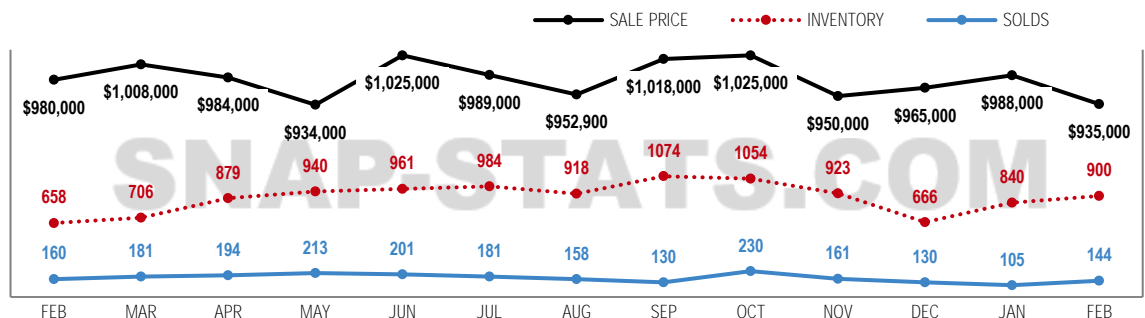
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Market Summary

- Market Type Indicator **WESTSIDE ATTACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 3% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.25 mil to \$2.5 mil, Kerrisdale, South Cambie, South Granville and minimum 3 bedrooms
- Sellers Best Bet** Selling homes in Mount Pleasant, Quilchena and up to 2 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	1	1	100%
1,250,001 - 1,500,000	21	7	33%
1,500,001 - 1,750,000	74	14	19%
1,750,001 - 2,000,000	94	11	12%
2,000,001 - 2,250,000	41	9	22%
2,250,001 - 2,500,000	76	6	8%
2,500,001 - 2,750,000	28	5	18%
2,750,001 - 3,000,000	53	1	2%
3,000,001 - 3,500,000	52	0	NA
3,500,001 - 4,000,000	43	0	NA
4,000,001 - 4,500,000	10	1	10%
4,500,001 - 5,000,000	2	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	498	55	11%

2 Bedrooms & Less	27	5	19%
3 to 4 Bedrooms	147	21	14%
5 to 6 Bedrooms	239	27	11%
7 Bedrooms & More	85	2	2%
TOTAL*	498	55	11%

SnapStats®	January	February	Variance
Inventory	453	498	10%
Solds	30	55	83%
Sale Price	\$1,863,000	\$1,900,000	2%
Sale Price SQFT	\$833	\$861	3%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	37	15	-59%

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

Community DETACHED HOUSES

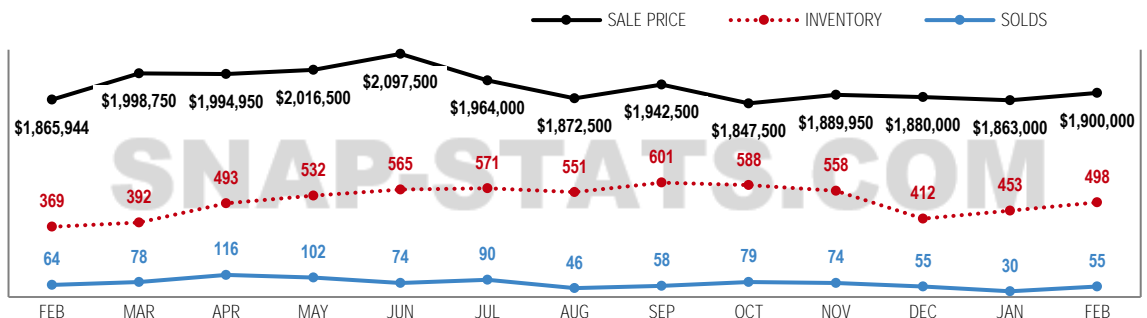
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	3	0	NA
Collingwood	91	2	2%
Downtown	0	0	NA
Fraser	26	5	19%
Fraserview	21	1	5%
Grandview Woodland	34	6	18%
Hastings	6	0	NA
Hastings Sunrise	14	3	21%
Killarney	40	10	25%
Knight	42	3	7%
Main	18	5	28%
Mount Pleasant	14	0	NA
Renfrew Heights	49	8	16%
Renfrew	62	4	6%
South Marine	3	0	NA
South Vancouver	48	5	10%
Strathcona	5	2	40%
Victoria	22	1	5%
TOTAL*	498	55	11%

Market Summary

- Market Type Indicator **EASTSIDE DETACHED**: Buyers Market at 11% Sales Ratio average (1.1 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 33% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.75 mil to \$3 mil, Collingwood, Fraserview, Knight, Renfrew, Victoria and minimum 7 bedrooms
- Sellers Best Bet** Selling homes in Killarney, Main and up to 2 bedroom properties

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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	9	2	22%
400,001 – 500,000	38	10	26%
500,001 – 600,000	89	12	13%
600,001 – 700,000	89	22	25%
700,001 – 800,000	71	19	27%
800,001 – 900,000	78	13	17%
900,001 – 1,000,000	38	14	37%
1,000,001 – 1,250,000	59	17	29%
1,250,001 – 1,500,000	37	7	19%
1,500,001 – 1,750,000	25	1	4%
1,750,001 – 2,000,000	6	0	NA
2,000,001 – 2,250,000	5	1	20%
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	1	0	NA
5,000,001 & Greater	0	0	NA
TOTAL*	550	118	21%

0 to 1 Bedroom	239	51	21%
2 Bedrooms	218	47	22%
3 Bedrooms	81	19	23%
4 Bedrooms & Greater	12	1	8%
TOTAL*	550	118	21%

SnapStats®	January	February	Variance
Inventory	491	550	12%
Solds	93	118	27%
Sale Price	\$746,000	\$781,500	5%
Sale Price SQFT	\$929	\$926	0%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	19	12	-37%

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Community CONDOS & TOWNHOMES

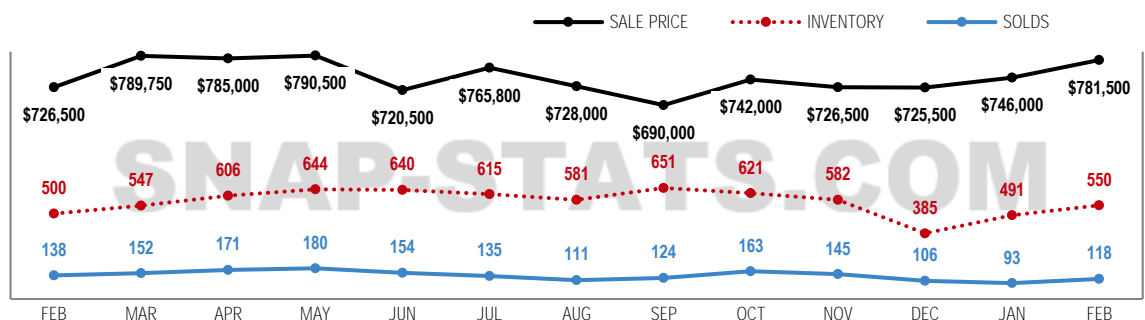
SnapStats®	Inventory	Sales	Sales Ratio
Champlain Heights	10	7	70%
Collingwood	87	12	14%
Downtown	51	9	18%
Fraser	17	2	12%
Fraserview	0	0	NA
Grandview Woodland	44	9	20%
Hastings	12	6	50%
Hastings Sunrise	3	0	NA
Killarney	7	1	14%
Knight	10	8	80%
Main	12	1	8%
Mount Pleasant	116	27	23%
Renfrew Heights	1	3	300%*
Renfrew	10	5	50%
South Marine	95	16	17%
South Vancouver	15	0	NA
Strathcona	46	9	20%
Victoria	14	3	21%
TOTAL*	550	118	21%

Market Summary

- Market Type Indicator **EASTSIDE ATTACHED**: Sellers Market at 21% Sales Ratio average (2.1 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$900,000 to \$1 mil with average 37% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Main and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Champlain Heights, Hastings, Knight, Renfrew and up to 3 bedroom properties

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13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	1	0	NA
800,001 - 900,000	2	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	0	NA
1,250,001 - 1,500,000	4	2	50%
1,500,001 - 1,750,000	10	6	60%
1,750,001 - 2,000,000	31	7	23%
2,000,001 - 2,250,000	31	9	29%
2,250,001 - 2,500,000	35	7	20%
2,500,001 - 2,750,000	24	3	13%
2,750,001 - 3,000,000	20	4	20%
3,000,001 - 3,500,000	15	7	47%
3,500,001 - 4,000,000	8	1	13%
4,000,001 - 4,500,000	8	2	25%
4,500,001 - 5,000,000	4	0	NA
5,000,001 - 5,500,000	6	0	NA
5,500,001 - 6,000,000	1	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	2	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	2	0	NA
TOTAL*	205	48	23%

2 Bedrooms & Less	8	2	25%
3 to 4 Bedrooms	111	23	21%
5 to 6 Bedrooms	70	22	31%
7 Bedrooms & More	16	1	6%
TOTAL*	205	48	23%

SnapStats®	January	February	Variance
Inventory	178	205	15%
Solds	42	48	14%
Sale Price	\$2,239,000	\$2,262,750	1%
Sale Price SQFT	\$868	\$802	-8%
Sale to List Price Ratio	98%	100%	2%
Days on Market	9	12	33%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	6	4	67%
Boulevard	11	2	18%
Braemar	2	0	NA
Calverhall	9	1	11%
Canyon Heights	25	4	16%
Capilano	3	0	NA
Central Lonsdale	12	8	67%
Deep Cove	15	0	NA
Delbrook	4	0	NA
Dollarton	7	1	14%
Edgemont	9	2	22%
Forest Hills	9	0	NA
Grouse Woods	1	3	300%*
Harbourside	0	0	NA
Indian Arm	2	0	NA
Indian River	1	0	NA
Lower Lonsdale	7	1	14%
Lynn Valley	19	8	42%
Lynn timer	1	0	NA
Mosquito Creek	1	0	NA
Norqate	6	0	NA
Northlands	5	0	NA
Pemberton Heights	7	0	NA
Pemberton	2	0	NA
Princess Park	5	0	NA
Queensbury	2	0	NA
Roche Point	1	1	100%
Seymour	2	1	50%
Tempe	3	0	NA
Upper Delbrook	3	0	NA
Upper Lonsdale	16	8	50%
Westlynn	6	4	67%
Westlynn Terrace	0	0	NA
Windsor Park	1	0	NA
Woodlands-Sunshine Cascade	2	0	NA
TOTAL*	205	48	23%

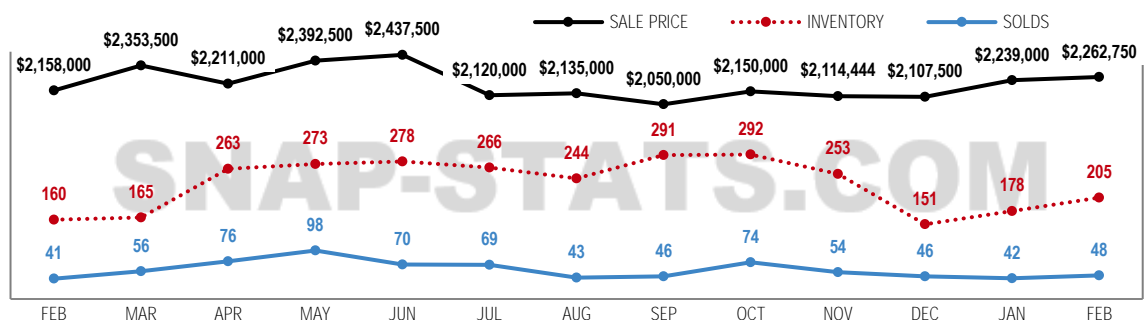
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **NORTH VANCOUVER DETACHED**: Sellers Market at 23% Sales Ratio average (2.3 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 60% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$2.5 mil to \$2.75 mil / \$3.5 mil to \$4 mil, Boulevard, Calverhall, Canyon Heights and 7+ bedrooms
- Sellers Best Bet** Selling homes in Central Lonsdale, Lynn Valley, Upper Lonsdale and 5 to 6 bedroom properties

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SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	19	4	21%
500,001 – 600,000	28	10	36%
600,001 – 700,000	40	12	30%
700,001 – 800,000	41	17	41%
800,001 – 900,000	38	14	37%
900,001 – 1,000,000	34	10	29%
1,000,001 – 1,250,000	68	14	21%
1,250,001 – 1,500,000	64	11	17%
1,500,001 – 1,750,000	44	4	9%
1,750,001 – 2,000,000	15	2	13%
2,000,001 – 2,250,000	6	0	NA
2,250,001 – 2,500,000	4	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	3	1	33%
3,500,001 – 4,000,000	2	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*	412	99	24%

0 to 1 Bedroom	114	34	30%
2 Bedrooms	184	46	25%
3 Bedrooms	86	17	20%
4 Bedrooms & Greater	28	2	7%
TOTAL*	412	99	24%

SnapStats®	January	February	Variance
Inventory	351	412	17%
Solds	102	99	-3%
Sale Price	\$859,500	\$835,000	-3%
Sale Price SQFT	\$947	\$932	-2%
Sale to List Price Ratio	100%	98%	-2%
Days on Market	17	12	-29%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Blueridge	2	1	50%
Boulevard	0	0	NA
Braemar	0	0	NA
Calverhall	1	0	NA
Canyon Heights	0	0	NA
Capilano	3	1	33%
Central Lonsdale	57	12	21%
Deep Cove	1	1	100%
Delbrook	1	0	NA
Dollarton	0	0	NA
Edgemont	7	0	NA
Forest Hills	0	0	NA
Grouse Woods	2	0	NA
Harbourside	7	2	29%
Indian Arm	0	0	NA
Indian River	2	0	NA
Lower Lonsdale	103	25	24%
Lynn Valley	46	11	24%
Lynnmour	56	15	27%
Mosquito Creek	12	1	8%
Norqate	7	0	NA
Northlands	5	6	120%*
Pemberton Heights	0	0	NA
Pemberton	67	8	12%
Princess Park	1	0	NA
Queensbury	3	1	33%
Roche Point	20	7	35%
Seymour	1	4	400%*
Tempe	0	0	NA
Upper Delbrook	0	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*	412	99	24%

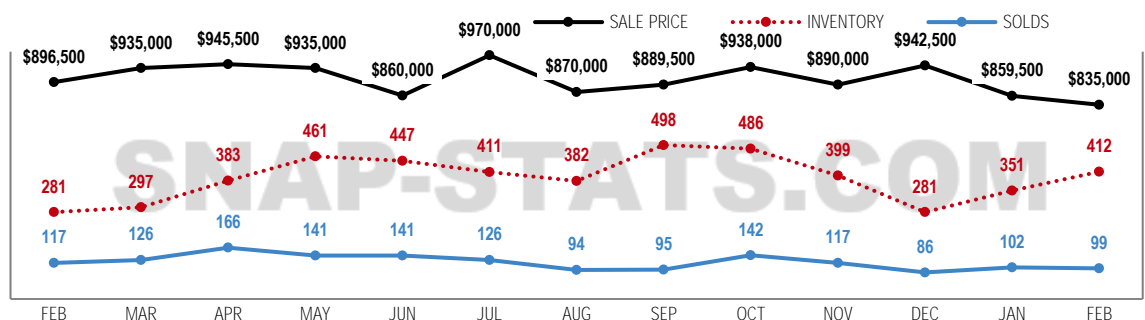
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Market Summary

- Market Type Indicator **NORTH VANCOUVER ATTACHED**: Sellers Market at 24% Sales Ratio average (2.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$700,000 to \$800,000 with average 41% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Mosquito Creek, Pemberton and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Roche Point and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 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	2	0	NA
1,750,001 - 2,000,000	9	2	22%
2,000,001 - 2,250,000	6	3	50%
2,250,001 - 2,500,000	25	2	8%
2,500,001 - 2,750,000	21	5	24%
2,750,001 - 3,000,000	32	4	13%
3,000,001 - 3,500,000	55	2	4%
3,500,001 - 4,000,000	43	3	7%
4,000,001 - 4,500,000	30	2	7%
4,500,001 - 5,000,000	44	1	2%
5,000,001 - 5,500,000	20	0	NA
5,500,001 - 6,000,000	18	0	NA
6,000,001 - 6,500,000	10	1	10%
6,500,001 - 7,000,000	12	0	NA
7,000,001 - 7,500,000	9	0	NA
7,500,001 & Greater	69	3	4%
TOTAL*	405	29	7%

2 Bedrooms & Less	16	0	NA
3 to 4 Bedrooms	176	13	7%
5 to 6 Bedrooms	174	16	9%
7 Bedrooms & More	39	0	NA
TOTAL*	405	29	7%

SnapStats®	January	February	Variance
Inventory	370	405	9%
Solds	17	29	71%
Sale Price	\$3,030,000	\$3,375,000	11%
Sale Price SQFT	\$1,055	\$874	-17%
Sale to List Price Ratio	103%	94%	-9%
Days on Market	66	37	-44%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	13	0	NA
Ambleside	34	3	9%
Bayridge	9	1	11%
British Properties	75	4	5%
Canterbury	4	0	NA
Caulfield	25	2	8%
Cedardale	6	0	NA
Chartwell	35	0	NA
Chelsea Park	2	0	NA
Cypress	11	1	9%
Cypress Park Estates	15	1	7%
Deer Ridge	0	0	NA
Dundarave	21	2	10%
Eagle Harbour	11	0	NA
Eagleridge	2	0	NA
Furry Creek	5	1	20%
Gleneagles	9	0	NA
Glenmore	17	0	NA
Horseshoe Bay	4	0	NA
Howe Sound	4	0	NA
Lions Bay	15	1	7%
Olde Caulfield	4	2	50%
Panorama Village	2	0	NA
Park Royal	4	0	NA
Porteau Cove	0	0	NA
Queens	8	4	50%
Rockridge	6	1	17%
Sandy Cove	2	0	NA
Sentinel Hill	16	0	NA
Upper Caulfield	4	1	25%
West Bay	9	1	11%
Westhill	11	0	NA
Westmount	12	1	8%
Whitby Estates	7	2	29%
Whytecliff	3	1	33%
TOTAL*	405	29	7%

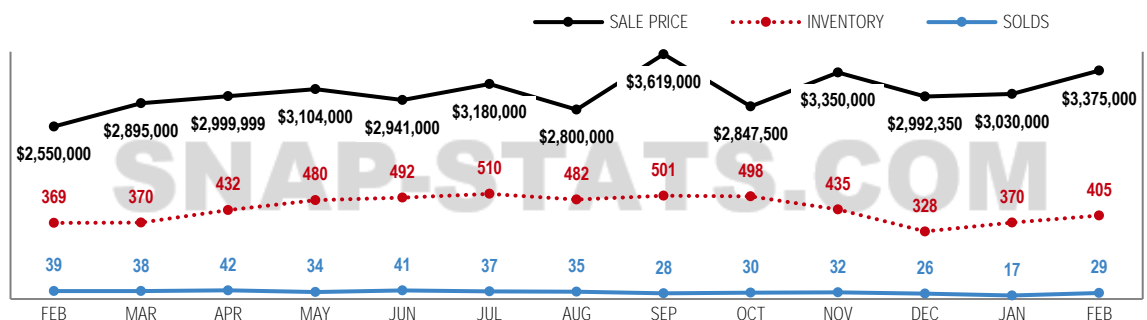
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER DETACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 6% below list price
- Most Active Price Band** \$2.5 mil to \$2.75 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4.5 mil to \$5 mil, British Properties and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Queens and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

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	3	0	NA
600,001 – 700,000	1	0	NA
700,001 – 800,000	5	2	40%
800,001 – 900,000	8	2	25%
900,001 – 1,000,000	3	0	NA
1,000,001 – 1,250,000	9	1	11%
1,250,001 – 1,500,000	17	1	6%
1,500,001 – 1,750,000	19	0	NA
1,750,001 – 2,000,000	19	0	NA
2,000,001 – 2,250,000	7	1	14%
2,250,001 – 2,500,000	7	1	14%
2,500,001 – 2,750,000	5	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	3	0	NA
4,000,001 – 4,500,000	1	0	NA
4,500,001 – 5,000,000	0	0	NA
5,000,001 & Greater	7	0	NA
TOTAL*	122	8	7%

0 to 1 Bedroom	15	2	13%
2 Bedrooms	74	6	8%
3 Bedrooms	28	0	NA
4 Bedrooms & Greater	5	0	NA
TOTAL*	122	8	7%

SnapStats®	January	February	Variance
Inventory	115	122	6%
Solds	13	8	-38%
Sale Price	\$1,360,000	\$1,062,000	-22%
Sale Price SQFT	\$1,290	\$1,015	-21%
Sale to List Price Ratio	98%	95%	-3%
Days on Market	62	18	-71%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Altamont	0	0	NA
Ambleside	24	3	13%
Bayridge	0	0	NA
British Properties	0	0	NA
Canterbury	0	0	NA
Caulfield	0	0	NA
Cedardale	3	0	NA
Chartwell	0	0	NA
Chelsea Park	0	0	NA
Cypress	0	0	NA
Cypress Park Estates	3	0	NA
Deer Ridge	3	0	NA
Dundarave	20	1	5%
Eagle Harbour	0	0	NA
Eagleridge	0	0	NA
Furry Creek	3	0	NA
Gleneagles	0	0	NA
Glenmore	1	0	NA
Horseshoe Bay	26	1	4%
Howe Sound	2	0	NA
Lions Bay	2	0	NA
Olde Caulfield	0	0	NA
Panorama Village	4	1	25%
Park Royal	28	1	4%
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	1	1	100%
Whytecliff	0	0	NA
TOTAL*	122	8	7%

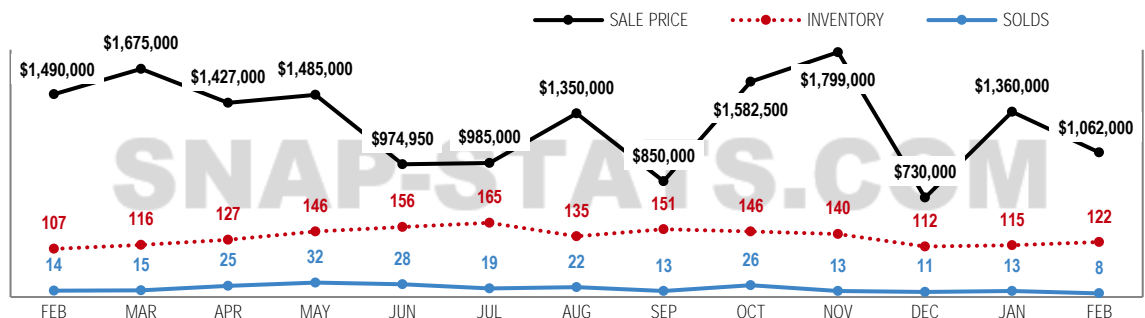
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **WEST VANCOUVER ATTACHED**: Buyers Market at 7% Sales Ratio average (7 in 100 homes selling rate)
- Homes are selling on average 5% below list price
- Most Active Price Band** \$800,000 to \$900,000 with average 25% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Dundarave, Horseshoe Bay, Park Royal and 2 bedroom properties
- Sellers Best Bet** Selling homes in Ambleside and up to 1 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	3	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	1	1	100%
1,250,001 - 1,500,000	11	2	18%
1,500,001 - 1,750,000	35	8	23%
1,750,001 - 2,000,000	68	6	9%
2,000,001 - 2,250,000	37	3	8%
2,250,001 - 2,500,000	53	5	9%
2,500,001 - 2,750,000	44	6	14%
2,750,001 - 3,000,000	53	4	8%
3,000,001 - 3,500,000	51	4	8%
3,500,001 - 4,000,000	40	0	NA
4,000,001 - 4,500,000	14	1	7%
4,500,001 - 5,000,000	8	0	NA
5,000,001 - 5,500,000	6	1	17%
5,500,001 - 6,000,000	4	0	NA
6,000,001 - 6,500,000	6	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	1	0	NA
7,500,001 & Greater	9	0	NA
TOTAL*	444	41	9%

2 Bedrooms & Less	15	0	NA
3 to 4 Bedrooms	141	16	11%
5 to 6 Bedrooms	251	24	10%
7 Bedrooms & More	37	1	3%
TOTAL*	444	41	9%

SnapStats®	January	February	Variance
Inventory	400	444	11%
Solds	49	41	-16%
Sale Price	\$1,868,000	\$2,288,000	22%
Sale Price SQFT	\$778	\$833	7%
Sale to List Price Ratio	95%	104%	9%
Days on Market	42	16	-62%

Community DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	12	0	NA
Bridgeport	7	0	NA
Brighthouse	7	0	NA
Brighthouse South	2	0	NA
Broadmoor	34	3	9%
East Cambie	13	1	8%
East Richmond	7	0	NA
Garden City	15	2	13%
Gilmore	4	0	NA
Granville	33	4	12%
Hamilton	21	3	14%
Ironwood	11	0	NA
Lackner	13	1	8%
McLennan	10	1	10%
McLennan North	6	0	NA
McNair	16	3	19%
Quilchena	28	2	7%
Riverdale	29	2	7%
Saunders	23	2	9%
Sea Island	4	1	25%
Seafair	25	4	16%
South Arm	8	1	13%
Steveston North	23	3	13%
Steveston South	8	0	NA
Steveston Village	11	2	18%
Terra Nova	10	3	30%
West Cambie	22	0	NA
Westwind	12	1	8%
Woodwards	30	2	7%
TOTAL*	444	41	9%

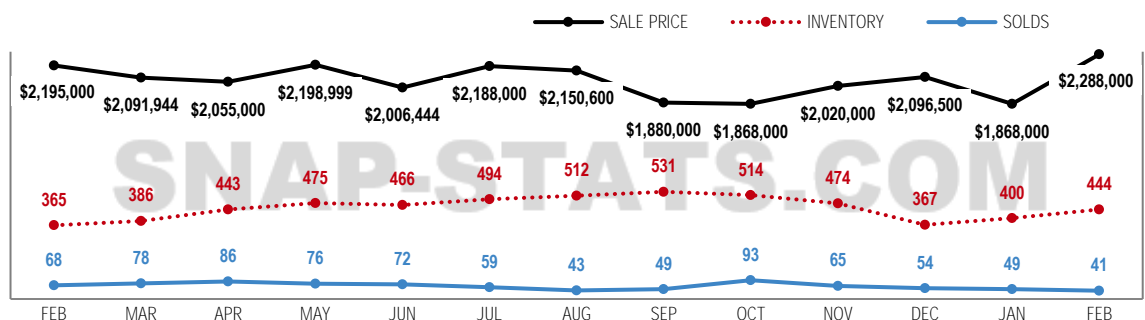
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

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 4% above list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 23% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$4 mil to \$4.5 mil, Broadmoor, E Cambie, Lackner, Quilchena, Riverdale, Westwind and Woodwards
- Sellers Best Bet** Selling homes in Terra Nova and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	5	2	40%
300,001 – 400,000	18	1	6%
400,001 – 500,000	30	9	30%
500,001 – 600,000	101	17	17%
600,001 – 700,000	137	30	22%
700,001 – 800,000	116	23	20%
800,001 – 900,000	124	14	11%
900,001 – 1,000,000	106	11	10%
1,000,001 – 1,250,000	164	20	12%
1,250,001 – 1,500,000	117	6	5%
1,500,001 – 1,750,000	40	3	8%
1,750,001 – 2,000,000	13	0	NA
2,000,001 – 2,250,000	4	0	NA
2,250,001 – 2,500,000	5	0	NA
2,500,001 – 2,750,000	0	1	NA*
2,750,001 – 3,000,000	2	0	NA
3,000,001 – 3,500,000	4	0	NA
3,500,001 – 4,000,000	0	0	NA
4,000,001 – 4,500,000	3	0	NA
4,500,001 – 5,000,000	1	0	NA
5,000,001 & Greater	2	0	NA
TOTAL*	992	137	14%

0 to 1 Bedroom	216	25	12%
2 Bedrooms	421	76	18%
3 Bedrooms	271	29	11%
4 Bedrooms & Greater	84	7	8%
TOTAL*	992	137	14%

SnapStats®	January	February	Variance
Inventory	849	992	17%
Solds	156	137	-12%
Sale Price	\$792,500	\$752,000	-5%
Sale Price SQFT	\$785	\$764	-3%
Sale to List Price Ratio	99%	98%	-1%
Days on Market	40	19	-53%

Community CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
Boyd Park	11	3	27%
Bridgeport	29	2	7%
Brighthouse	401	43	11%
Brighthouse South	102	19	19%
Broadmoor	11	1	9%
East Cambie	14	0	NA
East Richmond	2	0	NA
Garden City	11	0	NA
Gilmore	0	0	NA
Granville	9	2	22%
Hamilton	31	1	3%
Ironwood	14	2	14%
Lackner	2	1	50%
McLennan	0	0	NA
McLennan North	66	11	17%
McNair	0	1	NA*
Quilchena	1	1	100%
Riverdale	6	3	50%
Saunders	6	6	100%
Sea Island	0	0	NA
Seafair	5	0	NA
South Arm	9	2	22%
Steveston North	11	1	9%
Steveston South	29	12	41%
Steveston Village	2	1	50%
Terra Nova	14	0	NA
West Cambie	195	22	11%
Westwind	1	0	NA
Woodwards	10	3	30%
TOTAL*	992	137	14%

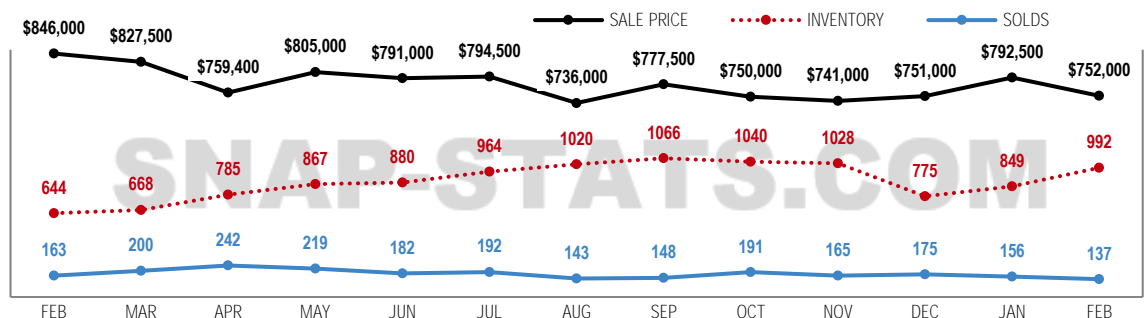
*Sales Ratio suggests market type and speed (ie Balanced 12-20%.) Refer to YTD reports for sustained periods. If >100% MLS® data reported previous month's sales exceeded current inventory count.

Market Summary

- Market Type Indicator **RICHMOND ATTACHED**: Balanced Market at 14% Sales Ratio average (1.4 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$400,000 to \$500,000 with average 30% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.25 mil to \$1.5 mil, Bridgeport, Broadmoor, Hamilton, Steveston North and minimum 4 bedrooms
- Sellers Best Bet** Selling homes in Boyd Park, Steveston South, Woodward and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	1	0	NA
800,001 - 900,000	0	0	NA
900,001 - 1,000,000	0	0	NA
1,000,001 - 1,250,000	5	0	NA
1,250,001 - 1,500,000	14	2	14%
1,500,001 - 1,750,000	27	1	4%
1,750,001 - 2,000,000	22	0	NA
2,000,001 - 2,250,000	6	0	NA
2,250,001 - 2,500,000	16	0	NA
2,500,001 - 2,750,000	10	0	NA
2,750,001 - 3,000,000	7	1	14%
3,000,001 - 3,500,000	2	2	100%
3,500,001 - 4,000,000	3	0	NA
4,000,001 - 4,500,000	0	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	1	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	116	6	5%

2 Bedrooms & Less	6	1	17%
3 to 4 Bedrooms	64	1	2%
5 to 6 Bedrooms	44	2	5%
7 Bedrooms & More	2	2	100%
TOTAL*	116	6	5%

SnapStats®	January	February	Variance
Inventory	98	116	18%
Solds	11	6	-45%
Sale Price	\$1,775,000	\$2,258,000	27%
Sale Price SQFT	\$715	\$737	3%
Sale to List Price Ratio	99%	96%	-3%
Days on Market	71	15	-79%

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

Community DETACHED HOUSES

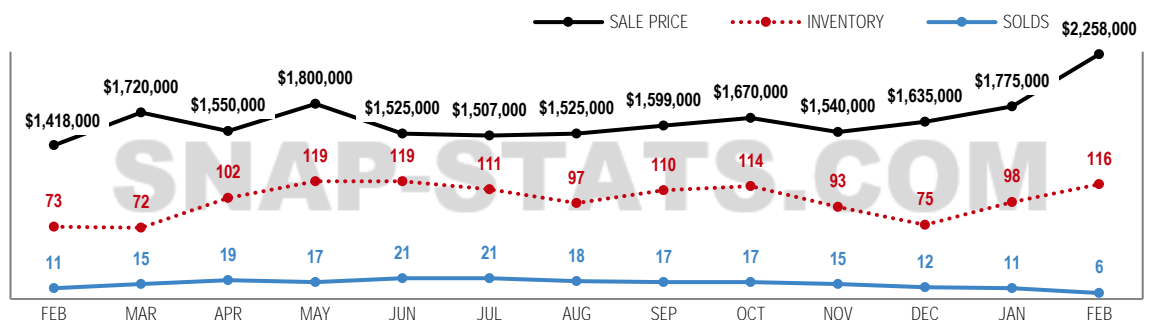
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	15	0	NA
Boundary Beach	16	1	6%
Cliff Drive	12	2	17%
English Bluff	16	0	NA
Pebble Hill	24	3	13%
Tsawwassen Central	18	0	NA
Tsawwassen East	9	0	NA
Tsawwassen North	6	0	NA
TOTAL*	116	6	5%

Market Summary

- Market Type Indicator **TSAWWASSEN DETACHED**: Buyers Market at 5% Sales Ratio average (5 in 100 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 14% Sales Ratio (Balanced market)
- Buyers Best Bet** Homes between \$1.5 mil to \$1.75 mil, Boundary Beach and 3 to 4 bedroom properties
- Sellers Best Bet** Selling homes in Cliff Drive and 5 to 6 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	2	0	NA
400,001 – 500,000	12	2	17%
500,001 – 600,000	14	4	29%
600,001 – 700,000	12	2	17%
700,001 – 800,000	24	5	21%
800,001 – 900,000	24	5	21%
900,001 – 1,000,000	10	0	NA
1,000,001 – 1,250,000	7	1	14%
1,250,001 – 1,500,000	7	1	14%
1,500,001 – 1,750,000	1	0	NA
1,750,001 – 2,000,000	1	1	100%
2,000,001 – 2,250,000	0	0	NA
2,250,001 – 2,500,000	1	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*	115	21	18%

0 to 1 Bedroom	19	2	11%
2 Bedrooms	61	15	25%
3 Bedrooms	25	4	16%
4 Bedrooms & Greater	10	0	NA
TOTAL*	115	21	18%

SnapStats®	January	February	Variance
Inventory	101	115	14%
Solds	14	21	50%
Sale Price	\$652,500	\$775,000	19%
Sale Price SQFT	\$579	\$638	10%
Sale to List Price Ratio	98%	98%	0%
Days on Market	53	20	-62%

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

Community CONDOS & TOWNHOMES

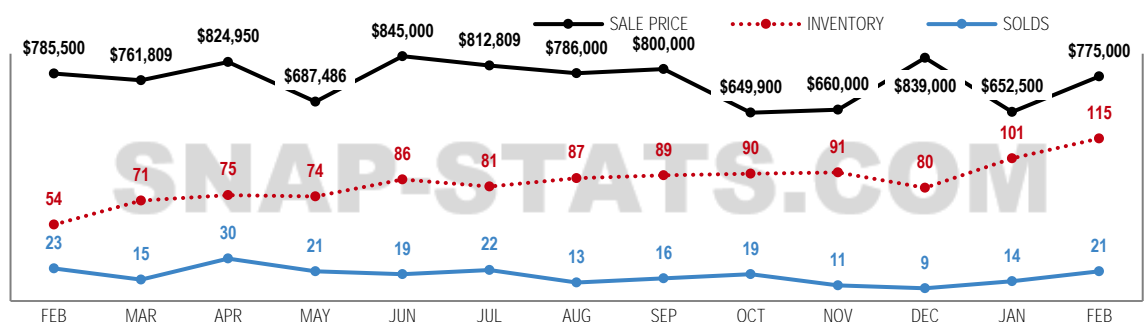
SnapStats®	Inventory	Sales	Sales Ratio
Beach Grove	17	0	NA
Boundary Beach	11	2	18%
Cliff Drive	12	2	17%
English Bluff	0	0	NA
Pebble Hill	0	0	NA
Tsawwassen Central	8	1	13%
Tsawwassen East	2	1	50%
Tsawwassen North	65	15	23%
TOTAL*	115	21	18%

Market Summary

- Market Type Indicator **TSAWWASSEN ATTACHED**: Balanced Market at 18% Sales Ratio average (1.8 in 10 homes selling rate)
- Homes are selling on average 2% below list price
- Most Active Price Band** \$500,000 to \$600,000 with average 29% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$400,000 to \$500,000 / \$600,000 to \$700,000, Tsawwassen Central and up to 1 bedrooms
- Sellers Best Bet** Selling homes in Tsawwassen North and 2 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom DETACHED HOUSES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 - 800,000	3	1	33%
800,001 - 900,000	0	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	19	4	21%
1,500,001 - 1,750,000	17	4	24%
1,750,001 - 2,000,000	10	1	10%
2,000,001 - 2,250,000	6	0	NA
2,250,001 - 2,500,000	4	0	NA
2,500,001 - 2,750,000	1	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	1	0	NA
4,000,001 - 4,500,000	2	0	NA
4,500,001 - 5,000,000	1	0	NA
5,000,001 - 5,500,000	1	0	NA
5,500,001 - 6,000,000	0	0	NA
6,000,001 - 6,500,000	0	0	NA
6,500,001 - 7,000,000	0	0	NA
7,000,001 - 7,500,000	0	0	NA
7,500,001 & Greater	0	0	NA
TOTAL*	69	11	16%

2 Bedrooms & Less	10	1	10%
3 to 4 Bedrooms	33	6	18%
5 to 6 Bedrooms	25	4	16%
7 Bedrooms & More	1	0	NA
TOTAL*	69	11	16%

SnapStats®	January	February	Variance
Inventory	57	69	21%
Solds	7	11	57%
Sale Price	\$1,250,000	\$1,500,000	20%
Sale Price SQFT	\$670	\$692	3%
Sale to List Price Ratio	96%	100%	4%
Days on Market	31	17	-45%

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

Community DETACHED HOUSES

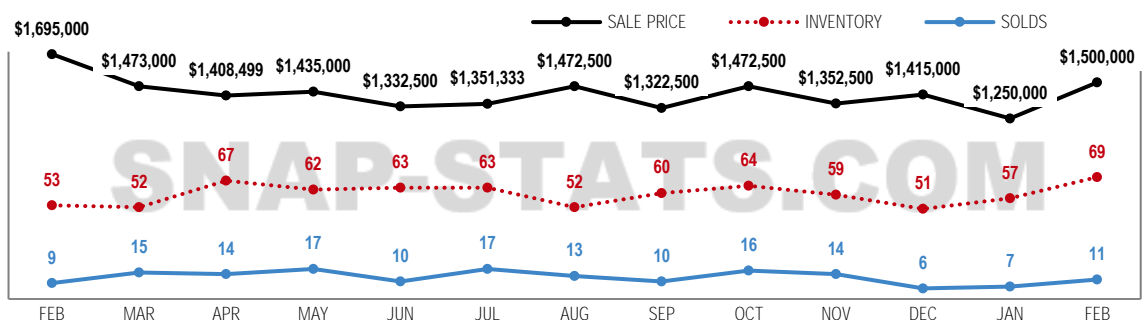
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	3	0	NA
East Delta	0	0	NA
Hawthorne	17	4	24%
Holly	17	3	18%
Ladner Elementary	12	0	NA
Ladner Rural	4	0	NA
Neilsen Grove	5	3	60%
Port Guichon	9	1	11%
Tilbury	0	0	NA
Westham Island	2	0	NA
TOTAL*	69	11	16%

Market Summary

- Market Type Indicator **LADNER DETACHED**: Balanced Market at 16% Sales Ratio average (1.6 in 10 homes selling rate)
- Homes are selling on average 100% of list price
- Most Active Price Band** \$1.5 mil to \$1.75 mil with average 24% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$1.75 mil to \$2 mil, Port Guichon and up to 2 bedroom properties
- Sellers Best Bet** Selling homes in Hawthorne and 3 to 4 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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Price Band & Bedroom CONDOS & TOWNHOMES

SnapStats®	Inventory	Sales	Sales Ratio
\$0 – 300,000	0	0	NA
300,001 – 400,000	0	0	NA
400,001 – 500,000	1	0	NA
500,001 – 600,000	5	0	NA
600,001 – 700,000	3	3	100%
700,001 – 800,000	3	1	33%
800,001 – 900,000	5	3	60%
900,001 – 1,000,000	11	2	18%
1,000,001 – 1,250,000	12	5	42%
1,250,001 – 1,500,000	13	3	23%
1,500,001 – 1,750,000	1	1	100%
1,750,001 – 2,000,000	1	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	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*	56	18	32%

0 to 1 Bedroom	2	1	50%
2 Bedrooms	25	8	32%
3 Bedrooms	12	5	42%
4 Bedrooms & Greater	17	4	24%
TOTAL*	56	18	32%

SnapStats®	January	February	Variance
Inventory	56	56	0%
Solds	10	18	80%
Sale Price	\$944,900	\$1,002,499	6%
Sale Price SQFT	\$748	\$662	-11%
Sale to List Price Ratio	100%	102%	2%
Days on Market	5	17	240%

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

Community CONDOS & TOWNHOMES

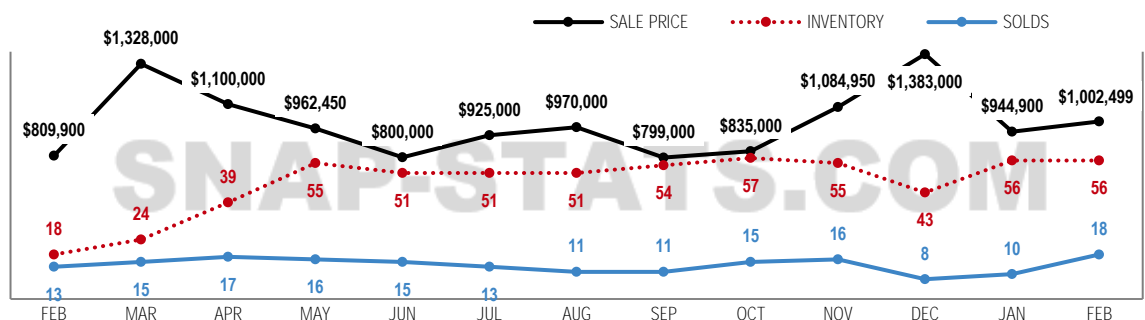
SnapStats®	Inventory	Sales	Sales Ratio
Annacis Island	0	0	NA
Delta Manor	5	3	60%
East Delta	2	2	100%
Hawthorne	6	1	17%
Holly	2	2	100%
Ladner Elementary	18	2	11%
Ladner Rural	0	0	NA
Neilsen Grove	23	8	35%
Port Guichon	0	0	NA
Tilbury	0	0	NA
Westham Island	0	0	NA
TOTAL*	56	18	32%

Market Summary

- Market Type Indicator **LADNER ATTACHED**: Sellers Market at 32% Sales Ratio average (3.2 in 10 homes selling rate)
- Homes are selling on average 2% above list price
- Most Active Price Band** \$1 mil to \$1.25 mil with average 42% Sales Ratio (Sellers market)
- Buyers Best Bet** Homes between \$900,000 to \$1 mil, Ladner Elementary and minimum 4 bedroom properties
- Sellers Best Bet** Selling homes in Neilsen Grove and 3 bedroom properties

**With minimum inventory of 10 in most instances

13 Month Market Trend



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